

HALL REALTY CONSULTANTS, LLC

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MARKET VALUE APPRAISAL – Fee Simple

Green Acres Project – Green Acres Land Exchange

Going Into Program – 40.85 ± acres

Block 54, Lots 21.02 & 26

Owner: Township of Stafford

Stafford Township, Ocean County, NJ 08050

As of: November 4, 2013

HRC File #: 13-133.01– Going In

Prepared For:

Township of Stafford
Attn: Jim Moran,
Township Administrator
260 East Bay Avenue
Manahawkin, NJ 08050

Date:

November 12, 2013

Prepared By:

Richard E. Hall, MAI, CRE®

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November 12, 2013

Township of Stafford
Attn: Jim Moran, Township Administrator
260 East Bay Avenue
Manahawkin, NJ 08050

Re: Green Acres Project – Green Acres Land Exchange
Going Into Program – 40.85 ± acres
Block 54, Lots 21.02 and 26
Owner: Township of Stafford
Stafford Township, Ocean County, NJ
HRC File #: 13-133.01 – Going In

Dear Mr. Moran:

In accordance with your request, I have inspected the above captioned property for purposes of estimating the market value of the fee simple interest as of the effective date November 4, 2013. The intended use of this appraisal is for reportedly for a land exchange of 40.85± acres to be transferred into the Green Acres program from Township of Stafford, as per the client, and intended user of this report, Township of Stafford and NJ Department of Environmental Protection Green Acres Program.

Market value, as estimated herein, is defined as follows:

Market Value: A type of value, stated as an opinion, that presumes the transfer of a property (i.e., a right of ownership or a bundle of such rights), as of a certain date, under specific conditions set forth in the definition of the term identified by the appraiser as applicable in an appraisal.

1. The relationship, knowledge, and motivation of the parties (i.e., seller and buyer);
2. The terms of sale (e.g., cash, cash equivalent, or other terms); and
3. The conditions of sale (e.g., exposure in a competitive market for a reasonable time prior to sale).

(Source: Uniform Standards of Professional Appraisal Practice, The Appraisal Foundation, dated 2012-2013)

This appraisal report has been prepared in accordance with all professional appraisal standards and guidelines including the Uniform Standards of Appraisal Practice (USPAP) of the Appraisal Foundation and the Standards of Professional Practice (SPP) of the Appraisal Institute. It is further consistent with the requirements of the NJDEP green acres guidelines.

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Township of Stafford
Attn: Jim Moran, Township Administrator
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Assumptions and Limiting Conditions

This appraisal report has been made with the following assumptions and limiting conditions:

This is a Self Contained Appraisal Report, which is intended to comply with the reporting requirements set forth under Standards Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice for a Self Contained Appraisal Report. As such, it presents discussions of the data, reasoning, and analyses that were used in the appraisal process to develop the appraiser's opinion of value. Supporting documentation that is not provided with the report concerning the data, reasoning, and analyses is retained in the appraiser's file. The depth of discussion contained in this report is specific to the needs of the client and for the intended use stated in the report. The appraiser is not responsible for unauthorized use of this report.

The legal description furnished is assumed to be correct. The appraiser assumes no responsibility for matters legal in character, nor renders any opinion as to the title, which is assumed to be good.

This value estimate is contingent upon the limiting conditions and assumptions stated in the following report.

Extraordinary Assumption: *“An assumption, directly related to a specific assignment, as of the effective date of the assignment results, which, if found to be false, could alter the appraiser's opinions or conclusions.” (Source: Uniform Standards of Professional Appraisal Practice, The Appraisal Foundation, dated 2012-2013.)*

None

Hypothetical Condition: *“A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis.” (Source: Uniform Standards of Professional Appraisal Practice, The Appraisal Foundation, dated 2012-2013.)*

The subject is owned by the Township of Stafford and is not restricted for sale to a private party. For the intended use and purpose of this report, it is assumed that the property would be available for sale on the open market without any development restrictions because of the open space classification.

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Township of Stafford

Attn: Jim Moran, Township Administrator

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The subject properties are vacant land type properties located in Stafford Township, Ocean County, New Jersey. The principal appraiser who prepared this report has had experience in the area with appraising similar type properties in this area.

The property owner was not notified, as the Township of Stafford is the owner.

After analysis of all data affecting the value of the property, I am of the opinion that the subject has a market value of the fee simple interest as of the effective date November 4, 2013:

\$114,500

Respectfully submitted,



Richard E. Hall, MAI, CRE®

NJ State Certified General

Real Estate Appraiser #RG000469

REH/ks

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SUMMARY OF SALIENT FACTS AND CONCLUSIONS

PROPERTY: Owner: Township of Stafford
Block 54, Lots 21.02 and 26
Stafford Township, Ocean County, NJ

PURPOSE OF REPORT: Estimate market value

INTEREST APPRAISED: Fee simple interest

EFFECTIVE DATE OF VALUE: November 4, 2013

INTENDED USE/USER: The intended use of this appraisal is for a land exchange of 40.85± acres to be transferred into the Green Acres program from the Township of Stafford, as per the client, and intended user of this report, Township of Stafford and NJ Department of Environmental Protection Green Acres Program.

TYPE OF PROPERTY: Vacant land

LAND:

| | |
|-------------|---------------------|
| Lot 21.02 - | 36.16 ± acres |
| Lot 26 - | <u>4.69</u> ± acres |
| Total | 40.849 ± acres |

GOING INTO PROGRAM: 40.85± acres

IMPROVEMENTS: None – Vacant Land

HIGHEST AND BEST USE: Passive recreation/Wetland mitigation

ZONING: Lot 21.01 – W – National Wildlife Refuse Zone;
Lot 26 – RGL-SCH – School Zone

2013 ASSESSMENT DATA: Refer to body of report for individual breakdown.

2013 TAX RATE: \$2.247/\$100 assessed

EXPOSURE TIME: Less than 12 months

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Summary of Salient Facts and Conclusions (Cont'd)

VALUE INDICATIONS:

| | | |
|---------------------------------|----|---------|
| Cost Approach: | \$ | N/A |
| Sales Comparison Approach: | \$ | 114,500 |
| Income Capitalization Approach: | \$ | N/A |

FINAL VALUE ESTIMATE – GOING INTO PROGRAM

(As of November 4, 2013)

\$114,500

HALL REALTY CONSULTANTS, LLC

QUALIFICATIONS OF:
RICHARD E. HALL, MAI, CRE®
Realtor/Appraiser/Consultant

CERTIFICATIONS AND LICENSES:

State Certified General Real Estate Appraiser (SCGREA) - #RG000469 (Certified to 12/31/13)
Licensed Real Estate Broker, State of New Jersey 1972-2012
Certified Tax Assessor (CTA), #0856 – State of New Jersey 1972 – Current

PROFESSIONAL AFFILIATIONS AND MEMBERSHIPS:

MAI: Member, Appraisal Institute
CRE: Member, The Counselors of Real Estate
Realtor: National Association of Realtors & Ocean County Board of Realtors 1972-2012
CTA: Certified Tax Assessor

PROFESSIONAL EDUCATION:

Graduate of Rider University, Trenton, New Jersey in 1971; Degree: B.S. in Commerce, Finance Major
Former Adjunct Instructor of Real Estate Appraisal, Real Estate Finance and Investment
Stockton State College, Pomona, New Jersey
A.I. Courses Required Completed
Numerous lectures, workshops and conferences sponsored by the:
Appraisal Institute, The Counselors of Real Estate American Institute of Real Estate Appraisers, American Society of Real Estate Counselors, Society of Real Estate Appraisers, New Jersey Association of Realtors, National Association of Securities Dealers (NASD); Office of Dispute Resolution, NASD Arbitrator Panel Member Training, 1999; Office of Dispute Resolution, NASD Chairperson Training, 2000

QUALIFIED BEFORE COURTS AND ADMINISTRATIVE BODIES:

- United States Claims Court
- United States Federal Bankruptcy Court
- United States District of New Jersey
- Various Municipal Authorities, Planning & Zoning Boards, Committees and Administrative Boards
- National Association of Securities Dealers (NASD), Approved Panelist on Arbitration Cases
- Superior Court State of New Jersey
- Tax Court of the State of New Jersey
- Various County Tax Boards of the State of NJ

EXPERIENCE:

Appraising and Consulting

Since 1973, Mr. Hall has been involved in the real estate appraising and consulting practice, primarily limited to commercial investment, vacant land and litigation appraising.

Professional Organizations

Society of Real Estate Appraisers, Chapter 105, Past President 1978, Committee Member and Board of Directors
Appraisal Institute, New Jersey Metro Chapter, Past President 1995, Board of Directors and Admissions Committee and member of National Review and Counseling Committee

Alternative Dispute Resolution Experience

Engaged as a real estate appraisal consultant and negotiator for many municipalities and governmental agencies for land acquisition.

Past President and former member of the Ocean County Board of Taxation with the responsibility of overseeing the County Tax Administration and acting as a hearing officer for taxpayer filed tax appeals 1998-2008.

Approved Arbitrator for the National Association of Securities Dealers (NASD)

Litigation and testimony matters as a real estate expert in the State and Federal Courts.

GENERAL ASSUMPTIONS AND LIMITING CONDITIONS

UNLESS OTHERWISE STATED, this self-contained report and/or appraisal is subject to the following assumptions and limiting conditions:

The appraiser has not examined into and does not pass upon the title to the property, nor is it to be construed or implied that this report in any manner passes upon, counsels or advises in matters legal in character.

The description of the premises as reported herein is in accordance with information furnished by the client Township of Stafford and NJ Department of Environmental Protection Green Acres Program and accepted as correctly designating the boundary lines, but no investigations or survey has been made of the same.

The property is appraised as a whole in fee simple, free of liens, mortgages, restrictions of use or other encumbrances, leases, easements or other contracts running in favor or against the property except as may be specified herein.

Information pertaining to data from which computations are based, including but not limited to operating expenses, income and/or existing contracts, zoning regulations or other use restrictions, boundary lines, engineering surveys and conditions not evident upon surface inspection of the property, have been obtained from sources considered reliable, accepted and reported herein as correct and authentic but not guaranteed.

The value herein applies only to the premises described. It is not to be employed in making summation appraisals of said land and building or buildings that may be placed thereon; nor is said value or any analysis thereof or any unit values thereby derived to be construed as applicable to any other property, however similar.

The division of land and improvement values as reported herein is applicable only under the program of utilization as discussed within the context of the report.

Possession of this report or any copy thereof does not carry with it the right of publication, nor may it be used for any purpose other than as indicated in the appraisal.

Neither all nor any part of the contents of this report shall be conveyed to the public through advertising, public relations, news, sales or other media, without the written consent and approval of the author. The restrictions on publication include but are not limited to: valuation, conclusions, identity of the appraiser or firm with which he is connected, or any reference to the Appraisal Institute.

The appraiser is not to be required, by reason of this appraisal, to give testimony or attendance in court in reference to the property appraised.

Unless otherwise stated in this report, the existence of hazardous substances, including without limitation asbestos, polychlorinated biphenyls, petroleum leakage, or agricultural chemicals, which may or may not be present on the property were not called to the attention of nor did the appraiser become aware of such during the appraiser's inspection.

The appraiser has no knowledge of the existence of such materials on or in the property unless otherwise stated. The appraiser, however, is not qualified to test for such substances. The presence of such hazardous substances may affect the value of the property.

General Assumptions and Limiting Conditions (Cont'd)

The value estimated herein is predicated on the assumption that no such hazardous substances exist on or in the property or in such proximity thereto which would cause a loss of value. No responsibility is assumed for any such hazardous substances, nor for any expertise or knowledge required to discover them.

The appraiser has not reviewed a Phase I Environmental Audit report, such an examination is customary in the transfer of commercial, industrial or vacant real estate. The appraisal is based on an assumption of a Phase I Environmental Audit report indicating no contamination.

The opinions expressed herein are subject to and contingent upon compliance of the property to environmental laws and regulations, where applicable, that may be within the jurisdiction of any federal, state, county or municipal authorities, agencies or sub-divisions therein.

The valuations discussed herein are subject to and contingent upon any claims or rights of the United States of America or the jurisdictional state as it would relate to lands flowed by tides, tributary rivers or other water bodies therein.

The property is appraised and value conclusions are set forth under the assumption that the land utilization or opinions of highest and best use comply with all laws, regulations and statutes that would affect the utilization of said property including but not limited to zoning, licensing, permitting and environmental, whether within the jurisdiction of federal state, county or municipal authority.

This appraisal is made with the understanding that the subject can obtain a negative declaration from the New Jersey Department of Environmental Protection (NJDEP) pursuant to the regulations and requirements of the Environmental Cleanup Responsibility Act of 1983 (ECRA), as amended including the Industrial Site Recovery Act (ISRA) amendments of June 16, 1993. These Acts require as a pre-condition of any cessation of operation or the transfer of real property, which used or stored regulated hazardous substances, the testing, cleanup and disposal of any such material. The appraiser is not qualified to determine the existence of any such hazardous material and therefore, has expressed a value of the subject property as if free and clear of any such substances.

The appraiser has not been apprised or is qualified to ascertain the existence of radon, a radioactive gas which occurs naturally in the soil of certain identified areas. This gas in concentrated form has been shown to be detrimental and its existence would create a negative impact on value. As in the above instance, the value estimate assumes the subject is free and clear of radon gas.

The Americans with Disabilities Act (ADA) relating to public accommodations and commercial facilities became effective 1/26/92. The appraiser has not made a specific compliance survey and analysis to determine whether or not any improvements, if applicable, are in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey, together with a detailed analysis of the requirements of the ADA, could reveal that non-compliance with one or more of the requirements of the Act. If so, this fact could have a negative effect upon value. Since the appraiser has no direct evidence relating to this issue, he did not consider possible non-compliance with the requirements of ADA in the estimation of value.

SPECIAL NOTE:

If investigations, special studies including but not limited to legal, engineering, chemical or others, completed by qualified individuals should reveal that facts contained within the assumptions and limiting conditions as set forth above were not known or conveyed to the appraiser as of the date of this report, he should be apprised of such information to obtain his opinion as to the effect, if any, to his final value estimate.

HALL REALTY CONSULTANTS, LLC

CLIENT

Township of Stafford
Attn: Jim Moran, Township Administrator
260 East Bay Avenue
Manahawkin, NJ 08050

IDENTIFICATION OF PROPERTY

The subject property is legally known as Block 54, Lots 21.02 and 26 as shown on the official tax map of Stafford Township, Ocean County, New Jersey. The property is more commonly known as:

Green Acres Land Exchange 40.85± acres – Going Into Program

No title search or survey, unless specified, has been provided. The legal description contained within represents the best available to the appraiser. It is assumed to be correct, however, no implied warranties or legal opinions are rendered. The property has been evaluated based upon descriptions as provided by the client and are subject to the assumptions and limiting conditions contained herein.

INTEREST VALUED

Fee simple interest held by record owner – Township of Stafford

INTENDED USE AND INTENDED USER OF APPRAISAL

The intended use of this self-contained appraisal is for a land exchange of 40.85± acres to be transferred into the Green Acres Program from Township of Stafford, as per the client, and intended user of this report, Township of Stafford and NJ Department of Environmental Protection Green Acres Program.

PURPOSE AND PROPERTY RIGHTS – The purpose of this self-contained appraisal is to estimate the market value of the fee simple interest in the subject property. Market value, as estimated herein, is defined as follows:

Market Value: A type of value, stated as an opinion, that presumes the transfer of a property (i.e., a right of ownership or a bundle of such rights), as of a certain date, under specific conditions set forth in the definition of the term identified by the appraiser as applicable in an appraisal.

1. The relationship, knowledge, and motivation of the parties (i.e., seller and buyer);
2. The terms of sale (e.g., cash, cash equivalent, or other terms); and
3. The conditions of sale (e.g., exposure in a competitive market for a reasonable time prior to sale).

(Source: Uniform Standards of Professional Appraisal Practice, The Appraisal Foundation, dated 2012-2013)

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EFFECTIVE DATE OF VALUE OPINION – November 4, 2013

DATE OF REPORT – November 12, 2013

SCOPE OF WORK

The scope of work encompasses the necessary research and analysis to prepare a report in accordance with the intended use, the Standards of Professional Practice of the Appraisal Institute and the Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Foundation. The four major sections of the scope of work are as follows:

- Extent of which the property is identified
- Extent to which the property is inspected
- Type and extent of the data researched
- Type and extent of analysis applied

Extent to Which the Property is Identified

Physical Characteristics

In this appraisal assignment, I viewed the subject property from a physical inspection on November 4, 2013. The subject is vacant wooded land located in Stafford Township.

I have reviewed the following information submitted in preparation of this report, as follows: (Refer to Addenda Section)

- Wetlands Location Map – Prepared by CME – Consulting and Municipal Engineers dated October 22, 2013.
- Stafford Township Zoning
- Soils Maps

Extent to Which the Property is Identified (Cont'd)

Legal Characteristics

I have relied on the street address, tax block and lot, and tax map for information regarding easements, covenants, restrictions and other encumbrances. I did not independently research such items, nor was provided with a title report.

Economic Characteristics

None – the subject is vacant land.

Extent to Which the Property is Inspected

Upon receipt of authorization, Township of Stafford provided general information to the subject property. The property was inspected on November 4, 2013.

I used information from county records, real estate agent, owner's comments, buyer's description, assessor's records, the state records, multiple listing service data, brochures and leasing data sheets to identify the characteristics of the subject property that are relevant to the valuation problem, if applicable.

Extraordinary Assumption: *“An assumption, directly related to a specific assignment, as of the effective date of the assignment results, which, if found to be false, could alter the appraiser's opinions or conclusions.”* (Source: Uniform Standards of Professional Appraisal Practice, The Appraisal Foundation, dated 2012-2013.)

None

Hypothetical Condition: *“A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis.”* (Source: Uniform Standards of Professional Appraisal Practice, The Appraisal Foundation, dated 2012-2013.)

The subject is owned by the Township of Stafford and is not restricted for sale to a private party. For the intended use and purpose of this report, it is assumed that the property would be available for sale on the open market without any development restrictions because of the open space classification.

Scope of Work (Cont'd)

Type and Extent of the Data Researched

I have researched sales of similar properties that have occurred over the past few years in the Ocean County area. I researched data on comparable land sales, and confirmed all comparable sales information either by deed, broker or party transactions as noted. I located various sales in the market area searched.

Type and Extent of Analysis Applied

The value opinions presented in this report are based upon review and analysis of the market conditions affecting real property value, including land values, the attributes of competitive properties, and sales data for similar properties.

In order to determine the highest and best use of the real estate, I completed a survey of the market, carefully noting supply and demand factors, and examined the feasibility of alternative uses. The appraisal problem did not warrant an intensive highest and best use study. Given the nature of the subject real estate, my conclusion of highest and best use was based on logic and observed evidence.

There are three traditional approaches used to arrive at an opinion of value of real estate: the sales comparison approach, the cost approach, and the income capitalization approach. The sales comparison approach was used to arrive at an opinion of the market value of the subject property as of the date of this appraisal. After selecting the sales, a comparative analysis of relevant factors that influence value was undertaken to adjust the sales to the subject property based upon the actions and preferences demonstrated by the participants in the marketplace.

I did not apply the cost approach and income capitalization approach because they were not considered applicable to arrive at credible results. I applied the sales comparison approach, which is necessary for credible results given the intended use, property characteristics and type of value sought.

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SUMMARY DESCRIPTION OF THE REAL ESTATE APPRAISED

OCEAN COUNTY DATA

Ocean County is situated in the south central portion of New Jersey, comprising 33 individual municipalities and boroughs, and is the second largest county in the state in terms of size. It is bordered to the east by the Atlantic Ocean, to the north by Monmouth County, to the west by Burlington County and to the south by Great Bay and Little Egg Inlet.

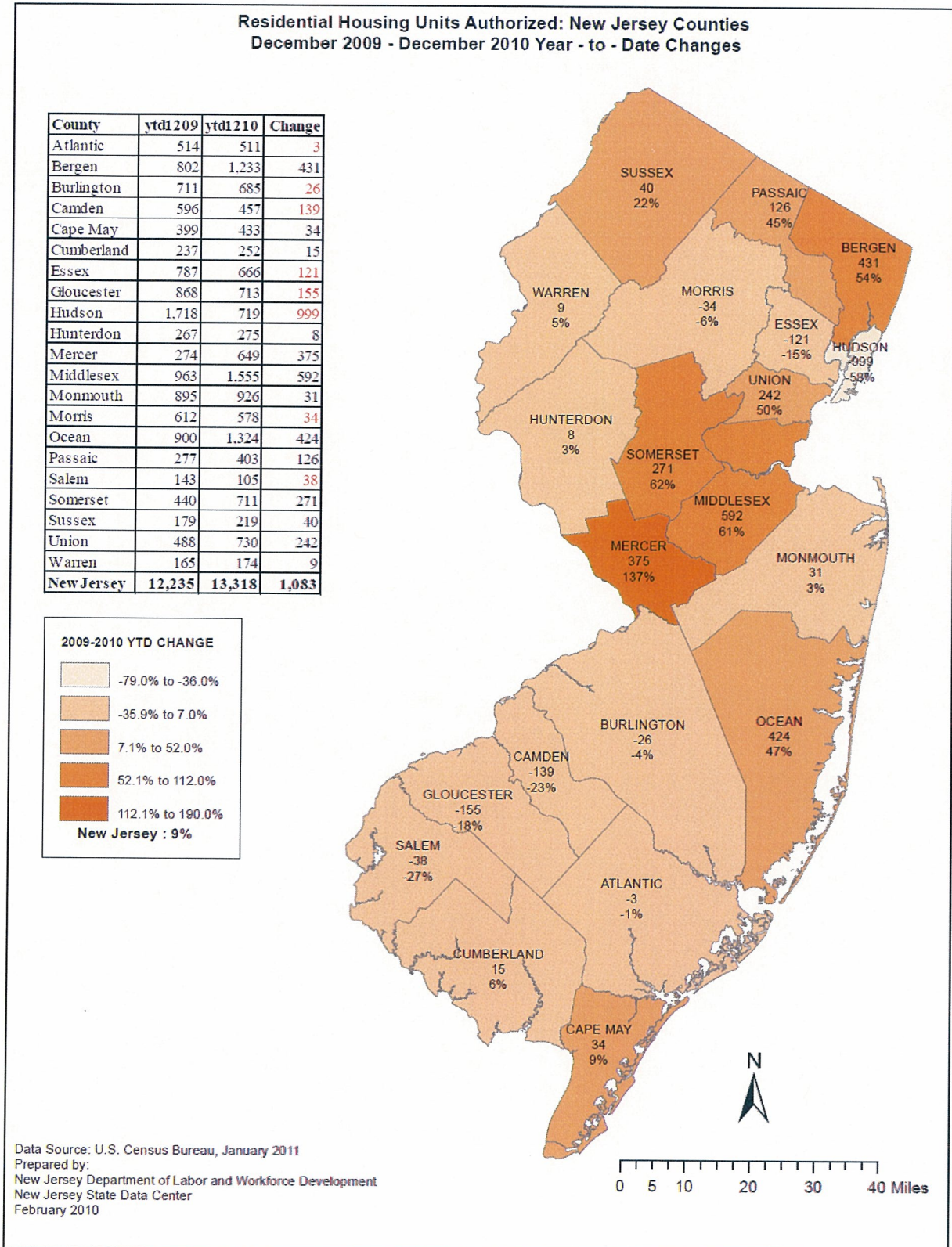
The county is contained in a land area of approximately 640 square miles, including almost 280 square miles of open water, offering several miles of water frontage. It is in close proximity to two of the nation's largest metropolitan centers, New York City, approximately 60 miles to the north and Philadelphia, approximately 50 miles to the west. These metropolitan areas are easily accessible to and from Ocean County via several major highways.

Significant and unique to Ocean County is the substantial nature of age-restricted housing. This has been evolving over a 40+ year period into one of the more concentrated senior citizen housing market segments in the country. Originally, the significant concentrations of age-restricted housing were contained within Berkeley, Manchester, Lakewood, Toms River and Brick Townships, however within the past few years the housing style has exploded to the southern area of the county, especially Ocean, Barnegat & Little Egg Harbor Townships. The age-restricted housing market is well entrenched in Ocean County and is expected to remain a considerable market force in years to come. This is further supported by the 2010 census data, which indicated that Ocean County had the second largest percentage of persons aged 65 and over in the state.

Virtually all of the municipalities within the county have comprehensive zoning and planning policies. There is substantial involvement and support by the county and state governments with respect to traffic and circulation plans, utility extensions and protection of valuable environmental resources. These agencies include, but are not limited to: Army Corps of Engineers, NJDEP, NJ Division of Coastal Resources, Pinelands Comprehensive Management Plan and the NJ State Development & Redevelopment Plan.

The permitting and approval process, however, can serve as a detriment to the development process due to layers of approvals, agency review, etc. Recent amendments to CAFRA include more stringent development standards and permitting processes within coastal areas. In addition, the advent of Mt. Laurel legislation has embroiled many communities in a comprehensive and time consuming approval process to meet the affordable housing obligations through the Council of Affordable Housing.

Ocean County Data (Cont'd)



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Ocean County Data (Cont'd)

An analysis of historic building permits issued between the years 2003 to 2009 for the county indicated an average of 2,491 dwellings per year. The peak year was 2003, with a total of 4,009 dwellings. The top five municipalities that have shown the most permits issued over the past 7 years are: Lakewood Township (2,448 permits); Barnegat Township (2,316 permits); Toms River (2,283 permits); Jackson Township (1,630 permits); and Stafford Township (1,449 permits). As shown on the next page the 2010 building permits indicates an increase in permits in the State of +9% with an increase in Ocean County of +47%.

RESIDENTIAL BUILDING PERMITS AUTHORIZED 2002-2011

| COUNTY | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | Total |
|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| Atlantic County | 2,020 | 2,285 | 2,075 | 2,002 | 1,893 | 1,136 | 794 | 512 | 512 | 390 | 13,619 |
| Bergen County | 1,771 | 1,289 | 2,142 | 2,972 | 2,164 | 2,957 | 1,311 | 806 | 1,232 | 1,660 | 18,304 |
| Burlington County | 2,359 | 1,805 | 1,516 | 1,475 | 2,784 | 1,037 | 976 | 806 | 682 | 791 | 14,231 |
| Camden County | 1,160 | 1,934 | 1,413 | 1,706 | 1,183 | 1,191 | 895 | 585 | 487 | 603 | 11,157 |
| Cape May County | 1,422 | 1,693 | 2,149 | 2,433 | 1,580 | 1,081 | 485 | 428 | 434 | 452 | 12,157 |
| Cumberland County | 310 | 374 | 566 | 630 | 737 | 683 | 336 | 262 | 246 | 182 | 4,326 |
| Essex County | 1,588 | 2,235 | 2,343 | 3,128 | 3,284 | 1,854 | 1,314 | 777 | 663 | 575 | 17,761 |
| Gloucester County | 1,802 | 1,859 | 2,050 | 2,075 | 1,141 | 920 | 788 | 865 | 716 | 592 | 12,808 |
| Hudson County | 1,534 | 2,116 | 3,808 | 4,498 | 4,275 | 3,081 | 3,229 | 1,618 | 917 | 1,581 | 26,657 |
| Hunterdon County | 602 | 814 | 648 | 506 | 350 | 316 | 206 | 268 | 275 | 287 | 4,272 |
| Mercer County | 1,428 | 1,188 | 1,641 | 1,296 | 847 | 700 | 625 | 269 | 655 | 400 | 9,049 |
| Middlesex County | 1,999 | 2,306 | 2,622 | 3,206 | 2,567 | 1,597 | 1,020 | 1,018 | 1,568 | 1,225 | 19,128 |
| Monmouth County | 2,372 | 2,756 | 2,628 | 2,584 | 2,820 | 2,060 | 1,526 | 964 | 915 | 864 | 19,489 |
| Morris County | 1,914 | 1,555 | 1,427 | 2,503 | 1,670 | 1,052 | 795 | 613 | 579 | 547 | 12,655 |
| Ocean County | 3,534 | 4,009 | 3,818 | 2,904 | 2,114 | 2,160 | 1,527 | 902 | 1,322 | 933 | 23,223 |
| Passaic County | 689 | 829 | 763 | 647 | 850 | 760 | 432 | 281 | 402 | 406 | 6,059 |
| Salem County | 170 | 307 | 334 | 297 | 298 | 148 | 198 | 149 | 105 | 82 | 2,088 |
| Somerset County | 1,530 | 1,260 | 1,362 | 1,220 | 1,058 | 926 | 791 | 438 | 716 | 580 | 9,881 |
| Sussex County | 679 | 587 | 612 | 668 | 603 | 360 | 302 | 182 | 210 | 172 | 4,375 |
| Union County | 681 | 1,198 | 1,399 | 1,278 | 1,593 | 1,123 | 673 | 488 | 730 | 566 | 9,729 |
| Warren County | 877 | 585 | 620 | 560 | 512 | 258 | 146 | 165 | 174 | 191 | 4,088 |
| New Jersey | 30,441 | 32,984 | 35,936 | 38,588 | 34,323 | 25,400 | 18,369 | 12,396 | 13,540 | 13,079 | 255,056 |

Source: U.S. Census Bureau, Manufacturing & Construction Division
 Prepared by: New Jersey Department of Labor & Workforce Development, 6/12

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Ocean County Data (Cont'd)

In addition, approximately 21,000 acres east of the Garden State Parkway are protected under the Edwin B. Forsythe National Wildlife Refuge. The Barnegat Bay and Little Egg Harbor, which stretch nearly the entire north-south length of the county, were recently added to the US National Estuary Program and will be the subject of continuing environmental protection efforts.

In the northwest portion of the county, active farmland is being preserved through the Ocean County Farmland Preservation Program. As of July 2011, 49 farms with 3,320 acres of productive farmland have been preserved or approved for acquisition primarily in Plumsted, Jackson and Toms River Townships and two (2) farms totaling 237 acres have received final approval.

In 1997, the Ocean County Board of Chosen Freeholders established the Ocean County Natural Lands Trust Fund Program to acquire lands in the county for conservation and Farmland Preservation. By March, 2011, 10,000 acres have been preserved or approved for acquisition throughout the county.

Additionally, the Ocean County Parks Department also maintains an active capital program for parkland acquisition and development to ensure that a variety of recreation opportunities are in close proximity to residents throughout the county. The substantial waterfront of the ocean, bay, rivers, etc. enhance the tourism-related attractiveness of the region for boating, fishing and vacation retreats, consistent with the county's long tourism history.

Virtually all of the municipalities within the county have comprehensive zoning and planning policies. There is substantial involvement and support by the county and state governments with respect to traffic and circulation plans, utility extensions and protection of valuable environmental resources. These agencies include, but are not limited to: Army Corps of Engineers, NJDEP, NJ Division of Coastal Resources, Pinelands Comprehensive Management Plan and the NJ State Development & Redevelopment Plan.

The permitting and approval process, however, can serve as a detriment to the development process due to layers of approvals, agency review, etc. Recent amendments to CAFRA include more stringent development standards and permitting processes within coastal areas. In addition, the advent of Mt. Laurel legislation has embroiled many communities in a comprehensive and time consuming approval process to meet the affordable housing obligations through the Council of Affordable Housing.

In conclusion, Ocean County is expected to sustain its substantial tourism base and remain a stable suburban growth area within the state overall after the economic downturn is over. As the population and households continue to expand, the retail, office, industrial and service industries within the county are expected to expand to meet these future demands.

AREA DESCRIPTION AND MARKET OVERVIEW

STAFFORD TOWNSHIP DATA

Stafford Township is a 47.57 square mile community located in the southerly portions of Ocean County. This community, like many others in Ocean County, was principally developed in the early stages as a seasonal community which offered the ocean, beach and Barnegat Bay amenities. The township is considered to be a developing/growth community having a 1990 population of 13,325 persons; a population of 22,532 persons as of the 1990 census and 26,535 persons in 2010. The township's current population density of 570 persons per square mile is below the county (917 persons per square mile) and the state (1,195 persons per square mile) densities.

The community offers full services, including a police department, fire department, municipal utilities authority and a public school system for all grades from kindergarten through high school. Stafford Township, also known locally as Manahawkin, is bisected by the Route 9/Garden State Parkway corridor for travel north and south, and the Route 72 highway which traverses the community in a generally southeast to northwest direction and provides for most east/west travel.

Development in the community initially started in the downtown portions clustered around the primary intersection of Route 72 and Route 9. Other development has been concentrated in the north-central portions presently known as Ocean Acres and Fawn Lakes (senior citizen development) and the Beach Haven West/Village Harbour waterfront sections in the southeastern portions of the community. Most other development has occurred sporadically, most of which is concentrated in the Route 9 and Route 72 corridors.

In more recent years, development of the community has been severely restricted by environmental constraints, including the entire area west of the Garden State Parkway, which is situated in and controlled by the New Jersey Pinelands. Approximately 9,823 acres of the total acreage in Stafford Township (30,445 acres) or nearly one-third of the entire land area, is owned by the State or Federal Governments for conservation and preservation purposes. Land areas principally east of Route 9 contain large public land areas, coastal wetlands, flood plain areas and freshwater wetlands.

Development that presently exists in the Beach Haven West and Village Harbour areas had prior approvals for development that most probably would not be permitted to be developed if the lands were still in a raw state.

The Ocean Acres portion of the community lies entirely within the Pineland areas and is in a similar situation as that of Beach Haven West and Village Harbour. Rapid development had occurred in the Ocean Acres portion, subsequently had a sewer moratorium which curtailed development.

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Area Description and Market Overview (Cont'd)

Stafford Township Data (Cont'd)

These two areas (Ocean Acres/Village Harbour) of the community contain 75% of the total population and 80% of the total number of households within the community based upon the census information.

The Beach Haven West section, including Village Harbour, was originally developed as a seasonal waterfront area, principally comprised of lagoon front and bayfront areas. Consistent with trends in Ocean County overall, many of the homes in this section of the community have been converted to year-round use, while newer development in the Village Harbour section is comprised of both seasonal and year-round housing units.

The Ocean Acres section, however, principally developed around the Ocean Acres Golf Course, and was comprised of fairly small lot sizes offering moderately priced housing to families in the lower middle and middle class income brackets. As a result of development pressures and more expensive housing located north of Stafford Township within the county, the Ocean Acres development offered a housing alternative for many people in the region.

Development in the Beach Haven West section is rapidly approaching full absorption and is not anticipated to provide a significant number of new housing units. In addition, value appreciation levels for homes in waterfront, seasonally oriented areas have been experienced in the Ocean County marketplace which restricts potential home purchasers in the middle and moderate income classification.

Commercial development in the community has prospered as a result of the existing population base strongly enforced by the Long Beach Island communities that afford significant economies during the summer months. In addition, Stafford Township benefits by providing regional commercial needs for communities generally to the south and north.

Over the past ten years, new commercial development has occurred along the Route 72 corridor, generally between Mill Creek Road and the Garden State Parkway. Of particular mention is a major community shopping center known as the Stafford Square Mall, a Home Depot, Wal-Mart, movie theatre and a new center featuring Staples, Pier One and many more, as well as K-Mart located just west of Route 9 and east of the Garden State Parkway.

Most recent development is the construction of the new Stafford Park, a combination power center facility and town center with over 650,000-± s.f. retail center and 565 ± residential housing units, which is to include 349 single family residential units and Stafford Preserve -216 market rate apartments. The project has received pinelands approval as well as approvals from the town and is being developed. Currently two major owners are within the park, namely Target and Costco. Also included in the center are the following retailers: Best Buy, Dick's Sporting Goods, PetSmart, Ulta, AT&T, Vitamin Shoppe and Olive Garden.

Area Description and Market Overview (Cont'd)

Stafford Township Data (Cont'd)

Properties along the Route 9 corridor, however, both north and south of the Route 72 intersection, have been rapidly developing.

As a result of existing development patterns within the community, Route 72 provides the primary local travel route with the possible exception of the Bay Avenue corridor, which parallels and runs north of Route 72.

The Bay Avenue corridor is the oldest commercial roadway in the community, which has approached full development. There are insignificant vacant land areas along this corridor to support new commercial development of any size. Presently, Bay Avenue is a two lane, undivided highway that frequently experiences traffic congestion during peak hours.

From the Manahawkin Bridge to Nautilus Drive, Route 72 is a divided four lane highway having signalized intersections and jug-handles along its path, providing for more efficient flows of traffic.

Although there have been recent development pressures, this area remains to be fairly sparsely developed. Development prospects in this corridor are more encouraging, however, as a result of the increasing scarcity of buildable land areas unrestricted by environmental constraints and by the availability of a utilities infrastructure.

Another factor that highly affects the growth patterns of the community has been the existence of the Southern Ocean County Hospital, which is located within the Ocean Acres section of Stafford Township. This area can best be described as being located to the north and west of Route 72 at the intersections of the Township of Barnegat line, and the Garden State Parkway. The existence of this hospital has brought forth significant commercial and professional office development within the area.

Based upon existing land development patterns, environmental constraints, development pressures and utility infrastructures, it is clear that future development within the community will be focused in the Route 9/Garden State Parkway and Route 72 (east of the parkway) corridors and in portions of the Ocean Acres development.

In conclusion, Stafford Township should continue as a regional commercial center with increasing land and housing values. While fairly insignificant infill development will continue in Beach Haven West, vacant land in Ocean Acres is rapidly developing and depleting vacant inventory rapidly. Most developable land in the township has been developed, with the many of the remaining sites having environmental constraints. Therefore, there are few developable (residential) sites left within the township.

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MUNICIPAL DATA SUMMARY

General

| | | | |
|---------------|----------|---------|------------|
| Municipality: | Stafford | County: | Ocean |
| Type: | Township | State: | New Jersey |

Land

| | | | |
|-------------|--------------------|-----------------|-------|
| Total Area: | 46.53 square miles | % in Pinelands: | 44.1% |
| | | % in CAFRA: | 55.9% |

Government and Services

| | |
|---------|--------------------------|
| Form: | Mayor-Council |
| Police: | 72 (# of Employees 2002) |
| Fire: | Volunteer |

Population

| <u>Year</u> | | <u>Density</u> |
|-------------|--------|----------------|
| 1990: | 13,325 | 286.37 |
| 2000: | 22,532 | 484.24 |
| 2010: | 26,535 | 570.27 |

Housing/Households (2000)

| | |
|--------------------------------|--------|
| Total Housing Units: | 11,522 |
| Total Occupied Housing Units: | 8,535 |
| Owner-occupied Housing Units: | 7,737 |
| Renter-occupied Housing Units: | 798 |
| Average Household Size: | 2.61 |
| Average Family Size: | 3.01 |

Residential Building Permits

| | | | |
|-------|-----|-------|-----|
| 2005: | 315 | 2008: | 192 |
| 2006: | 115 | 2009: | 53 |
| 2007: | 141 | 2010: | 58 |

General Tax Rate

| | | | |
|-------|---------|-------|---------|
| 2008: | \$1.763 | 2011: | \$1.887 |
| 2009: | \$1.793 | 2012: | \$1.907 |
| 2010: | \$1.846 | 2013: | \$2.247 |

| | |
|-----------------------------|-----------------|
| 2013 Equalization Ratio: | 100% |
| 2012 Net Valuation Taxable: | \$4,379,755,881 |

Sources: US Census Bureau, NJ Department of Labor, Ocean County Planning Department, Ocean County Abstract of Ratables

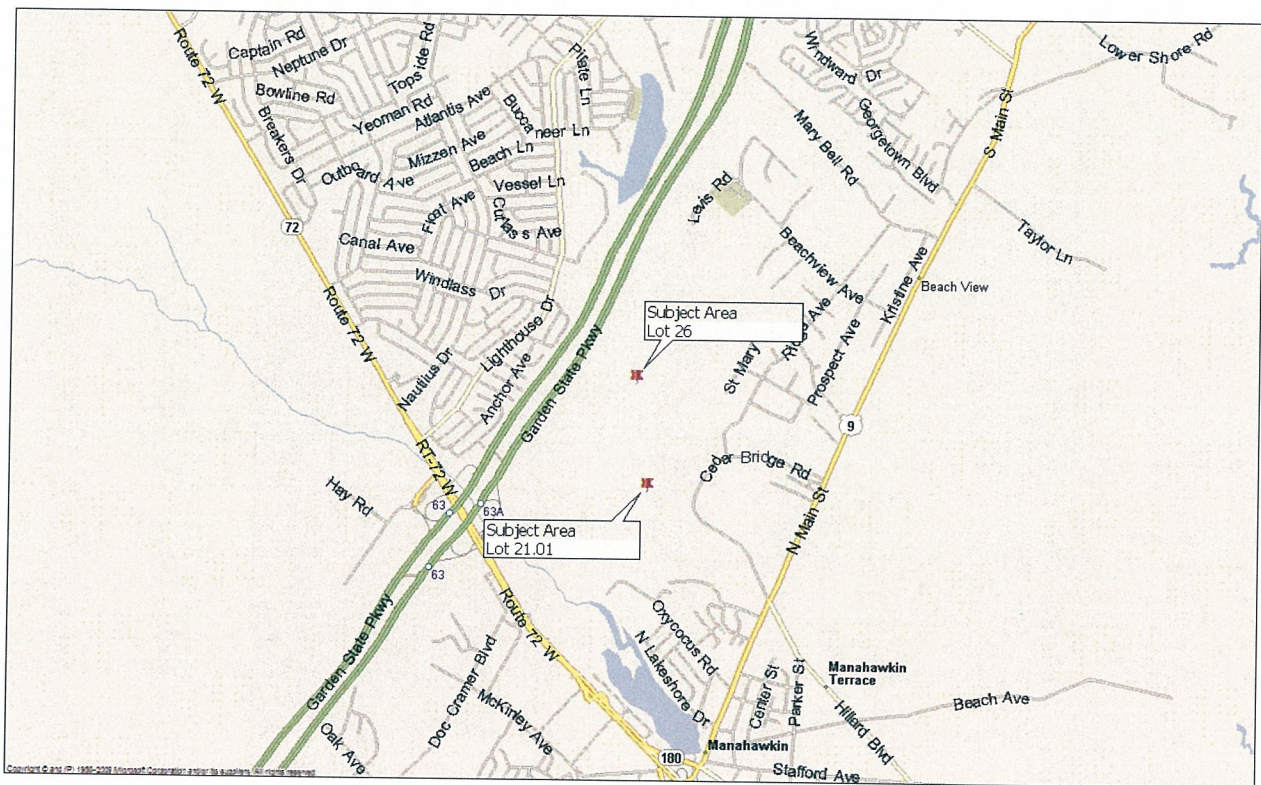
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Summary Description of the Real Estate Appraised (Cont'd)

NEIGHBORHOOD DESCRIPTION –

The subject is located east of the Garden State Parkway and to the west of the Southern Regional High School Campus. The immediate area consists of environmentally effected property with no development potential. The subject does not have access from any improved public roadway. It has access through woods drift roads. The frontage along the Garden State Parkway is non-accessible.

LOCATION MAP



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Summary Description of the Real Estate Appraised (Cont'd)

Legal Description/Municipality: Block 54, Lots 21.02 and 26, Stafford Township
Address: E/S of the Garden State Parkway

Physical Characteristics: Wooded site
Present Use: Vacant Land

Total Area: Lot 21.02 - 4.69 ± acres
Lot 26 - 36.16 ± acres
Total - 40.849 ± acres

Note the lots are non-contiguous.

GOING INTO PROGRAM: 40.85 ± acres

Land Allocation: Based upon wetlands land delineations provided by the Township of Stafford the lots involved area of wetlands are as follows:

Lot 21.02:
Total Area Encompassed by
Category 1 (300') buffer 4.51 acres - 96%
Total Area Outside of Buffer 0.18 acres - 4%

Lot 26:
Total Area Encompassed by
Category 1 (300') buffer 22.91 acres - 63.4%
Total Area Outside of Buffer 13.25 acres - 36.6%

Refer to copy of Wetlands Location Map in Addenda Section I.

Frontage/Depth: Lot 26 – 779.6 l.f. along Garden State Parkway – non-accessible roadway.

Former drifts roads, Levi's Road vacated Ordinance 95-31 and Cedar Bridge Road vacated Ordinance 95-29.

Soils: USDA Web Soil Survey – refer to copy of soil mapping and soil types in Addenda Section I. Acreage estimated by the Web Soil survey is approximate acreage.

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Summary Description of the Real Estate Appraised (Cont'd)

Topography/Physical: Varying/wooded - 50' elevation slope to stream corridor, known as Four-Mile Stream. Refer to copy of Topography Map in Addenda Section I.

Restrictions/Easements: Wetlands and buffers/Lot 26 – 60' wide Atlantic City utility easement running along the Garden State Parkway.

Environmental Hazards/Conditions: None known

Road Improvements: None
Utilities: None

Local Zoning: Lot 21.02 – W – National Wildlife Refuge Zone; Lot 26 – RGL-SCH – School Zone (Refer to Addenda Section II for summary).

Zoning Compliance: See zoning comments on the following page.

Flood Hazard Designation: Zone X & A as per Panel Number 34029C0485F
NJDEP Radon Tier Number: 3
US Census Tract Number: 7351
State Planning Area: Environmentally Sensitive
Pinelands: No
CAFRA: Yes
Sewer Service Area: No – Refer to Sewer Service Area Map in Addenda Section I.

KCS – Known Contaminated Sites: Included in Addenda Section VIII is a list of known contaminated sites in Stafford Township. Based upon the market, sales are occurring and homes are being built within the area, the KCS's do not appear to affect market values.

2013 Real Estate Tax Data

| | <u>Lot 21.02</u> | <u>Lot 26</u> | <u>Total</u> |
|---------------|------------------|---------------|---------------|
| Land: | \$ 16,400 | \$ 151,900 | \$ 168,300 |
| Improvements: | \$ <u>-0-</u> | \$ <u>-0-</u> | \$ <u>-0-</u> |
| Total: | \$ 16,400 | \$ 151,900 | \$ 168,300 |

2013 Tax Rate: \$2.247/\$100 assessed
2013 Taxes: \$3,781.70
Equalization Ratio: 103.65%

Recent Transactional History: The property has not transferred ownership within the past five years.

Improvements: None – vacant land

Summary Description of the Real Estate Appraised (Cont'd)

Zoning:

Comments and Conformity - (Refer to copies of the Zoning Requirements of the below mentioned zones in Addenda Section II).

Based upon a review of the tax map, along with current zoning ordinance, the site is non-conforming to the bulk requirements of the zone. Essentially, the site is public zoned, RGL-SCH (Lot 26), therefore it is necessary to look at similar adjacent zoning of the neighborhood and value the property accordingly. The site is in an environmentally sensitive area and surrounding zoning consists of RA-5 – Environmentally Sensitive Rural Residential Zone and P – Preservation Zone. The RA-5 Zone allows residential development on 5 acre lots while the P – Preservation Zone allows residential development on 39 acre lots. Both zones require paved road access and frontage.

Lot 21.02 is in the Special District Zone W – National Wildlife Refuse Zone. Essentially, the site is public zoned, W (Lot 21.02) therefore it is necessary to look at similar adjacent zoning of the neighborhood and value the property accordingly. The site is in an environmentally sensitive area and surrounding zoning consists of RA-5 – Environmentally Sensitive Rural Residential Zone and P – Preservation Zone. The RA-5 Zone allows residential development on 5 acre lots while the P – Preservation Zone allows residential development on 39 acre lots. Both zones require paved road access and frontage.

Neither lot has access on paved roadways and is environmentally sensitive. The two lots are not contiguous. Lot 26 has 2 areas of non-contiguous uplands while Lot 21.02 is almost entirely covered by buffers.

HIGHEST AND BEST USE ANALYSIS

Legally Permitted – The subject lots are located in the public and environmentally sensitive zoned areas of the township which generally permits residential development on low-density lots. Refer to zoning comments on prior page. Lot 26 is adjacent to the Southern Regional High School Campus; however has no direct access to an improved roadway and is environmentally restricted for development.

Physically Possible – The subject property has no utilities available and is not in a sewer service area, existing or proposed. There are adverse soil conditions known based upon the wetlands and buffers noted herein. The site has no road frontage and access for development.

Financially Feasible – In analyzing the financial feasibility of the subject property, it is necessary to examine the current market as it relates to supply and demand, as well as economic return. While demand and pricing has softened, there is still demand for passive recreation, wetland mitigation lands. Therefore, it is financially feasible with the highest and best use in accordance with the zoning.

Maximally Productive – The test of maximum productivity is applied to the uses that have passed the first three tests. Additional analysis of the market forces of supply and demand may aid in the process of elimination. The test addresses not only the value created under the maximally productive use, but also the costs to achieve the value, if any, such as demolition and removal of structures, environmental remediation costs, and zoning changes. Of the financially feasible uses, the highest and best use is the use that produces the highest residual land value consistent with the market's acceptance of risk and with the rate of return warranted by the market for that use.

To determine the highest and best use of land as though vacant, rates of return that reflect the associated risks are often used to capitalize income from different uses into their respective values. The use that produces the highest residual land value is considered the highest and best use. Based upon the first three tests of highest and best use, it is clear that passive recreation/wetlands mitigation uses return the highest value to the land.

Conclusion – Based upon the aforementioned factors, it is my opinion that the highest and best use for the subject property is for passive recreation/wetlands mitigation.

APPRAISAL PROCESS

In order to estimate market value, I have given consideration to the three generally accepted approaches to value that includes the cost approach, sales comparison approach and income capitalization approach. Refer to definitions in Addenda Section VIII.

Cost Approach

The cost approach is a set of procedures in which an appraiser derives a value indication by estimating the current cost to reproduce or replace the existing structure, deducting for all accrued depreciation in the property, and adding the estimated land value. This approach is not applicable due to nature of the assignment.

Sales Comparison Approach

The sales comparison approach is a set of procedures in which an appraiser derives a value indication by comparing the property being appraised to similar properties that have been sold recently, applying appropriate units of comparison, and making adjustments, based on the elements of comparison, to the sales prices of the comparables.

Income Capitalization Approach

The income capitalization approach is a set of procedures in which an appraiser derives a value indication for income-producing property by converting anticipated benefits into property value. This conversion is accomplished either by:

- 1) capitalizing a single year's income expectancy or an annual average of several years' income expectancy or an annual market-derived capitalization rate or a capitalization rate that reflects a specified income pattern, return on investment, and change in the value of the investment; or
- 2) discounting the annual cash flows for the holding period and the reversion at a specified yield rate.

Applicable Approaches

As the subject is vacant land and given the availability of comparable market data, the sales comparison approach to value is considered to be a highly reliable method of estimating the value. There are three traditional approaches utilized to arrive at an opinion of value of real estate: sales comparison approach, cost approach and income capitalization approach. I have utilized the sales comparison approach, which is necessary for credible results given the intended use, property characteristics and type of value sought.

SALES COMPARISON APPROACH

In the sales comparison approach, market value is estimated by comparing the subject property to similar properties that have recently sold, are listed for sale, or are under contract (i.e., recently drawn up purchase offers accompanied by a cash or equivalent deposit). A major premise of the sales comparison approach is that the market value of a property is directly related to the prices of comparable, competitive properties. The comparative analysis performed in this approach focuses on similarities and differences among properties and transactions that affect value. These may include differences in the property rights appraised, the motivations of buyers and sellers, financing terms, market conditions at the time of sale, size, location, physical features, and, if the properties produce income, economic characteristics.

An extensive search was conducted in and around the subject market area in an attempt to locate and verify sales of properties similar to that of the subject. The sales selected in the valuation of the subject are summarized on the adjustment grid on the following page, with a more detailed description being found in Addenda Section IV of this report. The sales were adjusted as follows:

Property Rights Conveyed: *Analyzes – fee simple, leased fee, leasehold, partial interest, etc.*

All sales are fee simple sales, no adjustments warranted.

Financing Terms: *Analyzes – seller financing, or assumption of existing financing, at non-market rates.*

All sales were typical market, no adjustments necessary.

Conditions of Sale: *Analyzes – extraordinary motivation of buyer or seller, assemblage, forced sale, etc.*

All sales were arm's length sales, no adjustments necessary.

Market Conditions: *Analyzes – changes in the economic environment over time that affect the appreciation and/or depreciation of real estate.*

All sales were considered similar, no adjustments were necessary.

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Sales Comparison Approach – before (Cont'd)

Location:

Analyzes – market or submarket area influences on sale price; surrounding values and land use influences, relationship to service facilities.

Sales 1, 2 and 4 were considered similar, no adjustments were necessary. Sales 3 and 5 were considered inferior therefore adjusted upwards.

Access (Paved Road):

Analyzes – accessibility, type of such as paved, paper or landlocked, etc.

Sale 1 was considered similar, no adjustment was necessary. Sales 2 – 5 were considered superior therefore negative adjustments were necessary.

Utilities:

Analyze – the site availability of city sewer, water, electric, natural gas versus septic and well.

Sale 1 was considered similar, no adjustment necessary. Sales 2 – 5 were considered superior therefore adjusted downwards.

Zoning (Density):

Analyzes – governmental regulations (police power) that affect the types and intensities of uses allowable on the site.

All sales were considered similar, no adjustments necessary.

Size/ (Economies of Scale):

Analyzes – the relationship that often exists between parcel size and unit value. (Economies of Scale)

Sales 1, 3 and 4 were considered inferior therefore adjusted upwards. Sales 2 and 5 were considered similar, no adjustments necessary.

Topo/Physical (Wetlands):

Analyzes – topography of site and existence of wetlands/buffers and how affects the use of the site.

Sales 1 and 2 were considered superior therefore adjusted downwards. Sales 3 and 4 were considered similar, no adjustment necessary. Sale 5 was considered inferior therefore adjusted upwards.

Sales Comparison Approach (Cont'd)

Excess Restrictions
(C-1 Waterway):

Analyzes – use restrictions on the site that could interfere with potential development or use.

All sales were considered superior as none were affected by C-1 buffers, therefore adjusted downwards.

After making the necessary adjustments, a unit value range of \$2,520 per acre to \$3,000 per acre was indicated. Based upon this analysis, an equitable unit value of \$2,800 per acre is deemed applicable for the subject property indicating a total value as follows:

$$40.85\pm \text{ acres @ } \$2,800 \text{ per acre} = \$114,377$$

Say \$114,500

VALUATION

LAND SALE ADJUSTMENT GRID PER ACRE

| Comp ID # IDENTIFICATION | SUBJECT | 1850 SALE 1 | 1844 SALE 2 | 1888 SALE 3 | 1985 SALE 4 | 1911 SALE 5 |
|-----------------------------|-----------------|-----------------|-------------------|--------------------------|--------------------------|-----------------------|
| Grantor: | | Barnegat Hills | Claire A. Hopkins | Betty Simon Trustee | M & H Alishahi | Hess Brothers |
| Grantee: | | County of Ocean | County of Ocean | Jaylin Holding, Inc | NJDEP | County of Ocean |
| Address: | | off Rt 532 | Route 530 | Horicon Avenue | Pasadena Road | Kolendorski Road |
| Municipality: | Stafford | Ocean Township | Berkeley Township | Manchester Township | Manchester Township | Jackson Township |
| Confirmed: | | Grantee | Grantor/ee/Deed | Grantor | Grantee | Grantee |
| Block/Lot: | | Various | 1/14 | 77/2,4,5 & 6 | 120/1.02 | 401/4,5 |
| Zoning: | School/wildlife | FO Forest-20 ac | FAR-30-Pinelands | PFA-R Forest Rec.(20 ac) | PFA-S Forest send(20 ac) | ROS Rec. & Open Space |
| Deed Book/Page: | | 14842/260 | 14783/283 | 14795/398 | 15564/1509 | 15472/229 |
| Sale Price: | | \$935,000 | \$200,000 | \$250,000 | \$375,000 | \$174,000 |
| Sale Date: | | Mar-11 | Dec-10 | Dec-10 | Jun-13 | Apr-12 |
| Acreage: | 40.85 | 268.23 | 34.52 | 89.30 | 100.00 | 54.98 |
| Unit Price-\$/Acre | | \$3,486 | \$5,794 | \$2,800 | \$3,750 | \$3,165 |
| C-1 Waterway | Yes | No | No | No | No | No |
| Approved: | No | No | No | No | No | No |

ELEMENTS OF COMPARISON

| | | | | | | |
|------------------------------------|---------------|----------------|----------------|----------------|----------------|----------------|
| Property Rights Conveyed | | Fee Simple | Fee Simple | Fee Simple | Fee Simple | Fee Simple |
| Adjustment | | 0% | 0% | 0% | 0% | 0% |
| Adjusted Unit Price | | \$3,486 | \$5,794 | \$2,800 | \$3,750 | \$3,165 |
| Financing Terms | | Typical Market | Typical Market | Typical Market | Typical Market | Typical Market |
| Adjustment | | 0% | 0% | 0% | 0% | 0% |
| Adjusted Unit Price | | \$3,486 | \$5,794 | \$2,800 | \$3,750 | \$3,165 |
| Conditions of Sale | | Arm's Length | Arm's Length | Arm's Length | Arm's Length | Arm's Length |
| Adjustment | | 0% | 0% | 0% | 0% | 0% |
| Adjusted Unit Price | | \$3,486 | \$5,794 | \$2,800 | \$3,750 | \$3,165 |
| Market Conditions | | Similar | Similar | Similar | Similar | Similar |
| Adjustment | | 0% | 0% | 0% | 0% | 0% |
| Adjusted(Balanced) Unit Price | | \$3,486 | \$5,794 | \$2,800 | \$3,750 | \$3,165 |
| Location: | | 0% | 0% | 20% | 0% | 20% |
| Access: (Paved Road) | No | 0% | -25% | -25% | -25% | -25% |
| Utilities: | No | 0% | -5% | -5% | -5% | -5% |
| Zoning:(Density) | Conservation | 0% | 0% | 0% | 0% | 0% |
| Size: (Economies of Scale) | 40.85 acres | 10% | 0% | 10% | 20% | 0% |
| Topo/Physical: | >50% wetlands | -20% | -10% | 0% | 0% | 10% |
| Excess Restrictions:(C-1 Waterway) | Yes | -10% | -10% | -10% | -10% | -10% |
| Total Adjustment | | -20% | -50% | -10% | -20% | -10% |
| Adjusted Unit Price | | \$2,789 | \$2,897 | \$2,520 | \$3,000 | \$2,848 |

| | Range | Median | Average |
|---|-------------------------------------|------------------|------------------|
| Unadjusted Unit Price | \$2,800 /acre - \$5,794 /acre | \$3,486 /acre | \$3,799 /acre |
| Balanced Unit Price | \$2,800 /acre - \$5,794 /acre | \$3,486 /acre | \$3,799 /acre |
| Overall Adjusted Unit Price | \$2,520 /acre - \$3,000 /acre | \$2,848 /acre | \$2,811 /acre |
| FINAL UNIT VALUE INDICATED (Input by Appr.) | 40.85 acres @ \$2,800 /ac. = | \$114,380 | \$114,500 |

