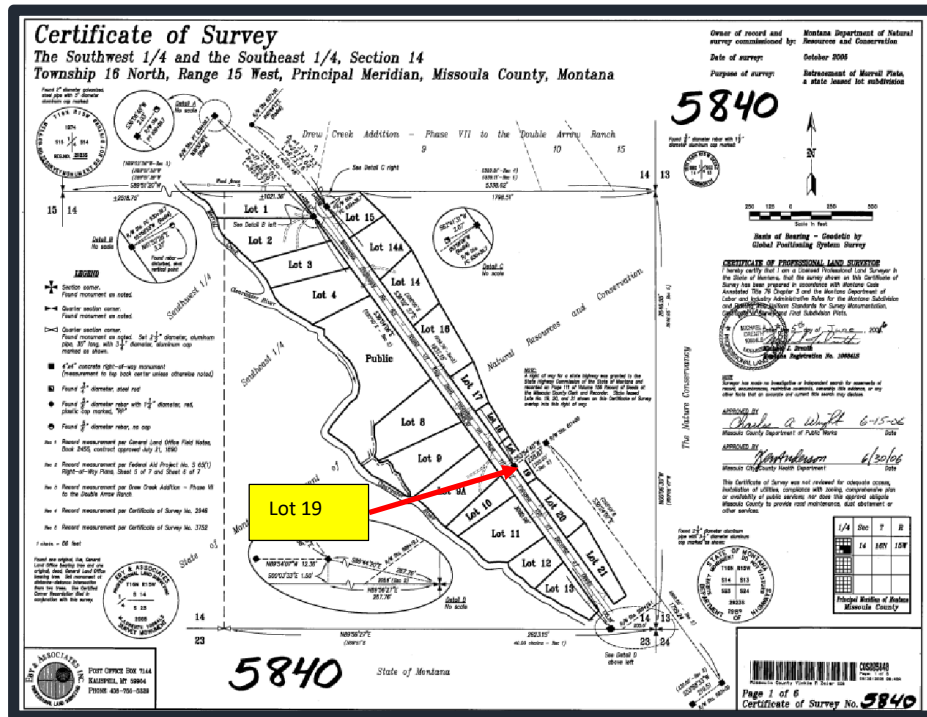


APPRAISAL REPORT OF:

**LOT 19, CERTIFICATE OF SURVEY 5840  
MORRELL FLATS, SEELEY LAKE,  
MISSOULA COUNTY, MONTANA**



PREPARED FOR:

State of Montana, Montana Board of Land Commissioners,  
& Montana Department of Natural Resources and Conservation  
P.O. Box 201601  
Helena, Montana 59620-1601  
Attention: Ms. Deidra Kloberdanz, Lands Section Supervisor

MARKET VALUES AS OF:

June 27, 2022

PREPARED BY:

Elliott M. Clark, MAI &  
Christopher D. Clark  
Clark Real Estate Appraisal  
704-C East 13<sup>th</sup> Street, #509  
Whitefish, Montana 59937(406) 862-8151



704-C East 13<sup>th</sup> Street, #509  
Whitefish, Montana 59937

---

## LETTER OF TRANSMITTAL

September 30, 2022

Ms. Deidra Kloberdanz, Lands Section Supervisor  
State of Montana, Montana Board of Land Commissioners,  
& Montana Department of Natural Resources and Conservation  
P.O. Box 201601  
Helena, Montana 59620-1601

Re: Lot 19, COS 5840, Morrell Flats, Section 14, Township 16 North, Range 15 West, Seeley Lake, Missoula County, Montana

Dear Ms. Kloberdanz:

In compliance with your request, Elliott M. Clark, MAI and Christopher D. Clark viewed the above referenced property on June 27, 2022. Applicable information regarding zoning was reviewed and trends in real estate activity in the area were researched and analyzed. The property viewing, reviews, and analyses were made in order to prepare the attached summary appraisal report.

There are three approaches to value in the appraisal of real property. They are the Cost, Sales Comparison, and Income Approaches. All three approaches and their applicability will be discussed in greater detail in the Scope of the Appraisal and the Appraisal Process sections of this report.

The values of the fee simple interests in the subject site, the subject improvements, and the site and improvements considered together are concluded in this report. These value conclusions were made after thorough study of available market data and other data felt to be pertinent to this appraisal. The attached summary appraisal report exhibits the factual data found and reasoning used in forming our opinions of value.

The values are based on the assumptions that all necessary governmental approvals have been obtained and will be maintained, and that the property owners will exhibit sound management and sales practices. The values are based upon the **Hypothetical Conditions** that the subject property was a legal parcel and that the parcel had legal and adequate access (as described in this report) as of the report effective date.

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We were not provided with soil studies for the subject site. We assume that the soils are capable of supporting construction similar to that in similar area subdivisions without unusual soil preparation. We are also unaware of the presence of any hazardous material, groundwater contamination, or toxic materials that may be on or in the subject site. Should any of these conditions be present, the values concluded in this report could be affected.

We certify that, to the best of our knowledge and belief, the statements and opinions contained in this appraisal report are full true and correct. We certify that we have no interest in the subject property and that neither the employment to make this appraisal nor the compensation is contingent upon the value conclusions for the property. We specifically certify that we are competent (geographically and with regard to the property type) to complete this appraisal report. This appraisal assignment was not made nor was the appraisal rendered on the basis of requested minimum valuations or specific valuations.

This appraisal is subject to the attached Certification of Appraisal and Statement of Limiting Conditions. We further certify that this appraisal was made in conformity with the requirements of the Code of Professional Ethics of the Appraisal Institute and the Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation (USPAP).

Respectfully submitted,



Elliott M. Clark, MAI  
Montana Certified General Real Estate Appraiser  
REA-RAG-LIC-683



Christopher D. Clark  
Montana Licensed Real Estate Appraiser  
REA-RAL-LIC-841

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## TABLE OF CONTENTS

<b>LETTER OF TRANSMITTAL .....</b>	<b>2</b>
<b>SUMMARY OF SALIENT DATA AND CONCLUSIONS .....</b>	<b>5</b>
<b>CERTIFICATION OF APPRAISAL.....</b>	<b>6</b>
<b>GENERAL ASSUMPTIONS AND LIMITING CONDITIONS .....</b>	<b>8</b>
<b>SCOPE OF THE APPRAISAL .....</b>	<b>10</b>
<b>IDENTIFICATION OF THE SUBJECT PROPERTY.....</b>	<b>13</b>
<b>INTENDED USE &amp; INTENDED USERS OF THE APPRAISAL.....</b>	<b>13</b>
<b>PURPOSE OF THE APPRAISAL .....</b>	<b>13</b>
<b>EFFECTIVE DATE OF MARKET VALUES.....</b>	<b>13</b>
<b>PROPERTY RIGHTS APPRAISED .....</b>	<b>13</b>
<b>DEFINITION OF MARKET VALUE.....</b>	<b>14</b>
<b>STATEMENT OF OWNERSHIP &amp; USE HISTORY.....</b>	<b>15</b>
<b>PROPERTY DESCRIPTION.....</b>	<b>16</b>
GENERAL DESCRIPTION.....	16
ACCESS AND VIEWS .....	17
IMPROVEMENTS.....	17
EASEMENTS, RESTRICTIONS, AND ENCROACHMENTS .....	17
ZONING.....	18
ASSESSMENT/REAL PROPERTY TAXES.....	18
TOPOGRAPHY, VEGETATION, WETLANDS, SOILS AND DRAINAGE.....	18
UTILITIES .....	19
PUBLIC SAFETY AND SERVICES .....	19
SITE SUITABILITY .....	19
<b>SUBJECT BUILDING SKETCH &amp; PHOTOGRAPHS .....</b>	<b>20</b>
<b>SUBJECT MARKET ANALYSIS .....</b>	<b>26</b>
<b>HIGHEST AND BEST USE .....</b>	<b>31</b>
<b>THE APPRAISAL PROCESS.....</b>	<b>33</b>
<b>LOT SALES .....</b>	<b>34</b>
<b>HOME SALES .....</b>	<b>39</b>
<b>PROPERTY VALUATION .....</b>	<b>43</b>
SITE VALUE AS IF VACANT .....	44
IMPROVEMENT VALUE.....	48
SITE & IMPROVEMENT VALUE.....	51
<b>RECAPITULATION OF VALUE INDICATIONS .....</b>	<b>52</b>
<b>QUALIFICATIONS OF THE APPRAISERS .....</b>	<b>53</b>
<b>APPRAISERS LICENSES.....</b>	<b>57</b>
<b>ADDENDUM.....</b>	<b>58</b>
NATIONAL ECONOMIC DATA.....	59
STATE ECONOMIC DATA.....	59
MISSOULA COUNTY DATA.....	61
SCOPE OF WORK & SUPPLEMENTAL INSTRUCTIONS .....	67



## SUMMARY OF SALIENT DATA AND CONCLUSIONS

### IDENTIFICATION OF CLIENT/INTENDED USE

<b>Client/Intended User(s)</b>	State of Montana, State of Montana Board of Land Commissioners, Montana Department of Natural Resources & Conservation/Client Agencies & Individual Lessees Noted in the Report
<b>Purpose/Intended Use</b>	Conclude Market Values/Potential Sale Purposes
<b>Property Owner(s)</b>	Sites: State of Montana/Improvements: Individual Lessees

### SUBJECT PROPERTY

<b>Property Identifications</b>	Lot 19, COS 5840, Morrell Flats, Section 14, Township 16 North, Range 15 West, Seeley Lake, Missoula County, Montana
<b>Site Sizes</b>	See Property Description
<b>Description of Improvements</b>	See Property Description
<b>Assessor Number(s)</b>	See Property Description
<b>Census Tract</b>	30-063-0018.00
<b>Flood Zone</b>	Subject Property in Area of Low Flood Risk per Missoula County
<b>Zoning</b>	None

### HIGHEST AND BEST USE(S)

<b>As Is</b>	Recreational and/or Residential Use
<b>As Improved</b>	Recreational and/or Residential Use

### DATES, VALUE CONCLUSION(S) AND ASSIGNMENT CONDITION(S)

<b>Report Date</b>	September 30, 2022
<b>Inspection Date(s)</b>	June 27, 2022
<b>Effective Date of Value(s)</b>	June 27, 2022
<b>Property Rights Appraised</b>	Fee Simple

#### Estimate of Market Values

<b>Individual Lot Value</b>	\$ 66,000
<b>Individual Improvement Value</b>	\$240,000
<b>Individual Total Market Value</b>	\$306,000

<b>Extraordinary Assumption(s)</b>	None
<b>Hypothetical Condition(s)</b>	See Scope of the Appraisal

### MARKETING & EXPOSURE TIME

The appraised value for the subject lot, as if vacant, is based upon 6 to 12 month marketing and exposure times. The appraised value for the subject property, as improved, is also based upon 3 to 6 month marketing and exposure times. Estimated marketing and exposure times are addressed in detail in the Subject Market Analysis portion of this report.

### APPRAISER INFORMATION

<b>Appraiser(s)</b>	Elliott M. Clark, MAI & Christopher D. Clark
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## **CERTIFICATION OF APPRAISAL**

We certify that, to the best of our 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 our unbiased professional analyses, opinions, and conclusions.
- Elliott M. Clark, MAI and Christopher D. Clark have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- Clark Real Estate Appraisal has performed no services, as appraisers or in any other capacity, regarding the subject property within the three-year period immediately preceding acceptance of this assignment.
- We have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
- The compensation for completing this assignment is not contingent upon the development or reporting of predetermined values or directions in value that favor the cause of the clients, the amounts of the value opinions, the attainment of stipulated results, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Uniform Standards of Professional Appraisal Practice.
- Elliott M. Clark, MAI and Christopher D. Clark both personally viewed the subject property.
- No one provided significant real property appraisal assistance to the persons signing this certification.

- The reported analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report Elliott M. Clark, MAI has completed the continuing education requirements of the Appraisal Institute.



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Dated Signed: September 30, 2022  
Elliott M. Clark, MAI  
MT REA-RAG-LIC-683



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Date Signed: September 30, 2022  
Christopher D. Clark  
MT REA-RAL-LIC-841

## **GENERAL ASSUMPTIONS AND LIMITING CONDITIONS**

The appraisal is subject to the following conditions and to such other specific and limiting conditions as are set forth in the appraisal report.

1. The legal description(s) from the most recently recorded deed(s) or plat(s) are assumed to be correct.
2. The appraisers assume no responsibility for matters legal in character, nor do they render any opinion as to the title, which is assumed to be marketable. All existing liens, encumbrances and assessments have been disregarded and the property is appraised, as though free and clear, under responsible ownership and competent management.
3. Any sketches in this report indicate approximate dimensions and are included to assist the reader in visualizing the property.
4. The appraisers have not made a survey, engineering studies or soil analysis of the property and assume no responsibility in connection with such matters or for engineering, which might be required to discover such factors.
5. Unless otherwise noted herein, it is assumed that there are no encroachments, zoning or restriction violations associated with the subject property.
6. Information, estimates and opinions contained in this report are obtained from sources considered reliable and believed to be true and correct; however, no liability for them can be assumed by the appraisers.
7. The appraisers are not required to give testimony or attendance in court by reason of this appraisal, with reference to the properties in question, unless arrangements have been made previously, therefore.
8. The division of the land and improvements (if applicable) as valued herein is applicable only under the program of utilization shown. These separate valuations are invalidated by any other application.
9. On all appraisals, subject to satisfactory completion, repairs or alterations, the appraisal report and value conclusion(s) are contingent upon completion of the improvements in a workmanlike manner.
10. Disclosure of the contents of this appraisal report is governed by the By-Laws and Regulations of the Appraisal Institute. Except as hereinafter provided, the party for whom this appraisal report was prepared may distribute copies of this report, in its entirety, to such third parties as may be selected by the party for whom this appraisal report was prepared; however, selected portions of this appraisal report shall not be given to third parties without prior written consent of the signatories of this appraisal report. Further, neither all nor any part of this appraisal report shall be disseminated to the general public by the use of advertising media, public

relations media, sales media or other media for public communication without the prior written consent of the signatory of this appraisal report.

11. The Americans with Disabilities Act (ADA) became effective January 26, 1992. The appraisers have not made a specific compliance survey and analysis of the subject property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property together with a detailed analysis of the requirements of the ADA could reveal that the property is not in compliance with one or more of the requirements of the act. If so, this fact could have a negative effect upon the values of the property. Since the appraisers have no direct evidence relating to this issue, we did not consider possible noncompliance with the requirements of ADA in concluding the values of the property.
12. The appraisers are not experts at the identification of environmental hazards. This assignment does not cover the presence or absence of such substances. Any visually detected or obviously known environmental problems affecting the property will be reported and their impact on the value will be discussed.
13. This appraisal assignment was not made nor was the appraisal rendered on the basis of a requested minimum valuation or specific valuation.
14. The appraisers are not building inspectors and this report does not constitute building inspections for the subject property. Any obvious defects are noted (if applicable); however, this report is not to be relied upon for detection of unseen defects for the subject property.
15. This appraisal was prepared for the clients and the intended users named in this report. The analysis and conclusions included in the report are based upon a specific Scope of Work determined by the clients and the appraisers and are not valid for any other purpose or for any additional users other than noted in this report.

## SCOPE OF THE APPRAISAL

The subject property is Lot 19, COS 5840, Morrell Flats, Section 14, Township 16 North, Range 15 West, Seely Lake, Missoula County, Montana

The appraisers were asked to provide opinions of the market values of the fee simple interests in the site and improvements for the subject property for decisions regarding potential sale of the property.

Information about the subject properties has been collected and analyzed and a narrative appraisal report for the subject properties has been prepared. The scope of the appraisal requires compliance with the Uniform Standards of Professional Appraisal Practice promulgated by the Appraisal Standards Board of the Appraisal Foundation and the Guide Notes to the Standards of Professional Appraisal Practice adopted by the Appraisal Institute. The standards contain binding requirements and specific guidelines that deal with the procedures to be followed in developing an appraisal, analysis, or opinion. The Uniform Standards set the requirements to communicate the appraiser's analyses, opinions and conclusions in a manner that will be meaningful and not misleading in the marketplace.

### **Scope of Property Viewing**

Elliott M. Clark, MAI and Christopher D. Clark of Clark Real Estate Appraisal viewed the subject property on June 27, 2022. We measured the improvements on the subject site and walked the site.

### **Scope of Research**

The history of ownership, historical uses and current intended uses were researched via the Montana Department of Natural Resources, the lessees for the property, Missoula County Records, and the area Multiple Listing Service.

Area trends in development were researched based upon information from various offices of Missoula County; inspections of surrounding properties by the appraisers; interviews with area developers, property owners and property managers; and research regarding current and projected demographics in the immediate and greater subject market area.

Comparable market data was obtained through a combination of public record and area realtors, developers, and property owners. Every effort was made to verify all comparable data. **Montana is a non-disclosure state and realty transfer sales price information is not available via public record.**

### **Extraordinary Assumption(s)**

An **Extraordinary Assumption** is defined in 2020-2022 version of the Uniform Standards of Professional Appraisal Practice (USPAP) published by the Appraisal Standards Board to be “*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.*”

There are no **Extraordinary Assumptions** associated with this appraisal report.

### **Hypothetical Conditions**

A **Hypothetical Condition** is defined in 2020-2022 version of the Uniform Standards of Professional Appraisal Practice (USPAP) published by the Appraisal Standards Board to be “*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 purpose of analysis.*”

The values concluded in this report for the subject properties are based upon the **Hypothetical Conditions** that the properties were legal parcels as of the report effective date and that there was legal and adequate access (as described in this report) to the properties.

Use of **Hypothetical Conditions** can affect assignment results.

### **Highest & Best Use**

Our opinions of the highest and best uses for the subject property were developed using the research collected relative to the subject property, area development trends, and demographics. The information collected is considered comprehensive and provided a credible basis for carefully considered analyses. The appraisal process presented was based upon the highest and best use conclusions for the subject property.

### **Appraisal Process**

The Sales Comparison Approach was developed to determine the values of the subject site as if vacant. This is typically the most reliable approach for determining values of vacant sites.

All three approaches to value were considered for the valuation of the subject property as improved. Most market participants interested in purchasing homes in the subject market area do not base decisions upon the depreciated cost of the improvements. For this reason, the Cost Approach is not considered applicable and was not developed in this report. The subject property is not utilized for income generation. For this reason, the Income Approach is not considered applicable and was not developed in this report. The Sales Comparison Approach is developed to determine the value of subject property as improved.

### **Environmental**

The appraisers do not possess the requisite expertise and experience with respect to the detection and measurement of hazardous substances, unstable soils, or freshwater wetlands. Therefore, this assignment does not cover the presence or absence of such substances as discussed in the Limiting Conditions section of this report. However, any visual or obviously known problems affecting the property will be reported and any impact on the values will be discussed.

**General Data Sources**

Individuals and offices consulted in order to complete this appraisal include the following:

- Missoula County – Various Offices
- Montana Department of Revenue;
- Montana Regional MLS;
- Various Area Real Estate Agents, Property Managers, Property Owners, and Builders

Specific data sources are noted in the body of the report where appropriate.



## **IDENTIFICATION OF THE SUBJECT PROPERTY**

The subject property is Lot 19, COS 5840, Morrell Flats, Section 14, Township 16 North, Range 15 West, Seeley Lake, Missoula County, Montana

## **INTENDED USE & INTENDED USERS OF THE APPRAISAL**

It is understood that the intended use of this appraisal is for decisions regarding possible sale of the subject property by the client. This report was prepared for the client, (State of Montana, Montana Board of Land Commissioners, & Montana Department of Natural Resources and Conservation) and is their exclusive property. The client is an intended user of this report. The Lessees for the subject lot (Wade & Freda Rathbun) are additional intended users of this report. No additional parties may rely upon this report without the express written consent from both the appraisers and the client.

## **PURPOSE OF THE APPRAISAL**

The purpose of this appraisal is to conclude the market values of the fee simple interests in the subject property for possible sale purposes.

## **DATE OF PROPERTY VIEWING**

June 27, 2022

## **EFFECTIVE DATE OF MARKET VALUES**

June 27, 2022

## **PROPERTY RIGHTS APPRAISED**

The values concluded in this report are for the **fee simple** interests in the subject properties. The fee simple interest is full, complete, and unencumbered ownership subject only to the governmental rights of taxation, police power, eminent domain and escheat. This is the greatest right and title, which an individual can hold in real property.

## DEFINITION OF MARKET VALUE

At the request of the client, the following definition of market value is utilized in this report.

**Market Value** is defined in the following manner:

*"The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus."*<sup>1</sup>

Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- (1) buyer and seller are typically motivated;
- (2) both parties are well informed or well advised, and each acting in what he considers his own best interest;
- (3) a reasonable time is allowed for exposure in the open market;
- (4) payment is made in terms of cash in US dollars or in terms of financial arrangements comparable thereto; and
- (5) the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

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<sup>1</sup> Office of the Comptroller of the Currency - Comptroller's Manual for National Banks, March 1990, 12CFR, Section 34.42h

## **STATEMENT OF OWNERSHIP & USE HISTORY**

The subject site is owned by the State of Montana. The improvements on the subject lot are owned by the current lessees (Wade & Freda Rathbun). According to the Missoula County online recordation system, the leasehold interest in the subject property most recently transferred from the Estate of Mike West to Wade and Freda Rathbun via a Bill of Sale recorded on July 26, 2019 as document #201911380. The consideration for this transfer was \$35,000.

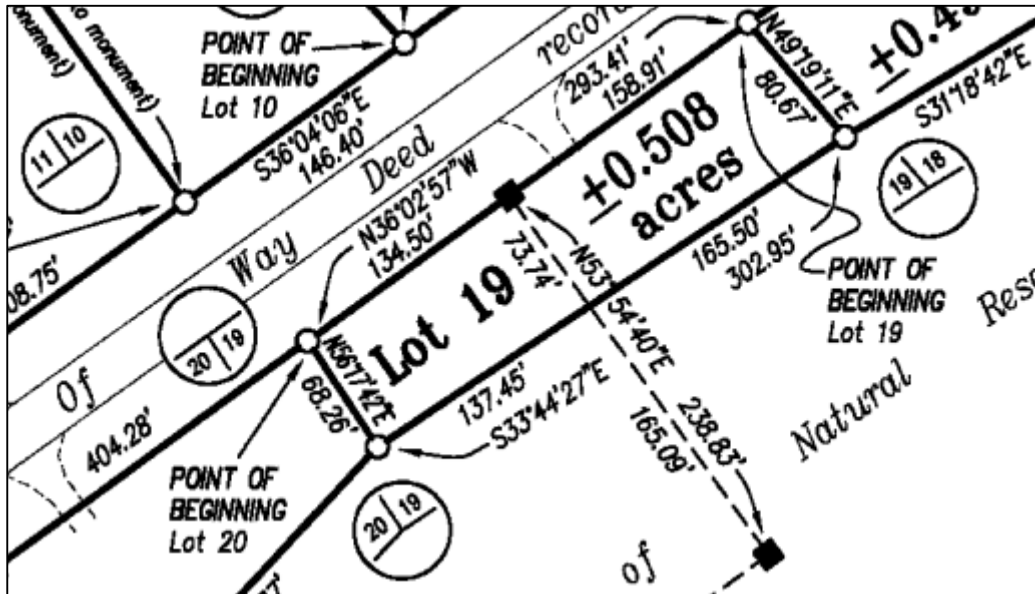
### **USE/MARKETING HISTORY**

The Montana Department of Natural Resources and Conservation manages hundreds of residential cabin sites which are owned by the State of Montana. The subject lot is in this program. According to the available information, the subject lot has not been available for sale during the three years prior to the report effective date. We did not locate any marketing history for the subject lot via the area MLS.

The subject improvements were marketed via the area MLS for \$55,000 from May 24, 2019 to the transfer date of July 26, 2019. The purchase price was indicated to be \$35,000. The improvements were reportedly in poor condition at the time of sale.



A portion of Page 3 of the COS 5840 is below with an enlarged view of subject Lot 19.



### ACCESS AND VIEWS

The subject site includes 293.41 feet of frontage along Montana Highway 83. It is accessed via driveway from the highway.

The subject property has views of the highway and surrounding properties.

### IMPROVEMENTS

The subject property includes a single family residence constructed around 1952. The house is wood framed with log siding, a metal roof, and a concrete foundation. The residence is heated with a Rinnai brand propane heater and a cadet type heater in the bathroom. The house totals 1,420 square feet and includes a living room, dining area, kitchen, 2 bedrooms, 1 bathroom, a laundry room, and an entry area. There is an attached 128 square foot deck and a 69 square foot lean-to type building for storage.

Recent upgrades to the residence include; new subflooring, installation of blue pine paneling, new propane heating unit, new pressure tank for the well, and new piping beneath the residence. Overall the residence is of average quality construction and in average condition.

### EASEMENTS, RESTRICTIONS, AND ENCROACHMENTS

Reservations and encumbrances affecting the subject lots provided by Montana DNRC consist of an easement to Blackfoot Telephone for buried telephone cable facilities. This easement is typical for similar area properties.

There do not appear to be any easements that significantly impact the marketability of the subject property. If additional easements, restrictions, or encroachments other than those noted in this report are present on the subject property, the value concluded in this report may be affected.

## ZONING

The subject property is in an area of Missoula County that is not zoned.

## ASSESSMENT/REAL PROPERTY TAXES

The subject lot is tax exempt; however, the lot is valued by the Montana Department of Revenue to assist with determination of lease rates. The improvements on the subject site are taxable. The 2021 taxable market value for the **subject improvements** (as per the Montana Department of Revenue) and the 2021 tax bill amount is on the table below;

Tax Information					
Lot #	Sale #	Lessees	Assessor # for Improvements	2021 Taxable Market Value for Improvements	2021 Tax Bill Amount for Improvements
19	2016	Wade & Freda Rathbun	1951904	\$65,790	\$694.21

## TOPOGRAPHY, VEGETATION, WETLANDS, SOILS AND DRAINAGE

The subject site is generally level. The subject abuts land owned by MT DRNC to the east. This adjacent lands slopes up steeply away from the subject site. A topographic map that includes the subject site is below.



We consulted the Missoula County flood data. A flood map from Missoula County for the subject site is on the following page.



We have not been provided with a soil study for the subject site. We assume the soil can accommodate the type of construction, which is typically seen in the subject area. We have not been provided with an environmental audit for the subject site and assume there are no toxic or hazardous materials and no groundwater contamination on or in the subject. Should any of these conditions be present, the value concluded in this report may be affected.

## UTILITIES

The subject lot has access to overhead electrical and telephone lines. The improvements are serviced by a well and septic system. There is a water right for domestic use associated with the subject property. We did not locate a septic permit for the subject property; however, the septic system in place may predate permitting.

## PUBLIC SAFETY AND SERVICES

Police, fire protection, and other services are provided by Missoula County and area volunteer emergency services.

## SITE SUITABILITY

The subject site is legally and physically suited for residential improvements.



## SUBJECT BUILDING SKETCH & PHOTOGRAPHS

### SKETCH/AREA TABLE ADDENDUM

SUBJECT INFO					
File No.:	Parcel No.:				
Property Address: Morrell Flats Cabin Sites Lot 19					
City: Seeley Lake	County:	State: MT	Zip Code: 59868		
Owner:					
Client: MT DNRC		Client Address:			
Appraiser Name: Clark Real Estate Appraisal		Inspection Date: 06/27/2022			
SKETCH					
Sketch by ApexSketch					
AREA CALCULATIONS SUMMARY					
Code	Description	Factor	Net Size	Perimeter	Net Totals
GLA1	First Floor	1.0	1420.0	177.0	1420.0
GAR	Lean-to	1.0	69.3	33.3	69.3
P/P	Deck	1.0	127.5	47.0	127.5
COMMENT TABLE 1					
COMMENT TABLE 2			COMMENT TABLE 3		
<div style="display: flex; justify-content: space-between;"> <span>Net LIVABLE</span> <span>cnt</span> <span>1</span> <span>(rounded)</span> <span>1,420</span> </div>					



## SUBJECT PHOTOGRAPHS



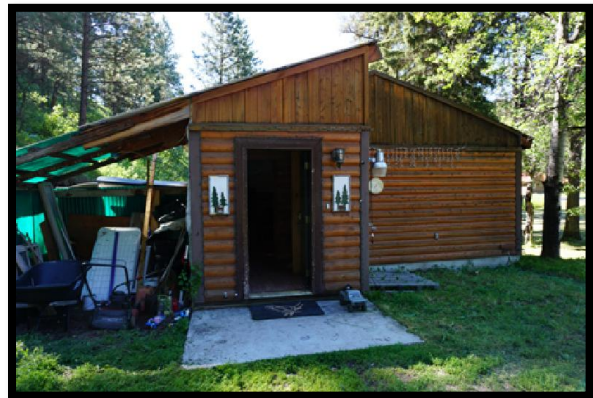
Home on Lot 19



South Side of Residence



East Side of Residence and Lean-To



North Side of Residence



West Side of Residence and Lot Interior



Entrance

## ADDITIONAL PHOTOGRAPHS



View from Living Room toward Kitchen



View toward Living Room from Dining Area



Bedroom 1



Bedroom 2



Kitchen



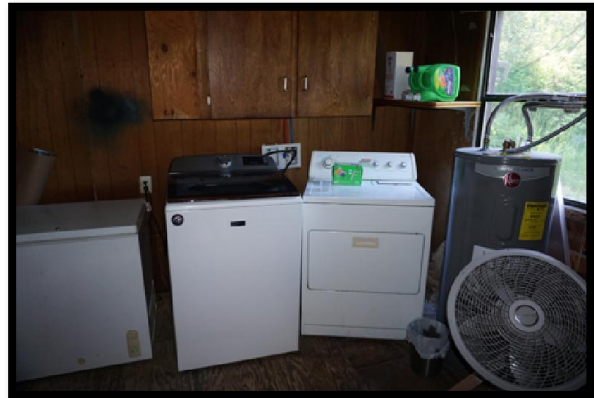
Kitchen



## ADDITIONAL PHOTOGRAPHS



Bathroom



Laundry Room



Rinnai Propane Heater



Lot 19 Looking SE across MT Highway 83



Lot 19 Interior Looking Southeast



Southeast Property Boundary Marker Looking Southwest



## ADDITIONAL PHOTOGRAPHS



Southeast Property Boundary Marker Looking Northwest



Southwest Property Boundary Marker Looking Northeast



Southwest Property Boundary Marker Looking Northwest



Northwest Property Boundary Marker Looking Southeast



Northwest Property Boundary Marker Looking Northeast



Northeast Property Boundary Marker Looking Southeast



## ADDITIONAL PHOTOGRAPHS



Northeast Property Boundary Marker Looking Southwest



Driveway to Lot 19



MT Highway 83 Looking Southeast



MT Highway 83 Looking Northwest

## SUBJECT MARKET ANALYSIS

Detailed county and local demographic and economic information is included in the Addendum of this report. General national and statewide data is included as well.

### Subject Productivity Analysis

#### General Property Description

The subject site 0.508 acres. The subject site includes approximately 300 feet of frontage along Montana Highway 83. It is within a neighborhood with no covenants, conditions, or restrictions governing property use. The subject property is located in the community of Seeley Lake and in Missoula County, Montana.

#### Area Land Use Trends

Seeley Lake is a residential/resort community in Missoula County, Montana. The community consists of year round residents and second or vacation homeowners who are in the area on a seasonal basis. Properties with and without frontage along area lakes, rivers, and streams are frequently purchased for vacation or seasonal use.

### Potential Users of Subject Property

The potential users of the subject properties would be market participants seeking to own recreational/residential property in the greater Seeley Lake area.

### Demand Analysis

Analysis of historical activity (also known as Inferred Demand Analysis) can shed light on future demand. We conducted a search of the area MLS for sales of vacant residential sites with no frontage on navigable water (including lakes, creeks, or river frontage) and up to 3.00 acres in size in Seeley Lake. Montana is a non-disclosure state and every sale does not transfer via the area MLS; however, the regional MLS data is considered to provide an accurate depiction of general trends in real estate transfers. The results of this search are below.

Seeley Lake				
Up to 3.00 Acres				
Site Sales (Not on Water)				
Year	# of Sales	Average Sales Price	Percent Price Change	Days on Market
2020	51	\$68,765		353
2021	48	\$94,105	37%	262
2022 Year-to-Date	17	\$125,647	34%	169
Actives	14	\$168,097		79
Avg Price Increase 2020-2022			35%	

This data indicates that the average sales price for interior home sites increased significantly since 2020. It is prudent to utilize caution with statistical analysis of small data sets.

### **Residential Improved Properties in Seeley Lake**

There was sufficient market data regarding interior sites with 3.00 acres or less improved with homes in Seeley Lake to prepare a credible analysis. Montana is a non-disclosure state and every sale does not transfer via the area MLS; however, the MLS data is considered to provide an accurate depiction of general trends in real estate transfers. The results of our search are below;

Seeley Lake - Home Sales				
Up to 3.00 Acres				
Home & Sites Sales (Not on Water)				
Year	# of Sales	Average Sales Price	Percent Price Change	Days on Market
2020	38	\$283,682		120
2021	33	\$413,124	46%	117
2022 Year-to-Date	14	\$510,214	24%	98
Actives	13	\$558,223		78
Avg Price Increase 2020-2022			35%	

This data indicates that the average home prices for homes on interior sites with 3.00 acres or less increased between 2020 and 2022 Year-to-Date.

## **Competitive Supply**

### **Vacant Home Sites**

There were 14 active listings of interior vacant home sites up to 3.00 acres in size in Seeley Lake as of the report effective date.

### **Residential Improved Properties in Seeley Lake**

There were 13 active listings of homes on interior sites with up to 3.00 acres in size in Seeley Lake as of the report effective date. The average list price for these homes was \$558,223.

## **Interaction of Supply and Demand**

### **Vacant Home Sites**

There is a demonstrated demand for interior home sites with less than 3.00 acres in size in Seeley Lake. Based upon the number of sales in 2020 and 2021, there is a less than six month supply of interior home sites available for sale. Supply and demand are in relative balance; however, the average list price far exceeds the average sales price received in 2022 to date. There may be downward price pressure on the active listings for them to sell within historical marketing times.

### **Residential Improved Properties in Seeley Lake**

Based upon the number of sales in 2020 and 2021, there is an approximately six month supply of homes on interior sites with 3.00 acres or less available for sale. Supply and demand are in relative balance. The average list price is approximately 9% above the average sales price in 2022 to date. Downward price pressure is less likely when the market is in relative balance.

### **Subject Marketability Conclusion**

#### **Vacant Home Sites**

The subject lot (as if vacant) is considered most similar to area interior lots with less than 3.00 acres in size and in neighborhoods with few restrictions on property use and/or development.

### **Residential Improved Properties in Seeley Lake**

The residence on the subject lot is considered to have similar marketability compared to homes in the Seeley Lake area with similar sizes and of similar quality and condition and on interior sites.

### **Estimated Marketing and Exposure Times**

The average days on market for sales of interior vacant home sites averaged 262 days in 2021 and 169 in 2022 Year-to-Date. Based upon this data, a **marketing time** between 6 to 12 months is appropriate for the subject lot as if vacant. If the subject lot had sold as if vacant on the effective date of this report, at the appraised value concluded, a 6 to 12 month **exposure time** would have been reasonable.

The home sales in Seeley Lake (on interior sites less than 3 acres in size) that closed in 2021 were marketed for an average of 117 days. The home sales in Seeley Lake that closed in 2022 Year-to-Date were marketed for 98 days. A **marketing time** between 3 to 6 months is appropriate for the subject property as improved. If the subject property, as improved, had sold on the effective date of this report, at the appraised value concluded in this report, a 3 to 6 month **exposure time** would have been reasonable.



### **Marketability Analysis for Home Sites in Subdivisions with and without CC&R's**

The subject lots are within a neighborhood with few restrictions on property use and/or development. There are no Covenants, Conditions, & Restrictions (CC&R's) governing property use or development for the subject lots. There were few recent sales of lots not within subdivisions with CC&R's. Most of the comparable land sales utilized in this appraisal are within subdivisions in Seeley Lake with CC&R's. For this reason, we conducted a study of sales within and not within subdivisions with CC&R's in Seeley Lake in order to determine whether or not an adjustment was necessary in this category. We developed 5 sets of paired sales from the data located. These paired sale sets are below and on the following page.

Analysis of Vacant Sites With and Without Subdivision Covenants, Coniditons, & Restrictions						
Paired Sale Set 1						
Sale Address	City	Site Size/Ac	Sale Date	In Subdivision with Covenants & Amenities	Property Description	Sales Price
207 Silvertip Trail	Seeley Lake	0.50	5/4/2021	Yes	Lot in Alpine Trails (New Subdivision with Cross Country Ski Trails)	\$84,000
199 Cougar Ct	Seeley Lake	1.11	5/7/2021	No	Lot in Phase II of Double Arrow Ranch Subdivision - This Phase Succeeded from the Subdivision and is not Subject to CC&R's and no Access to SD Amenities	\$50,000
				Sales Price Difference		-40%
Paired Sale Set 2						
Sale Address	City	Site Size/Ac	Sale Date	In Subdivision with Covenants & Amenities	Property Description	Sales Price
NHN Golf View Dr	Seeley Lake	1.01	5/28/2021	Yes	Lot in The Meadows Subdivision on the 4th Fairway	\$130,000
199 Cougar Ct	Seeley Lake	1.11	5/7/2021	No	Lot in Phase II of Double Arrow Ranch Subdivision - This Phase Succeeded from the Subdivision and is not Subject to CC&R's and no Access to SD Amenities	\$50,000
				Sales Price Difference		-62%
Paired Sale Set 3						
Sale Address	City	Site Size/Ac	Sale Date	In Subdivision with Covenants & Amenities	Property Description	Sales Price
Lot 33, Golf View Dr	Seeley Lake	1.45	10/14/2021	Yes	Lot in The Meadows Subdivision Across the Street from the Golf Course	\$85,000
199 Cougar Ct	Seeley Lake	1.11	5/7/2021	No	Lot in Phase II of Double Arrow Ranch Subdivision - This Phase Succeeded from the Subdivision and is not Subject to CC&R's and no Access to SD Amenities	\$50,000
				Sales Price Difference		-41%

Paired Sale Set 4						
Sale Address	City	Site Size/Ac	Sale Date	In Subdivision with Covenants & Amenities	Property Description	Sales Price
Lot 47, Double Arrow Rd	Seeley Lake	1.04	7/22/2020	Yes	Lot in The Meadows Subdivision on the 7th Fairway	\$72,000
Lot 106, Cougar Ct	Seeley Lake	1.02	7/1/2020	No	Lot in Phase II of Double Arrow Ranch Subdivision - This Phase Succeeded from the Subdivision and is not Subject to CC&R's and no Access to SD Amenities	\$57,000
				Sales Price Difference		-21%
Paired Sale Set 5						
Sale Address	City	Site Size/Ac	Sale Date	In Subdivision with Covenants & Amenities	Property Description	Sales Price
1350 Golf View Dr	Seeley Lake	0.50	6/27/2019	Yes	Lot in The Meadows Subdivision on the 4th Fairway	\$67,500
73 Chipmonk Ct	Seeley Lake	1.04	9/30/2019	No	Lot in Phase II of Double Arrow Ranch Subdivision - This Phase Succeeded from the Subdivision and is not Subject to CC&R's and no Access to SD Amenities	\$40,000
				Sales Price Difference		-41%

The paired sales data suggests that a significant downward adjustment is appropriate for sales in subdivisions with CC&R's when valuing lots with no CC&R's in this market. The paired sales data suggests a downward adjustment for the comparables in subdivisions with CC&R's ranging from 21% up to 62%. The average of the suggested downward adjustments is 41%. We have selected a downward adjustment of 30% which is less than the average because there are additional variables which likely affect sales prices and paired sales analysis is not an exact science.

## HIGHEST AND BEST USE

The four basic economic principles of supply and demand, substitution, balance and conformity are considered to be the basic tools of analyzing the relationship between economic trends and an appraisal. Market forces create market value. For this reason, the analysis of highest and best use is very important. When the purpose of an appraisal is to estimate market value, a highest and best use analysis identifies the most profitable, competitive use to which a property can be used.

According to The Appraisal of Real Estate – 14th Edition by the Appraisal Institute, Highest and Best Use is defined as follows:

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

The analysis for Highest and Best Use considers first the reasonably probable uses of a site that can be legally undertaken. The final Highest and Best Use determination is based on the following four criteria:

Legally Permissible:

The availability of land for a particular use in terms of existing regulations and restrictions, deed restrictions, lease encumbrances, or any other legally binding codes, restrictions, regulations, or interests.

Physically Possible:

The physical adaptability of the site for a particular use.

Financially Feasible:

All uses that are legally permissible and physically possible that are likely to produce an income, or return, equal or greater than the amount needed to satisfy operating expenses, financial obligations, and capital amortization are considered to be financially feasible.

Maximally Productive:

Of the financially feasible uses, the use that produces the highest net return or the highest present worth.

The Highest and Best Use analysis and conclusions for the subject property is included on the following page.

## **SUBJECT PROPERTIES - AS IF VACANT**

### *Legally Permissible*

The subject property is in an area of Missoula County that is not zoned. The subject property is within the 2010 Seeley Lake Regional Plan area. The plan area is not a regulatory document; however, developers are strongly encouraged to adhere to the development patterns and policies and the land designation map. The subject property is in an area with a density recommendation of 1 dwelling unit per 1 acre.

The Certificate of Survey which includes the subject lot was recorded in 2006. The subject lot was created prior to the 2010 Seeley Lake Regional Plan. Additionally, the plan is not a regulatory document which recommends uses but does not include requirements. Since there is no zoning in the subject area, there are many legally permissible uses for the subject lot as if vacant.

### *Physically Possible*

The subject lot is narrower than most area lot; however, there is sufficient space on the subject site for a single family residence and related outbuildings. There is not sufficient space on the site for most other types of uses.

### *Financially Feasible*

Most similar lots in the area are improved with single family residences. According to our research, some area residences are occupied year round and some are utilized seasonally for recreational purposes. Use of the subject lot for construction of a single family residences is financially feasible.

### *Maximally Productive*

Based upon the analysis of the legally permissible, physically possible, and financially feasible uses of the subject lot, the maximally productive highest and best use for the subject lot as if vacant, is for construction of a single family residence for recreational and/or residential use.

## **AS IMPROVED**

The subject lot includes a single family residence. There is market acceptance of many types of residences in Seeley Lake. Alteration of the subject residence for any use other than as a single family residence would require a large capital expenditure. Continued use as a single family residence for the subject property is the highest and best use as improved.

## THE APPRAISAL PROCESS

In the foregoing sections of this report, we have examined and discussed the subject property. To arrive at an opinion of market value for the subject property, it is necessary to collect and analyze all available data in the market which might tend to indicate the value of the subject property. The subject property must be compared to similar properties that can be constructed, purchased, or from which a similar monetary return may be received.

### APPROACHES IN THE VALUATION OF REAL PROPERTY

The three recognized approaches in the valuation of real property are Sales Comparison, Cost Approach and Income Capitalization. According to The Appraisal of Real Estate – 14th Edition by the Appraisal Institute, the approaches are described as follows:

#### Cost Approach

In the Cost Approach, value is estimated as the current cost of reproducing or replacing the improvements (including an appropriate entrepreneurial incentive or profit), minus the loss in value from depreciation, plus land value.

#### Sales Comparison Approach

In the Sales Comparison Approach, value is indicated by recent sales of comparable properties in the market.

#### Income Capitalization Approach

In the Income Capitalization Approach, value is indicated by a property's earning power based on the capitalization of income.

Each of the three approaches to value requires data collection from the market and each is governed equally by the principle of substitution. This principle holds "when several similar or commensurate commodities, goods or services are available, the one with the lowest price will attract the greatest demand and widest distribution."

The Sales Comparison Approach is developed to determine the value of the subject site as if vacant. This is typically the most reliable approach for determining market values of vacant sites.

All three approaches to value were considered for the valuation of the subject property as improved. Most market participants interested in purchasing homes in the market area do not base decisions upon the depreciated cost of the improvements. For this reason, the Cost Approach is not considered applicable and was not developed in this report. The subject property is not utilized for income generation. For this reason, the Income Approach is not considered applicable and was not developed in this report. The Sales Comparison Approach is developed to determine the value of the subject property as improved.

Comparable lot sales and home sales are presented in the following sections of this report. After presentation of the comparables, the subject site and improvements are valued for the subject property.

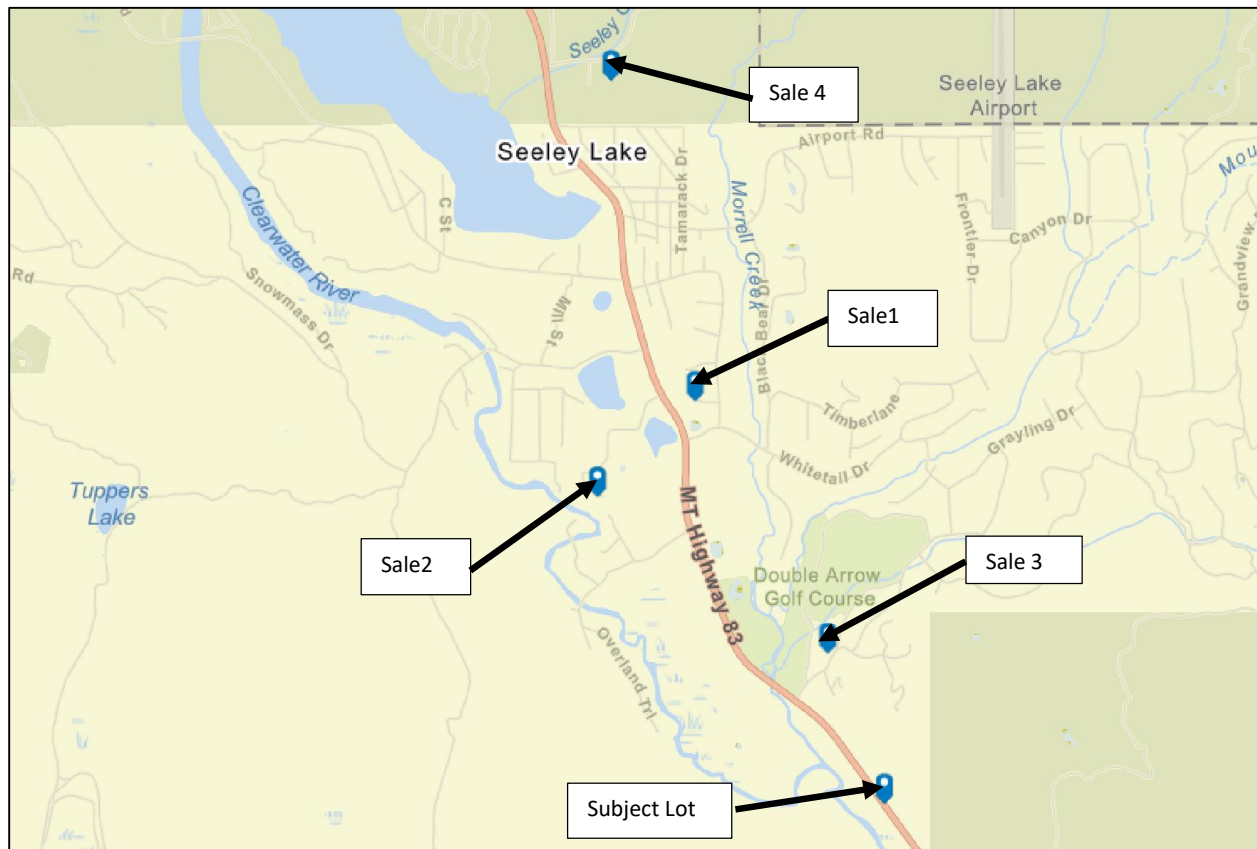
## LOT SALES

We conducted a search for sales of vacant home sites similar to the subject lot in Seeley Lake. We located 4 sales that were reasonable comparables for the subject lot. Based upon our analysis, the appropriate unit of comparison is price per site. These comparables are described on the table below.


Sale #	Address	City	Sale Date	Acres	Sales Price
1	199 Cougar Court	Seeley Lake	2021	1.110	\$50,000
2	388 Daisy Ln	Seeley Lake	2022	0.510	\$90,000
3	327 Dunham Ct	Seeley Lake	2022	1.000	\$97,000
4	292 Seclusion Point	Seeley Lake	2022	0.570	\$125,000

A complete description of each comparable is included in the individual land comparable write-ups provided in this section of this report. A map depicting the location of the subject property in relation to the comparable sales is below.

**Map of Comparable Lot Sales**

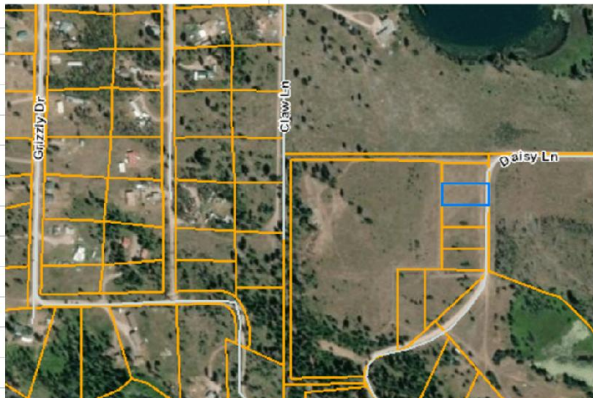


## LAND SALE 1

COMPARABLE SALE INFORMATION			
	<b>Location</b>		199 Cougar Court
	<b>City/State</b>		Seeley Lake
	<b>County</b>		Missoula
	<b>Assessor Number</b>		0001480806
	<b>Zoning</b>		Unzoned Portion of Missoula Co.
	<b>Site Size: Acres</b>		1.110
	<b>Square Feet</b>		44,323
	<b>Date of Sale</b>		May 7, 2021
	<b>Sales Price</b>		\$50,000
	<b>Less Cost of Improvements*</b>		\$0
	<b>Sales Price Adjusted</b>		\$50,000
	<b>MLS #</b>		22103749
ANALYSIS OF SALE			
<b>Price per Acre</b>		\$45,045	
<b>Price per Square Foot</b>			\$1.13
<b>Price Per Front Foot</b>			N/A
TRANSFER INFORMATION			
<b>Grantor</b>	Danny Moore, Valerie Moore, Keith Leininger, & Julie Leininger	<b>Grantee</b>	Cheryl C. Harrelson Living Trust
<b>Type of Instrument</b>	Warranty Deed	<b>Document #</b>	202111662
		<b>Marketing Time</b>	46 Days on Market
<b>Financing/Conditions</b>	Cash/Market	<b>Verified By</b>	Hugh Martinsen, Grantor & Agent
<b>Legal Description</b>	Lot 103 of Double Arrow Ranch Phase II, Missoula County, Montana	<b>Intended Use/Comments</b>	Purchased for Residential Use
<b>Section/Township/Range</b>	S11/T16N/R15W		
PROPERTY DETAILS			
<b>Access</b>	Asphalt Paved Subdivision Road	<b>View</b>	Trees, Interior
<b>Topography</b>	Level	<b>Lot Dimensions</b>	85.23' x 215.43' x 400' x 50' x 216.38'
<b>Flood Plain</b>	According to Flood Map #300630740E, the parcel is not located in an area of elevated flood risk.	<b>Improvements</b>	None
<b>Feet of Water Frontage</b>	N/A	<b>Value of Improvements</b>	\$0
<b>Utilities</b>	Electricity, Telephone, and Community Water at Road	<b>Miscellaneous</b>	Property is within the Double Arrow Ranch subdivision but not subject to CC&R's for the subdivision.
<b>Report File # 22-047ec</b>			




## LAND SALE 2


COMPARABLE SALE INFORMATION			
	<b>Location</b>		388 Daisy Lane
	<b>City/State</b>		Seeley Lake, MT
	<b>County</b>		Missoula
	<b>Assessor Number</b>		0004300011
	<b>Zoning</b>		Unzoned Portion of Missoula County
	<b>Site Size: Acres</b>		0.510
	<b>Square Feet</b>		22,216
	<b>Date of Sale</b>		February 23, 2022
	<b>Sales Price</b>		\$90,000
	<b>Less Cost of Improvements*</b>		\$0
	<b>Sales Price Adjusted</b>		\$90,000
	<b>MLS #</b>		22113280
ANALYSIS OF SALE			
<b>Price per Acre</b>	\$176,471	<b>Price per Square Foot</b>	\$4.05
		<b>Price Per Front Foot</b>	N/A
TRANSFER INFORMATION			
<b>Grantor</b>	Jan C. Guelff	<b>Grantee</b>	Kevin Wetherell
<b>Type of Instrument</b>	Warranty Deed	<b>Document #</b>	202203373
<b>Financing/Conditions</b>	Cash/Market	<b>Marketing Time Verified By</b>	189 Days on Market Bruce Wold, Listing Agent
<b>Legal Description</b>	Lot 2 of Springboard Meadow Subdivision	<b>Intended Use/Comments</b>	Purchased for Investment Purposes
<b>Section/Township/Range</b>	S10/T16N/R15W		
PROPERTY DETAILS			
<b>Access</b>	Gravel Road	<b>View</b>	Meadow, Mountains, Trees
<b>Topography</b>	Level	<b>Lot Dimensions</b>	100' x 220'
<b>Flood Plain</b>	According to Flood Map #30063C0740E dated July 6, 2015, the property is not in an area of elevated flood risk.	<b>Improvements</b>	None
<b>Feet of Water Frontage</b>	N/A	<b>Value of Improvements</b>	
<b>Utilities</b>	Electricity, Telephone, and Community Water. Lots 1-5 share a common well.	<b>Miscellaneous</b>	Property is part of a Springboard Meadow Subdivision, an 8 lot subdivision that is to have protective Covenants, Conditions, and Restrictions. Property owners have access to a common area on Clearwater River.
			<b>Report File #</b> 22-047ec



## LAND SALE 3

COMPARABLE SALE INFORMATION			
	<b>Location</b>		327 Dunham Court
	<b>City/State</b>		Seeley Lake, MT
	<b>County</b>		Missoula
	<b>Assessor Number</b>		0003546605
	<b>Zoning</b>		Unzoned Portion of Missoula County
	<b>Site Size: Acres</b>		1.000
	<b>Square Feet</b>		43,560
	<b>Date of Sale</b>		March 3, 2022
	<b>Sales Price</b>		\$97,000
	<b>Less Cost of Improvements*</b>		\$0
	<b>Sales Price Adjusted</b>		\$97,000
	<b>MLS #</b>		22117735
ANALYSIS OF SALE			
<b>Price per Acre</b>		\$97,000	
<b>Price per Square Foot</b>			\$2.23
<b>Price Per Front Foot</b>			N/A
TRANSFER INFORMATION			
<b>Grantor</b>	Michael J. Lindemer & Jenny D. Lindemer	<b>Grantee</b>	Michaelle A. Halley & Roy N. Van Ostrand
<b>Type of Instrument</b>	Warranty Deed	<b>Document #</b>	202204018
		<b>Marketing Time</b>	99 Days on Market
<b>Financing/Conditions</b>	Conventional/Market	<b>Verified By</b>	Kevin Wetherell, Listing Agent
<b>Legal Description</b>	Lot 2 of The Meadows, Phase 1	<b>Intended Use/Comments</b>	Purchased for Residential Use
<b>Section/Township/Range</b>	S14/T16N/R15W		
PROPERTY DETAILS			
<b>Access</b>	Paved Road	<b>View</b>	Trees
<b>Topography</b>	Level	<b>Lot Dimensions</b>	215.17' x 239.32' x 232.99' x 134.39'
<b>Flood Plain</b>	According to Flood Map #30063C0740E dated July 6, 2015, the property is not in an area of elevated flood risk.	<b>Improvements</b>	None
<b>Feet of Water Frontage</b>	N/A	<b>Value of Improvements</b>	
<b>Utilities</b>	Electricity, Telephone, Municipal Water, and Septic Approval.	<b>Miscellaneous</b>	Property is part of The Meadows which has protective Covenants, Conditions, and Restrictions. HOA Dues are \$150/yr for a lot, \$300/yr for a home.
		<b>Report File #</b>	22-047ec

## LAND SALE 4

COMPARABLE SALE INFORMATION			
	<b>Location</b>	292 Seclusion Point	
	<b>City/State</b>	Seeley Lake, MT	
	<b>County</b>	Missoula	
	<b>Assessor Number</b>	0421298004	
	<b>Zoning</b>	Unzoned Portion of Missoula County	
	<b>Site Size: Acres</b>	0.570	
	<b>Square Feet</b>	24,829	
	<b>Date of Sale</b>	June 1, 2022	
	<b>Sales Price</b>	\$125,000	
	<b>Less Cost of Improvements*</b>	\$0	
<b>Sales Price Adjusted</b>	\$125,000		
<b>MLS #</b>	22204437		
ANALYSIS OF SALE			
<b>Price per Acre</b>	\$219,298	<b>Price per Square Foot</b>	\$5.03
		<b>Price Per Front Foot</b>	NA
TRANSFER INFORMATION			
<b>Grantor</b>	John McDonald	<b>Grantee</b>	Raleigh Buckmaster
<b>Type of Instrument</b>	Warranty Deed	<b>Document #</b>	202209650
		<b>Marketing Time</b>	42 Days on Market
<b>Financing/Conditions</b>	Cash/Market	<b>Verified By</b>	Kevin Wetherell, Listing Agent
<b>Legal Description</b>	Lot 17 of Alpine Trails, Phases 3 & 4	<b>Intended Use/Comments</b>	Purchased for Residential Use
<b>Section/Township/Range</b>	S35/T17N/R15W		
PROPERTY DETAILS			
<b>Access</b>	Gravel Road	<b>View</b>	Trees, Mountains
<b>Topography</b>	Sloped, Rolling, Level Building Area	<b>Lot Dimensions</b>	Various
<b>Flood Plain</b>	According to Flood Map #30063C0740E dated July 6, 2015, the property is not in an area of elevated flood risk.	<b>Improvements</b>	None
<b>Feet of Water Frontage</b>	N/A	<b>Value of Improvements</b>	
<b>Utilities</b>	Electricity to Site, Municipal Water, Internet & Phone at Road	<b>Miscellaneous</b>	Property is part of Alpine Trails Subdivision which has protective Covenants, Conditions, and Restrictions. Subdivision amenities include trail system and common area. HOA Dues are \$500/year.
			<b>Report File #</b> 22-047ec

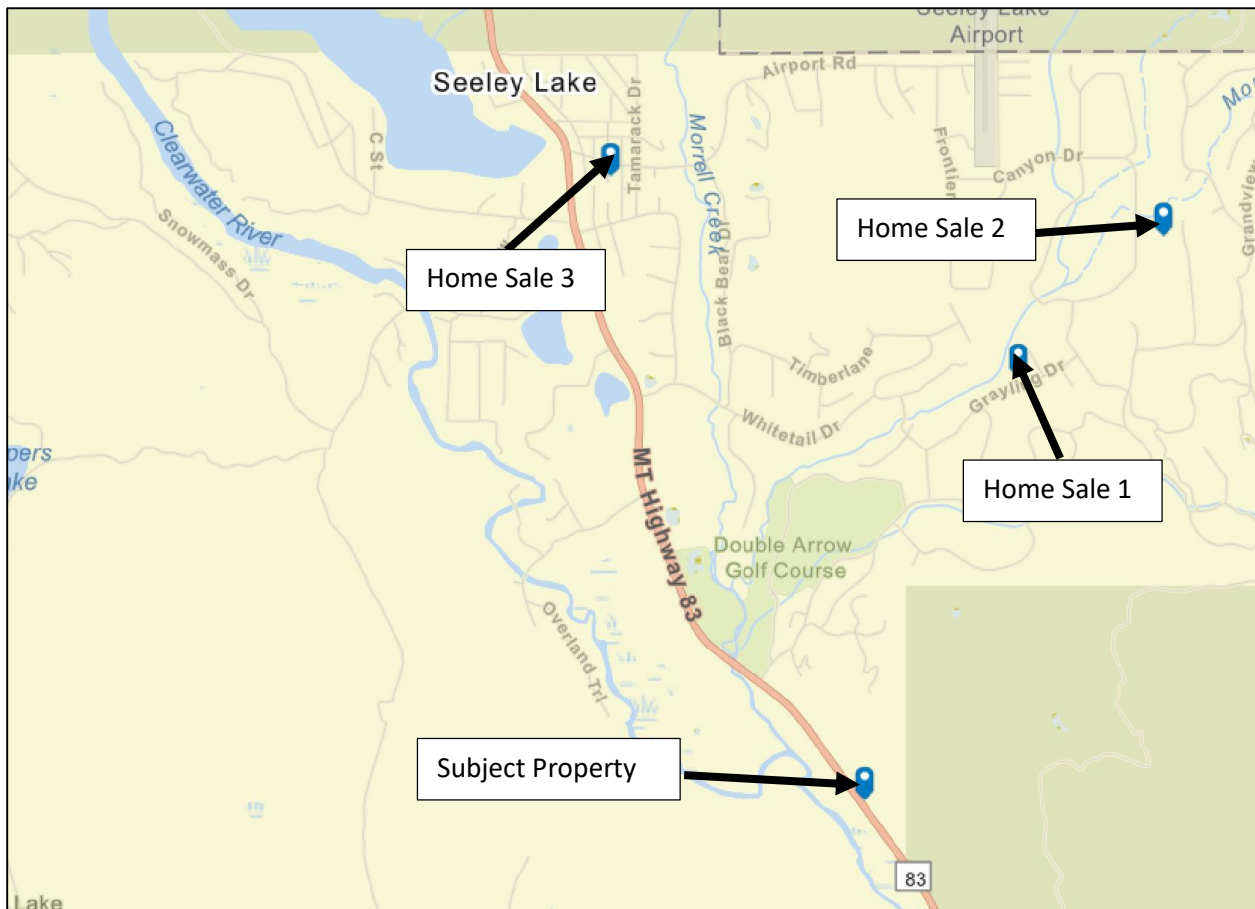
## HOME SALES

We conducted a search for sales of homes in Seeley Lake similar to the subject residence. The contributory site value for each comparable home sale was concluded based upon sales of vacant sites near each sale. The most applicable and recent home sales located are described on the table below.

Home Sales						
Sale #	Address	City	Sale Date	Sales Price	Less Site Value	Sale Price of Improvements
Home Sale 1	640 Grayling Dr	Seeley Lake	2021	\$300,000	\$75,000	\$225,000
Home Sale 2	1727 S Canyon Dr	Seeley Lake	2021	\$325,000	\$100,000	\$225,000
Home Sale 3	656 Juniper Dr	Seeley Lake	2022	\$235,000	\$55,000	\$180,000

A complete description of each comparable is included in the individual land comparable write-ups provided in this section of this report. A map depicting the location of the subject property in relation to the comparable sales is below.

### Map of Comparable Home Sales





## HOME SALE 1

[illegible]

## HOME SALE 2

[illegible]



## HOME SALE 3

COMPARABLE SALE INFORMATION			
	<b>Location</b>	656 Juniper Drive	
	<b>City/State</b>	Seeley Lake, MT	
	<b>County</b>	Missoula	
	<b>Assessor Number</b>	2291956	
	<b>Zoning</b>	Unzoned Portion of Missoula County	
	<b>Site Size: Acres</b>	0.19	
	<b>Square Feet</b>	8,283	
	<b>Date of Sale</b>	March 10, 2022	
	<b>Sales Price</b>	\$235,000	
	<b>Adjustment to Sales Price</b>	\$0	
	<b>Adjusted Sales Price</b>	\$235,000	
	<b>MLS #</b>	22200267	
TRANSFER INFORMATION			
<b>Grantor</b>	John R. Sisko	<b>Grantee</b>	Jerome E. Burns & Peri E. Burns
<b>Recording Data</b>	Warranty Deed #202204383	<b>Marketing Time</b>	59 Days on Market
<b>Financing/Conditions</b>	Cash/Market	<b>Verified By</b>	Kerry Duff, Listing Agent
<b>Legal Description</b>	Lot 11 of Block 8, Seeley Lake Homesites #2	<b>Intended Use</b>	Residential
<b>Section/Township/Range</b>	S3/T16N/R15W		
DESCRIPTION OF IMPROVEMENTS		ANALYSIS OF SALE	
<b>Water Frontage</b>	N/A	<b>Sales Price</b>	\$235,000
<b>Access</b>	Gravel County Road	<b>Estimated Site Value</b>	\$60,000
<b>House Square Feet</b>	1,515	<b>Sales Price of Improvements</b>	\$175,000
<b>Bedroom/Bathrooms</b>	2BR/1BA	<b>Improvement Price/SF</b>	\$116
<b>Year Built or Renovated</b>	1968		
<b>Basement</b>	Crawl Space		
<b>Construction</b>	Log		
<b>Quality</b>	Average		
<b>Condition</b>	Fair		
<b>Water/Sewer</b>	City Water/Septic System		
<b>Utilities</b>	Electricity/Telephone		
<b>Topography</b>	Level		
<b>Garage</b>	2 Car Detached		
<b>Outbuildings</b>	Covered RV Pad & Storage Shed		
<b>Miscellaneous</b>	Property was sold in "as-is" condition. Needed new carpeting, wall repairs, new appliances, new garage doors. Predated septic approval. Garage encroaches on neighboring lot.		
		<b>Report File #</b> 22-049ec	

## **PROPERTY VALUATION**

## SITE VALUE AS IF VACANT

The site sales presented were utilized to determine the value of this subject site as if vacant. Adjustments have been considered for differences between the sales and this subject site. Any adjustments made are noted on the spreadsheet below;

COMPARABLE SALES ANALYSIS FOR SUBJECT SITE					
LOT 19 COS #5840, MORRELL FLATS, SEELEY LAKE, MONTANA					
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3	SALE 4
IDENTIFICATION	2778 MT Hwy 83	199 Cougar Ct	388 Daisy Ln	327 Dunham Ct	292 Seclusion Point
CITY	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$50,000	\$90,000	\$97,000	\$125,000
ADJUSTMENT FOR IMPROVEMENTS		\$0	\$0	\$0	\$0
PROPERTY RIGHTS	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
PROPERTY RIGHTS ADJUSTMENT		\$0	\$0	\$0	\$0
FINANCING	Market	Market	Market	Market	Market
FINANCING ADJUSTMENT		\$0	\$0	\$0	\$0
CONDITIONS OF SALE	Market	Market	Market	Market	Market
CONDITIONS OF SALE ADJUSTMENT		\$0	\$0	\$0	\$0
ADJUSTMENTS FOR BUYER EXPENDITURES					
DEMOLITION		\$0	\$0	\$0	\$0
ENVIRONMENTAL		\$0	\$0	\$0	\$0
OTHER		\$0	\$0	\$0	\$0
LEGAL/ZONING		\$0	\$0	\$0	\$0
DATE OF SALE		05/07/21	02/23/22	03/03/22	06/01/22
MARKET CONDITIONS FACTOR		1.30	1.00	1.00	1.00
ADJUSTED PRICE		\$65,000	\$90,000	\$97,000	\$125,000
LOCATION	Seeley Lake	Double Arrow SD but not Subject to CC&R's	Springboard Meadow SD	Double Arrow	Alpine Trails SD
HIGHWAY FRONTAGE	Yes	0%	-30%	-30%	-30%
		-5%	-5%	-5%	-5%
SITE SIZE/ACRES	0.508	1.110	0.510	1.000	1.000
ADJUSTED SALES PRICE		\$61,750	\$58,500	\$63,050	\$81,250
ADJUSTMENT FOR:					
WATER FRONTAGE	None	None	None	None	None
		Equal =	Equal =	Equal =	Equal =
SHAPE	Irregular	Irregular	Irregular	Irregular	Irregular
		Equal =	Equal =	Equal =	Equal =
TOPOGRAPHY	Level	Level	Level	Level	Sloped & Rolling
		Equal =	Equal =	Equal =	Equal =
FLOOD ZONE	None	None	None	None	None
		Equal =	Equal =	Equal =	Equal =
FRONTAGE/ACCESS	Gravel Private Rd	Paved SD Rd	Gravel SD Road	Paved SD Rd	Gravel County Rd
		Equal =	Equal =	Equal =	Equal =
ZONING	Not Zoned	Not Zoned	Not Zoned	Not Zoned	Not Zoned
		Equal =	Equal =	Equal =	Equal =
EASEMENTS AFFECTING USE	No	No	No	No	No
		Equal =	Equal =	Equal =	Equal =
ELECTRICITY/TELEPHONE	Available	Available	Available	Available	Available
		Equal =	Equal =	Equal =	Equal =
SITE SIZE/ACRES	0.508	1.110	0.510	1.000	0.570
		Equal =	Equal =	Equal =	Equal =
OVERALL RATING COMPARED TO SUBJECT		Equal =	Equal =	Equal =	Equal =
VALUE INDICATIONS		= \$61,750	= \$58,500	= \$63,050	= \$81,250



## **Discussion of Quantitative Adjustments**

*Adjustment for List Price:* All of the comparables utilized in this analysis were closed sales as of the report effective date. For this reason, no adjustments were necessary in this category.

*Adjustments for Improvements:* None of the comparables include improvements and no adjustments were necessary in this category.

*Property Rights:* The ownership interest in this report for the subject lot and for all of the comparable sales is the fee simple interest. Consequently, no adjustments were necessary in this category.

*Financing:* The financing for the comparables were cash or cash equivalent; therefore, no adjustments were necessary comparables in category.

*Conditions of Sale:* No adjustment is necessary to any of the comparables in this category.

*Buyer Expenditures:* No adjustments were necessary for the comparable sales in this category.

*Market Conditions:* The comparable sold in 2021 and 2022. There are typically few sales each year of similar sites in the subject market area. We examined changes in annual average sales prices for residential sites (without lake, creek, or river frontage) in Seeley Lake and up to 3.00 acres in size in order to determine an appropriate adjustment for changes in market conditions. This information is below;

Seeley Lake				
Up to 3.00 Acres				
Site Sales (Not on Water)				
Year	# of Sales	Average Sales Price	Percent Price Change	Days on Market
2020	51	\$68,765		353
2021	48	\$94,105	37%	262
2022 Year-to-Date	17	\$125,647	34%	169
Actives	14	\$168,097		79
Avg Price Increase 2020-2022			35%	

The price average increase per year from 2020 to 2022 Year-to-Date for non-waterfront sales averaged 35%. Based upon analysis of this data, some upward adjustment is necessary for the sale that closed in 2021. We did note evidence that the real estate market may be softening a bit. For that reason, we opted to utilize an upward adjustment in this category for the sale that closed in 2021 of 30%. No adjustment was made to the sales that closed in 2022.

*Location:* The subject property and Land Sale 1 are not within a subdivision governed by Covenants, Conditions, and Restrictions (CC&R's). Land Sale 1 required no adjustment in this category. Land Sales 2, 3, and 4 are within subdivisions that include CC&R's. Based upon the analysis presented in the Subject Market Analysis section of this report, we have applied downward adjustments of 30% to Land Sales 2, 3, and 4 in this category.

*Highway Frontage:* The subject property includes 293.41 feet of frontage along Montana Highway 83 which is the main traffic corridor for the area. None of the comparables include frontage along a highway. Frontage along heavily traveled roads is typically considered to be a negative characteristic for residential home sites. We did not locate paired sales on which to base an adjustment in this category; however, it is our opinion that some downward adjustment is necessary in this category. We have applied a downward adjustment of 5% to all of the comparables in this category. This adjustment is considered reasonable and necessary.

### **Discussion of Qualitative Adjustments**

The following adjustments are for categories where the comparables are different from the subject property and differences in these categories were considered to potentially affect value; however, there was not sufficient market data available on which to credibly base dollar amount or percentage adjustments. These adjustments are identified as Equal =, Superior -, or Inferior + compared to the subject property. We have used additional minuses or pluses to convey order of magnitude when necessary.

*Water Frontage:* The subject site and comparables do not include water frontage. The comparables are identified as Equal = compared to the subject site in this category.

*Shape:* The subject and comparables have shapes suitable for residential improvements and are considered Equal = in this category.

*Topography:* The subject site has level topography. The usable area of the subject site is similar to the comparables. For this reason, the comparables are identified as Equal = compared to the subject in this category.

*Flood Zone:* The subject site and comparables are not within flood zones. The comparables are identified as Equal= compared to the subject site in this category.

*Frontage/Access:* The subject lot is accessed via a driveway from Montana Highway 83. Access to the comparables is considered Equal = compared to the subject.

*Zoning:* The subject lot and comparables are in areas with no zoning. Based upon analysis of highest and best for uses for the subject and comparables, the comparables are identified as Equal = compared to the subject in this category.

*Easements Affecting Use:* There were no atypical easements associated with the subject or comparables. The comparables are identified as Equal = compared to the subject in this category.

*Electricity/Telephone:* The subject site and comparables have similar access to electricity and telephone services. The comparables are identified as Equal = compared to the subject property in this category.

*Size/Acres:* The subject site totals 0.508 acres with much of that area considered buildable. There is no market data available suggesting that lots within the size ranges of the subject and comparables vary in price due to size differences. For this reason, the comparables are identified as Equal = compared to the subject in this category.

**Reconciliation of Sales Comparison Approach for Subject Property As If Vacant**

The comparables provided adjusted indications of equal to \$61,750, equal to \$58,500, equal to \$63,050, and equal to \$81,250. Approximately equal weight is accorded the adjusted indications from all from sales. The average of the adjusted indications \$66,138. A market value of \$66,000 is considered well supported and appropriate for the subject lot.

**Subject Site Value**

**\$66,000**

## IMPROVEMENT VALUE

Home Sales 1, 2, and 3 are appropriate comparables for the residence on this subject site. A sales comparison analysis for the subject property utilizing these comparables is below.

SALES COMPARISON ANALYSIS FOR LOT 19, COS #5840, MORRELL FLATS, SEELEY LAKE, MONTANA				
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3
IDENTIFICATION	2778 MT Hwy 83	640 Grayling Dr	1727 S Canyon Dr	656 Juniper Dr
LOCATION	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$300,000	\$325,000	\$235,000
LIST ADJUSTMENT				
<b>PROPERTY RIGHTS</b>	<b>Fee Simple</b>	<b>Fee Simple</b>	<b>Fee Simple</b>	<b>Fee Simple</b>
PROPERTY RIGHTS ADJUSTMENT		\$0	\$0	\$0
<b>FINANCING</b>	<b>Market</b>	<b>Market</b>	<b>Market</b>	<b>Market</b>
FINANCING ADJUSTMENT		\$0	\$0	\$0
<b>CONDITIONS OF SALE</b>	<b>Market</b>	<b>Market</b>	<b>Market</b>	<b>Market</b>
CONDITIONS OF SALE ADJUSTMENT		\$0	\$0	\$0
<b>ADJUSTMENTS FOR BUYER EXPENDITURES</b>				
DEMOLITION		\$0	\$0	\$0
ENVIRONMENTAL		\$0	\$0	\$0
OTHER		\$0	\$0	\$0
LEGAL/ZONING		\$0	\$0	\$0
DATE OF SALE		08/06/21	07/16/21	03/10/22
ADJUSTED PRICE		\$300,000	\$325,000	\$235,000
LESS SITE VALUE		(\$75,000)	(\$100,000)	(\$55,000)
ADJUSTED IMPROVEMENT PRICE		\$225,000	\$225,000	\$180,000
<b>MARKET CONDITIONS FACTOR</b>		<b>1.30</b>	<b>1.30</b>	<b>1.00</b>
ADJUSTED IMPROVEMENT PRICE		\$292,500	\$292,500	\$180,000
<b>ADJUSTMENT FOR:</b>				
<b>LOCATION/SITE</b>	<b>Interior Site</b>	<b>Interior Site</b>	<b>Interior Site</b>	<b>Interior Site</b>
		\$0	\$0	\$0
<b>QUALITY</b>	<b>Average</b>	<b>Average</b>	<b>Average</b>	<b>Average</b>
		\$0	\$0	\$0
<b>CONDITION</b>	<b>Average</b>	<b>Good</b>	<b>Good</b>	<b>Fair</b>
		-\$43,875	-\$43,875	\$27,000
<b>BATHROOMS</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
		\$0	\$0	\$0
<b>HOUSE SIZE/SF</b>	<b>1,420</b>	<b>1,155</b>	<b>1,310</b>	<b>1,515</b>
		\$26,500	\$11,000	-\$9,500
<b>FINISHED BASEMENT SIZE/SF</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
		\$0	\$0	\$0
<b>OUTBUILDINGS</b>	<b>None</b>	<b>Equal</b>	<b>Superior</b>	<b>Superior</b>
		\$0	-\$2,000	-\$10,000
<b>TOTAL ADJUSTMENT</b>		<b>-\$17,375</b>	<b>-\$34,875</b>	<b>\$7,500</b>
<b>NET ADJUSTMENT PERCENTAGE</b>		<b>-8%</b>	<b>-16%</b>	<b>4%</b>
<b>ADJUSTED PRICE INDICATION</b>		<b>\$275,125</b>	<b>\$257,625</b>	<b>\$187,500</b>

### **Discussion of Adjustments**

*List Adjustment:* The comparables were closed sales as of the report effective date and required no adjustment in this category.

*Property Rights:* The value of the fee simple interest is concluded in this report. The fee simple interest transferred with the comparables and no adjustments were necessary in this category.

*Financing:* Based upon the information we verified, no adjustments were necessary in this category for the comparables.

*Conditions of Sale:* The conditions of sale for the comparables were reflective of market. No adjustments were necessary for these sales in this category.

*Buyer Expenditures:* According to our research no adjustment is necessary in this category.

*Market Conditions:* The comparables sold in 2021 and 2022. We examined changes in annual average sales prices for homes (without lake, creek, or river frontage) in Seeley Lake and up to 3.00 acres in size. This information is below;

Seeley Lake - Home Sales				
Up to 3.00 Acres				
Home & Sites Sales (Not on Water)				
Year	# of Sales	Average Sales Price	Percent Price Change	Days on Market
2020	38	\$283,682		120
2021	33	\$413,124	46%	117
2022 Year-to-Date	14	\$510,214	24%	98
Actives	13	\$558,223		78
Avg Price Increase 2020-2022			35%	

The average price increase per year from 2020 to 2022 Year-to-Date for non-waterfront home sales averaged 35%. We did note evidence that the real estate market may be softening a bit. For that reason, we opted to utilize an upward adjustment in this category for the sales that closed in 2021 of 30%. No adjustment was made to the sales that closed in 2022.

*Location:* The contributory site values for the home sales were removed. This results in the comparison of the subject improvements to the improvements associated with each sale. The site sales utilized to determine the contributory site values for the improved sales are retained in the appraisal work file.

*Quality:* The subject residence and the comparables are similar in overall quality of construction. No adjustment was necessary in this category.

*Condition:* The subject residence is considered to be in Average condition. Home Sales 1 and 2 are considered to be in Good condition and Home Sale 3 is considered to be in Fair condition. Downward or upward adjustments of 15% per ranking of difference in condition (Good, Average, or Fair) was made to these comparable in this category. This adjustment percentage is considered representative of the actions of market participants with regard to condition.

*Bathrooms:* The subject residence and comparables all include 1 bathroom. No adjustments were necessary in this category.

*House Size:* Based upon the indications of sales prices per residence square footage for each sale, an adjustment for size differences between the comparables and the subject of \$100 per square foot is considered reasonable and appropriate. This equates to approximately half of the averages of the sales prices per square foot for the comparable residences without the contributory site values. Market participants do not typically pay dollar for dollar for size differences. This adjustment amount is considered appropriate and indicative of the actions of market participants with respect to house size.

*Finished Basement Size:* The subject and comparables do not include finished basement areas. No adjustments were necessary in this category.

*Outbuildings/Amenities:* The subject property does not include outbuildings. Adjustments were made for contributory values of any outbuildings on the comparables.

### **Reconciliation of Sales Comparison Approach for Subject Improvements**

The comparables provided adjusted indications of market value for the subject improvements of \$275,125, \$257,625, and \$187,500. Approximately equal weight is accorded the indications from all three sales. The average of the three indications is \$240,083. We have rounded this to \$240,000.

<b>Improvement Value</b>	<b>\$240,000</b>
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## **SITE & IMPROVEMENT VALUE**

The total value conclusions are derived by adding the subject site values to the estimated value of improvements. The calculations are below;

Subject Site Value	\$ 66,000
Subject Improvements Value	<u>\$240,000</u>
<b>Total Value Indication</b>	<b>\$306,000</b>

## RECAPITULATION OF VALUE INDICATIONS

The market values for the subject property are recapitulated on the table below;

Lot #	Sale #	Site Value	Value of Improvements	Total Value	Effective Date of Market Value
Lot 19 COS 5840	16-Feb	\$66,000	\$240,000	\$306,000	6/27/2022

The values above are based upon the **Hypothetical Conditions** that the subject property was a legal parcel and that the parcel had legal and adequate access (as described in this report) as of the report effective date.



## **QUALIFICATIONS OF THE APPRAISERS**

### **ELLIOTT (ELLIE) M. CLARK, MAI**

#### **PROFESSIONAL DESIGNATIONS**

MAI Designated Member of the Appraisal Institute (2004)

#### **FORMAL EDUCATION**

College of Charleston, Charleston, SC - Bachelor of Science – Geology (1985)

#### **REAL ESTATE EDUCATION**

##### **Appraisal Institute**

1990 - Basic Valuation Procedures  
1990 - Real Estate Principles  
1992 - Capitalization Theory and Technique  
1994 - Advanced Income Capitalization  
2001 - Highest and Best Use and Market Analysis  
2001 - Advanced Sales Comparison and Cost Approaches  
2002 - Standards of Professional Practice, Part A  
2002 - Standards of Professional Practice, Part B  
2002 - Report Writing and Valuation Analysis  
2002 - Advanced Applications  
2003 - Comprehensive Exam  
2003 - Separating Real & Personal Property from Intangible Business Assets  
2004 - Demonstration Appraisal  
2006 - 7 Hour National USPAP Update Course  
2006 - Business Practices and Ethics  
2006 – Uniform Appraisal Standards for Federal Land Acquisitions  
2008 - 7 Hour National USPAP Update Course  
2010 - 7 Hour National USPAP Update Course  
2012 – 7 Hour National USPAP Update Course  
2012 – Fundamentals of Separating Real Property, Personal Property and Intangible Business Assets  
2012 – Valuation of Conservation Easements  
2014 – 7 Hour National USPAP Update Course  
2015 – Real Estate Finance Statistics and Valuation Modeling  
2016 – 7 Hour National USPAP Update Course  
2016 – Eminent Domain & Condemnation  
2017 – Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications  
2018 – 7 Hour National USPAP Update Course  
2019 – 7 Hour National USPAP Update Course  
2019 – Business Practice & Ethics  
2020 – Small Hotel/Motel Valuation  
2020 – Appraisal of Medical Office Buildings  
2022 – 7 Hour USPAP Update Course  
2022 – Analyzing Operating Expenses  
2022 – Appraisal of Automobile Dealerships

**Institute of Financial Education**

1985 - Real Estate Law I

1986 - Real Estate Law II

**IAAO**

1991 - Standards of Practice and Professional Ethics

**Citadel Evening College**

1993 - Residential Appraisal Reports Using URAR Form

**William H. Sharp & Associates**

1995 - The Home Inspection

**Trident Technical College**

1997 - Uniform Standards of Appraisal

**Historic Preservation Consulting**

1998 - Appraising Historic Property

**The Beckman Company**

2004 - The Technical Inspection of Real Estate

**APPRAISAL SEMINARS ATTENDED**

2000 – JT&T Seminars: Financial Calculator HP-12C

2000 – Appraisal Institute: Highest and Best Use Applications

2004 – Appraisal Institute: Evaluating Commercial Construction

2005 – Appraisal Institute: Scope of Work: Expanding Your Range of Services

2006 – Appraisal Institute: Subdivision Valuation

2006 – Appraisal Institute: Appraising from Blueprints and Specifications

2007 – Appraisal Institute: Analyzing Commercial Lease Clauses

2007 – Appraisal Institute: Condominiums, Co-ops, and PUDs

2008 – Appraisal Institute: Spotlight on USPAP

2008 – Appraisal Institute: Quality Assurance in Residential Appraisals: Risky Appraisals = Risky Loans

2008 – Appraisal Institute: Office Building Valuation: A Contemporary Perspective

2009 – Appraisal Institute: Appraisal Curriculum Overview (2-Day General)

2010 – Appraisal Institute: Hotel Appraising – New Techniques for Today's Uncertain Times

2010 – Appraisal Institute: The Discounted Cash Flow Model: Concepts, Issues & Applications

2011 – Appraisal Institute: Understanding & Using Investor Surveys Effectively

2011 – Appraisal Institute: Advanced Spreadsheet Modeling for Valuation Applications

2012 – Appraisal Institute: Appraising the Appraisal: Appraisal Review-General

2013 – Appraisal Institute: Business Practices and Ethics

2018 – Appraisal Institute: Real Estate Finance, Value, and Investment Performance

2019 – Appraisal Institute: The Cost Approach: Unnecessary or Vital to a Healthy Practice

2022 – Appraisal Institute: Introduction of Green Buildings: Principals and Concepts

**WORK EXPERIENCE**

2003 - Present      Clark Real Estate Appraisal – Owner/Commercial Real Estate Appraiser

1995 - 2003      Sass, Herrin & Associates, Inc. – Commercial Real Estate Appraiser

1990 - 1995	Charleston County Assessor's Office – Sr. Staff Real Estate Appraiser
1986 - 1989	First Sun Capital Corporation - Mortgage Loan Officer
1985 - 1986	First National Bank of Atlanta - Mortgage Loan Processor
1984 - 1985	South Carolina Federal Savings Bank - Mortgage Loan Processor

### **STATE LICENSES/CERTIFICATIONS**

Montana State Certified General Real Estate Appraiser - REA-RAG-LIC-683

### **PARTIAL LIST OF CLIENTS**

United States Department of Interior  
United States Government Services Administration  
State of Montana Department of Natural Resources  
Montana Department of Transportation  
City of Whitefish  
City of Kalispell  
Flathead County  
Glacier Bank  
Rocky Mountain Bank  
Freedom Bank  
Whitefish Credit Union  
Parkside Credit Union  
First Interstate Bank  
Three Rivers Bank

## **CHRISTOPHER D. CLARK**

### **FORMAL EDUCATION**

Millikin University, Decatur, Illinois  
Bachelor of Arts in Political Science

### **REAL ESTATE EDUCATION**

#### **Appraisal Institute**

Course 110 – Appraisal Principles, 2005  
Course 120 – Appraisal Procedures, 2005  
Course 410 – 15- Hour National USPAP Course, 2005  
Course 203R – Residential Report Writing & Case Studies, 2006  
Course REA070513 – Analyzing Commercial Lease Clauses, 2007  
Course 06RE0638 – Condominiums, Co-ops, PUD's, 2007  
Course REA071154 – Hypothetical Conditions, Extraordinary Assumptions, 2008  
Course 07RE0734 – 7-Hour National USPAP Update, 2008  
Course 06RE0641 – Quality Assurance in Residential Appraisals, 2008  
Course 06RE1286 – Office Building Valuation: A Contemporary Perspective, 2008  
Course 430ADM 0 Appraisal Curriculum Overview – 2009  
Course I400 - 7-Hour National USPAP Update – 2010  
Course OL-202R - Online Residential Sales Comparison and Income Approach – 2011  
Course OL-200R - Online Residential Market Analysis and Highest & Best Use – 2011  
Course OL-201R - Online Residential Site Valuation & Cost Approach – 2011  
Course I400 – 7-Hour National USPAP Update Course – 2012  
Course REA110436 – Appraising the Appraisal: Appraisal Review General – 2012  
Course 08REO643 – Business Practices and Ethics -2013  
Course I400 – 7-Hour National USPAP Update – 2014  
Course REA4380 – Online Introduction to Green Buildings: Principles and Concepts  
Course REA120108 – Online Cool Tools: New Technology for Real Estate Appraisers  
Course REA6260 – Real Estate Finance Statistics & Valuation Modeling - 2015  
Course REA-REC-REC-7415 – 2016-2017 7-Hour USPAP Update – 2016  
Course REA-CEC-REC-7494 – Eminent Domain and Condemnation – 2016  
Course REA-CEC-REC-14476 – 7-Hour National USPAP Update – 2022  
Course REA-CEC-REC-13680 – Comparative Analysis – 2022  
Course REA-CEC-REC-14201 – Analyzing Operating Expenses – 2022  
Course REA-CEC-REC-14584 – Appraising Automobile Dealerships – 2022

### **WORK EXPERIENCE**

2005 - Present	Clark Real Estate Appraisal, Inc. – Real Estate Appraiser
2003 - 2005	IKON Office Solutions – Technology Marketing
2002 - 2003	Relational Technology Services – Technology Marketing
1998 - 2003	IKON Office Solutions – Technology Marketing
1988 – 1998	CMS Automation (Formerly Entré Computer Center) – Technology Marketing

### **STATE LICENSES/CERTIFICATIONS**

Montana Licensed Appraiser # REA-RAL-LIC-841

## APPRAISERS LICENSES



**State of Montana**  
Business Standards Division  
Board of Real Estate Appraisers


**REA-RAG-LIC-683**

Status: **Active**  
Expires: **03/31/2023**


This certificate verifies licensure as:  
**CERTIFIED GENERAL APPRAISER**

With endorsements of:  
\* **REAL ESTATE APPRAISER MENTOR**

**CLARK REAL ESTATE APPRAISAL**  
**ELLIOTT M CLARK**  
**CLARK REAL ESTATE APPRAISAL**  
**P.O. BOX 1531**  
**SEELEY LAKE, MT 59868**



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**State of Montana**  
Business Standards Division  
Board of Real Estate Appraisers

**REA-RAL-LIC-841**

Status: **Active**  
Expires: **03/31/2023**

This certificate verifies licensure as:  
**LICENSED APPRAISER**

**CLARK REAL ESTATE APPRAISAL**  
**CHRISTOPHER D CLARK**  
**CLARK REAL ESTATE APPRAISAL**  
**P.O. BOX 1531**  
**SEELEY LAKE, MT 59868**

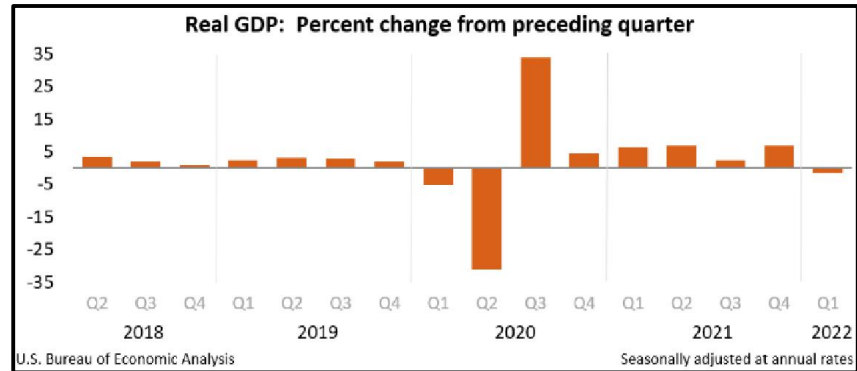


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## **ADDENDUM**

## NATIONAL ECONOMIC DATA

According to the second estimate from the Bureau of Economic Analysis of the US Department of Commerce (BEA), real GDP decreased by 1.5% in the first quarter of 2022, after increasing by 6.9% in the fourth quarter of 2021. According to the BEA, “The decrease in real GDP reflected decreases in private inventory investment, exports, federal government spending, and state and local government spending, while imports, which are a subtraction in the calculation of GDP, increased. Personal consumption expenditures (PCE), nonresidential fixed investment, and residential fixed investment increased.”



In regard to the COVID-19 impact on 1<sup>st</sup> quarter 2022 GDP, the BEA reported, “In the first quarter, an increase in COVID-19 cases related to the Omicron variant resulted in continued restrictions and disruptions in the operations of establishments in some parts of the country. Government assistance payments in the form of forgivable loans to businesses, grants to state and local governments, and social benefits to households all decreased as provisions of several federal programs expired or tapered off. The full economic effects of the COVID-19 pandemic cannot be quantified in the GDP estimate for the first quarter because the impacts are generally embedded in source data and cannot be separately identified.”

## STATE ECONOMIC DATA

Montana is the 44<sup>th</sup> most populous state in the US. As of 2010, US Census data estimated a population of 989,415 indicating a growth in population of 9.7% from 2000 to 2010. According to ESRI estimates using US Census data, the 2020 population of Montana was estimated to be 1,096,002. This estimate shows a 10.8% increase since the 2010 census. A 2021 estimate had the population of Montana at 1,099,333. The state economy is diverse with a wide variety of industries. The top five employment categories in the state are;

- Trade, Transportation, and Utilities
- Government (Federal, State, & Local)
- Education & Health Services
- Healthcare & Social Assistance
- Leisure & Hospitality

These industries employ from 11% to 16% of the workforce in Montana per category. The remaining categories employ less than 10% each.

According to ESRI, as of 2021 the median household income was estimated at \$56,296 and is projected to increase to \$61,054 (an increase of about 8.5%) by 2026. This compares to the United States, which has an estimated median household income of \$64,730 as of 2021 and is projected to increase to \$72,932 (an increase of about 12.7%) by 2026.

The following table summarizes unemployment rates in Montana over the past 10 years.

<b>State of Montana</b>					
<b>Year</b>	<b>Month</b>	<b>Labor Force</b>	<b>Employment</b>	<b>Unemployment</b>	<b>Unemployment Rate</b>
2012	Annual Average	506,441	477,056	29,385	5.8%
2013	Annual Average	511,199	483,798	27,401	5.4%
2014	Annual Average	512,613	488,738	23,875	4.7%
2015	Annual Average	517,901	495,725	22,176	4.3%
2016	Annual Average	521,736	499,266	22,470	4.3%
2017	Annual Average	528,441	506,871	21,570	4.1%
2018	Annual Average	533,821	513,858	19,963	3.7%
2019	Annual Average	542,279	522,898	19,381	3.6%
2020	Annual Average	542,917	511,616	31,301	5.8%
2021	Annual Average	549,743	531,202	18,541	3.4%
2022	Y-T-D Average (through May)	560,156	543,935	16,221	2.9%
2022	May	564,304	550,037	14,267	2.5%
Average (2012-2021)					4.5%

Source: United States Department of Labor, Bureau of Labor Statistics

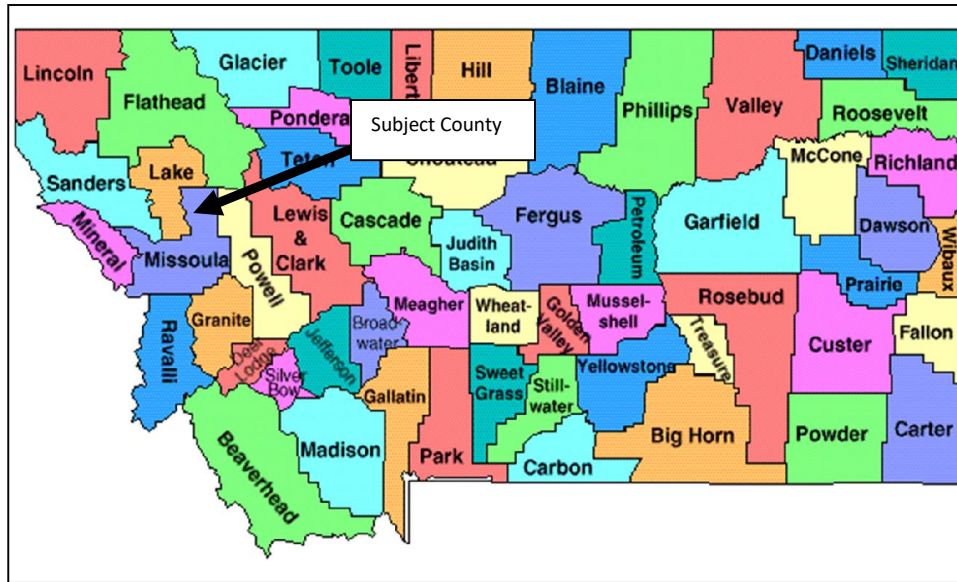
As shown in the previous table, the annual average unemployment rate decreased every year from 2011 through 2019. However, due in large part to the coronavirus pandemic (which began in March 2020), the overall unemployment rate in Montana increased in 2020. However, since approximately mid-2020 the rate began to trend down, and it was reported at 2.5% as of May 2022.

**The real estate market in portions of Montana was strong in 2020, 2021 and YTD 2022 despite the COVID-19 pandemic; however, many businesses have suffered, and it is too soon to discern long term impacts to the state economy.**



## MISSOULA COUNTY DATA

The subject property is in Missoula County which is the western half of the state. The total land area of the county is approximately 2,618 square miles. The county seat is the city of Missoula which is in the southern portion of the county. A map of Montana with counties identified is below.



### Geographical Information

Missoula County is bordered to the north by Flathead, Lake, Sanders and Mineral Counties of Montana. It is bordered to the south and east by Ravalli, Granite and Powell Counties of Montana. A small portion of Missoula County is bordered to the west by Idaho and Clearwater Counties in Idaho. The general geography of the county is mountainous. Missoula County is comprised of five valleys and includes two significant rivers. There are a number of national protected areas in the county. These include; the Rattlesnake National Recreation Area and portions of Bitterroot, Flathead, and Lolo National Forests.

### City and Communities

Missoula is the only incorporated city in Missoula County. Towns and Census designated places in Missoula County include; Bonner, Clinton, Condon, East Missoula, Evaro, Frenchtown, Huson, Lolo, Milltown, Orchard Homes, Seeley Lake and Wye

### Population

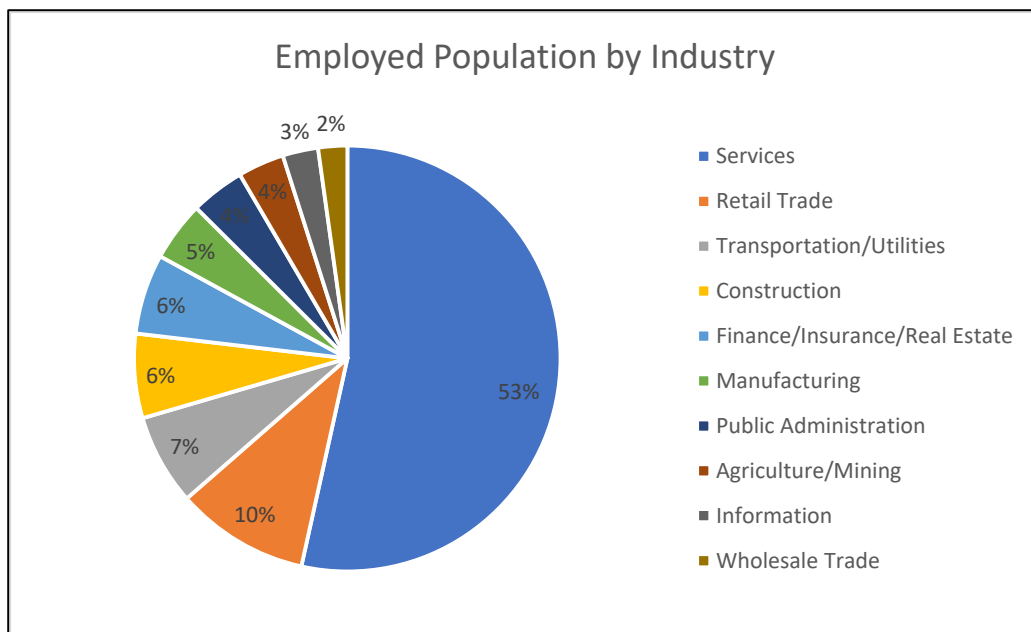
Missoula County is the 2nd most populous county in Montana. The 2020 county population estimate from ESRI based upon US Census Bureau data was 123,781. The population is projected to increase to 131,362 by 2025 or 1.23% per year.

## Income

According to estimates from ESRI based upon US Census data, the median household income for Missoula County was \$56,765 in 2020. Approximately 15.9% of the population of Missoula County was below the poverty level in 2017. This is higher than the national average for 2017 at 13.1%.

## Employment

According to ESRI there were 60,194 people over 16 years of age in the workforce in Missoula County in 2020. The workforce percentages by industry are included on the chart below;

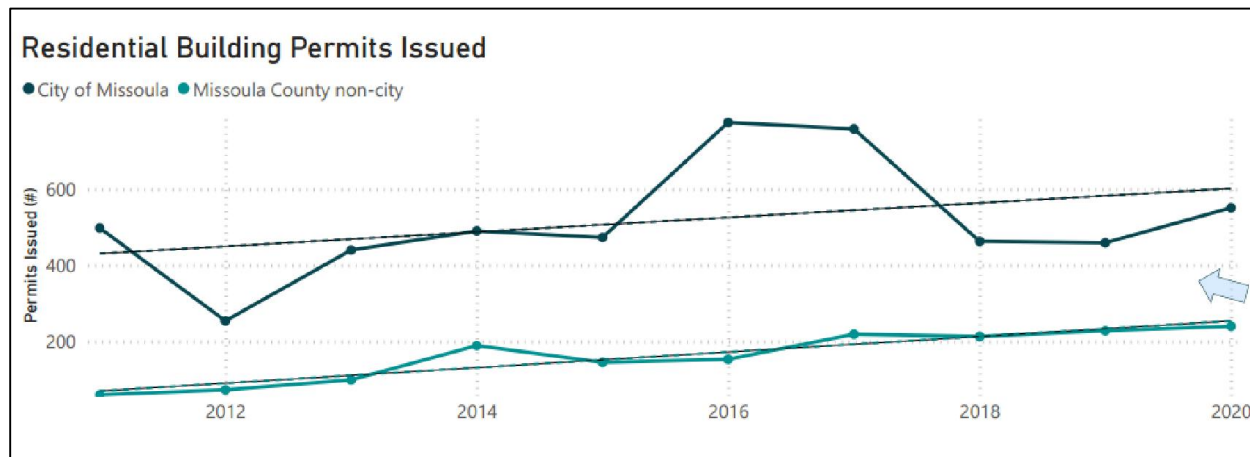


Services make up the largest employment by substantial margin. The next largest category is retail trade.

## Real Estate

According to ESRI estimates based upon US Census data there were 57,163 housing units in Missoula County in 2020. The home ownership rate was estimated at 51.6% in 2020. The average home value was estimated to be \$328,836 in 2020. It is expected to increase by approximately 1.37% per year to \$351,359 in 2025.

Residential building permits of all types (single family, duplex and multi-family) issued in Missoula County and the City of Missoula between 2012 and 2020 are on the graph below;



The total number of permits issues in the county generally increased between 2012 and 2020.

### Education & Healthcare

There are elementary, middle schools and high schools in the various population centers of Missoula County. The University of Montana and The University of Montana College of Technology are both located in Missoula County. There are two acute care hospitals in Missoula County.

### Linkages & Transportation

United States Interstate Highway 90 runs through Missoula County. US Highway 12 and 93 both go through the county. There are Montana Highways in the county as well. There is an International Airport in Missoula.

### County Data Conclusion

Missoula County is one of the most populous counties in Montana. The population is slated to increase approximately 1.23% per year through 2025. Missoula County is the home of the University of Montana. The location of the university provides some stability in employment. The economy and the real estate market had remained relatively stable for the past several years. Missoula County has been experiencing increases in sales volume and limited supply of property for sale in most real estate sectors. The economy of Missoula County is expected to grow during 2022 and growth is expected to continue for the foreseeable future.

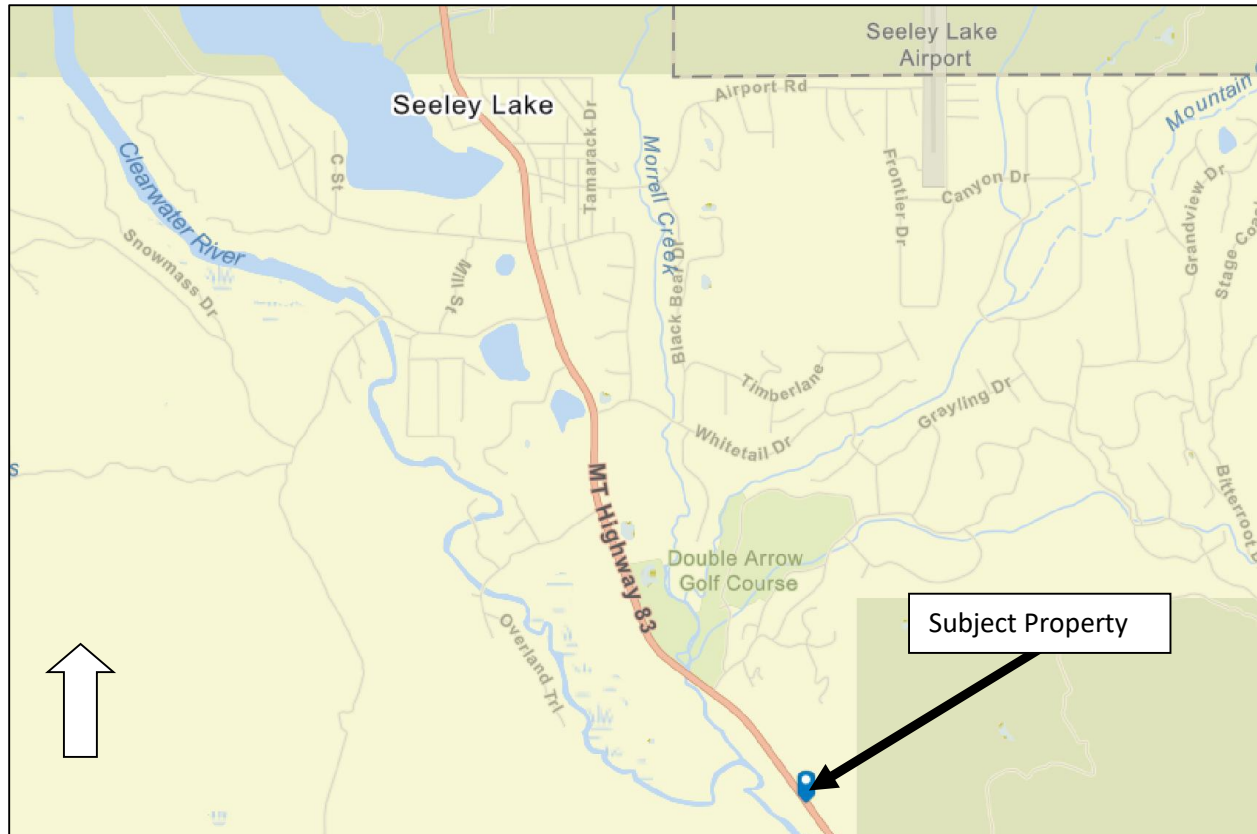
**According to the Bureau of Business and Economic Research at the University of Montana, economic impacts on Northwest Montana Counties (which include Missoula County) due to COVID-19 have been forecasted to be significant.**

## SEELEY LAKE DATA

### General Information

The subject property is located in the community of Seeley Lake. The general area is known as the “Seeley-Swan Valley”. There is relatively little privately owned land in the area.

For report purposes the neighborhood boundaries consists of the Seeley Lake Census Designated Place (CDP). Montana Highway 83 runs north to south through the area. Seeley Lake is approximately 1 hour drive from Missoula and approximately 1.5 hour drive from Kalispell.



Much of the land off of Montana Highway 83 (between Bigfork and Montana Highway 200) is protected. A recent cooperative project that involved a large amount of acreage in the greater area is known as “The Montana Legacy Project.” It is a cooperative project of The Nature Conservancy, The Trust for Public Land and state, federal and private partners. The Nature Conservancy and The Trust for Public Land have acquired approximately 310,000 acres of land formerly owned by Plum Creek since 2009. The land will eventually be conveyed to a mix of public and private owners. Under this partnership, actual land ownership and management responsibilities rest with The Nature Conservancy.

### Geography

The subject area is generally bounded by the Swan Mountains on the east and the Mission Mountains on the west. Mountain peaks extend as high as 9,000 feet. Portions of two national forests are in the greater area. They are the Lolo and Flathead National Forests. There are number

of lakes, rivers and creeks in the area. Seeley Lake is the nearest relatively large lake to the subject properties.

### **Population**

According to ESRI 2022 estimates based upon US Census data the population of Seeley Lake, CDP was 1,681. According to ESRI forecasts the population is expected to decrease to 1,678 by 2027. This equates to an increase of approximately 0.04% per year.

### **Economy/Income**

There is no major employment in the area. Major employment is located in Kalispell or Missoula which are both over an hour drive away. According to ESRI, the 2022 median household income for area was \$54,151. The median household income is projected to increase to \$58,721 or by approximately 1.69% per year through 2027.

### **Housing & Real Estate**

According to the ESRI there were 1,135 housing units in Seeley Lake in 2022. Approximately 62.2% of the housing units were identified as owner occupied, approximately 7.9% were identified as renter occupied, and approximately 29.9% were identified as vacant. The relatively high percentage of vacant housing units is likely due to the remote nature of the subject area. Many of these properties are utilized only a portion of the year and are second or vacation homes. The population density increases along the area lakes, rivers and creeks and is less dense further from these amenities. Prices for real estate in the area typically increase substantially with water frontage.

According to ESRI forecasts the median home value for Seeley Lake in 2022 was \$311,174. The home value is projected to increase to \$391,392 or approximately 5.16% per year by 2027. The most expensive homes are typically on navigable water or on large acreage tracts.

**Demand and pricing for properties in the Seeley Lake area have increased since the onset of the COVID-19 pandemic. ESRI forecasts may not have included the most current data available.**

There are commercial properties located mostly along the highway. These primarily consist of service type businesses to provide for the area residents. There are some lodging facilities; however, they are mostly oriented to or based upon proximity to an area natural amenity or a particular activity.

### **Recreation**

There are a large number of camp grounds and hiking trails in the subject area. The Bob Marshall Wilderness is located near (to the east) of this area. It is a popular destination for hikers and hunters. The numerous lakes, rivers and creeks provide many recreational opportunities. Area winter activities include snowmobiling, cross country skiing, and snowshoeing.

### **Conclusion**

The immediate subject neighborhood is a remote area comprised of rural properties that are mostly residential in nature. There is little employment in the area. There is relatively little privately

owned land in the area. The area is very attractive for recreation. Recreational opportunities include hiking, mountain biking, Nordic skiing, snowmobiling, hunting, boating, and fishing.



# SCOPE OF WORK & SUPPLEMENTAL INSTRUCTIONS

(Page 1 of 6)

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## ATTACHMENT A

### Scope of Work for Appraisals of Potential Property Sales through the Cabin/Home Site Sale Program

#### **DNRC TLMD Real Estate Management Bureau Cabin/Home Site Sale Program**

Scope of Work for the Appraisal of Potential Property Sale Through the Cabin/Home Site Sales Program: 2022 Clearwater River East, Clearwater River West, Morrell Creek, Morrell Flats, Placid Lake, Missoula and Powell Counties Appraisal

#### **CLIENT, INTENDED USERS, PURPOSE AND INTENDED USE:**

The clients are the State of Montana, the Montana Board of Land Commissioners (Land Board) and the Department of Natural Resources and Conservation (DNRC). The intended users are the State of Montana, the Montana Board of Land Commissioners (Land Board), the Department of Natural Resources and Conservation (DNRC), Stuart Cebulski, Peter Giese, Rhonda Tabish, Lindsay & Brandon Hartwell, and Joshua & Brooke Thorson, John & Sheila Devins, Robert Magray, Patrick & Katherine Delhomme, Wade & Freda Rathbun, Laurel & Paul Daniels and Patricia Boyd. The purpose of the appraisal is to provide the clients with a credible opinion of current fair market value of the appraised subject property and is intended for use in the decision making process concerning the potential sale of said subject property.

#### **DEFINITIONS:**

**Current fair market value. (12 C.F.R. § 34.42 (h))** Market value means the most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- (1) Buyer and seller are typically motivated;
- (2) Both parties are well informed or well advised, and acting in what they consider their own best interests;
- (3) A reasonable time is allowed for exposure in the open market;
- (4) Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
- (5) The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

**Highest and best use.** 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. The four criteria the highest and best use must meet are: legal permissibility, physical possibility, financial feasibility, and maximum profitability.

Rev 2021021

13 | Page



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**PROPERTY RIGHTS APPRAISED:**

State of Montana lands are always to be appraised as if they are in private ownership and could be sold on the open market and are to be appraised in Fee Simple Interest. For analysis purposes, properties that have leases or licenses on them are to be appraised with the Hypothetical Condition the leases/licenses do not exist.

**EFFECTIVE DATE OF VALUATION AND DATE OF INSPECTION:**

The latest date of inspection by the appraiser will be the effective date of the valuation.

**SUBJECT PROPERTY DESCRIPTION & CHARACTERISTICS:**

The legal descriptions and other characteristics of the state's property that are known by the state will be provided to the appraiser. However, the appraiser should verify, as best as possible, any information provided. Further, should any adverse conditions be found by the appraiser in the course of inspecting the property and neighborhood, or through researching information about the property, neighborhood and market, those conditions shall be communicated to the clients and may change the scope of work required.

The legal descriptions and other characteristics of the lessee's property that are known by the lessee will be provided to the appraiser. However, the appraiser should verify, as best as possible, any information provided. Further, should any adverse conditions be found by the appraiser in the course of inspecting the property, or through researching information about the property, neighborhood and market, those conditions shall be communicated to the clients and may change the scope of work required.

**ASSIGNMENT CONDITIONS:**

The appraiser must be a Montana certified general appraiser, and must be competent to appraise the subject property. The appraisal is to conform to the latest edition of USPAP, and the opinion of value must be credible. The appraiser is to physically inspect the subject properties at a level that will allow the appraiser to render a credible opinion of value about the properties. The appraiser must have knowledge of the comparables through either personal inspection or with use of sources the appraiser deems reliable, and must have at least viewed the comparables.

The appraiser will consider the highest and best use of the subject properties. (Note: it may be possible that because of the characteristics of a subject property, or market, there may be different highest and best uses for different components of the property. Again, that will depend on the individual characteristics of the subject property and correlating market. The appraiser must look at what a typical buyer for the property would consider.)

Along with using the sales comparison approach to value in this appraisal, (using comparable sales of like properties in the subject's market or similar markets), the appraiser will also consider the cost and income approaches to value. The appraiser will use those approaches, as applicable, in order to

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provide a credible opinion of value. Any approaches not used are to be noted, along with a reasonable explanation as to why the approach or approaches were not applicable.

The appraisal will be an Appraisal Report as per USPAP, that will describe adequately, the information analyzed, appraisal methods and techniques employed, and reasoning that support the analyses, opinions and conclusions. All hypothetical conditions and extraordinary assumptions must be noted. The appraiser will provide five appraisal reports that include analysis and appraised values of the cabin sites identified in the Supplemental Appraisal Instructions.

The subject property must be valued with the actual or hypothetical condition that the site has legal access.

All appraisals are to describe the market value trends, and provide a rate of change, for the markets of the subject property. Comparable sales used should be most recent sales available or be adjusted for market trends if appropriate. The comparable sales must be in reasonable proximity to the subject, preferably within the same county or a neighboring county. Use comparable sales of like properties.

The cabin site (land) should be valued under the hypothetical condition that it is vacant raw land, without any site improvements, utilities, or buildings.

The appraisal report must list all real property improvements that were considered when arriving at the appraised value for the improvements. Improvements means a home or residence, outbuildings and structures, sleeping cabins, utilities, water systems, septic systems, docks, landscaping or any other improvements to the raw land.

The appraised value of state-owned land added to the allocated market value of the non-state-owned improvements value will not be greater than total market value of the property, with the hypothetical condition that land and improvements are in fee simple ownership, with one owner.

**APPRAISED VALUES REQUIRED:**

The appraisal for each cabin and home site must:

1. Include a total market value of the property, with the hypothetical condition that land and improvements are in fee simple ownership, with one owner.
2. Include a separate market value for the state-owned cabin or home site (land), under the hypothetical condition of it being vacant raw land exclusive of real property improvements.
3. Allocate a separate market value for the non-state-owned improvements, from the total market value derived in 1 above.
4. Valuation of the improvements must account for all forms of obsolescence.



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## ATTACHMENT E

### MONTANA DNRC TRUST LAND MANAGEMENT DIVISION Supplemental Appraisal Instructions

This Scope of Work and Supplemental Appraisal Instructions are to be included in the appraiser's addendum.

#### Subject Property Located in Missoula County:

Sale #	Acres ±	Legal Description	Site Address (if known)
2016	0.508±	Lot 19, Morrell Flats, COS 5840, Section 14, T16N-R15W	2778 HWY 83, Seeley Lake, MT

#### DNRC Contact Information:

Deidra Klobberdanz, Lands  
Section Supervisor  
PO Box 201601  
Helena, MT 59620-1601  
Phone: (406) 444-4165  
Fax: (406) 444-2684  
[Deidra.Klobberdanz@mt.gov](mailto:Deidra.Klobberdanz@mt.gov)

#### Lessees:

Sale 2016: Wade & Freda Rathbun - (406) 677-3656; (406) 677-7711; (406) 207-6623

#### ***The following will be located in the body of the contract:***

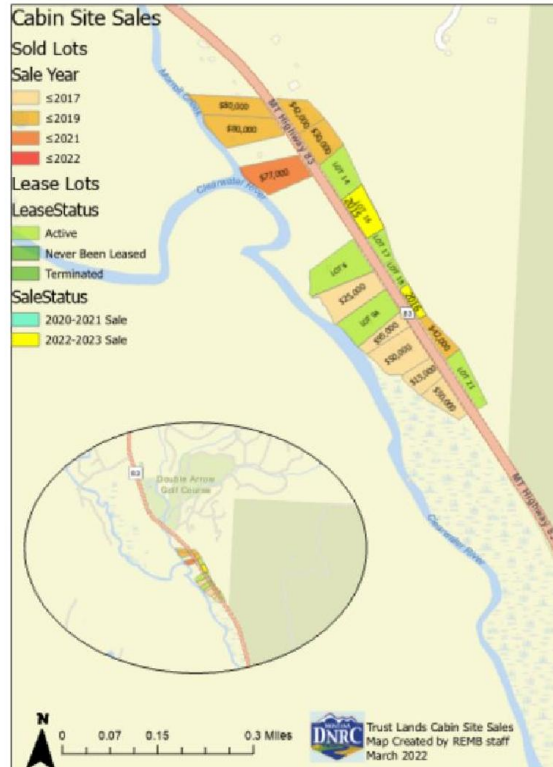
The appraisal report will be one document containing the parcel data and the analysis, opinions, and conclusions of value(s) for the parcel(s). If deemed necessary by the contractor rather than including the specific market data in the appraisal report, a separate addendum may be submitted containing the specific market data as a stand-alone document, which must be reviewed and accepted along with the appraisal, and may be returned to the appraiser for retention in his/her files upon request. The appraiser must submit an electronic copy as well as a printed copy of the appraisal report.

The definition of market value is that as defined in 12 C.F.R. § 34.42 (h).

The DNRC will provide access to each state parcel record, as maintained by the land office, including but not limited to aerial photos, land improvements, current lease data, any known property issues, surveys (if any). The local land office will provide the contact information to the appraiser, if necessary, in order for the appraiser to obtain access to the property.

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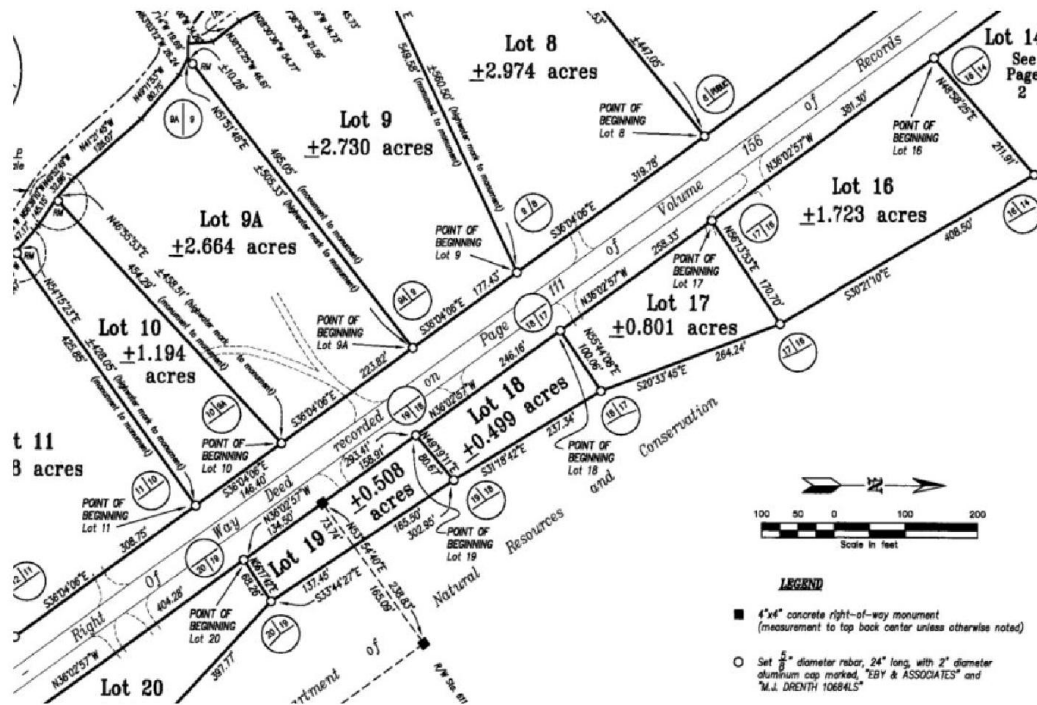
## Location Map of Parcel Missoula County Sales



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## Cabin Site Sale Parcel Maps

### Sale 2016 Lot 19



Rev 2021021

29 | Page