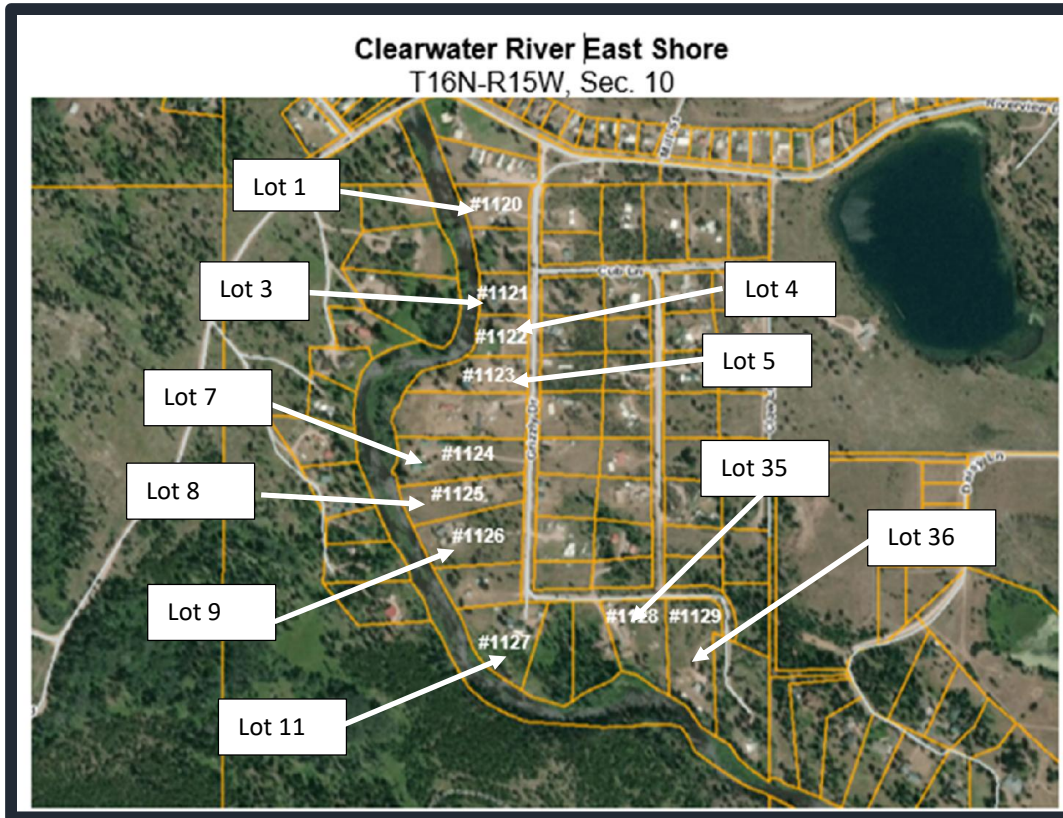


APPRAISAL REPORT OF:

**LOTS 1, 3, 4, 5, 7, 8, 9, 11, 35, & 36 COS # 5310
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: Mr. Seth Goodwin, Real Estate Specialist**

MARKET VALUES AS OF:

June 17-18, 2021

PREPARED BY:

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



704-C East 13th Street, #509
Whitefish, Montana 59937

LETTER OF TRANSMITTAL

July 26, 2021

Mr. Seth Goodwin, Real Estate Specialist
State of Montana, Montana Board of Land Commissioners,
& Montana Department of Natural Resources and Conservation
P.O. Box 201601
Helena, Montana 59620-1601

Re: Lots 1, 3, 4, 5, 7, 8, 9, 11, 35, & 36 COS #5310, Section 10, Township 16 North, Range 15 West, Seeley Lake, Missoula County, Montana

Dear Mr. Goodwin:

In compliance with your request, Elliott M. Clark, MAI and Christopher D. Clark viewed the above referenced properties on June 17 through June 18, 2021. Applicable information regarding zoning was reviewed and trends in real estate activity in the area were researched and analyzed. This visual inspection, review 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 sites, the subject improvements, and the sites 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 properties were legal parcels and that the parcels 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 sites. 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 sites. Should any of these conditions be present, the values stated 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 properties and that neither the employment to make this appraisal nor the compensation is contingent upon the value conclusions for the properties. 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

20-043ec

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SUMMARY OF SALIENT DATA AND CONCLUSIONS

IDENTIFICATION OF CLIENT/INTENDED USE

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

SUBJECT PROPERTY

Property Identifications	Lots 1, 3, 4, 5, 7, 8, 9, 11, 35, and 36 of COS 5310, Section 10, Township 16 North, Range 15 West
Site Sizes	See Property Description
Description of Improvements	See Property Description
Assessor Number(s)	See Property Description
Census Tract	30-063-0018.00
Flood Zone	Partially in Areas of Significant Flood Hazard, FEMA Map Panel 30063C0740E, Dated 7/6/2015 & Missoula County Flood Data
Zoning	Area Not Zoned

HIGHEST AND BEST USE(S)

As Is	Recreational and/or Residential Use
As Improved	Recreational and/or Residential Use

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

Report Date	July 26, 2021
Inspection Date(s)	June 17 - 18, 2021
Effective Date of Value(s)	July 17 - 18, 2021
Property Rights Appraised	Fee Simple

Estimate of Market Values

Individual Lot Values	Property Valuation Section of Report & Page 206 of Report
Individual Improvement Values	Property Valuation Section of Report & Page 206 of Report
Individual Total Market Values	Property Valuation Section of Report & Page 206 of Report

Extraordinary Assumption(s)	See Scope of the Appraisal
Hypothetical Condition(s)	See Scope of the Appraisal

MARKETING & EXPOSURE TIME

The appraised values for the subject lots, as if vacant, are based upon 3 to 6 month marketing and exposure times. The appraised value for the subject lots, as improved, are based upon a 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

Appraiser(s)	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 properties that are the subject of this report and no personal interest with respect to the parties involved.
- We have performed no services, as appraisers or in any other capacity, regarding the subject properties within the three-year period immediately preceding acceptance of this assignment.
- We have no bias with respect to the properties that are 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 properties.
- 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.



Dated Signed: July 22, 2021
Elliott M. Clark, MAI
MT REA-RAG-LIC-683



Date Signed: July 22, 2021
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 titles, which are assumed to be marketable. All existing liens, encumbrances and assessments have been disregarded and the properties are 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 properties.
4. The appraisers have not made a survey, engineering studies or soil analysis of the properties 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 properties.
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.
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 properties to determine whether or not they are in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the properties together with a detailed analysis of the requirements of the ADA could reveal that the properties are 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 properties. Since the appraisers have no direct evidence relating to this issue, we did not consider possible noncompliance with the requirements of ADA in estimating the values of the properties.
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 properties 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 properties. Any obvious defects are noted (if applicable); however, this report is not to be relied upon for detection of unseen defects for the subject properties.
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 properties are Lots 1, 3, 4, 5, 7, 8, 9, 11, 35, and 36 of COS #5310, Clearwater River East Shore, Seeley Lake, Missoula County, Montana.

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

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 properties on June 17, 2021 through June 18, 2021. We measured the improvements on the subject lots, walked the lots, and viewed the interiors of the improvements.

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 2020-2021 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 2020-2021 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 properties were developed using the research collected relative to the subject properties, 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 properties.

Appraisal Process

The Sales Comparison Approach is developed to determine the value of each 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 improvements on the subject properties. 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 improvements and similar area homes are not typically 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 values of subject properties 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 properties 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;
- 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 PROPERTIES

The subject properties are identified on the table below;

Lot #	Sale #	Certificate of Survey	Section/Township/Range	County
1	1120	5310	S10/T16N/R15W	Missoula
3	1121	5310	S10/T16N/R15W	Missoula
4	1122	5310	S10/T16N/R15W	Missoula
5	1123	5310	S10/T16N/R15W	Missoula
7	1124	5310	S10/T16N/R15W	Missoula
8	1125	5310	S10/T16N/R15W	Missoula
9	1126	5310	S10/T16N/R15W	Missoula
11	1127	5310	S10/T16N/R15W	Missoula
35	1128	5310	S10/T16N/R15W	Missoula
36	1129	5310	S10/T16N/R15W	Missoula

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 properties by the client. This report was prepared for the, 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 lots are additional intended users of this report. The Lessees are listed below;

Lot #	Sale #	Lessee
1	1120	Daniel Cassidy
3	1121	Rose Lockwood
4	1122	William Grosvenor & Brandon Grosvenor
5	1123	Corri Smith
7	1124	Jim R. Voyles & Janice R. Voyles
8	1125	Chris W. McEnaney
9	1126	Ben D. & Shirley A. Martello
11	1127	Jody B. Welter & Rospi T.K. Welter
35	1128	Edward L. Linford
36	1129	Douglas E. Closson

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 properties for possible sale purposes.

DATES OF PROPERTY VIEWINGS

The property viewing dates are the effective date of market values. These date are identified below;

Lot #	Sale #	Effective Date of Market Values
1	1120	6/17/2021
3	1121	6/17/2021
4	1122	6/18/2021
5	1123	6/17/2021
7	1124	6/18/2021
8	1125	6/18/2021
9	1126	6/18/2021
11	1127	6/18/2021
35	1128	6/18/2021
36	1129	6/18/2021

EFFECTIVE DATES OF MARKET VALUES

June 17 - 18, 2021

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.

DEFINITIONS OF MARKET VALUE

At the request of the client, the following definitions of market value are 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."*¹

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.

Current Fair Market Value as defined in 12 C.F.R.MCA 70-30-313 is the price that would be agreed to by a willing and informed seller and buyer, taking into consideration, but not limited to, the following factors:

- 1) the highest and best reasonable available use and its value for such use, provided current use may not be presumed to be the highest and best use;
- 2) the machinery, equipment, and fixtures forming part of the real estate taken; and
- 3) any other relevant factors as to which evidence is offered

¹ 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 sites are owned by the State of Montana. The improvements on the subject lots are owned by the lessees. The lessees and the most recent transfer documents located for the improvements are identified below;

Lot #	Sale #	Lessee	Last Transfer Document
1	1120	Daniel Cassidy	2004 Quitclaim Deed
3	1121	Rose Lockwood	None Located with Missoula County
4	1122	William Grosvenor & Brandon Grosvenor	None Located with Missoula County
5	1123	Corri Smith	2016 Bill of Sale
7	1124	Jim R. Voyles & Janice R. Voyles	2014 Bill of Sale
8	1125	Chris W. McEnaney	2005 Bill of Sale
9	1126	Ben D. & Shirley A. Martello	2016 Bill of Sale
11	1127	Jody B. Welter & Rospi T.K. Welter	2016 Bill of Sale
35	1128	Edward L. Linford	2016 Bill of Sale
36	1129	Douglas E. Closson	None Located with Missoula County

USE/MARKETING HISTORIES

The Montana Department of Natural Resources and Conservation manages hundreds of residential cabin sites which are owned by the State of Montana. The subject lots are in this program. According to the available information, the subject lots have been used for recreational/residential purposes for the three years prior to the report effective date. Houses were constructed on all ten of the subject lots. The house construction date and any recent listing information for the improvements via the area MLS for each property are below;

Lot #	Sale #	Lessee	House Built	Listing History of Improvements via Area MLS
1	1120	Daniel Cassidy	1940	N/A
3	1121	Rose Lockwood	1973	Sold Via MLS in 2009 for \$80,000
4	1122	William Grosvenor & Brandon Grosvenor	1968	Sold Via MLS in 2011 for \$25,000
5	1123	Corri Smith	2002	Sold Via MLS in 2008 for \$160,000 & Listed for Sale in 2016 for \$174,900
7	1124	Jim R. Voyles & Janice R. Voyles	1950 with Addition & Updates in 1997 or Later	Sold Via MLS in 2014 for \$44,100
8	1125	Chris W. McEnaney	1972	Sold Via MLS in 2005 for \$64,000, Sold Via MLS in 2011 for \$32,500, & Listed for Sale in 2019 for \$85,000
9	1126	Ben D. & Shirley A. Martello	1972	Sold Via MLS in 2016 for \$73,000
11	1127	Jody B. Welter & Rospi T.K. Welter	1945 with Addition & Updates	Sold Via MLS in 2016 for \$119,000 & Sold Via MLS in 2012 for \$47,000
35	1128	Edward L. Linford	1972 with Addition & Updates	N/A
36	1129	Douglas E. Closson	1990	N/A

According to our research, the improvements on the subject lots were not available for sale via the area MLS as of the report effective date.

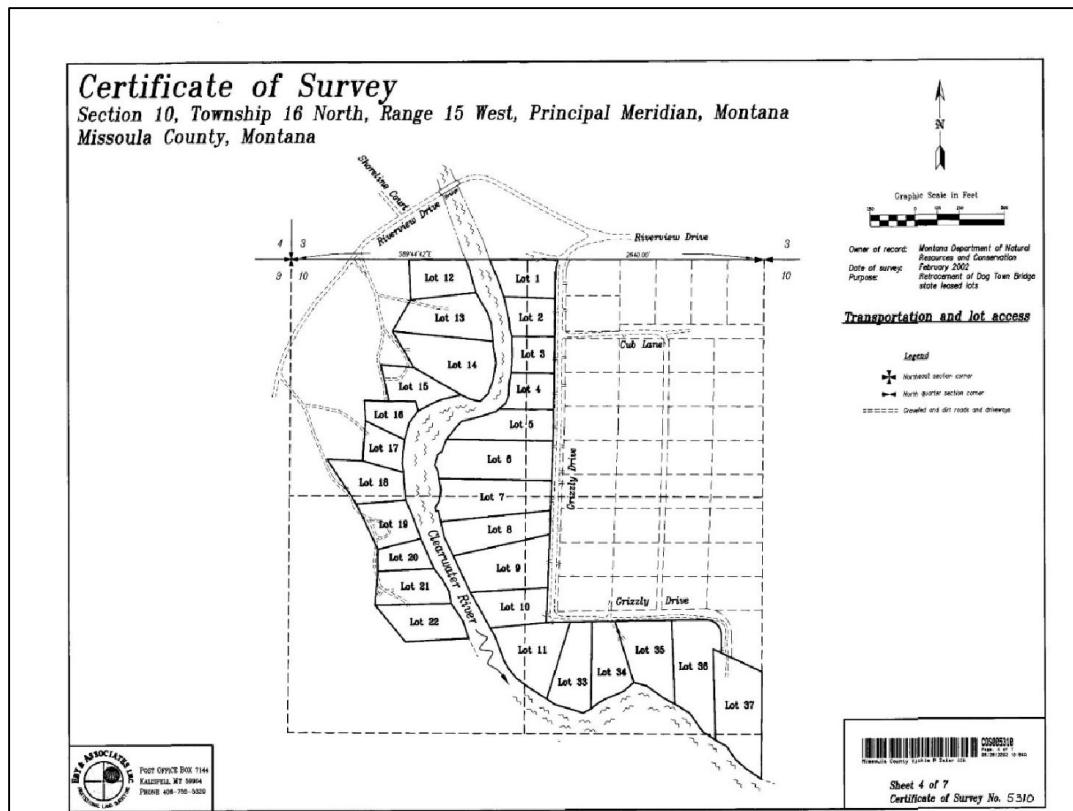
PROPERTY DESCRIPTIONS

GENERAL DESCRIPTIONS

The subject properties are Lots 1, 3, 4, 5, 7, 8, 9, 11, 35, and 36 Certificate of Survey #5310 in Section 10, Township 16 North, Range 15 West, in Missoula County, Montana. The subject site sizes are below;

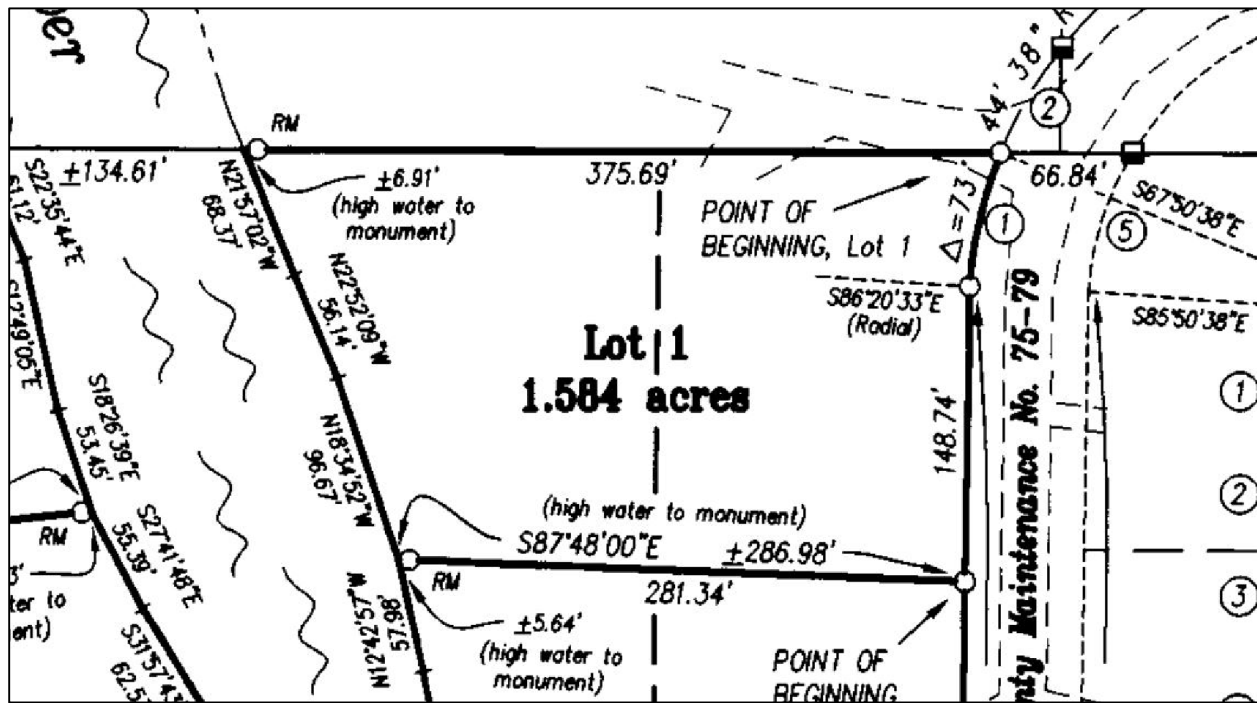
Lot #	Sale #	Gross Acres
1	1120	1.584
3	1121	1.113
4	1122	1.200
5	1123	1.956
7	1124	2.910
8	1125	2.236
9	1126	2.856
11	1127	2.587
35	1128	2.408
36	1129	3.067

The locations of the subject lots are all Page 4 of COS#5310 below;



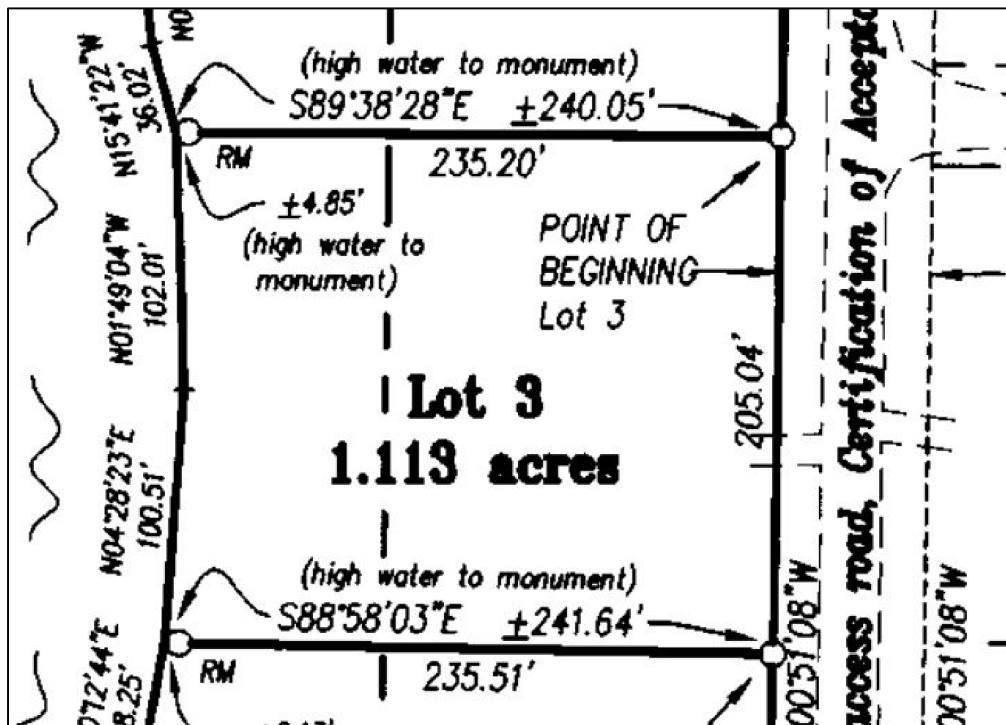
Enlarged views of each site as part of COS #5310 are included on the following pages.

Enlarged View of COS #5310



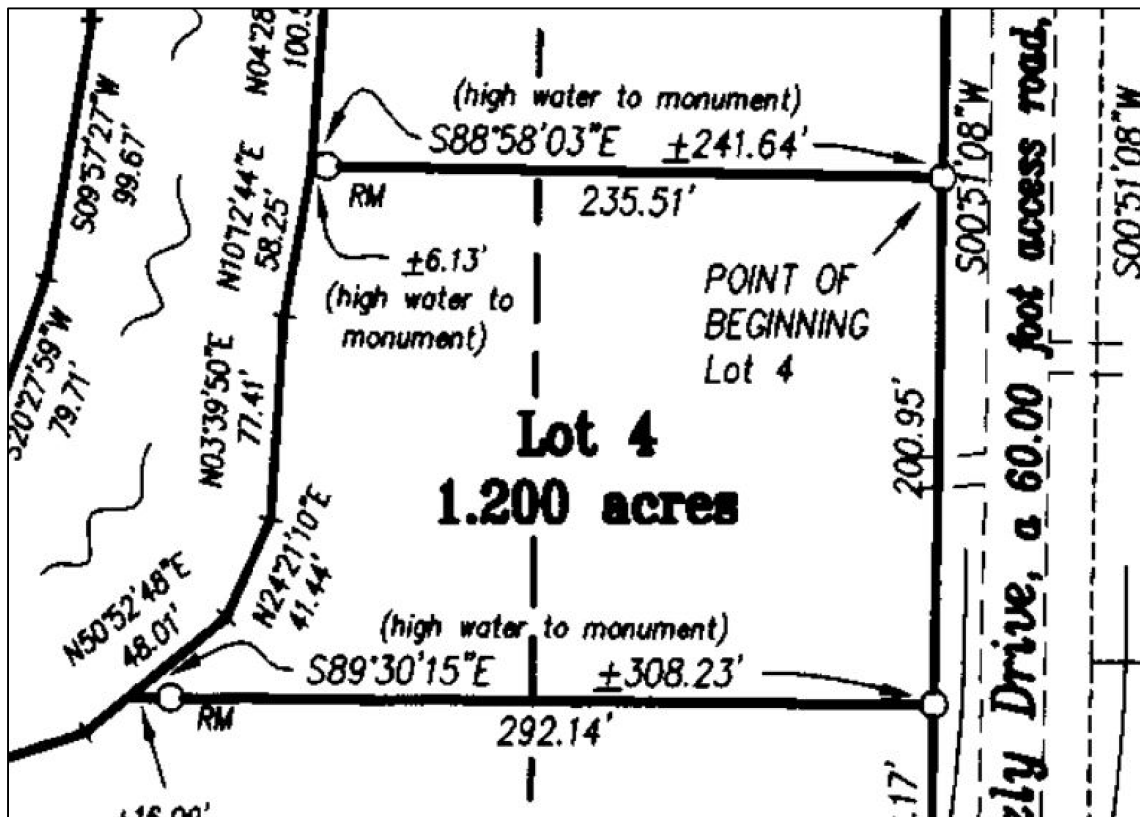
LOT 3

Enlarged View of COS #5310



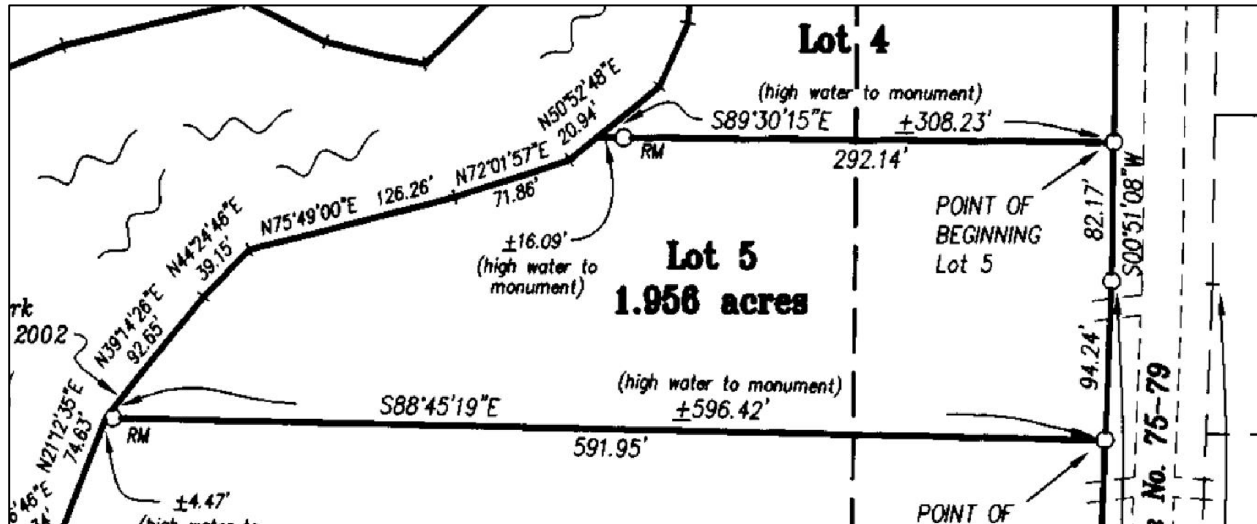
LOT 4

Enlarged View of COS #5310

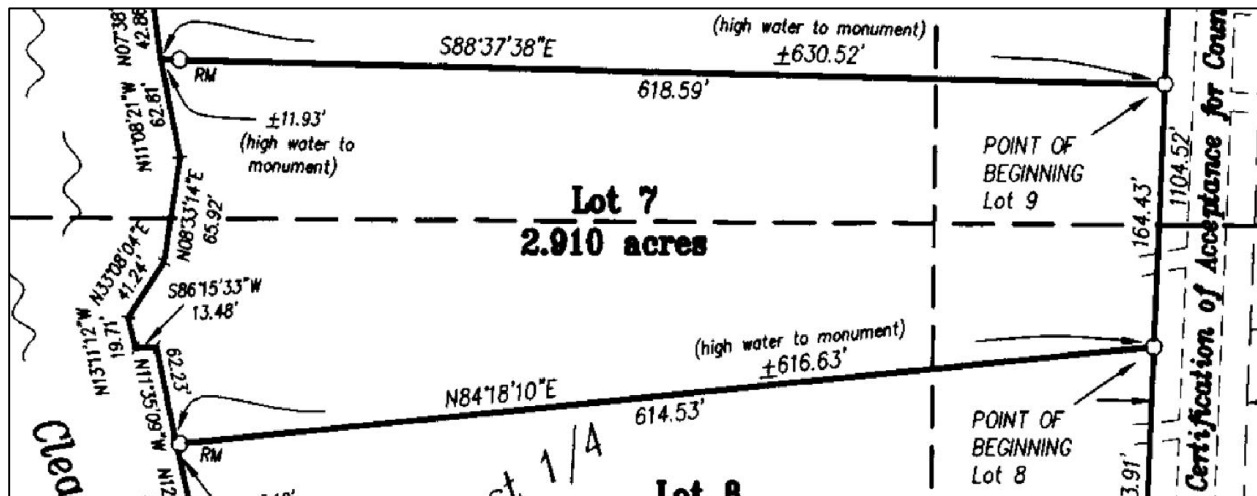


LOT 5

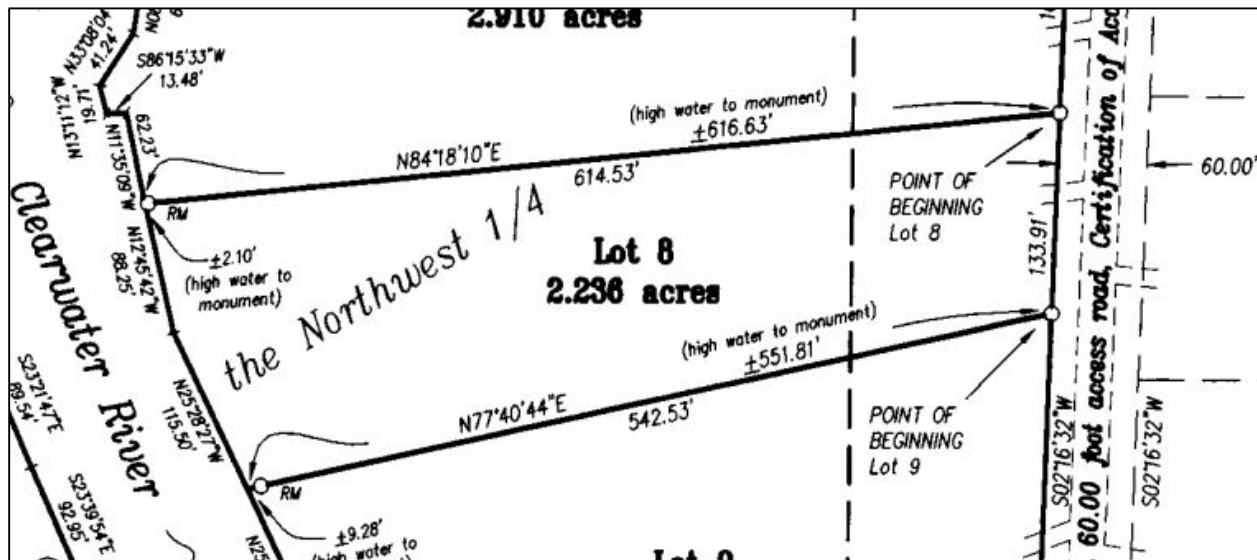
Enlarged View of COS #5310



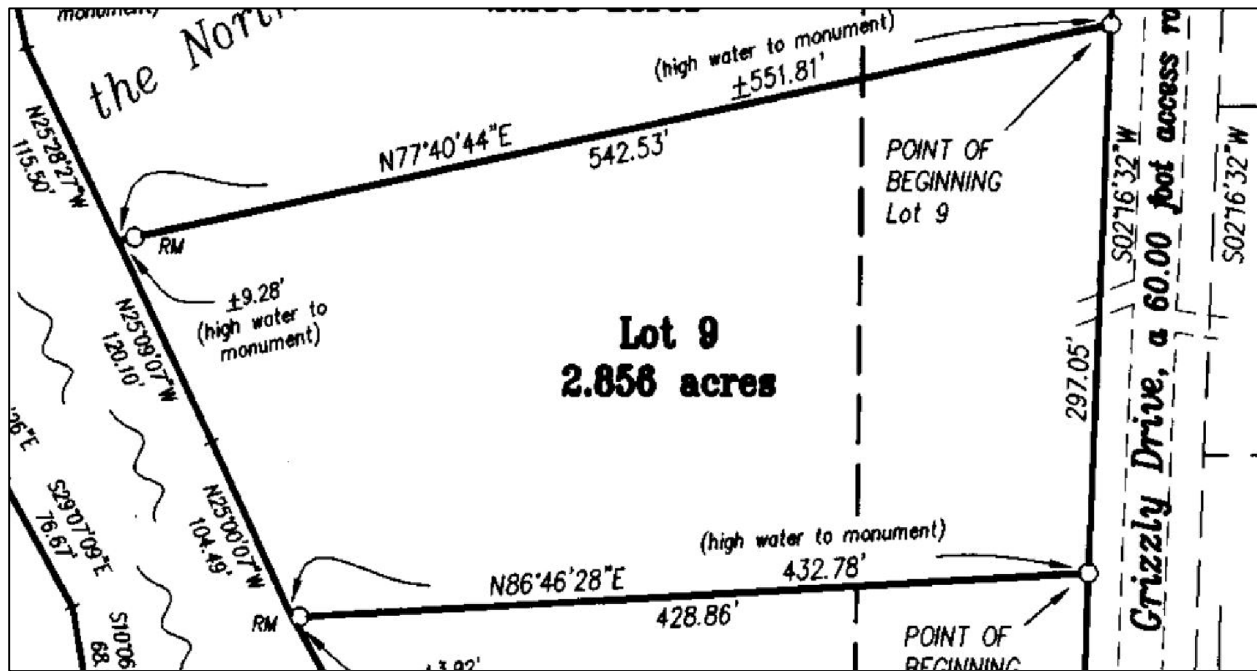
Enlarged View of COS #5310



Enlarged View of COS #5310

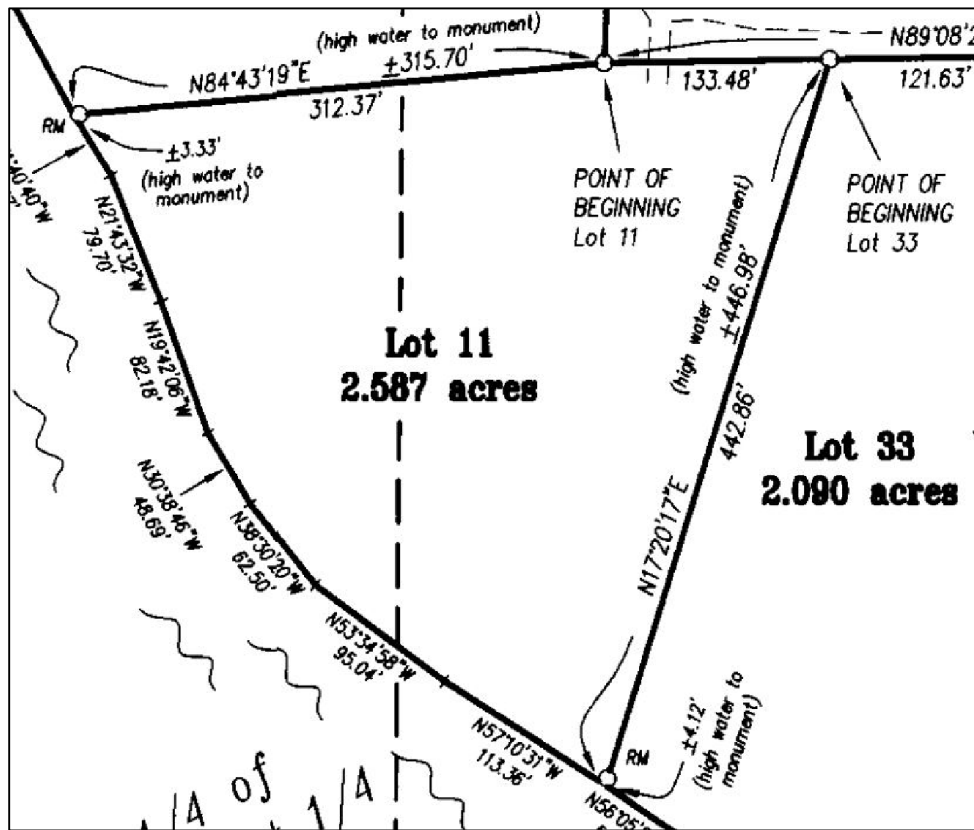


Enlarged View of COS #5310



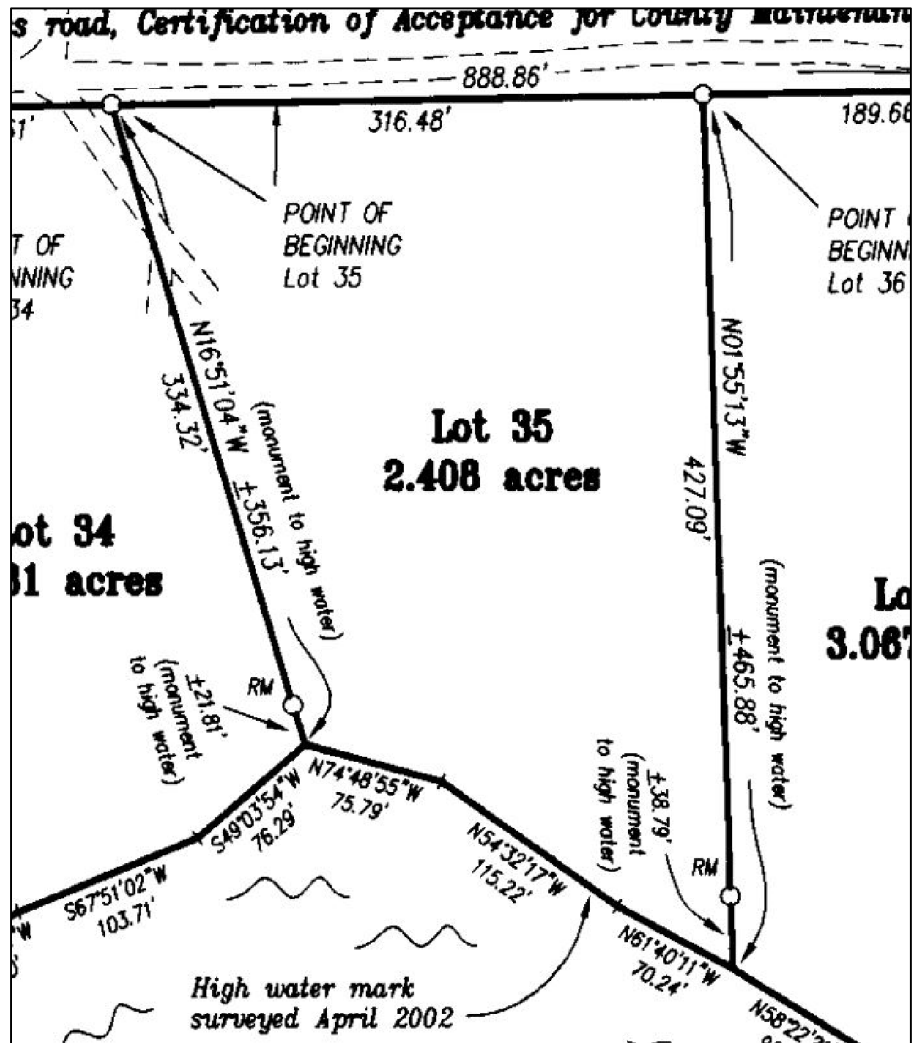
LOT 11

Enlarged View of COS #5310



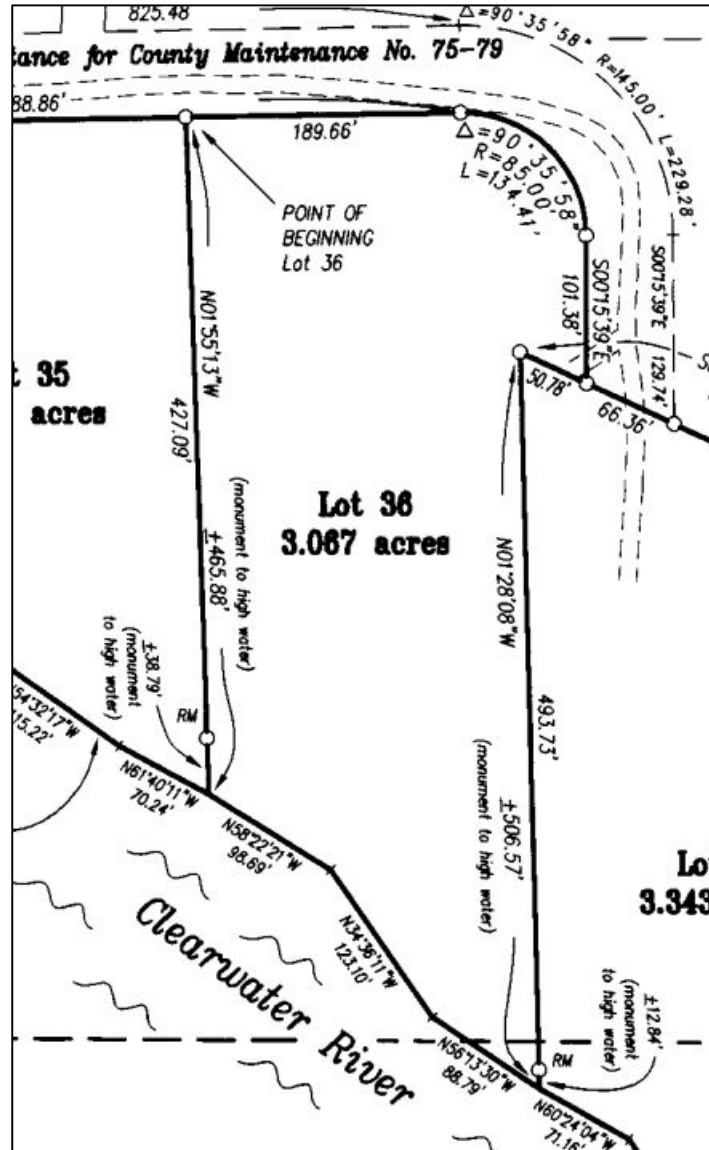
LOT 35

Enlarged View of COS #5310



LOT 36

Enlarged View of COS #5310



ACCESS AND VIEWS

The subject properties have vehicular access from driveways off of Grizzly Drive. The subject properties have views of and frontage along the Clearwater River. Access and water frontage for each site is described on the table below;

Lot #	Sale #	Lessee	Address	Water Frontage	Access
1	1120	Daniel Cassidy	181 Grizzly Dr	228.09 Feet of Frontage along Clearwater River	Driveway from Grizzly Drive
3	1121	Rose Lockwood	267 Grizzly Dr	207.37 Feet of Frontage along Clearwater River	Driveway from Grizzly Drive
4	1122	William Grosvenor & Brandon Grosvenor	303 Grizzly Dr	231.24 Feet of Frontage along Clearwater River	Driveway from Grizzly Drive
5	1123	Corri Smith	377 Grizzly Dr	346.01 Feet of Frontage along Clearwater River	Driveway from Grizzly Drive
7	1124	Jim R. Voyles & Janice R. Voyles	461 Grizzly Dr	277.32 Feet of Frontage along Clearwater River	Driveway from Grizzly Drive
8	1125	Chris W. McEnaney	479 Grizzly Dr	205.85 Feet of Frontage along Clearwater River	Driveway from Grizzly Drive
9	1126	Ben D. & Shirley A. Martello	529 Grizzly Dr	233.87 Feet of Frontage along Clearwater River	Driveway from Grizzly Drive
11	1127	Jody B. Welter & Rospi T.K. Welter	596 Grizzly Dr	526.57 Feet of Frontage along Clearwater River	Driveway from Grizzly Drive
35	1128	Edward L. Linford	677 Grizzly Dr	283.06 Feet of Frontage along Clearwater River	Driveway from Grizzly Drive
36	1129	Douglas E. Closson	752 Grizzly Dr	349.37 Feet of Frontage along Clearwater River	Driveway from Grizzly Drive

IMPROVEMENTS

All of the subject lots include improvements. The improvements on this subject los are described on the tables below and on the following page.

Sale #	1120	1121	1122
Lot #	1	3	4
Residence SF	1,210	1,252	684
Construction Type	Wood Frame	Mobile Home (Guerdon, Magnolia Model)	Mobile Home (Nashua, Westchester Model)
Foundation	Concrete	None	None
Quality	Average	Average	Average
Condition	Average	Very Good	Good
Year Built	1940	1973 (Updated)	1968 (Updated)
# of Bedrooms	2	3	2
# of Bathrooms	1	1	1
Porches	275 SF Patio & 84 SF C. Porch	72 SF Covered Porch & 593 SF Deck	374 SF Covered Porch
Outbuildings	198 SF Storage Building, 651 SF Garage, 651 SF Open Storage, & 640 SF Pole Building,	160 SF Storage Building, 105 SF Wood Shed, & 211 SF Solar Array	264 SF Storage Building, 240 SF Storage Building, 168 SF Enclosed Storage, 720 SF Garage, & 56 SF Chicken Coop
Water/Sewer	Community Water/Septic	Community Water/Septic	Community Water/Septic
Landscaping	Lawn	Lawn	Lawn

Sale #	1123	1124	1125
Lot #	5	7	8
Residence SF	1,801	1,779	708
Construction Type	Wood Frame	Log Frame	708 Mobile Home (Lavader Model)
Foundation	Concrete	Crawl Space & Basement	None
Quality	Good	Average	Average
Condition	Good	Good	Good
Year Built	2002	1950 (Updated)	1972 (Updated)
# of Bedrooms	3	2	3
# of Bathrooms	1	2	1
Porches	192 Sf Covered Patio & 282 SF Patio	242 SF Covered Porch & 32 SF Stoop	None
Outbuildings	451 SF Storage Building	128 SF Storage Building, 192 SF Garage, 160 SF Lean-to, 160 SF Lean-to, 512 SF Pole Building, & 223 SF Pole Building	28 Sf Enclosed Storage, 384 Sf Storage Building, 288 SF Pole Building
Water/Sewer	Community Water/Septic	Community Water/Septic	Community Water/Septic
Landscaping	Lawn	Lawn, Shrubs, & Rockwork	Lawn

Sale #	1126	1127	1128
Lot #	9	11	35
Residence SF	1,337	1,084	1,970
Construction Type	Wood Frame	Wood Frame	Log & Wood Frame
Foundation	Concrete	Piers	Concrete
Quality	Average	Average	Average
Condition	Good	Good	Good
Year Built	1940	1945 (Updated)	1972 (Updated)
# of Bedrooms	3	1	3
# of Bathrooms	1	1	3
Porches	210 AF Covered Deck & 66 SF Covered Porch	419 SF Screened Porch, 29 SF Stoop, & 81 Sf Covered Porch	260 SF Patio
Outbuildings	132 SF Storage Building	96 SF Bunk House, 371 SF Storage, 795 SF Garage, 324 Sf Storage Building, 384 SF Pole Building, 221 SF Greenhouse, 56 SF Playhouse, & 204 SF Pole Building	1,800 SF Shop/Garage, 218 SF Garage 2nd Floor, 638 SF Garage 2nd Floor, 270 SF Storage Building, 378 SF Pole Building, 1,675 SF Pole Building, & 105 Sf Greenhouse
Water/Sewer	Community Water/Septic	Community Water/Septic	Community Water/Septic
Landscaping	Lawn	Lawn	Lawn

Sale #	1129
Lot #	36
Residence SF	640
Construction Type	Wood Frame Around Modular Building
Foundation	Piers
Quality	Average
Condition	Average
Year Built	1990
# of Bedrooms	1
# of Bathrooms	1
Porches	320 SF Covered Deck & 72 SF Deck
Outbuildings	None
Water/Sewer	Community Water/Septic
Landscaping	Lawn

EASEMENTS, RESTRICTIONS, AND ENCROACHMENTS

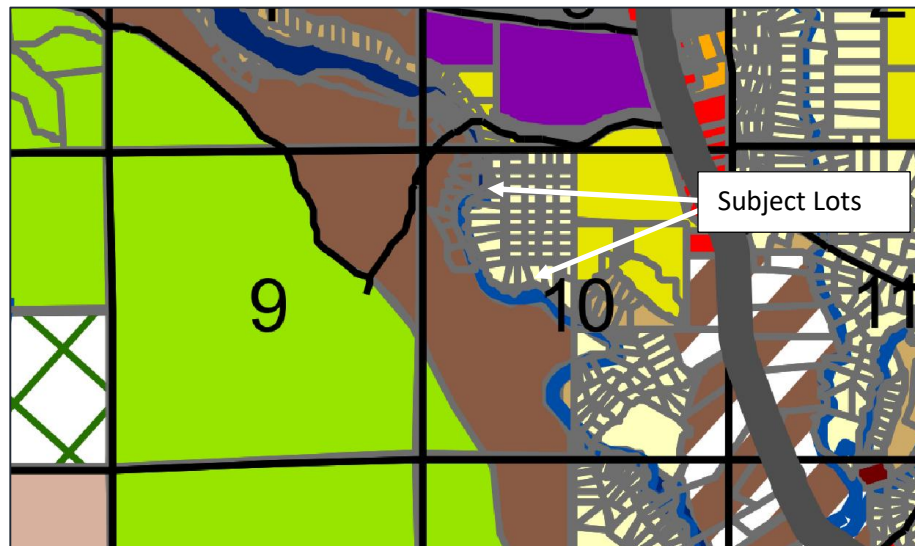
We were provided with Land Status Reports for each subject lot. The easements noted for each subject lot are on the table below.

Lot #	Sale #	Lessee	Easement Affecting Property
1	1120	Daniel Cassidy	Right of Way Deeds to Missoula Electric Cooperative (2) and Blackfoot Telephone Cooperative
3	1121	Rose Lockwood	Right of Way Deeds to Missoula Electric Cooperative (2) and Blackfoot Telephone Cooperative
4	1122	William Grosvenor & Brandon Grosvenor	Right of Way Deeds to Missoula Electric Cooperative (2) and Blackfoot Telephone Cooperative
5	1123	Corri Smith	Right of Way Deeds to Missoula Electric Cooperative (2) and Blackfoot Telephone Cooperative
7	1124	Jim R. Voyles & Janice R. Voyles	Right of Way Deeds to Missoula Electric Cooperative (2) and Blackfoot Telephone Cooperative
8	1125	Chris W. McEnaney	Right of Way Deeds to Missoula Electric Cooperative (3) and Blackfoot Telephone Cooperative
9	1126	Ben D. & Shirley A. Martello	Right of Way Deeds to Missoula Electric Cooperative (2) and Blackfoot Telephone Cooperative
11	1127	Jody B. Welter & Rospi T.K. Welter	Right of Way Deeds to Missoula Electric Cooperative (2) and Blackfoot Telephone Cooperative
35	1128	Edward L. Linford	Right of Way Deeds to Missoula Electric Cooperative (2) and Blackfoot Telephone Cooperative
36	1129	Douglas E. Closson	Right of Way Deeds to Missoula Electric Cooperative and Blackfoot Telephone Cooperative

The easements on the table above are considered typical for similar lots and do not impact marketability. If additional easements, restrictions, or encroachments are identified for the subject lots, the values concluded in this report may be affected.

ZONING

The subject properties are in an area of Missoula County that is not zoned. The subject properties are 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 properties are in an area with a density recommendation of 1 dwelling unit per 1 acre. A map depicting the subject properties and surrounding properties with suggested development densities is below.



ASSESSMENT/REAL PROPERTY TAXES

The subject lots are tax exempt; however, the lots are valued by the Montana Department of Revenue to assist with determination of lease rates. The 2020 taxable market values as determined by the Montana Department of Revenue were included on the Property Record Card for each property. These values are below for information purposes.

The improvements on each site are taxable. The 2020 tax bills and taxable market values for the **subject improvements** (as per the Montana Department of Revenue) are included on the table below;

Sale #	Lot #	Lessees	2020 Taxable Market Value for Site as Vacant	Assessor # for Improvements	2020 Taxable Market Value for Improvements	2020 Tax Bill Amount for Improvements
1	1120	Daniel Cassidy	\$92,839	0004256152	\$104,690	\$993.90
3	1121	Rose Lockwood	\$88,694	0004255844	\$14,100	\$260.78
4	1122	William Grosvenor & Brandon Grosvenor	\$89,283	0004255748	\$5,750	N/A
5	1123	Corri Smith	\$95,700	0003770504	\$155,340	\$1,402.41
7	1124	Jim R. Voyles & Janice R. Voyles	\$93,239	0004255452	\$110,320	\$1,039.29
8	1125	Chris W. McEnaney	\$91,296	0004255350	\$5,280	\$150.00
9	1126	Ben D. & Shirley A. Martello	\$104,033	0004255248	\$63,860	\$664.82
11	1127	Jody B. Welter & Rospi T.K. Welter	\$92,302	0004255044	\$87,160	\$852.96
35	1128	Edward L. Linford	\$91,789	0004254652	\$167,000	\$1,496.77
36	1129	Douglas E. Closson	\$93,694	0004254550	\$72,490	\$734.70

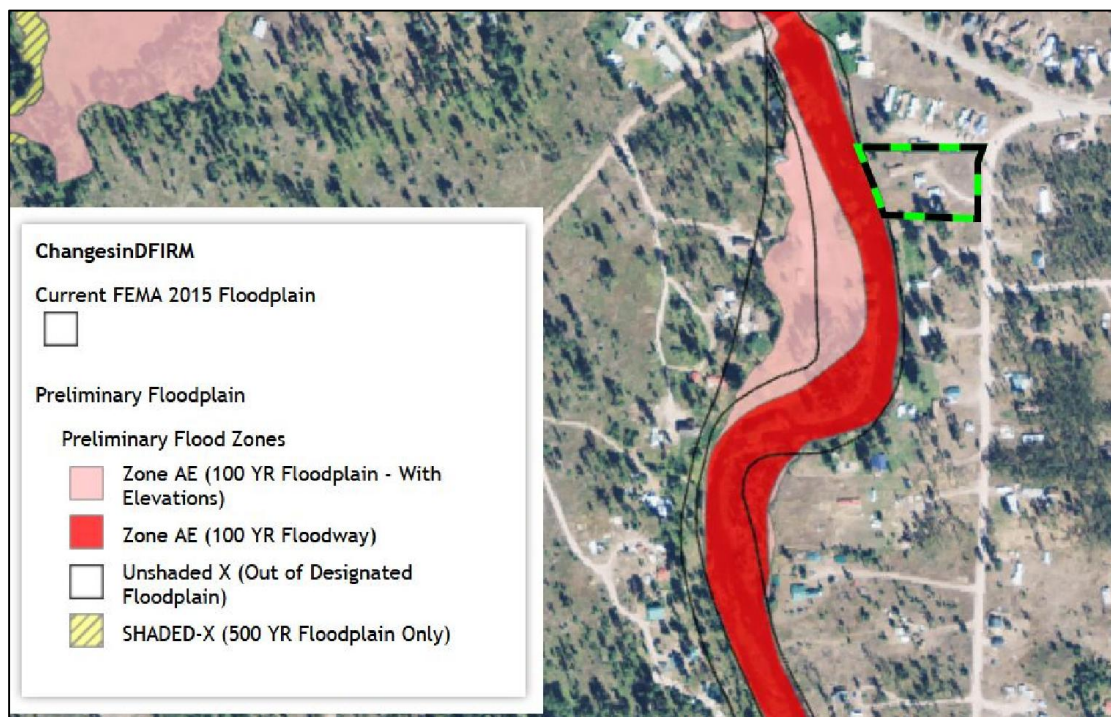
TOPOGRAPHY, VEGETATION, WETLANDS, SOILS AND DRAINAGE

According to the Missoula County GIS flood mapping feature, the majority of the subject lots are outside of the 100 Year Floodplain and the 100 Year Floodway.

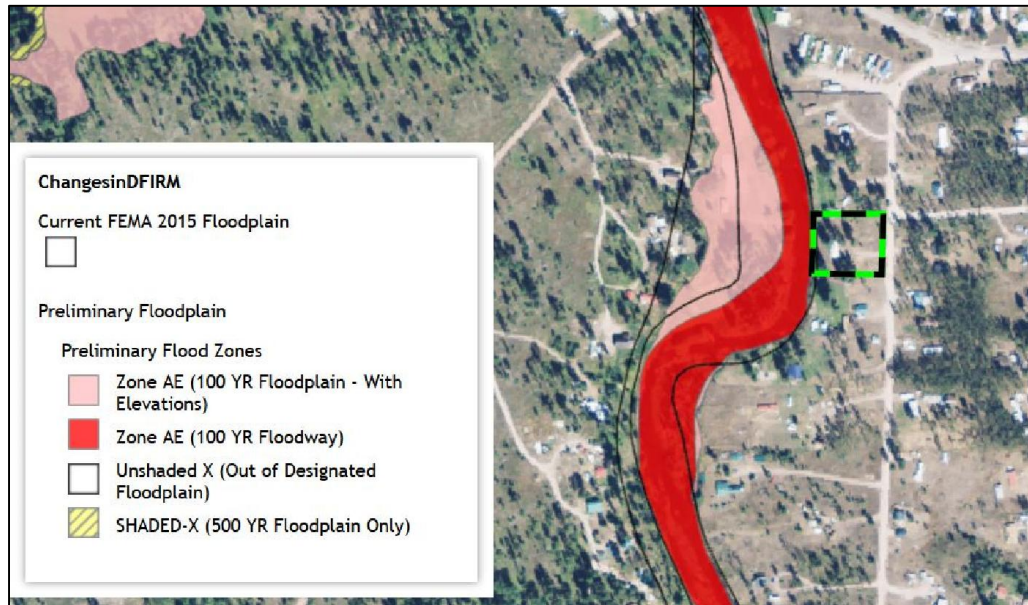
The lots are generally level; however, there is a large wetland area in the river frontage portion of Lot 35 and Lot 36 slopes down steeply at the river frontage.

Lots 11, 35, and 36 include areas within the 100 Year Floodplain and/or 100 Year Floodway. Exhibits from the Missoula County GIS flood mapping feature for each subject lot are on the below and on the following pages.

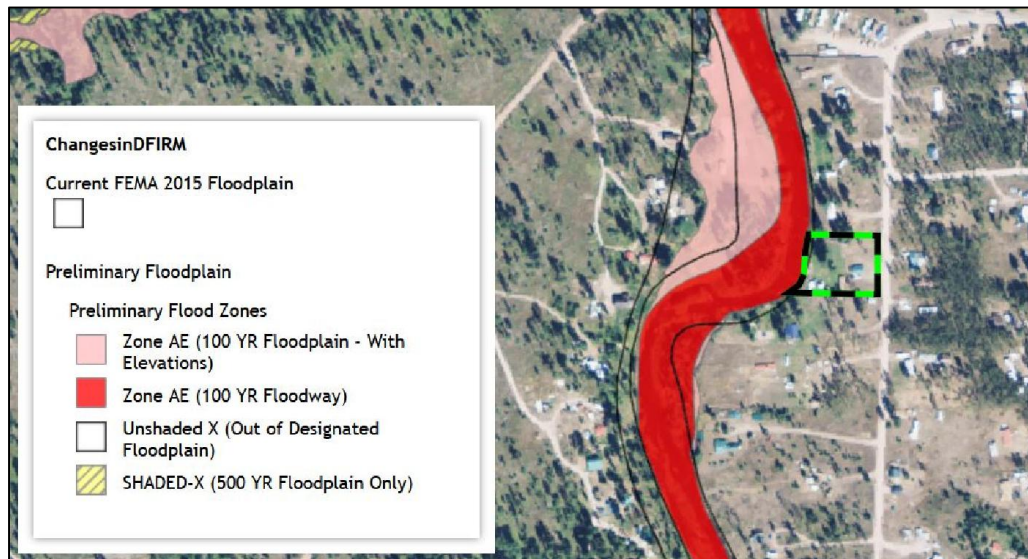
Lot 1



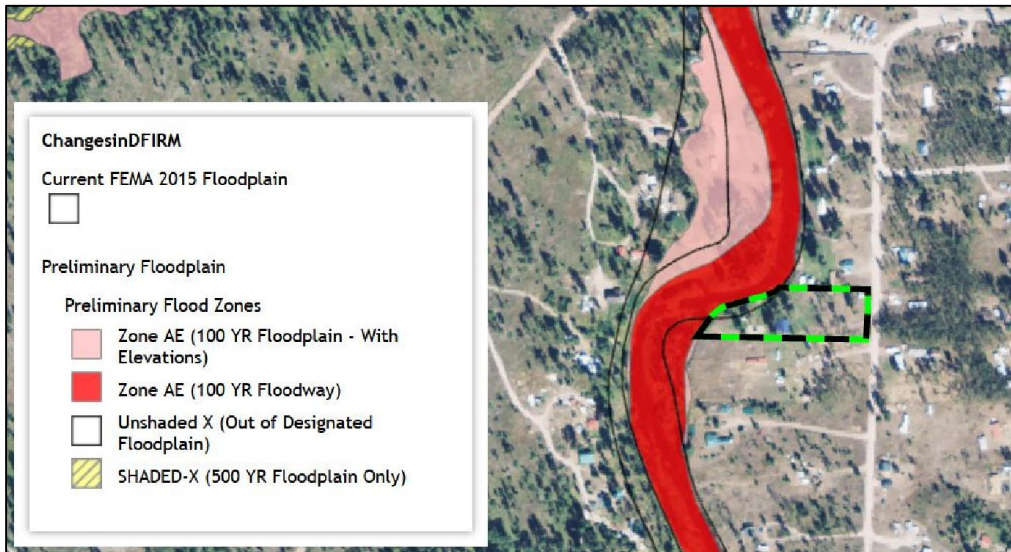
Lot 3



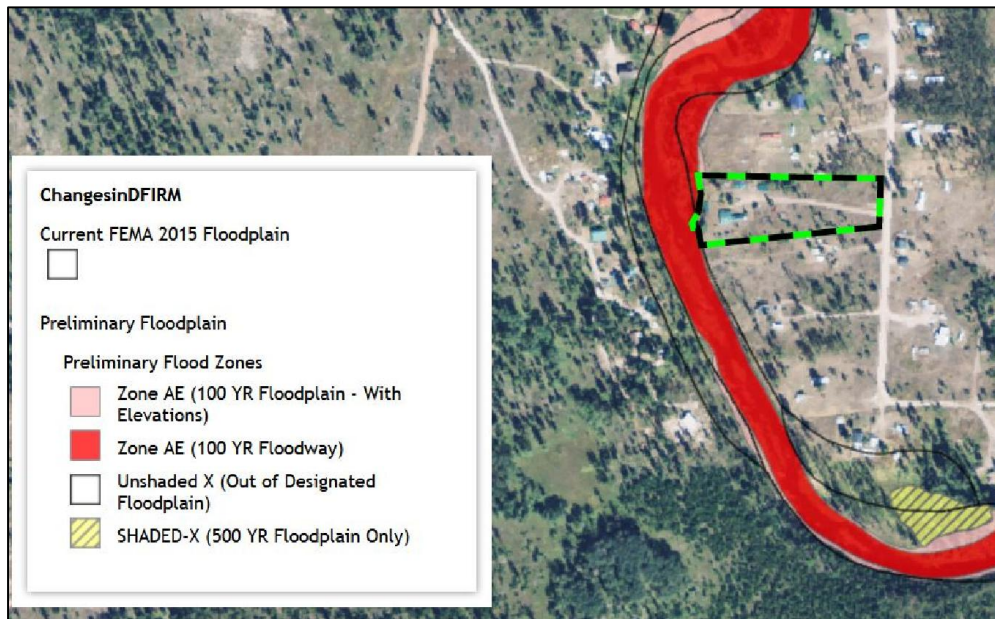
Lot 4



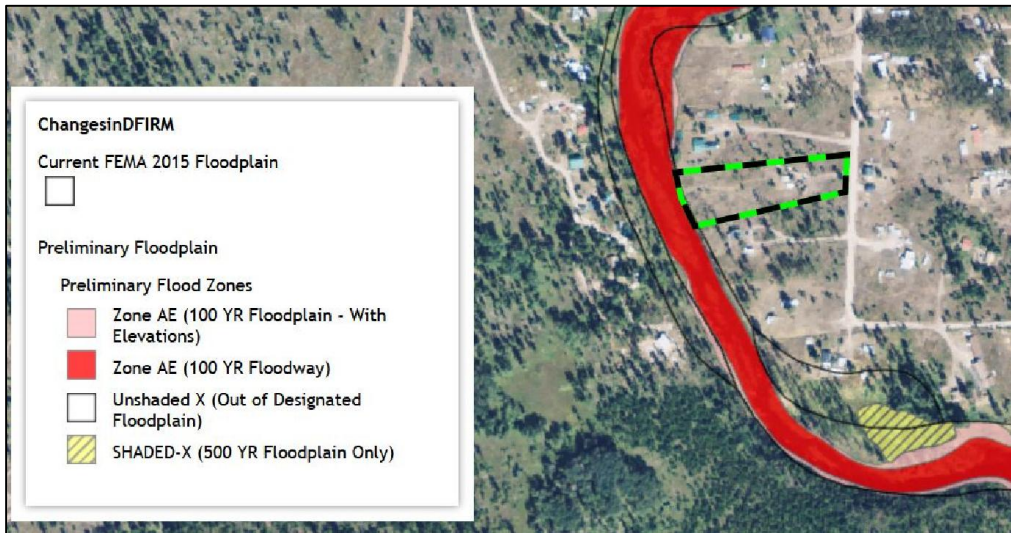
Lot 5



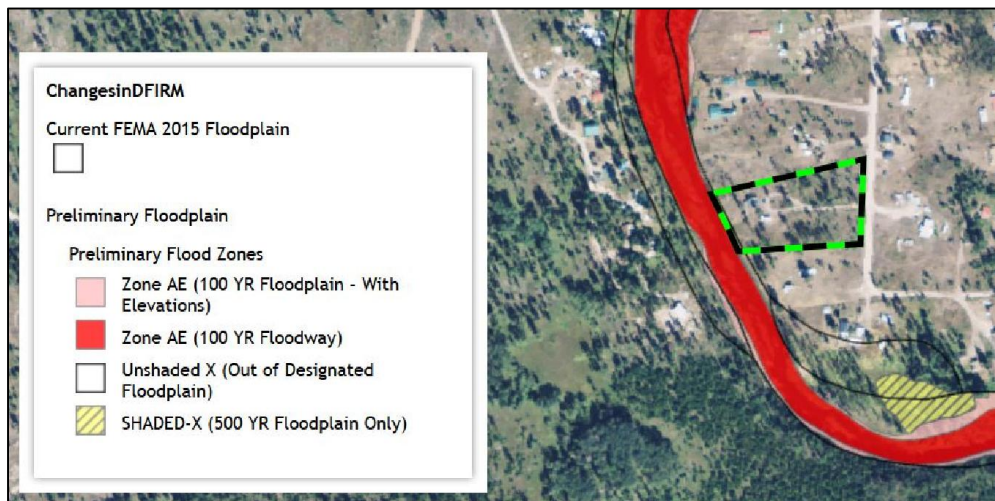
Lot 7



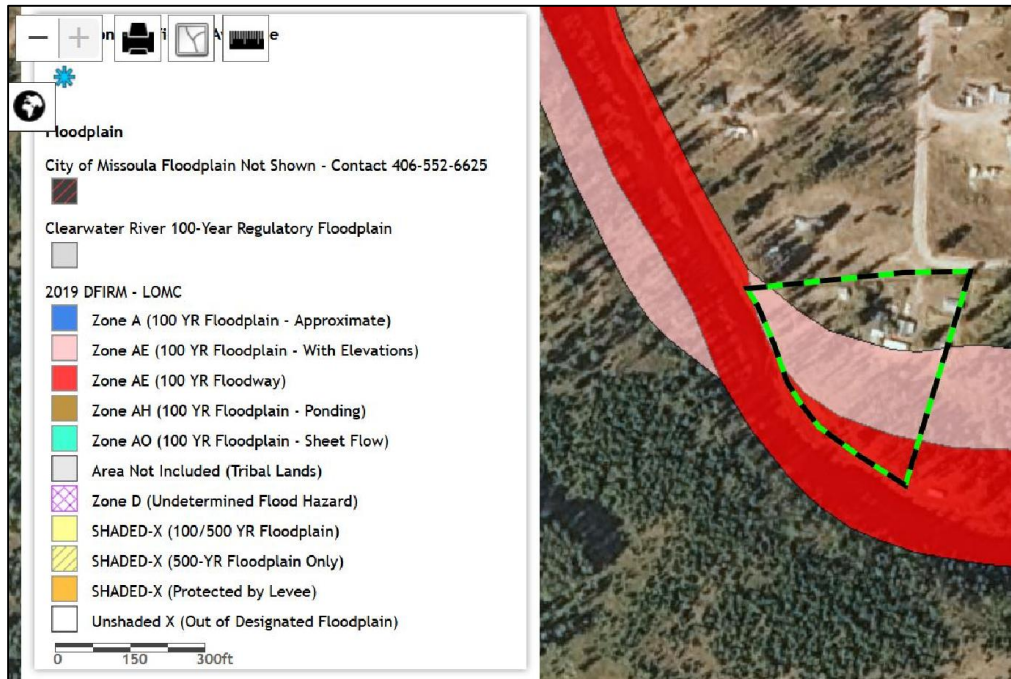
Lot 8



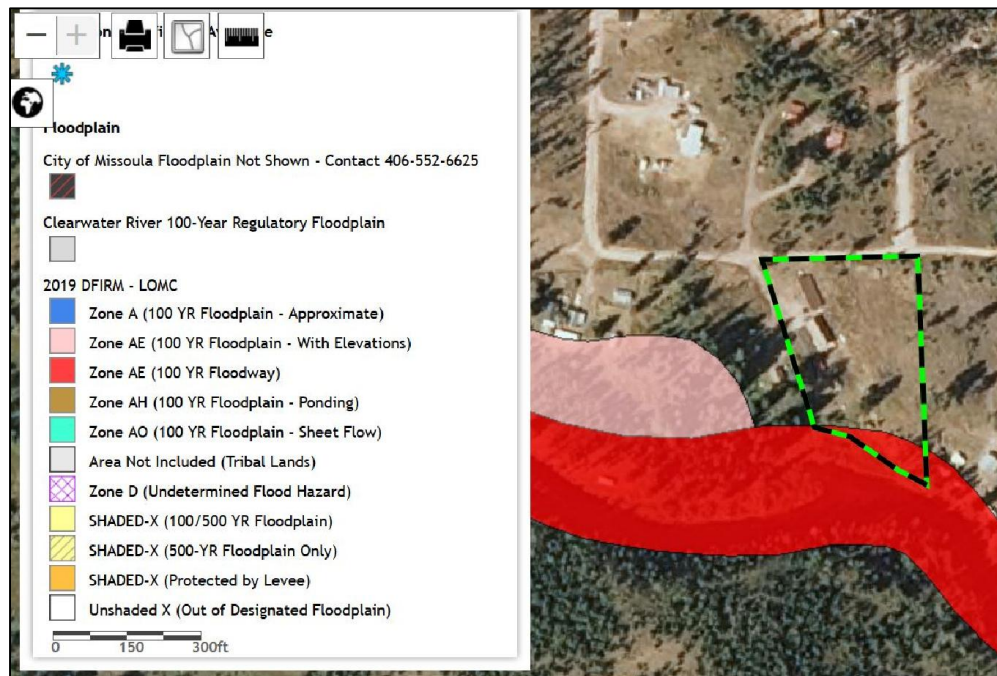
Lot 9



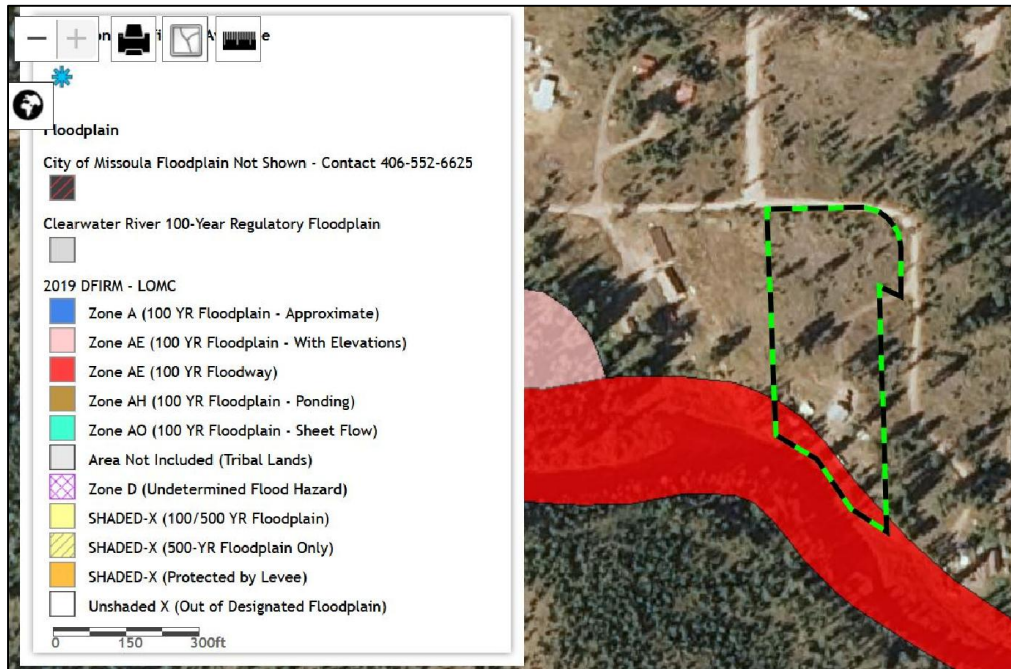
Lot 11



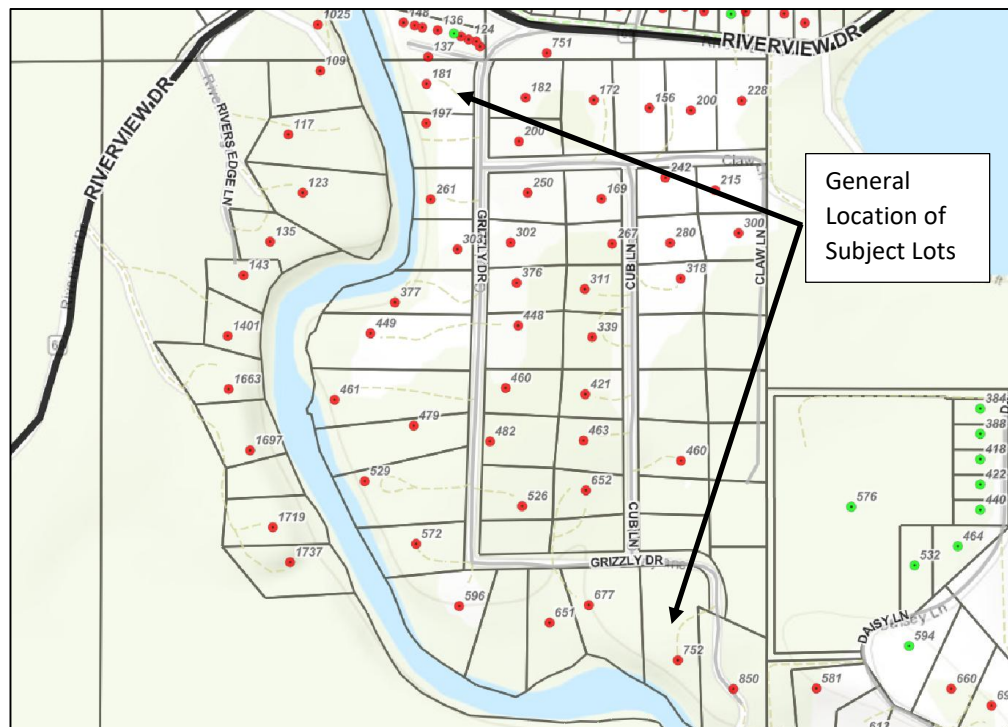
Lot 35



Lot 36



The subject lots include level areas and have some level of slope downward toward the river. A topographic map of the subject lots is below.



The subject lots include native vegetation and/or landscaping.

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

UTILITIES

The subject lots have access to and are connected to electricity and phone lines. They are all served by community water. Specific information regarding utilities for each subject lot is below;

Sale #	Lot #	Lessees	Septic Tank	Water Source	Water Right	Notes
1	1120	Daniel Cassidy	Yes	Community Water	Yes (1)	Unknown
3	1121	Rose Lockwood	Yes	Community Water	Yes (1)	Unknown
4	1122	William Grosvenor & Brandon Grosvenor	Yes	Community Water	No	Unknown
5	1123	Corri Smith	Yes	Community Water	Yes (2)	2002 Septic Permit on File with Missoula County
7	1124	Jim R. Voyles & Janice R. Voyles	Yes	Community Water	No	Unknown
8	1125	Chris W. McEnaney	Yes	Community Water	Yes (1)	Unknown
9	1126	Ben D. & Shirley A. Martello	Yes	Community Water	Yes (1)	2014 Septic Permit on File with Missoula County
11	1127	Jody B. Welter & Rospi T.K. Welter	Yes	Community Water	Yes (3)	Unknown
35	1128	Edward L. Linford	Yes	Community Water	Yes (3)	Unknown
36	1129	Douglas E. Closson	Yes	Community Water	No	Unknown

Subject Lots 35 and 36 include small areas within the 100 Year Floodway. Based upon our research, these floodway areas do not impact the marketability of these two subject lots.

Subject Lot 11 includes a significant area within the 100 Year Flood Plain. We interviewed Mr. Jim Erven, Environmental Health Specialist II with the Missoula City/County Health Department in 2020. His comments regarding residential development for sites within the 100 Year Flood Plain are below;

- Legal septic systems may be replaced but the replacement drain field requires a permit and the system may need to be an elevated sand mound or incorporate advanced treatment depending upon its proximity to groundwater/floodplain.
- A replacement system is allowed for a failing but otherwise legal septic system, however, no new or increased use would be allowed for a lot that cannot locate a drain field and replacement area in a location that meets all setbacks.
- If a proposed septic system is for new or increased use is in a potential area of high groundwater, groundwater monitoring would likely be required.

- Any proposed new or increased use as defined by Regulation 1 of the Missoula City-County Health Code would trigger sanitation-in-subdivision review (Title 76-4, MCA) for any state lease lots that are transferred to private ownership. The subdivision review process is more stringent and more costly than the typical sanitation approval process and the review may not result in approvals for the proposed development. A consulting firm would likely be required for the subdivision review process, which typically results in consulting fees somewhere between approximately \$5,000-\$10,000.

Based upon this information full or partial location within the 100 year flood plain may result in development issues not associated with properties outside of the 100 year flood plain.

PUBLIC SAFETY AND SERVICES

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

SITE SUITABILITY

The subject lots are legally and physically suited for residential improvements assuming septic systems are permissible.

SUBJECT BUILDING SKETCHES & PHOTOGRAPHS

LOT 1 - BUILDING SKETCH

SKETCH/AREA TABLE ADDENDUM					
SUBJECT INFO					
File No.:		Parcel No.:			
Property Address: Clearwater East Shore Lot #1					
City: Seeley Lake		County: Missoula		State: MT	ZipCode: 59868
Owner:					
Client: MT DNRC		Client Address:			
Appraiser Name: Clark Real Estate Appraisal			Inspection Date: 6/17/21		
SKETCH					
Sketch by Apex Sketch					
AREA CALCULATIONS SUMMARY					
Code	Description	Factor	Net Size	Perimeter	Net Totals
GLA1	First Floor	1.0	1209.7	157.8	1209.7
GAR	Storage Building	1.0	198.0	58.0	
	Garage	1.0	651.0	104.0	
	Open Storage	1.0	651.0	104.0	1500.0
OTH	Pole Building	1.0	640.0	112.0	640.0
P/P	Patio	1.0	275.0	69.0	
	Covered Porch	1.0	84.0	38.0	359.0
<div style="display: flex; justify-content: space-between;"> <div> Net LIVABLE cnt 1 (rounded) 1,210 </div> </div>					
COMMENT TABLE 1			COMMENT TABLE 2		
COMMENT TABLE 3					

LOT 1 PHOTOGRAPHS



Lot 1 Looking West



Front of Residence on Lot 1



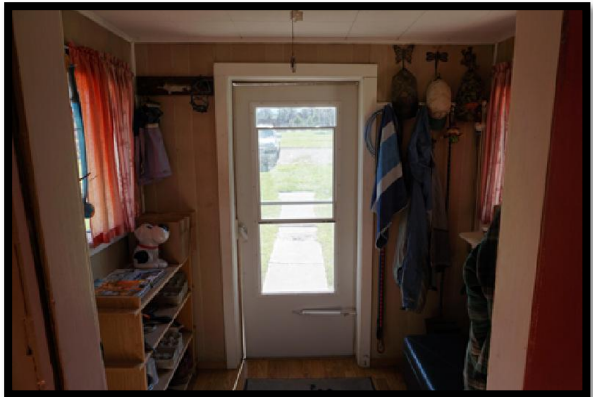
South Side of Residence



West Side of Residence



North Side of Residence and Patio



Enclosed Entry

ADDITIONAL PHOTOGRAPHS



Kitchen



Dining Area



Living Room



Bathroom



Laundry Area in Bathroom



Bedroom

ADDITIONAL PHOTOGRAPHS



Primary Bedroom



Furnace in Basement



Basement



Water Heater in Basement



South Side of Garage



East Side of Garage

ADDITIONAL PHOTOGRAPHS



Garage Interior



Garage Second Floor



Garage Second Floor



Storage Building



Pole Building



View West across Clearwater River

ADDITIONAL PHOTOGRAPHS



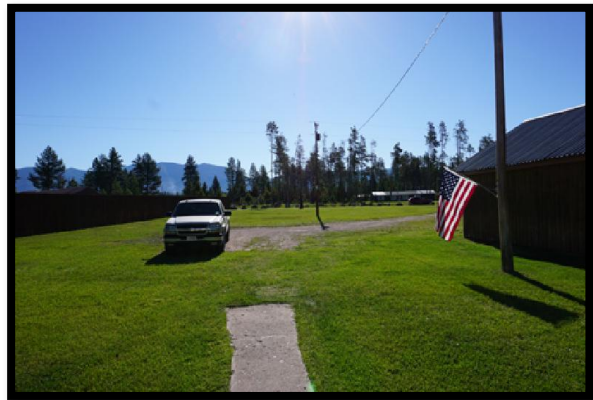
Clearwater River Looking North



Clearwater River Looking South



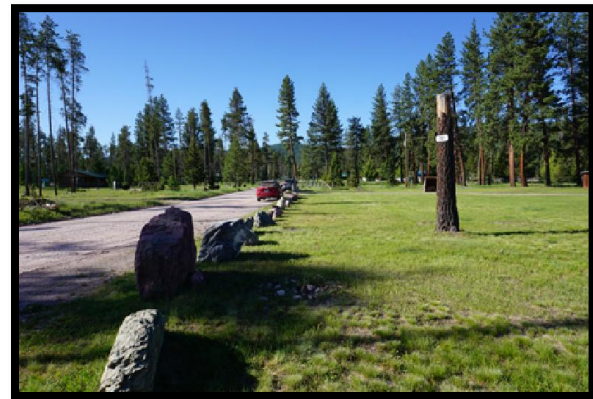
Lot 1 Interior Looking East from River Area



Lot 1 Interior Looking East from Residence



View West along Approximate North Property Boundary



View South along Approximate East Boundary

ADDITIONAL PHOTOGRAPHS



Southeast Property Boundary Marker Looking West



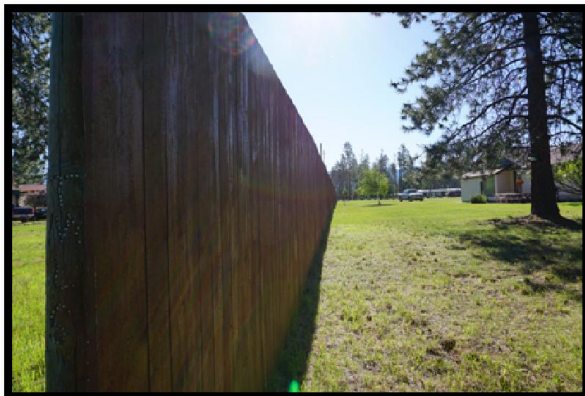
View North along Approximate East Boundary



View East along Approximate South Boundary



View North along Approximate West Boundary



View East along Approximate North Boundary



View South along Approximate West Boundary

ADDITIONAL PHOTOGRAPHS



Driveway to Lot 1 from Grizzly Drive



Grizzly Drive Looking North



Grizzly Drive Looking South

LOT 3 – BUILDING SKETCH

SKETCH/AREA TABLE ADDENDUM

SUBJECT INFO					
File No.:	Parcel No.:				
Property Address: Clearwater East Shore Lot #3					
City: Seeley Lake	County: Missoula	State: MT	ZipCode: 59868		
Owner:					
Client: MT DNRC		Client Address:			
Appraiser Name: Clark Real Estate Appraisal		Inspection Date: 6/17/21			
SKETCH					
Sketch by Apex Sketch					
AREA CALCULATIONS SUMMARY					
Code	Description	Factor	Net Size	Perimeter	Net Totals
GLA1	First Floor	1.0	1251.8	167.0	1251.8
GAR	Storage Building	1.0	160.0	52.0	160.0
OTH	Wood Shed	1.0	105.0	44.0	105.0
P/P	Covered Porch	1.0	72.0	34.0	72.0
	Deck	1.0	592.5	195.0	664.5
UND	Solar Array	1.0	211.3	58.5	211.3
Net LIVABLE		cnt	1	(rounded)	1,252
COMMENT TABLE 1					
COMMENT TABLE 2			COMMENT TABLE 3		

LOT 3 - SUBJECT PHOTOGRAPHS



Residence on Lot 3 Looking West



South Side of Residence



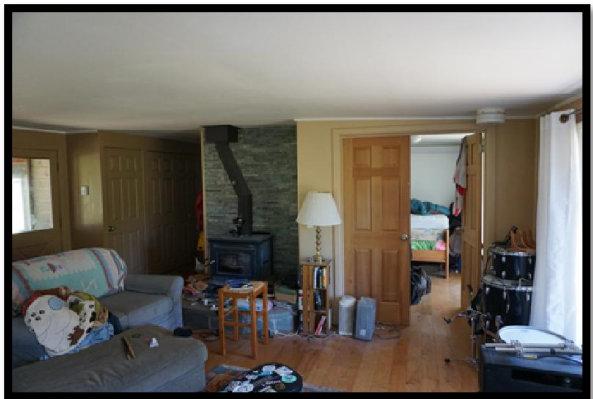
West Side of Residence



North Side of Residence and Deck



Kitchen



Living Room

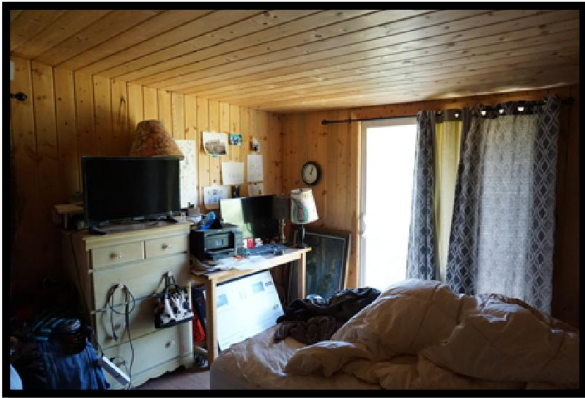
ADDITIONAL PHOTOGRAPHS



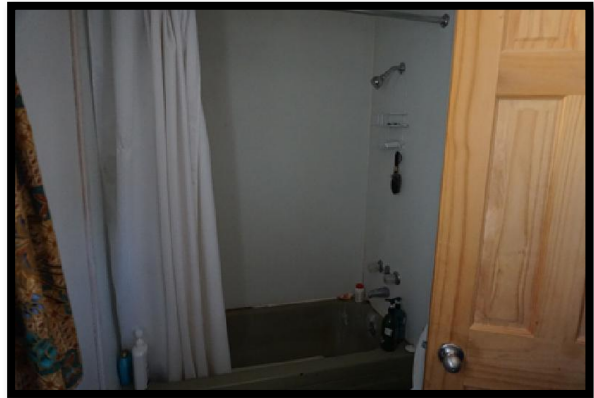
Bedroom



Bedroom 2



Bedroom 3



Bathroom



Laundry Room



Solar Array

ADDITIONAL PHOTOGRAPHS



Storage Building



Storage Building Interior



Wood Shed



Lot 3 Interior Looking East from Residence



Clearwater River Looking North



Clearwater River Looking South

ADDITIONAL PHOTOGRAPHS



Southwest Property Boundary Marker Looking North



Southwest Property Boundary Marker Looking East



Northwest Property Boundary Marker Looking East



Northwest Property Boundary Marker Looking South



Northeast Property Boundary Marker Looking West



Northeast Property Boundary Marker Looking South

ADDITIONAL PHOTOGRAPHS



Southeast Property Boundary Marker Looking West



Southeast Property Boundary Marker Looking North



Driveway to Lot 3 from Grizzly Drive



Grizzly Drive Looking North



Grizzly Drive Looking South

LOT 4 - BUILDING SKETCH

SKETCH/AREA TABLE ADDENDUM

SUBJECT INFO					
File No.:	Parcel No.:				
Property Address: Clearwater East Shore Lot #4					
City: Seeley Lake	County: Missoula	State: MT	ZipCode: 59868		
Owner:					
Client: MT DNRC	Client Address:				
Appraiser Name: Clark Real Estate Appraisal		Inspection Date: 6/18/21			
SKETCH					
AREA CALCULATIONS SUMMARY					
Code	Description	Factor	Net Size	Perimeter	Net Totals
GLA1	First Floor	1.0	684.0	138.0	684.0
GAR	Storage Building	1.0	264.0	68.0	
	Storage Building	1.0	240.0	64.0	
	Enclosed Storage	1.0	168.0	53.0	
	Garage	1.0	720.0	108.0	1392.0
OTH	Chicken Coop	1.0	56.0	30.0	56.0
P/P	Covered Porch	1.0	374.0	78.0	374.0
COMMENT TABLE 1					
COMMENT TABLE 2					
COMMENT TABLE 3					
Net LIVABLE		cnt	1	(rounded)	684

LOT 4 - SUBJECT PHOTOGRAPHS



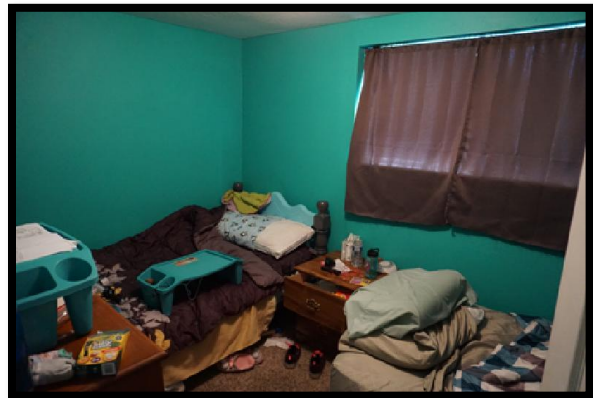
Residence on Lot 4 Looking West



Front of Residence on Lot 4



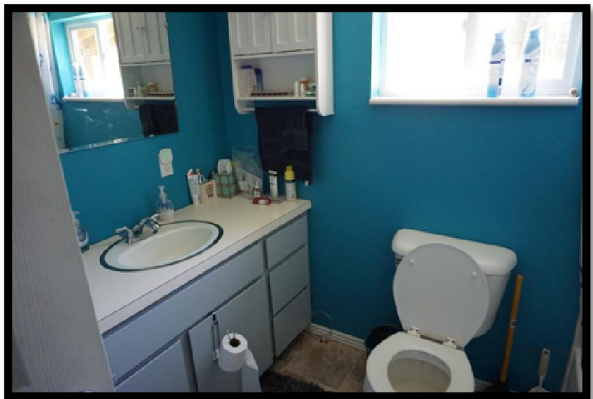
Kitchen



Bedroom



Bedroom



Bathroom

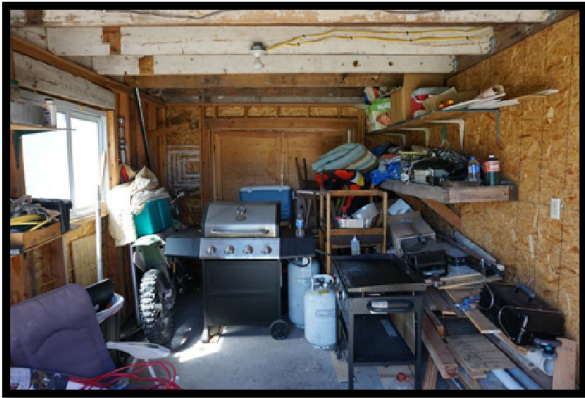
ADDITIONAL PHOTOGRAPHS



Water Heater



Garage



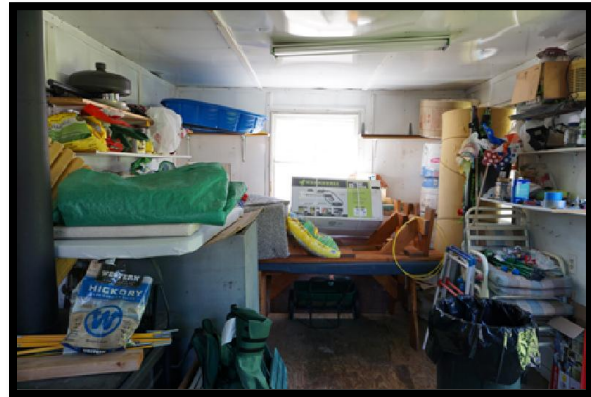
Enclosed Storage on West End of Garage



Garage Interior



Storage Building 1

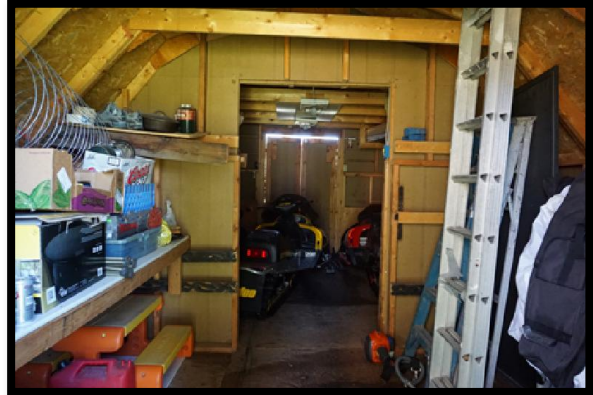


Storage Building 1 Interior

ADDITIONAL PHOTOGRAPHS



Storage Building 2



Storage Building 2 Interior



Chicken Coop



Clearwater River Looking North



Clearwater River Looking South



Beach Area along Clearwater River

ADDITIONAL PHOTOGRAPHS



Southwest Property Boundary Marker Looking East



Southwest Property Boundary Marker Looking North



Northwest Property Boundary Marker Looking East



Northwest Property Boundary Marker Looking South



Northeast Property Boundary Marker Looking South



Northeast Property Boundary Marker Looking West

ADDITIONAL PHOTOGRAPHS



Southeast Property Boundary Marker Looking North



Southeast Property Boundary Marker Looking West



Grizzly Drive Looking North



Grizzly Drive Looking South

LOT 5 – BUILDING SKETCH

SKETCH/AREA TABLE ADDENDUM

SUBJECT INFO					
File No.:	Parcel No.:				
Property Address: Clearwater East Shore Lot #5					
City: Seeley Lake	County: Missoula	State: MT	ZipCode: 59868		
Owner:					
Client: MT DNRC		Client Address:			
Appraiser Name: Clark Real Estate Appraisal		Inspection Date: 6/17/21			
SKETCH					
AREA CALCULATIONS SUMMARY					
Code	Description	Factor	Net Size	Perimeter	Net Totals
GLA1	First Floor	1.0	1434.8	161.3	1434.8
GLA2	2nd Floor	1.0	366.0	84.0	366.0
GAR	Storage Building	1.0	451.0	85.0	451.0
P/P	Covered Patio	1.0	192.0	64.0	
	Patio	1.0	282.3	94.7	474.3
COMMENT TABLE 1					
COMMENT TABLE 2			COMMENT TABLE 3		
Net LIVABLE		cnt	2	(rounded)	1,801

LOT 5 - SUBJECT PHOTOGRAPHS



Residence on Lot 5 Looking South



North and West Sides of Residence



Residence and Lot 5 Interior Looking East



Lot 5 Looking West from Grizzly Drive



Living Room



Kitchen

ADDITIONAL PHOTOGRAPHS



Kitchen / Dining



Bedroom 1



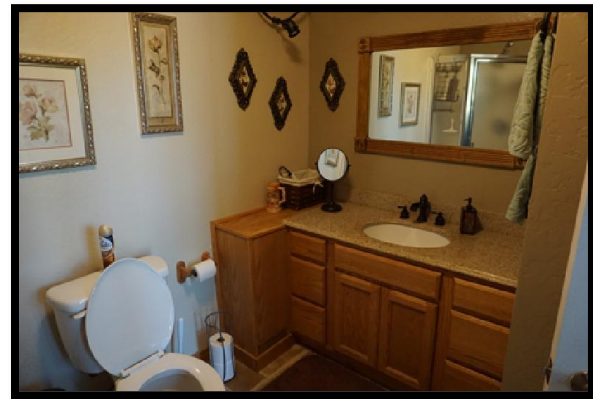
Bedroom 2



Bathroom 1



Laundry and Shower in Bathroom 2



Bathroom 2 Vanity

ADDITIONAL PHOTOGRAPHS



2nd Floor Bedroom



2nd Floor Bedroom



Storage Building



Storage Building Interior



Clearwater River Looking North



Clearwater River Looking South

ADDITIONAL PHOTOGRAPHS



Clearwater River Looking Southwest



Clearwater River Looking North



Lot 5 Interior Looking West from Residence



Northwest Property Boundary Marker Looking East



Northeast Property Boundary Marker Looking West



Northeast Property Boundary Marker Looking South

ADDITIONAL PHOTOGRAPHS



Southeast Property Boundary Marker Looking North



Southeast Property Boundary Marker Looking West



Southwest Property Boundary Marker Looking Northeast



Southwest Property Boundary Marker Looking East



Grizzly Drive Looking South



Grizzly Drive Looking North

LOT 7 – BUILDING SKETCH

SKETCH/AREA TABLE ADDENDUM

SUBJECT INFO					
File No.:		Parcel No.:			
Property Address: Clearwater East Shore Lot #7					
City: Seeley Lake		County: Missoula		State: MT	ZipCode: 59868
Owner:					
Client: MT DNRC		Client Address:			
Appraiser Name: Clark Real Estate Appraisal			Inspection Date: 6/18/21		
SKETCH					
Sketch by Apex Sketch					
AREA CALCULATIONS SUMMARY					
Code	Description	Factor	Net Size	Perimeter	Net Totals
GLA1	First Floor	1.0	1779.0	225.0	1779.0
GAR	Storage Building	1.0	127.5	47.0	
	Garage	1.0	192.0	56.0	
	Lean-to	1.0	160.0	52.0	
	Lean-to	1.0	160.0	52.0	639.5
OTH	Pole Building	1.0	512.0	96.0	
	Pole Building	1.0	223.3	66.0	735.3
P/P	Covered Porch	1.0	241.5	67.0	
	Stoop	1.0	32.0	24.0	273.5
Net LIVABLE		cnt	1	(rounded)	1,779
COMMENT TABLE 1					
COMMENT TABLE 2			COMMENT TABLE 3		

LOT 7 - SUBJECT PHOTOGRAPHS



Residence on Lot 7



North Side of Residence



West Side of Residence



South Side of Residence



South Side of Residence Looking West



Living Room/ Office

ADDITIONAL PHOTOGRAPHS



Kitchen



Kitchen



Kitchen



Bedroom



Bedroom



Laundry Room

ADDITIONAL PHOTOGRAPHS



Bathroom



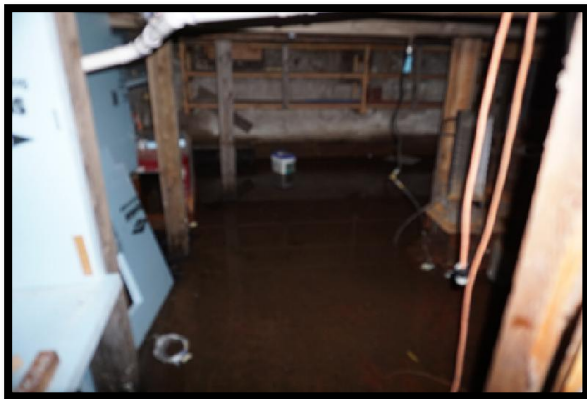
½ Bathroom



Storage along North Side of Residence



Stairs to Basement



Standing Water in Basement



Covered Porch

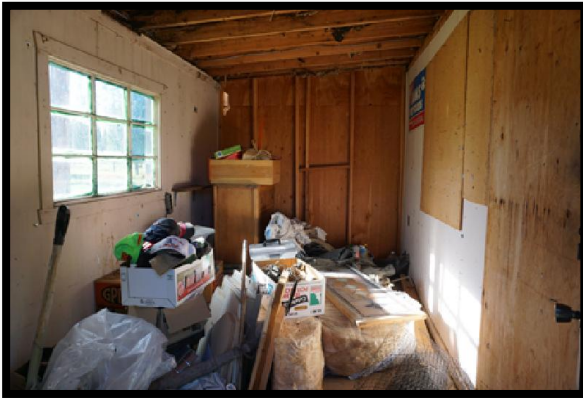
ADDITIONAL PHOTOGRAPHS



Garage Building



Storage Building



Storage Building Interior



Pole Building 1



Pole Building 2



Clearwater River Looking West from Lot #7

ADDITIONAL PHOTOGRAPHS



Clearwater River Looking South



Clearwater River Looking North



Southwest Property Boundary Marker Looking North



Southwest Property Boundary Marker Looking East



Northwest Property Boundary Marker Looking East



Northwest Property Boundary Marker Looking South

ADDITIONAL PHOTOGRAPHS



Northeast Property Boundary Looking West



Northeast Property Boundary Marker Looking South



Southeast Property Boundary Marker Looking West



Signage for Lot 7 and View along East Property Boundary



Driveway Looking East from Residence



Driveway from Grizzly Drive

ADDITIONAL PHOTOGRAPHS



Grizzly Drive Looking North



Grizzly Drive Looking South

SKETCH/AREA TABLE ADDENDUM

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LOT 8 - SUBJECT PHOTOGRAPHS



Residence on Lot 8



Entrance on East Side of Residence



South Side of Residence



West Side of Residence and Lot 8 Interior



North Side of Residence

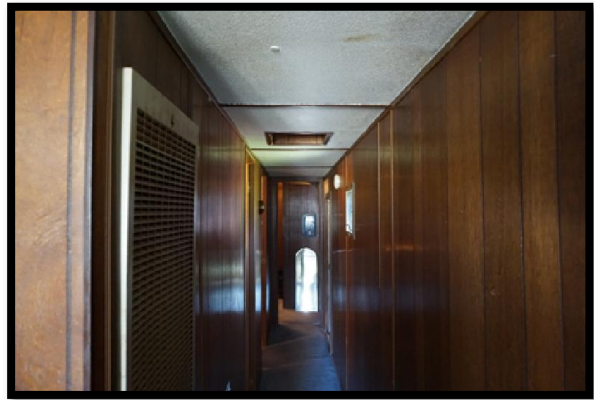


Living Room

ADDITIONAL PHOTOGRAPHS



Kitchen



Hallway



Bedroom



Bathroom



Bedroom



Storage Building

ADDITIONAL PHOTOGRAPHS



Storage Building Interior



Pole Building



Lot 8 Interior Looking West toward Clearwater River



Lot 8 Interior Looking East from Riverfront Area



Clearwater River from Lot 8



Clearwater River Looking North

ADDITIONAL PHOTOGRAPHS



Lot 8 Interior Looking West



Northeast Property Boundary Marker Looking South



Northeast Property Boundary Marker Looking West



Southeast Property Boundary Marker Looking North



Southeast Property Boundary Marker Looking West



Southwest Property Boundary Marker Looking East

ADDITIONAL PHOTOGRAPHS



Southwest Property Boundary Marker Looking North



Northwest Property Boundary Marker Looking South



Northwest Property Boundary Marker Looking East



Driveway to Lot #8



Grizzly Drive Looking North



Grizzly Drive and East Property Boundary Looking South

LOT 9 – BUILDING SKETCH

SKETCH/AREA TABLE ADDENDUM

SUBJECT INFO					
File No.:	Parcel No.:				
Property Address: Clearwater East Shore Lot #9					
City: Seeley Lake	County: Missoula	State: MT	ZipCode: 59868		
Owner:					
Client: MT DNRC		Client Address:			
Appraiser Name: Clark Real Estate Appraisal		Inspection Date: 6/18/21			
SKETCH					
<p>The sketch shows a 2nd floor with two bedrooms (12' x 30') and a central staircase. The 1st floor includes a living room (29'-4" x 21'), kitchen, bath, entrance, and a covered porch (6' x 11'). A covered deck (21' x 3') is attached to the living room. A separate storage building (12' x 11') is shown below the main structure.</p>					
Sketch by Apex Sketch					
AREA CALCULATIONS SUMMARY					
Code	Description	Factor	Net Size	Perimeter	Net Totals
GLA1	First Floor	1.0	977.0	132.3	977.0
GLA2	2nd Floor	1.0	360.0	84.0	360.0
GAR	Storage Building	1.0	132.0	46.0	132.0
P/P	Covered Deck	1.0	210.0	62.0	210.0
	Covered Porch	1.0	66.0	34.0	276.0
<div style="display: flex; justify-content: space-between;"> <div> <p>Net LIVABLE</p> <p>cnt</p> <p>2 (rounded)</p> <p>1,337</p> </div> <div style="width: 60%;"></div> </div>					
COMMENT TABLE 1					
COMMENT TABLE 2			COMMENT TABLE 3		

LOT 9 - SUBJECT PHOTOGRAPHS



South Side of Residence on Lot 9



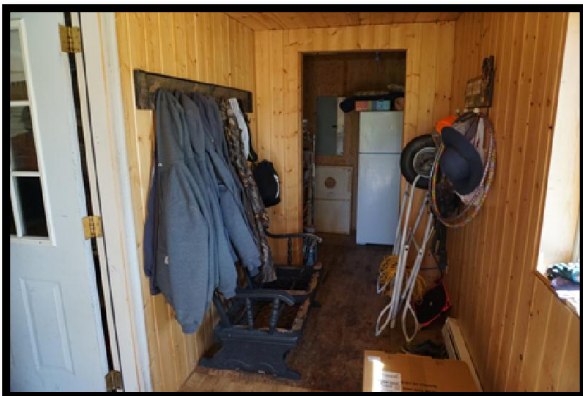
West Side of Residence



North Side of Residence



Lot 9 Interior Looking East



Entrance to Residence



Kitchen

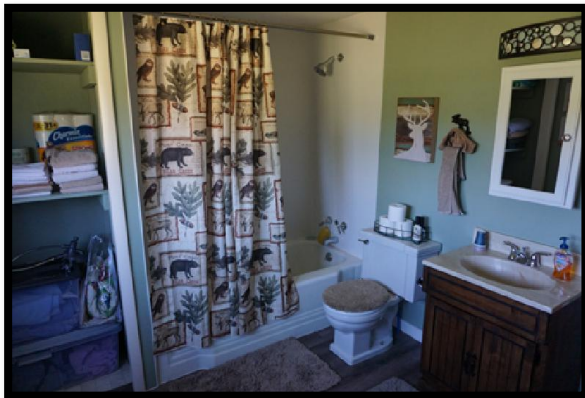
ADDITIONAL PHOTOGRAPHS



Living Room



Bedroom



Bathroom



2nd Floor Bedroom 1



2nd Floor Bedroom 2



Covered Deck on West Side of Residence

ADDITIONAL PHOTOGRAPHS



Storage Building



Storage Building Interior



Firepit Area along Clearwater River



Clearwater River Looking Northwest



Northeast Property Boundary Marker Looking West



Northeast Property Boundary Marker Looking South

ADDITIONAL PHOTOGRAPHS



Southeast Property Boundary Marker Looking North



Southeast Property Boundary Marker Looking West



Southwest Property Boundary Marker Looking East



View North along West Property Boundary



Southwest Property Boundary Marker Looking South



Southwest Property Boundary Marker Looking East

ADDITIONAL PHOTOGRAPHS



Lot 9 Interior Looking East from Residence



Driveway on Lot 9 Looking East



Lot 9 Looking West from Grizzly Drive



Driveway to Lot 9 from Grizzly Drive



Grizzly Drive Looking North



Grizzly Drive Looking South

LOT 11 – BUILDING SKETCH

SKETCH/AREA TABLE ADDENDUM

SUBJECT INFO						
File No.:	Parcel No.:					
Property Address: Clearwater East Shore Lot #11						
City: Seeley Lake	County: Missoula	State: MT	ZipCode: 59868			
Owner:						
Client: MT DNRC		Client Address:				
Appraiser Name: Clark Real Estate Appraisal		Inspection Date: 6/15/21				
SKETCH						
Sketch by Apex Sketch						
AREA CALCULATIONS SUMMARY					COMMENT TABLE 1	
Code	Description	Factor	Net Size	Perimeter	Net Totals	
GLA1	First Floor	1.0	1083.9	153.5	1083.9	
GLA3	Bunk House	1.0	96.0	40.0	96.0	
GAR	Enclosed Storage	1.0	370.5	79.0		
	Garage	1.0	795.3	119.0		
	Storage Building	1.0	324.0	78.0	1489.8	
	Pole Building	1.0	384.0	88.0		
OTH	Greenhouse	1.0	221.0	60.0		
	Play House	1.0	56.0	30.0		
	Pole Building	1.0	204.0	58.0	865.0	
P/P	Screened Porch	1.0	419.1	129.2		
	Stoop	1.0	29.3	22.0		
	Covered Porch	1.0	80.5	44.2	528.8	
Net LIVABLE		cnt	2	(rounded)	1,180	
						COMMENT TABLE 2
						COMMENT TABLE 3

LOT 11 - SUBJECT PHOTOGRAPHS



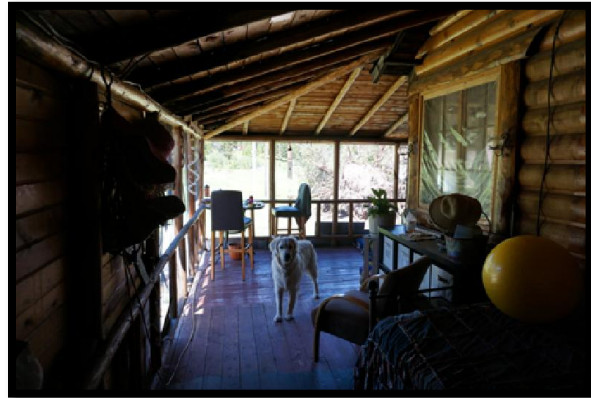
Front of Residence on Lot 11



East Side of Residence



West Side of Residence



Covered Porch along South Side of Residence



Living Room



Kitchen

ADDITIONAL PHOTOGRAPHS



Kitchen



Bedroom



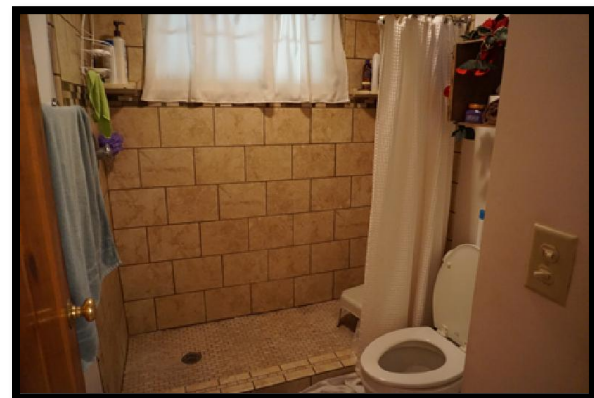
Bunk Room off Office



Office



Bathroom



Bathroom

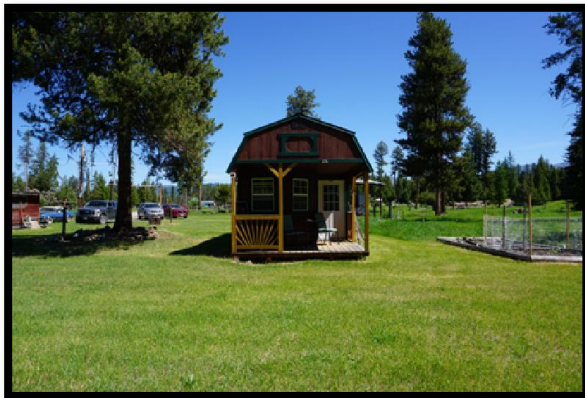
ADDITIONAL PHOTOGRAPHS



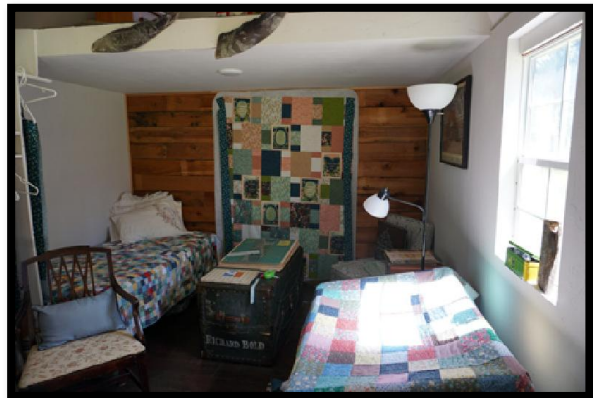
Pole Building and Bunk House



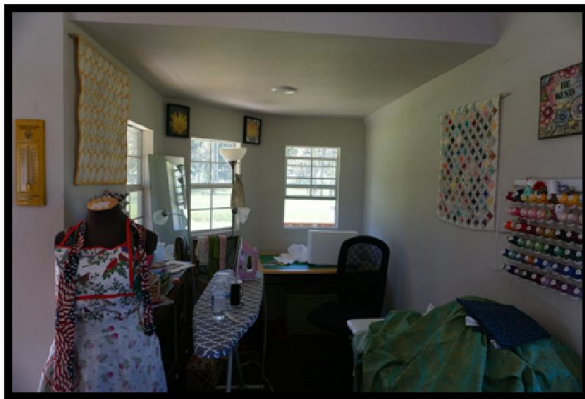
Bunk House Interior



Bunk House 2



Bunk House 2 Interior



Bunk House 2 Interior



Storage Building

ADDITIONAL PHOTOGRAPHS



Storage Building Interior



Storage Building Interior



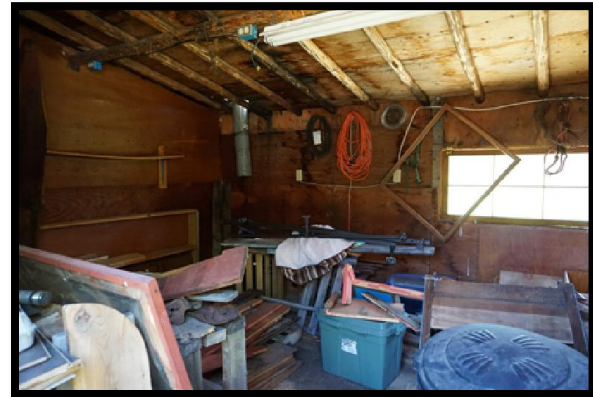
Garage Interior



Shop/Storage Portion of Garage Building Interior



Garden Shed

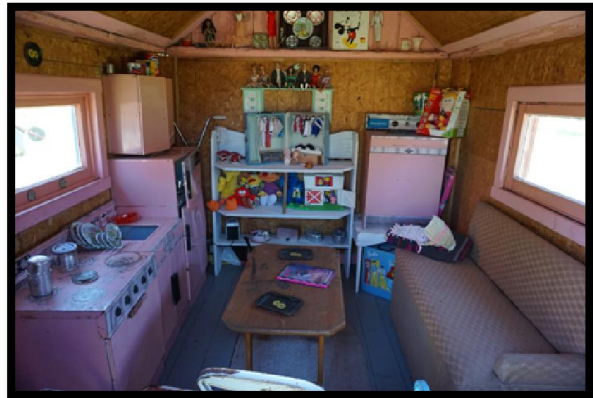


Garden Shed Interior

ADDITIONAL PHOTOGRAPHS



Playhouse



Playhouse Interior



Storage Building on South Side of Residence



Storage Building Interior



Firepit to West of Residence



Residence and Storage Buildings Looking North

ADDITIONAL PHOTOGRAPHS



Lot Interior Looking West toward Garage



View East along North Property Boundary from NW Property Corner



View South from Northwest Property Corner



Clearwater River along West Property Boundary



Clearwater River along West Property Boundary



Lot 11 Interior Looking Northeast toward Residence

ADDITIONAL PHOTOGRAPHS



View North along West Property Boundary



Recreation Area along Clearwater River



Southeast Property Boundary Marker Looking Northeast



Southeast Property Boundary Marker Looking Northwest



Clearwater River Frontage Looking Northwest



Northeast Property Boundary Marker Looking Southwest

ADDITIONAL PHOTOGRAPHS



Northeast Property Boundary Marker Looking West



Driveway to Lot 11 from Grizzly Drive



Grizzly Drive Looking North



Grizzly Drive Looking East

LOT 35 – BUILDING SKETCH – PAGE 1

SKETCH/AREA TABLE ADDENDUM					
SUBJECT INFO					
File No.:	Parcel No.:				
Property Address: Clearwater East Shore Lot #35					
City: Seeley Lake	County: Missoula	State: MT	Zip Code: 59868		
Owner:					
Client: MT DNRC		Client Address:			
Appraiser Name: Clark Real Estate Appraisal		Inspection Date: 6/18/21			
SKETCH					
<p style="text-align: right; font-size: small;">Sketch by Apex Sketch</p>					
AREA CALCULATIONS SUMMARY					
Code	Description	Factor	Net Size	Perimeter	Net Totals
GLA1	First Floor	1.0	1969.5	253.5	1969.5
P/P	Patio	1.0	260.0	66.0	260.0
Net LIVABLE		cnt	1	{rounded}	1,969
COMMENT TABLE 1					
COMMENT TABLE 2			COMMENT TABLE 3		

LOT 35 - BUILDING SKETCH – PAGE 2

SKETCH/AREA TABLE ADDENDUM

SUBJECT INFO						
File No.:	Parcel No.:					
Property Address: Clearwater East Shore Lot #35						
City: Seeley Lake	County: Missoula	State: MT	Zip Code: 59868			
Owner:						
Client: MT DNRC		Client Address:				
Appraiser Name: Clark Real Estate Appraisal		Inspection Date: 6/18/21				
SKETCH						
Sketch by Apex Sketch						
AREA CALCULATIONS SUMMARY					COMMENT TABLE 1	
Code	Description	Factor	Net Size	Perimeter	Net Totals	
GAR	Garage	1.0	1800.0	180.0		
	Garage 2nd Floor	1.0	217.5	59.0		
	Garage 2nd Floor	1.0	638.0	117.0		
	Storage Building	1.0	270.0	66.0	2925.5	
OTH	Pole Building	1.0	378.0	78.0		
	Pole Building	1.0	1675.0	184.0		
	Greenhouse	1.0	105.0	41.5	2158.0	
					COMMENT TABLE 2	COMMENT TABLE 3

LOT 35 - SUBJECT PHOTOGRAPHS



Front of Residence on Lot 35



East Side of Residence



South Side of Residence



East Side of Residence and Patio



Lot 35 Improvements from Elevated Area



Living Room

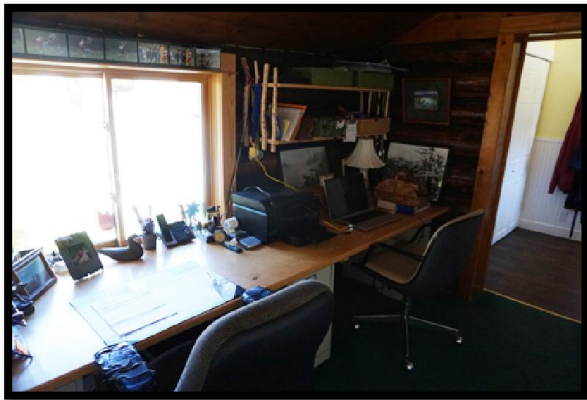
ADDITIONAL PHOTOGRAPHS



Kitchen



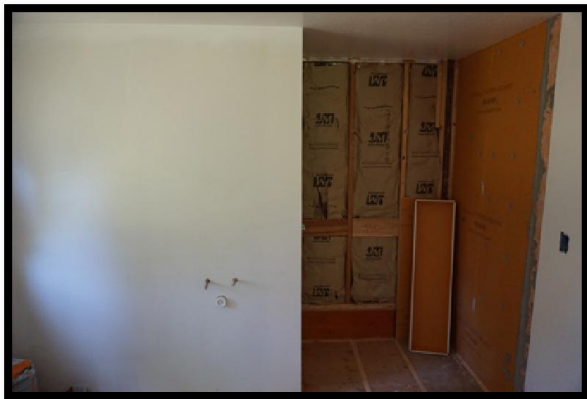
Dining / Den Area



Office



Primary Bedroom



En Suite Bathroom



Bedroom 2

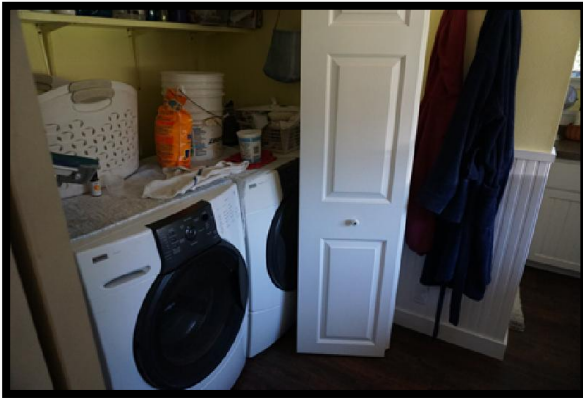
ADDITIONAL PHOTOGRAPHS



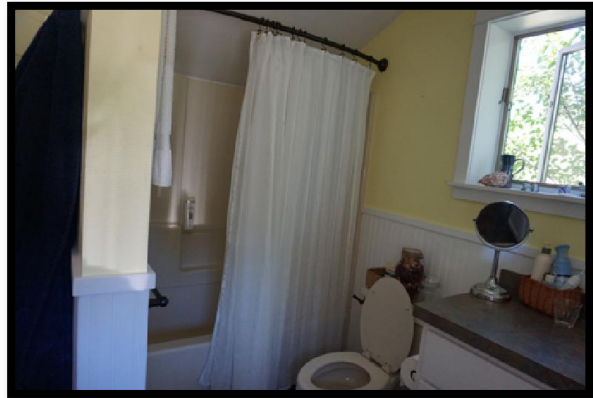
Bedroom 3



Bathroom 2



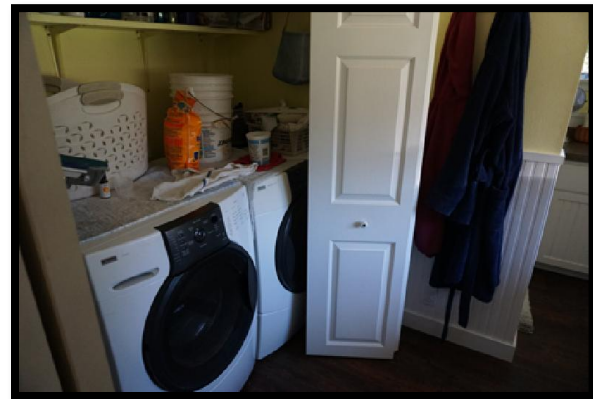
Laundry



Bathroom 3



Bathroom 3



Laundry

ADDITIONAL PHOTOGRAPHS



Garage/Shop Building



North Side of Garage/Shop Building



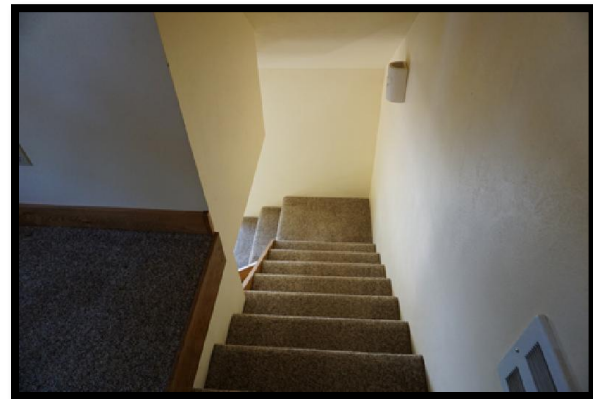
Garage/Shop Interior



Game Room in Garage



Bathroom in Garage Building



Stairs to Garage 2nd Level

ADDITIONAL PHOTOGRAPHS



Garage 2nd Floor Storage



Garage 2nd Floor Finished Area



Hot Water Baseboard Heater



Pole Building 1



Greenhouse



Storage Building

ADDITIONAL PHOTOGRAPHS



Storage Building Interior



Pole Building 2



Elevated Portion of Lot 35 along East Boundary Looking North



Fenced Garden Area



View West toward Improvements from Elevated Portion of Lot



Clearwater River Frontage Looking Northwest

ADDITIONAL PHOTOGRAPHS



Southwest Property Boundary Marker



View Southeast along South Property Boundary



Southeast Property Boundary Marker Looking Northwest



Southeast Property Boundary Marker Looking North



Northeast Property Boundary Marker



View Looking South along East Property Boundary

ADDITIONAL PHOTOGRAPHS



Northeast Property Boundary Marker Looking West



Northwest Property Boundary Marker Looking South



Northwest Property Boundary Marker Looking East



Driveway to Lot 35 from Grizzly Drive



Grizzly Drive Looking West



Grizzly Drive Looking East

LOT 36 – BUILDING SKETCH

SKETCH/AREA TABLE ADDENDUM					
SUBJECT INFO					
File No.:	Parcel No.:				
Property Address: Clearwater East Shore Lot #36					
City: Seeley Lake	County: Missoula	State: MT	ZipCode: 59868		
Owner:					
Client: MT DNRC		Client Address:			
Appraiser Name: Clark Real Estate Appraisal		Inspection Date: 6/18/21			
SKETCH					
<p style="text-align: right; font-size: small;">Sketch by Apex Sketch</p>					
AREA CALCULATIONS SUMMARY					
Code	Description	Factor	Net Size	Perimeter	Net Totals
GBA5	Unfinished 2nd Fl	1.0	320.0	72.0	320.0
GLA1	First Floor	1.0	640.0	104.0	640.0
P/P	Covered Deck	1.0	320.0	84.0	
	Deck	1.0	72.0	36.0	392.0
			Net LIVABLE	cnt	1 (rounded) 640
			Net BUILDING	cnt	1 (rounded) 320
COMMENT TABLE 1			COMMENT TABLE 2		
COMMENT TABLE 2			COMMENT TABLE 3		

SUBJECT PHOTOGRAPHS



Residence on Lot 36 Looking Northeast



Entrance on Northeast Side of Residence



Northwest Side of Residence



Residence on Lot 36 Looking North



Residence and Driveway



Kitchen

ADDITIONAL PHOTOGRAPHS



Living Room



Bathroom/Laundry



Bathroom



On Demand Water Heater



Covered Deck



Clearwater River View from Deck

ADDITIONAL PHOTOGRAPHS



Clearwater River Looking Northwest



Clearwater River Looking Southeast



Clearwater River Looking South down Sloped Bank



Clearwater River Looking Northwest



Clearwater River along Lot 36 Looking Northwest



Southwest Property Boundary Marker Looking North

ADDITIONAL PHOTOGRAPHS



Southwest Property Boundary Marker Looking Southeast



View Northwest along Approximate South Property Boundary



Boundary Marker Looking South along Portion of East Boundary



Northwest Property Boundary Marker



View South along West Property Boundary



Northwest Property Boundary Marker Looking East

ADDITIONAL PHOTOGRAPHS



Grizzly Drive Looking South near Driveway to Lot 36



Grizzly Drive Looking North



Grizzly Drive Looking East near Northwest Property Corner

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 sites range in size from 1.200 acres to 3.067 acres. The subject lots include frontage along the Clearwater River. The subject properties are 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 and with frontage along non-navigable water.

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 and without non-navigable water frontage and up to 4.00 acres in size in Seeley Lake, Montana. 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 Vacant Lot Market Activity							
Up to 4.00 Acres in Size - Interior				Up to 4.00 Acres in Size - Non-Navigable Waterfront			
Year	# of Sales	Average Sales Price	Average Days on Market	Year	# of Sales	Average Sales Price	Average Days on Market
2016	14	\$46,289	152	2016	7	\$88,357	72
2017	21	\$47,822	432	2017	5	\$54,900	175
2018	15	\$43,893	244	2018	2	\$67,500	138
2019	10	\$60,885	322	2019	6	\$85,667	195
2020	58	\$75,546	376	2020	16	\$88,650	317
2021 Year-to-Date	30	\$75,697	409	2021 Year-to-Date	4	\$173,750	106
ACTIVE	17	\$133,641	68	ACTIVE	1	\$299,000	52
Average List Price Shown for Active Listings							

This data indicates that the average sales price for interior home sites and home sites on non-navigable waterfront increased significantly since 2019. 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 acres or less improved with homes and for non-navigable water front sites with 5 acres or less improved with homes in the community of Seeley Lake to prepare credible analyses. 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 Residential Improved Properties - Market Activity							
Homes on Interior Sites up to 3 Acres in Size				Homes on Non-Navigable Water Front Sites up to 5 Acres in Size			
Year	# of Sales	Average Sales Price	Average Days on Market	Year	# of Sales	Average Sales Price	Average Days on Market
2016	30	\$210,795	247	2016	11	\$330,682	315
2017	22	\$216,325	174	2017	3	\$264,967	125
2018	27	\$253,348	198	2018	6	\$347,325	173
2019	28	\$263,825	143	2019	12	\$306,533	193
2020	39	\$283,682	120	2020	7	\$400,000	252
2021 Year-to-Date	12	\$431,489	162	2021 Year-to-Date	3	\$591,667	53
PENDING/UNDER CONTRACT	14	\$427,207	68	PENDING/UNDER CONTRACT	1	\$1,295,000	73
ACTIVES	2	\$358,950	31	ACTIVES	1	\$1,150,000	115
Average List Price is Shown for Pending, Under Contract, & Actives				Average List Price is Shown for Pending, Under Contract, & Actives			

This data indicates that the average home prices in both categories increased between 2020 and 2021 Year-to-Date.

Competitive Supply

Vacant Home Sites

There was only 1 active listing of home site up to 4.00 acres in size on non-navigable water as of the report effective date. The list price for this property is \$299,000.

Residential Improved Properties in Seeley Lake

There was 1 active listing of a home on a site with less than 5.0 acres and on non-navigable water.

Interaction of Supply and Demand

Vacant Home Sites

The current available supply of home sites on non-navigable water is far less than the historical annual demand. Prices tend to increase when demand exceeds supply.

Residential Improved Properties in Seeley Lake

The current available supply of homes on sites with non-navigable water frontage is far less than the historical annual demand. Prices tend to increase when demand exceeds supply.

Subject Marketability Conclusion

Vacant Home Sites

The subject lots (as if vacant) are considered most similar to area lots with less than 4.00 acres in size and frontage along non-navigable water.

Residential Improved Properties in Seeley Lake

The residences on the subject lots are considered to have similar marketability compared to homes in the Seeley Lake area with similar sizes and of similar quality and condition and on sites with frontage along non-navigable water.

Estimated Marketing and Exposure Times

The average days on market for sales of non-navigable water front vacant home sites averaged 317 days in 2020 and 106 in 2021 Year-to-Date. Based upon this data, a **marketing time** between 3 to 6 months is appropriate for the subject lots as if vacant. If the subject lots had sold as if vacant on the effective date of this report, at the appraised values concluded, 3 to 6 month **exposure times** would have been reasonable.

The 7 homes sales in Seeley Lake (on sites less than 5 acres and with non-navigable water frontage) that closed in 2020 were marketed for an average of 252 days. The 3 home sales in Seeley Lake that closed in 2021 Year-to-Date were marketed for 53 days. A **marketing time** between 3 to 6 months are appropriate for the subject properties as improved. If the subject properties as improved had sold on the effective date of this report, at the appraised values concluded in this report, 3 to 6 month **exposure time** would have been reasonable.

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 properties are included on the following pages.

SUBJECT PROPERTIES - AS IF VACANT

Legally Permissible

The subject properties are in an area of Missoula County that is not zoned. The subject properties are 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 properties are in an area with a density recommendation of 1 dwelling unit per 1 acre.

The Certificate of Survey which includes the subject lots was recorded in 2002. The subject lots were 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 lots as if vacant.

Physically Possible

There is sufficient space on each subject site for a single family residence and related outbuildings. There is not sufficient space on each 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 lots for construction of 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 lots, the maximally productive highest and best use for each lot as if vacant, is for construction of a single family residence for recreational and/or residential use.

AS IMPROVED

The subject lots include single family residences and outbuildings. There is market acceptance of many types of residences in Seeley Lake. Alteration of the subject residences for any use other than as a single family residence would require large capital expenditures. Continued use as a single family residences for the subject properties are the highest and best uses as improved.

THE APPRAISAL PROCESS

In the foregoing sections of this report, we have examined and discussed the subject properties. To arrive at estimates of market values for the subject properties, it is necessary to collect and analyze all available data in the market which might tend to indicate the values of the subject properties. The subject properties 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 each 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 improvements on the subject properties. 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 improvements and similar area homes are not typically 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 values of subject properties as improved.

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

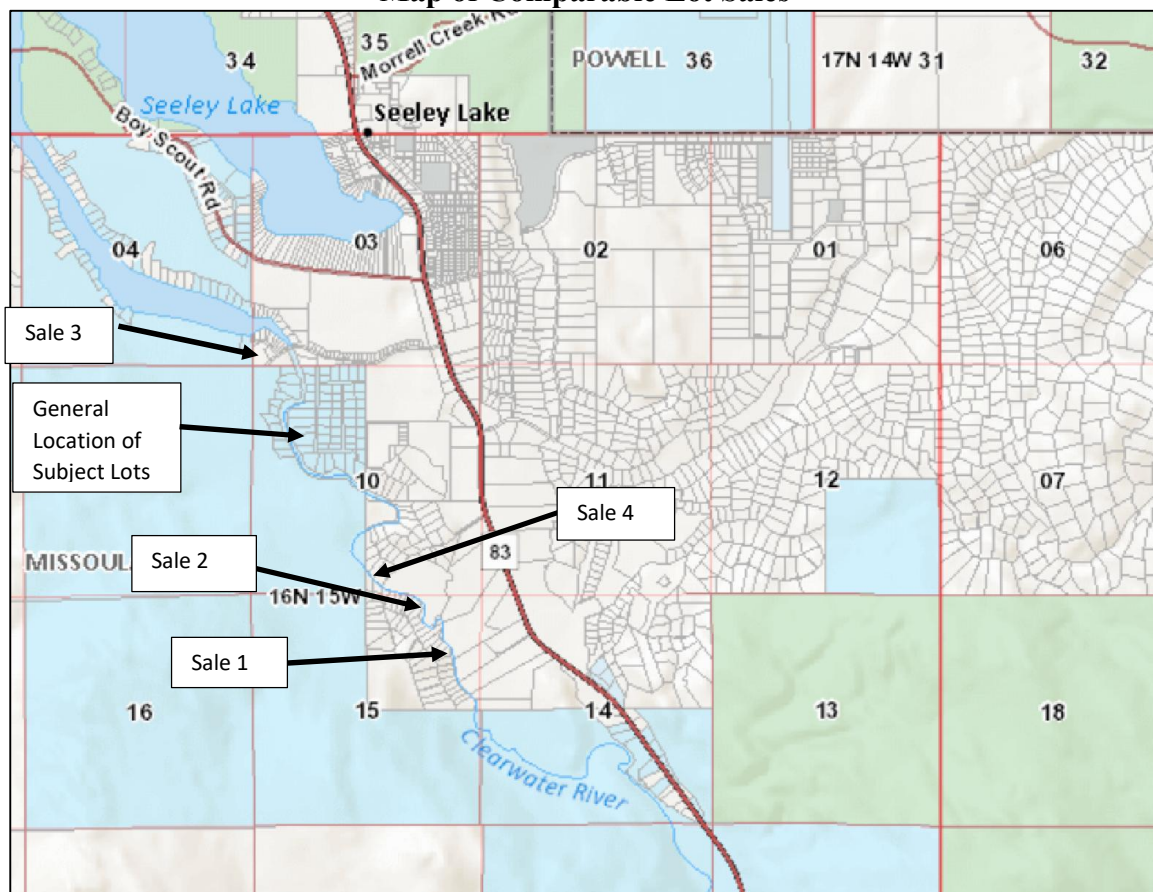
NON-NAVIGABLE WATER FRONTAGE VACANT SITE SALES

We conducted a search for sales of vacant home sites with frontage along non-navigable water in Seeley Lake. We located 4 sales that were reasonable comparables for the subject lots. Land Sale 4 is larger than the subject lots; however, it was considered to be an appropriate comparable due to similarity in location. Based upon our analysis, the appropriate unit of comparison is price per site. These comparables are described on the table below;


Sale #	Address	City	Site Size/Acres	Sale Date	Sales Price
1	520 Overland Trail	Seeley Lake	1.390	2021	\$175,000
2	218 Overland Trail	Seeley Lake	1.460	2021	\$140,000
3	NHN Shoreline Ct	Seeley Lake	4.380	2020	\$115,000
4	430 Wagon Wheel Way	Seeley Lake	1.760	2020	\$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 properties in relation to the comparable sales is below;


Map of Comparable Lot Sales




LAND SALE 1

COMPARABLE SALE INFORMATION				
	Location		520 Overland Trail	
	City/State		Seeley Lake	
	County		Missoula	
	Assessor Number		0005472205	
	Zoning		Unzoned	
	Site Size: Acres		1.390	
	Square Feet		60,548	
	Date of Sale		March 22, 2021	
	Sales Price		\$175,000	
	Less Cost of Improvements*		\$20,000	
	Sales Price Adjusted		\$155,000	
	MLS #		22102985	
ANALYSIS OF SALE				
Price per Acre		\$111,511		
		Price per Square Foot	\$2.56	
		Price Per Front Foot	\$657	
TRANSFER INFORMATION				
Grantor		John E. Baumann Trust	Grantee	Michael Lapping & Melisa Lapping
Type of Instrument		Warranty Deed	Document #	202107224
			Marketing Time	13 Days on Market
Financing/Conditions		Cash/Market	Verified By	Joel Thompson, Selling Agent
Legal Description		Lot 134 of Double Arrow Ranch Phase IA, Missoula County, Montana	Intended Use/Comments	Marketed for Residential Use
Section/Township/Range		S15/T16N/R15W		
PROPERTY DETAILS				
Access		Gravel Subdivision Road	View	Clearwater River & Mountains
Topography		Level with Slope at River	Lot Dimensions	Various
Flood Plain		According to Flood Map # 30063C0740E, a portion of this property (bordering the Clearwater River) is within the 100 year Flood Plain.	Improvements	This site includes a permitted septic system. The value of this improvement was estimated based upon current cost to obtain permits and install a comparable system.
Feet of Water Frontage		236.10	Value of Improvements	\$20,000
Utilities		Electricity, Telephone , Septic System in Place, & Community Water Available	Miscellaneous	Double Arrow Ranch Subdivision is governed by CC&R's that limit property use to Residential. This property includes frontage along the Clearwater River.
			Report File #	21-034ec

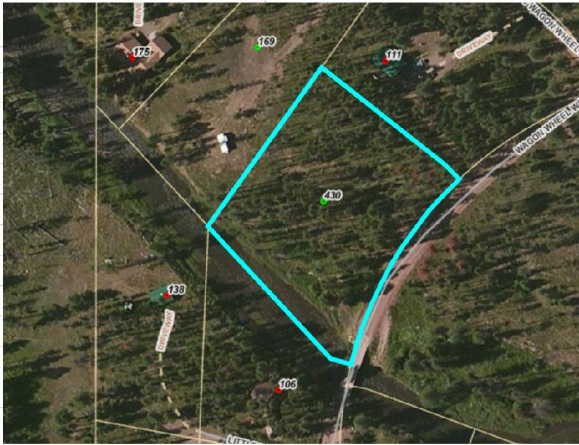
LAND SALE 2

COMPARABLE SALE INFORMATION			
	Location	218 Overland Trail	
	City/State	Seeley Lake	
	County	Missoula	
	Assessor Number	0005472301	
	Zoning	Unzoned	
	Site Size: Acres	1.460	
	Square Feet	63,598	
	Date of Sale	February 22, 2021	
	Sales Price	\$140,000	
	Less Cost of Improvements*	\$0	
Sales Price Adjusted	\$140,000		
MLS #	22100599		
ANALYSIS OF SALE			
Price per Acre	\$95,890	Price per Square Foot	\$2.20
		Price Per Front Foot	\$2,545
TRANSFER INFORMATION			
Grantor	Bradley E. Bylund	Grantee	Jeffery Lee Schweitzer & Jacqueline Frances Schweitzer
Type of Instrument	Warranty Deed	Document #	202104606
Financing/Conditions	Cash/Market	Marketing Time	39 Days on Market
Legal Description	Lot 144 of Double Arrow Ranch Phase IA, Missoula County, Montana	Verified By	Trampus Corder, Listing Agent
Intended Use/Comments	Marketed for Residential Use		
Section/Township/Range	S15/T16N/R15W		
PROPERTY DETAILS			
Access	Gravel Subdivision Road	View	Clearwater River & Mountains
Topography	Level with Slope at River	Lot Dimensions	Various
Flood Plain	According to Flood Map # 30063C0740E, a portion of this property (bordering the Clearwater River) is within the 100 year Flood Plain.	Improvements	None
Feet of Water Frontage	55.00	Value of Improvements	\$0
Utilities	Electricity, Telephone, & Community Water Available	Miscellaneous	Double Arrow Ranch Subdivision is governed by CC&R's that limit property use to Residential. This property includes frontage along the Clearwater River.
Report File #			21-034ec

LAND SALE 3

COMPARABLE SALE INFORMATION			
	Location		NHN Shoreline Court
	City/State		Seeley Lake
	County		Missoula
	Assessor Number		0000322156
	Zoning		Unzoned
	Site Size: Acres		4.380
	Square Feet		190,793
	Date of Sale		July 24, 2020
	Sales Price		\$115,000
	Less Cost of Improvements*		\$0
	Sales Price Adjusted		\$115,000
	MLS #		22009432
ANALYSIS OF SALE			
Price per Acre	\$26,256	Price per Square Foot	\$0.60
		Price Per Front Foot	\$7,667
TRANSFER INFORMATION			
Grantor	Tim L. Tanberg		Grantee
Type of Instrument	Warranty Deed		Cheryl O. Thompson & Steven L. Thompson
		Document #	202015381
		Marketing Time	441 Days on Market
Financing/Conditions	Cash/Market		Verified By
Legal Description	Lengthy - Retained in Appraisal Workfile		Karen Tanberg for Grantor
Intended Use/Comments	Marketed for Residential Use		
Section/Township/Range	S03/T16N/R15W		
PROPERTY DETAILS			
Access	Gravel County Rd.		View
Topography	Rolling		Clearwater River & Mountains
Lot Dimensions			Various
Flood Plain	According to Missoula County, a small portion of this property (bordering the Clearwater River) is within the Clearwater River 100-year Regulatory Flood Plain.		Improvements
			None
Feet of Water Frontage	Approx. 15'		Value of Improvements
			\$0
Utilities	Electricity, Telephone, & Community Water Available. A septic system would be necessary for most types of development for this property.		Miscellaneous
			This property includes approximately 15' of frontage along the Clearwater River; however, the majority of the property is across the street from the river.
		Report File #	20-043ec

LAND SALE 4

COMPARABLE SALE INFORMATION			
	Location		430 Wagon Wheel Way
	City/State		Seeley Lake
	County		Missoula
	Assessor Number		0005472910
	Zoning		Unzoned
	Site Size: Acres		1.760
	Square Feet		76,666
	Date of Sale		June 26, 2020
	Sales Price		\$125,000
	Less Cost of Improvements*		\$0
	Sales Price Adjusted		\$125,000
	MLS #		22007630
ANALYSIS OF SALE			
Price per Acre	\$71,023	Price per Square Foot	\$1.63
		Price Per Front Foot	\$625
TRANSFER INFORMATION			
Grantor	Christopher Linskey & Brenda Groenhout Linskey, Trustees for the Linskey Family Trust	Grantee	Victoria Rae Smith
Type of Instrument	Warranty Deed	Document #	202012825
		Marketing Time	25 Days on Market
Financing/Conditions	Cash/Market	Verified By	Kim Koppen, Listing Agent
Legal Description	Lot 215 of Double Arrow Ranch Phase IA, Missoula County, Montana	Intended Use/Comments	Marketed for Residential Use
Section/Township/Range	S10/T16N/R15W		
PROPERTY DETAILS			
Access	Gravel County Rd.	View	Clearwater River & Mountains
Topography	Level with Slope at River	Lot Dimensions	Various
Flood Plain	According to Flood Map # 30063C0740E, a small portion of this property (bordering the Clearwater River) is within the 100 year Flood Plain.	Improvements	None
Feet of Water Frontage	Approx. 200'	Value of Improvements	\$0
Utilities	Electricity, Telephone , & Community Water Available	Miscellaneous	Double Arrow Ranch Subdivision is governed by CC&R's that limit property use to Residential. This property includes frontage along the Clearwater River.
Report File #			20-044ec

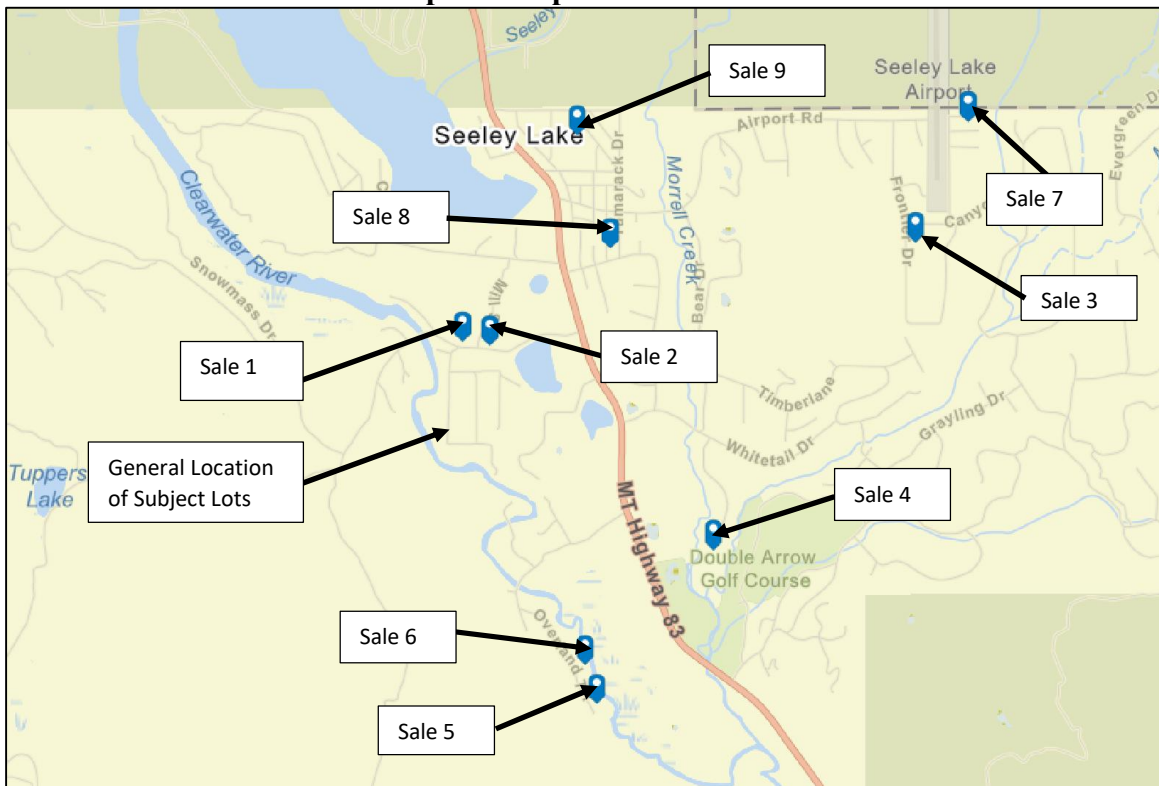
HOME SALES

We conducted a search for sales of homes in Seeley Lake similar to those on the subject lots. 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	782 Riverview Dr	Seeley Lake	2021	\$198,700	\$40,000	\$158,700
Home Sale 2	600 Riverview Dr	Seeley Lake	2020	\$215,000	\$40,000	\$175,000
Home Sale 3	822 Frontier Dr	Seeley Lake	2020	\$262,000	\$55,000	\$207,000
Home Sale 4	647 Rainbow Ct	Seeley Lake	2021	\$582,500	\$150,000	\$432,500
Home Sale 5	740 Overland Trail	Seeley Lake	2020	\$429,000	\$125,000	\$304,000
Home Sale 6	552 Overland Trail	Seeley Lake	2020	\$443,000	\$125,000	\$318,000
Home Sale 7	141 Eagle Port	Seeley Lake	2021	\$147,000	\$75,000	\$72,000
Home Sale 8	554 Spruce Dr	Seeley Lake	2019	\$65,000	\$25,000	\$40,000
Home Sale 9	145 Hickory Ln	Seeley Lake	2018	\$59,000	\$30,000	\$29,000

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 properties in relation to the comparable sales is below;

Map of Comparable Lot Sales



HOME SALE 1

COMPARABLE SALE INFORMATION



Location	782 Riverview Drive
City/State	Seeley Lake, MT
County	Missoula
Assessor Number	0001617701
Zoning	Unzoned
Site Size: Acres	0.274
Square Feet	11,935
Date of Sale	May 27, 2021
Sales Price	\$198,700
Adjustment to Sales Price	\$0
Adjusted Sales Price	\$198,700
MLS #	22105370

TRANSFER INFORMATION

Grantor	Wendy Rose Lewis Dalrymple	Grantee	Matthew White
Recording Data	Warranty Deed #202113410	Marketing Time	37 Days on Market
Financing/Conditions	Cash/Market	Verified By	Laurie Page, Selling Agent
Legal Description	Lot 5 of J. and M. Suburban Homesites, Missoula County, Montana	Intended Use	Residential
Section/Township/Range	S03/T16N/R15W		

DESCRIPTION OF IMPROVEMENTS

Water Frontage	N/A
Access	Paved County Road
House Square Feet	768
Bedroom/Bathrooms	2 BR/1 BA
Year Built or Renovated	1930
Basement	None
Construction	Wood Frame
Quality	Average
Condition	Average
Water/Sewer	Community Water/Septic
Utilities	Electricity/Telephone
Topography	Level
Garage	2 Car Carport
Outbuildings	Shed
Miscellaneous	

ANALYSIS OF SALE

Sales Price		\$198,700
Estimated Site Value		\$40,000
Sales Price of Improvements		\$158,700
Improvement Price/SF		\$207



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HOME SALE 2

[illegible]

HOME SALE 3

COMPARABLE SALE INFORMATION				
	Location		822 Frontier Drive	
	City/State		Seeley Lake, MT	
	County		Missoula	
	Assessor Number		0002401408	
	Zoning		Unzoned	
	Site Size: Acres		2.940	
	Square Feet		128,066	
	Date of Sale		June 30, 2020	
	Sales Price		\$262,000	
	Adjustment to Sales Price		\$0	
	Adjusted Sales Price		\$262,000	
	MLS #		22005913	
TRANSFER INFORMATION				
Grantor		E. John Urwiler	Grantee	Steven Cantrell & Randee Cantrell
Recording Data		Warranty Deed #202013169	Marketing Time	55 Days on Market
Financing/Conditions		Conventional/Market	Verified By	Carrie Sokoloski, Selling Agent
Legal Description		Tract 1B, Seeley Lake Estates, Block 2, Tracts 1A and 1B, Missoula County, Montana	Intended Use	Residential
Section/Township/Range		S01/T16N/R15W		
DESCRIPTION OF IMPROVEMENTS		ANALYSIS OF SALE		
Water Frontage	N/A	Sales Price	\$262,000	
Access	Gravel County Road	Estimated Site Value	\$55,000	
House Square Feet	728	Sales Price of Improvements	\$207,000	
Bedroom/Bathrooms	2 BR/1 BA	Improvement Price/SF	\$284	
Year Built or Renovated	2004			
Basement	None			
Construction	Wood Frame			
Quality	Average			
Condition	Good			
Water/Sewer	Well/Septic			
Utilities	Electricity/Telephone			
Topography	Level			
Garage	3 Car Garage/Shop			
Outbuildings	Shop, Pole Building, Hay Barn, Bunkhouse, & Open Barn			
Miscellaneous				
			</	

HOME SALE 4

[illegible]


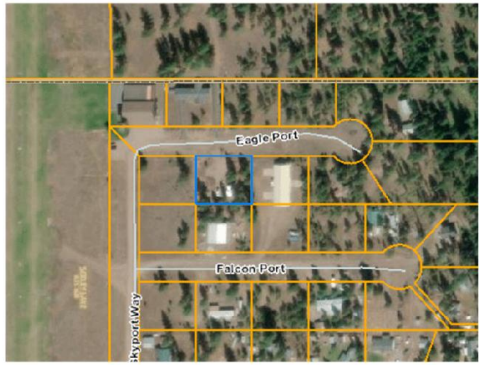
HOME SALE 5

[illegible]

HOME SALE 6

[illegible]

HOME SALE 7

COMPARABLE SALE INFORMATION			
	Location	141 Eagle Port	
	City/State	Seeley Lake, MT	
	County	Missoula	
	Assessor Number	0002398800	
	Zoning	Unzoned	
	Site Size: Acres	0.460	
	Square Feet	20,038	
	Date of Sale	May 17, 2021	
	Sales Price	\$147,000	
	Adjustment to Sales Price	\$0	
	Adjusted Sales Price	\$147,000	
	MLS #	22105371	
TRANSFER INFORMATION			
Grantor	Robert W. & Mary S. Foley	Grantee	Mike Van De Riet & Kim Van De Riet
Recording Data	Warranty Deed #202112433	Marketing Time	27 Days on Market
Financing/Conditions	Cash/Market	Verified By	Kevin Wetherell, Listing Agent
Legal Description	Lot 9 in Block 1 of Seeley Lake Sky Park No. 2, Missoula County, Montana	Intended Use	Residential
Section/Township/Range	S01/T16N/R15W		
DESCRIPTION OF IMPROVEMENTS		ANALYSIS OF SALE	
Water Frontage	N/A	Sales Price	\$147,000
Access	Gravel County Road	Estimated Site Value	\$75,000
House Square Feet	938	Sales Price of Improvements	\$72,000
Bedroom/Bathrooms	2BR/1BA	Improvement Price/SF	\$77
Year Built or Renovated	1984 (Updated)		
Basement	N/A		
Construction	Manufactured		
Quality	Average		
Condition	Good		
Water/Sewer	Well/Septic		
Utilities	Electricity/Telephone		
Topography	Level		
Garage	None		
Outbuildings	2 Sheds		
Miscellaneous			
		Report File # 20-047ec	

HOME SALE 8

[illegible]

HOME SALE 9

COMPARABLE SALE INFORMATION

Location	145 Hickory Lane
City/State	Seeley Lake, MT
County	Missoula
Assessor Number	2001106
Zoning	Unzoned
Site Size: Acres	0.490
Square Feet	21,344
Date of Sale	August 1, 2018
Sales Price	\$59,000
Adjustment to Sales Price	\$0
Adjusted Sales Price	\$59,000
MLS #	21806622

TRANSFER INFORMATION

Grantor	George Blendermann & Pamela Castillon	Grantee	Dale W. Morris & Betty J. DeRock
Recording Data	Warranty Deed #201812669	Marketing Time	58 Days on Market
Financing/Conditions	Conventional/Market	Verified By	Bruce Wold, Listing Agent
Legal Description	Lot 8, Block 4, Seeley Lake Homesites No. 4	Intended Use	Residential
Section/Township/Range	S03/T16N/R15W		

DESCRIPTION OF IMPROVEMENTS

ANALYSIS OF SALE

Water Frontage	N/A
Access	Gravel County Road
House Square Feet	1,150
Bedroom/Bathrooms	4BR/2BA
Year Built or Renovated	1981
Basement	N/A
Construction	Manufactured
Quality	Average
Condition	Fair
Water/Sewer	City Water/Septic
Utilities	Electricity/Telephone
Topography	Level
Garage	N/A
Outbuildings	None
Miscellaneous	

Sales Price	\$59,000
Estimated Site Value	\$30,000
Sales Price of Improvements	\$29,000
Improvement Price/SF	\$25

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PROPERTY VALUATIONS

LOT 1

Site Value Estimate

The non-navigable waterfront comparable site sales presented were utilized to derive 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 1, COS #5310, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA					
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3	SALE 4
IDENTIFICATION	181 Grizzly Dr	520 Overland Trail	218 Overland Trail	NHN Shoreline Ct	430 Wagon Wheel Way
CITY	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$175,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR IMPROVEMENTS		-\$20,000	\$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		03/22/21	02/22/21	07/24/20	06/26/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00	1.00
ADJUSTED PRICE		\$155,000	\$140,000	\$115,000	\$125,000
SITE SIZE/ACRES	1.584	1.390	1.460	4.380	1.760
ADJUSTED SALES PRICE		\$155,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR:					
MARKET CONDITIONS	2021	2021	2021	2020	2020
		Equal =	Equal =	Inferior +	Inferior +
LOCATION	Seeley Lake	Double Arrow SD	Double Arrow SD	Seeley Lake	Double Arrow SD
		Superior -	Superior -	Equal =	Superior -
WATER FRONTAGE	Clearwater River	Clearwater River	Clearwater River	15' of Clearwater River	Clearwater River
		Equal =	Equal =	Inferior +	Equal =
SHAPE	Irregular	Irregular	Irregular	Irregular	Irregular
		Equal =	Equal =	Equal =	Equal =
TOPOGRAPHY	Level	Level	Level	Level	Rolling
		Equal =	Equal =	Equal =	Equal =
FLOOD ZONE	None	Small Portion in 100 Year Flood Way	Small Portion in 100 Year Flood Way	Small Portion in Clearwater River 100 Year Flood Plain	Small Portion in 100 Year Flood Way
		Equal =	Equal =	Equal =	Equal =
FRONTAGE/ACCESS	Gravel Private Rd	Gravel SD Road	Gravel SD Road	County Road	Gravel SD Road
		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	1.584	1.390	1.460	4.380	1.760
		Equal =	Equal =	Superior -	Equal =
OVERALL RATING COMPARED TO SUBJECT		Superior -	Superior -	Inferior +	Equal =
VALUE INDICATIONS		< \$155,000	< \$140,000	> \$115,000	= \$125,000

Discussion of Quantitative Adjustments

Adjustment for List Price: The comparables were closed as of the report effective date and did not require any adjustment in this category.

Adjustment for Improvements: The value determined in this section of this report is for the subject site with no improvements. Land Sale 1 included a permitted septic system. We estimated the current cost for such a system to be \$20,000. A downward adjustment of \$20,000 was made in this category for Land Sale 1. The remaining land sales did not include improvements of value and no adjustments were necessary in this category for these sales.

Property Rights: The ownership interest in this report for the subject property and for all of the land comparables is the fee simple interest. Consequently, no adjustments were necessary in this category.

Financing: All sales were cash or cash equivalent; therefore, no adjustments were necessary in this category.

Conditions of Sale: There were no atypical conditions of sale reported by the verifying parties for any of the comparables. No adjustments were made to the comparables in this category.

Buyer Expenditures: There were no buyer expenditures noted for the land sales utilized in this analysis. No adjustments were necessary in this category.

Market Conditions: The comparables sold in 2020 and 2021. There are typically few sales each year of similar sites in the subject market area. There were not a sufficient number of sales and re-sales of vacant similar sites to prepare credible paired sales analyses to determine the appropriate adjustment in this category. For this reason, no Quantitative adjustments were made in this category.

Based upon data presented in the Subject Market Analysis, the average sales price for non-navigable water front lots increased by approximately 96% from 2020 to 2021 Year-to-Date. Also, the historical demand far exceeds the current supply which typically results in price increases. For these reasons, some adjustment is considered necessary in this category. A 96% upward adjustment does not likely accurately reflect market changes between 2020 and 2021 since there are several months remaining in 2021. Since some adjustment is necessary and there was not sufficient market data for a Quantitative adjustment, we have made Qualitative adjustments in this category.

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.

Market Conditions: Land Sales 1 and 2 are identified as Equal = compared to the subject property in this category as these sales closed in 2021. Land Sales 3 and 4 are identified as Inferior + compared to the subject property in this category as these sales closed in 2020.

Location: The subject site is located in the greater Seeley Lake area. The comparables selected were the best and most similar available; however, Land Sales 1, 2, and 4 are within the Double Arrow Subdivision. According to the American Community Survey 2014-2018, there were 1,147 housing units in Seeley Lake during the survey period. According to the Double Arrow Landowners Association, there are 740 lots in the Double Arrow Subdivision. The Double Arrow Subdivision comprises a significant portion of Seeley Lake. For these reasons, use of comparable sales within the Double Arrow Subdivision was necessary for a credible appraisal report. The locations of Land Sales 1, 2, and 4 are identified as Superior - compared to the subject site due to access to subdivision amenities. Land Sale 3 is not within the Double Arrow Subdivision and is identified as Equal = compared to the subject site in this category.

Water Frontage: The subject site and comparables all include frontage along the Clearwater River. Land Sale 3 only includes a small sliver (15'wide) along the Clearwater River. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject site in this category. Land Sale 3 is identified as Inferior + 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 property and comparables have sufficient level areas for residential improvements. The subject and comparables are identified as Equal = in this category.

Flood Zone: The subject property does not include area within the 100 Year Flood Plain or 100 Year Flood Way. The comparables all include small areas within the 100 Year Flood Plain or 100 Year Flood Way. Since only small amounts of the comparables are within these areas, the marketability of the comparables is not impacted. For this reason, the comparables are identified as Equal = compared to the subject property in this category.

Frontage/Access: The subject property and comparables have vehicular access from shared roads or public roads. The subject and comparables are identified as Equal = in this category.

Zoning: The subject site and comparables are in areas with no zoning. The highest and best use of the subject and comparables is use for construction of a single family residence. Based upon analysis of highest and best use, the comparables are considered Equal = compared to the subject in this category.

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

Electricity/Telephone: The subject and comparables all have access to electricity and telephone service. The comparables are identified as Equal = compared to the subject in this category.

Size/Acres: The subject site totals 1.584 acres. Land Sales 1, 2, and 4 bracket the subject site in size. We did not locate any market evidence that there are price differences due to size for sites within the size ranges of the subject and these comparables. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject in this category.

Land Sale 3 is substantially larger than the subject site. Larger sites typically command higher sales price than smaller but otherwise similar sites. For this reason, Land Sale 3 is identified Superior – compared to the subject property in this category.

Reconciliation of Sales Comparison Approach for Subject Property As If Vacant

The adjusted indication of Land Sales 1, 2, and 3 are either less than or greater than the market value for the subject property. These comparables assist with bracketing the market value for the subject property. The adjusted indication for Land Sale 4 is equal to the market value for the subject property. All weight is accorded the adjusted indication from Land Sale 4. The indicated market value is \$125,000. This value is bracketed by the adjusted indications from Land Sales 1, 2, and 3 (greater than \$115,000 and less than \$155,000).

Site Value as Vacant

\$125,000

Improvement Value Estimate

House Sales 1, 2, and 3 are appropriate comparables for the subject residence. A sales comparison analysis for the subject property utilizing the comparables selected is below;

SALES COMPARISON ANALYSIS FOR LOT 1, COS # 5113, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA				
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3
IDENTIFICATION	181 Grizzly Dr	782 Riverview Dr	600 Riverview Dr	822 Frontier Dr
LOCATION	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$198,700	\$215,000	\$262,000
LIST ADJUSTMENT				
PROPERTY RIGHTS	Fee Simple	Fee Simple	Fee Simple	Fee Simple
PROPERTY RIGHTS ADJUSTMENT		\$0	\$0	\$0
FINANCING	Market	Market	Market	Market
FINANCING ADJUSTMENT		\$0	\$0	\$0
CONDITIONS OF SALE	Market	Market	Market	Market
CONDITIONS OF SALE ADJUSTMENT		\$0	\$0	\$0
ADJUSTMENTS FOR BUYER EXPENDITURES				
DEMOLITION		\$0	\$0	\$0
ENVIRONMENTAL		\$0	\$0	\$0
OTHER		\$0	\$0	\$0
LEGAL/ZONING		\$0	\$0	\$0
DATE OF SALE		05/27/21	11/30/20	06/30/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00
ADJUSTED PRICE		\$198,700	\$215,000	\$262,000
LESS SITE VALUE		(\$40,000)	(\$40,000)	(\$55,000)
ADJUSTED IMPROVEMENT PRICE		\$158,700	\$175,000	\$207,000
ADJUSTMENT FOR:				
LOCATION/SITE	River Front Site	Interior Site	Interior Site	Interior Site
		\$0	\$0	\$0
QUALITY	Average	Average	Average	Average
		\$0	\$0	\$0
CONDITION	Average	Average	Average	Good
		\$0	\$0	-\$31,050
BATHROOMS	1	1	1	1
		\$0	\$0	\$0
HOUSE SIZE/SF	1,210	768	1,040	728
		\$48,620	\$18,700	\$53,020
FINISHED BASEMENT SIZE/SF	0	0	0	0
		\$0	\$0	\$0
OUTBUILDINGS	Storage Building, Garage, Open Storage, & Pole Building	Inferior	Inferior	Superior
		\$19,000	\$15,000	-\$15,000
TOTAL ADJUSTMENT		\$67,620	\$33,700	\$6,970
NET ADJUSTMENT PERCENTAGE		43%	19%	3%
ADJUSTED PRICE INDICATION		\$226,320	\$208,700	\$213,970

Discussion of Adjustments

List Adjustment: Home Sales 1, 2, and 3 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 2020 and 2021. There are typically few sales each year of similar homes in the subject market area. There were not a sufficient number of sales and re-sales of similar homes to prepare credible paired sales analyses to determine the appropriate adjustment in this category. According to data presented in the Subject Market Analysis section of this report, market conditions are changing for homes on non-navigable water front sites in Seeley Lake. No adjustments were made in this category; however, changes in market conditions are addressed in the Reconciliation of this section of this report.

Location: The contributory site values for the 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 and Home Sales 1 and 2 are similar in overall condition. No adjustment was necessary in this category for these sales. Home Sale 3 is in superior condition and a downward adjustment of 15% was applied to this sale in this category. This adjustment percentage is considered to be reflective of the actions of market participants with regard to condition.

Bathrooms: The subject residence and the comparables have 1 bathroom. No adjustments was 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 \$110 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 basements. No adjustment was necessary in this category.

Outbuildings/Amenities: Adjustments were made for any differences between our estimates of contributory values of outbuildings for the comparables compared to the subject property. The contributory values of the subject outbuildings were estimated based upon depreciated costs calculated on the table below.

Building Description	Size/SF	Marshall Valuation	Cost/SF	Total Cost New
Storage Building	198	Section 17/Page 12	\$23.10	\$4,574
Garage	651	Section 12/Page 35	\$32.00	\$20,832
Open Storage	651	Section 17/Page 12	\$19.40	\$12,629
Pole Building	640	Section 17/Page 12	\$19.40	<u>\$12,416</u>
Total Cost New				\$50,451
Less Depreciation - Age/Life - 15/30 Years = 50%				<u>-\$25,226</u>
Depreciated Cost Estimate				\$25,226
Rounded To				\$25,000

Reconciliation of Sales Comparison Approach for Subject Improvements

The comparables provided adjusted indications of market value for the subject improvements of \$226,320, \$208,700, and \$213,970. All weight is accorded the adjusted indication from Home Sale 1 since it closed in 2021. A market value of \$226,000 is reasonable and well supported for the subject improvements.

Improvement Value **\$226,000**

Total Value Conclusion

The total value conclusions are derived by adding the subject site values to the estimated value of improvements. The calculations assuming a septic system is permissible are below;

Subject Site Value	\$125,000
Subject Improvements Value	<u>\$226,000</u>
Total Value Indication	\$351,000

LOT 3

Site Value Estimate

The non-navigable waterfront comparable site sales presented were utilized to derive 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 3, COS #5310, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA					
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3	SALE 4
IDENTIFICATION	261 Grizzly Dr	520 Overland Trail	218 Overland Trail	NHN Shoreline Ct	430 Wagon Wheel Way
CITY	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$175,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR IMPROVEMENTS		-\$20,000	\$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		03/22/21	02/22/21	07/24/20	06/26/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00	1.00
ADJUSTED PRICE		\$155,000	\$140,000	\$115,000	\$125,000
SITE SIZE/ACRES	1.113	1.390	1.460	4.380	1.760
ADJUSTED SALES PRICE		\$155,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR:					
MARKET CONDITIONS	2021	2021	2021	2020	2020
		Equal =	Equal =	Inferior +	Inferior +
LOCATION	Seeley Lake	Double Arrow SD	Double Arrow SD	Seeley Lake	Double Arrow SD
		Superior -	Superior -	Equal =	Superior -
WATER FRONTAGE	Clearwater River	Clearwater River	Clearwater River	15' of Clearwater River	Clearwater River
		Equal =	Equal =	Inferior +	Equal =
SHAPE	Irregular	Irregular	Irregular	Irregular	Irregular
		Equal =	Equal =	Equal =	Equal =
TOPOGRAPHY	Level	Level	Level	Level	Rolling
		Equal =	Equal =	Equal =	Equal =
FLOOD ZONE	None	Small Portion in 100 Year Flood Way	Small Portion in 100 Year Flood Way	Small Portion in Clearwater River 100 Year Flood Plain	Small Portion in 100 Year Flood Way
		Equal =	Equal =	Equal =	Equal =
FRONTAGE/ACCESS	Gravel Private Rd	Gravel SD Road	Gravel SD Road	County Road	Gravel SD Road
		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	1.113	1.390	1.460	4.380	1.760
		Equal =	Equal =	Superior -	Equal =
OVERALL RATING COMPARED TO SUBJECT		Superior -	Superior -	Inferior +	Equal =
VALUE INDICATIONS		< \$155,000	< \$140,000	> \$115,000	= \$125,000

Discussion of Quantitative Adjustments

Adjustment for List Price: The comparables were closed as of the report effective date and did not require any adjustment in this category.

Adjustment for Improvements: The value determined in this section of this report is for the subject site with no improvements. Land Sale 1 included a permitted septic system. We estimated the current cost for such a system to be \$20,000. A downward adjustment of \$20,000 was made in this category for Land Sale 1. The remaining land sales did not include improvements of value and no adjustments were necessary in this category for these sales.

Property Rights: The ownership interest in this report for the subject property and for all of the land comparables is the fee simple interest. Consequently, no adjustments were necessary in this category.

Financing: All sales were cash or cash equivalent; therefore, no adjustments were necessary in this category.

Conditions of Sale: There were no atypical conditions of sale reported by the verifying parties for any of the comparables. No adjustments were made to the comparables in this category.

Buyer Expenditures: There were no buyer expenditures noted for the land sales utilized in this analysis. No adjustments were necessary in this category.

Market Conditions: The comparables sold in 2020 and 2021. There are typically few sales each year of similar sites in the subject market area. There were not a sufficient number of sales and re-sales of vacant similar sites to prepare credible paired sales analyses to determine the appropriate adjustment in this category. For this reason, no Quantitative adjustments were made in this category.

Based upon data presented in the Subject Market Analysis, the average sales price for non-navigable water front lots increased by approximately 96% from 2020 to 2021 Year-to-Date. Also, the historical demand far exceeds the current supply which typically results in price increases. For these reasons, some adjustment is considered necessary in this category. A 96% upward adjustment does not likely accurately reflect market changes between 2020 and 2021 since there are several months remaining in 2021. Since some adjustment is necessary and there was not sufficient market data for a Quantitative adjustment, we have made Qualitative adjustments in this category.

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.

Market Conditions: Land Sales 1 and 2 are identified as Equal = compared to the subject property in this category as these sales closed in 2021. Land Sales 3 and 4 are identified as Inferior + compared to the subject property in this category as these sales closed in 2020.

Location: The subject site is located in the greater Seeley Lake area. The comparables selected were the best and most similar available; however, Land Sales 1, 2, and 4 are within the Double Arrow Subdivision. According to the American Community Survey 2014-2018, there were 1,147 housing units in Seeley Lake during the survey period. According to the Double Arrow Landowners Association, there are 740 lots in the Double Arrow Subdivision. The Double Arrow Subdivision comprises a significant portion of Seeley Lake. For these reasons, use of comparable sales within the Double Arrow Subdivision was necessary for a credible appraisal report. The locations of Land Sales 1, 2, and 4 are identified as Superior - compared to the subject site due to access to subdivision amenities. Land Sale 3 is not within the Double Arrow Subdivision and is identified as Equal = compared to the subject site in this category.

Water Frontage: The subject site and comparables all include frontage along the Clearwater River. Land Sale 3 only includes a small sliver (15'wide) along the Clearwater River. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject site in this category. Land Sale 3 is identified as Inferior + 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 property and comparables have sufficient level areas for residential improvements. The subject and comparables are identified as Equal = in this category.

Flood Zone: The subject property does not include area within the 100 Year Flood Plain or 100 Year Flood Way. The comparables all include small areas within the 100 Year Flood Plain or 100 Year Flood Way. Since only small amounts of the comparables are within these areas, the marketability of the comparables is not impacted. For this reason, the comparables are identified as Equal = compared to the subject property in this category.

Frontage/Access: The subject property and comparables have vehicular access from shared roads or public roads. The subject and comparables are identified as Equal = in this category.

Zoning: The subject site and comparables are in areas with no zoning. The highest and best use of the subject and comparables is use for construction of a single family residence. Based upon analysis of highest and best use, the comparables are considered Equal = compared to the subject in this category.

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

Electricity/Telephone: The subject and comparables all have access to electricity and telephone service. The comparables are identified as Equal = compared to the subject in this category.

Size/Acres: The subject site totals 1.113 acres. Land Sales 1, 2, and 4 are all larger than the subject property but very similar in size. We did not locate any market evidence that there are price differences due to size for sites within the size ranges of the subject and these comparables. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject in this category.

Land Sale 3 is substantially larger than the subject site. Larger sites typically command higher sales price than smaller but otherwise similar sites. For this reason, Land Sale 3 is identified Superior – compared to the subject property in this category.

Reconciliation of Sales Comparison Approach for Subject Property As If Vacant

The adjusted indication of Land Sales 1, 2, and 3 are either less than or greater than the market value for the subject property. These comparables assist with bracketing the market value for the subject property. The adjusted indication for Land Sale 4 is equal to the market value for the subject property. All weight is accorded the adjusted indication from Land Sale 4. The indicated market value is \$125,000. This value is bracketed by the adjusted indications from Land Sales 1, 2, and 3 (greater than \$115,000 and less than \$155,000).

Site Value as Vacant

\$125,000

Improvement Value Estimate

House Sales 7, 8, and 9 are appropriate comparables for the subject residence. A sales comparison analysis for the subject property utilizing the comparables selected is below;

SALES COMPARISON ANALYSIS FOR LOT 3, COS # 5310, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA				
DESCRIPTION	SUBJECT	SALE 7	SALE 8	SALE 9
IDENTIFICATION	261 Grizzly Dr	141 Eagle Port	554 Spruce Dr	145 Hickory Ln
LOCATION	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$147,000	\$65,000	\$59,000
LIST ADJUSTMENT				
PROPERTY RIGHTS	Fee Simple	Fee Simple	Fee Simple	Fee Simple
PROPERTY RIGHTS ADJUSTMENT		\$0	\$0	\$0
FINANCING	Market	Market	Market	Market
FINANCING ADJUSTMENT		\$0	\$0	\$0
CONDITIONS OF SALE	Market	Market	Market	Market
CONDITIONS OF SALE ADJUSTMENT		\$0	\$0	\$0
ADJUSTMENTS FOR BUYER EXPENDITURES				
DEMOLITION		\$0	\$0	\$0
ENVIRONMENTAL		\$0	\$0	\$0
OTHER		\$0	\$0	\$0
LEGAL/ZONING		\$0	\$0	\$0
DATE OF SALE		05/17/21	09/16/19	08/01/18
MARKET CONDITIONS FACTOR		1.00	1.00	1.00
ADJUSTED PRICE		\$147,000	\$65,000	\$59,000
LESS SITE VALUE		(\$75,000)	(\$25,000)	(\$30,000)
ADJUSTED IMPROVEMENT PRICE		\$72,000	\$40,000	\$29,000
ADJUSTMENT FOR:				
LOCATION/SITE	River Front Site	Interior Site	Interior Site	Interior Site
		\$0	\$0	\$0
QUALITY	Average	Average	Average	Average
		\$0	\$0	\$0
CONDITION	Very Good	Good	Average	Fair
		\$10,800	\$12,000	\$13,050
BATHROOMS	1	1	2	2
		\$0	-\$3,000	-\$3,000
HOUSE SIZE/SF	1,252	938	938	1,150
		\$7,536	\$7,536	\$2,448
FINISHED BASEMENT SIZE/SF	0	0	0	0
		\$0	\$0	\$0
OUTBUILDINGS	Storage Building, Wood Shed & Solar Array	Inferior	Inferior	Inferior
		\$6,000	\$8,000	\$13,000
TOTAL ADJUSTMENT		\$24,336	\$24,536	\$25,498
NET ADJUSTMENT PERCENTAGE		34%	61%	88%
ADJUSTED PRICE INDICATION		\$96,336	\$64,536	\$54,498

Discussion of Adjustments

List Adjustment: Home Sales 7, 8, and 9 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 2018, 2019, and 2021. There are typically few sales each year of similar homes in the subject market area. There were not a sufficient number of sales and re-sales of similar homes to prepare credible paired sales analyses to determine the appropriate adjustment in this category. According to data presented in the Subject Market Analysis section of this report, market conditions are changing for homes on non-navigable water front sites in Seeley Lake. No adjustments were made in this category; however, changes in market conditions are addressed in the Reconciliation of this section of this report.

Location: The contributory site values for the 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 has been completely renovated and is in superior condition compared to the comparables. Upward adjustments of 15% per category difference were made to the comparables in this category. This adjustment percentage per category is considered to be reflective of the actions of market participants with regard to condition.

Bathrooms: The subject residence includes 1 full bathroom. Home Sale 7 include a similar number of full bathrooms and no adjustment was necessary in this category for these sales. Home Sales 8 and 9 include an additional bathroom. Downward adjustments of \$3,000 were made to these sales in this category. This adjustment amount is considered to reflect the actions of market participants with regard to an additional full bathroom in mobile homes.

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 \$24 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 basements and no adjustment was necessary in this category.

Outbuildings/Amenities: Adjustments were made for any differences between our estimates of contributory values of outbuildings for the comparables compared to the subject property. The contributory value of the subject outbuilding was estimated based upon depreciated cost calculated on the table below.

Building Description	Size/SF	Marshall Valuation	Cost/SF	Total Cost New
Solar Array	211	Lessee	Lump Sum	\$15,000
Storage Building	160	Section 17/Page 12	\$19.40	\$3,104
Wood Shed	105	Section 17/Page 12	\$19.40	\$2,037
Total Cost New				\$20,141
Less Depreciation - Age/Life - 10/30 Years = 33%				-\$6,647
Depreciated Cost Estimate				\$13,494
Rounded To				\$13,000

Reconciliation of Sales Comparison Approach for Subject Improvements

The comparables provided adjusted indications of market value for the subject improvements of \$96,336, \$64,536, and \$54,498. All weight is accorded the adjusted indication from Home Sale 7 as it closed in 2021 and best reflects current market conditions. A market value of \$96,000 is reasonable and well supported for the subject improvements.

Improvement Value	\$96,000
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Total Value Conclusion

The total value conclusion is derived by adding the subject site value to the estimated value of improvements.

Subject Site Value	\$125,000
Subject Improvements Value	<u>\$ 96,000</u>
Total Value Indication	\$221,000

LOT 4

Site Value Estimate

The non-navigable waterfront comparable site sales presented were utilized to derive 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 4, COS #5310, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA					
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3	SALE 4
IDENTIFICATION	303 Grizzly Dr	520 Overland Trail	218 Overland Trail	NHN Shoreline Ct	430 Wagon Wheel Way
CITY	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$175,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR IMPROVEMENTS		-\$20,000	\$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		03/22/21	02/22/21	07/24/20	06/26/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00	1.00
ADJUSTED PRICE		\$155,000	\$140,000	\$115,000	\$125,000
SITE SIZE/ACRES	1.200	1.390	1.460	4.380	1.760
ADJUSTED SALES PRICE		\$155,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR:					
MARKET CONDITIONS	2021	2021	2021	2020	2020
		Equal =	Equal =	Inferior +	Inferior +
LOCATION	Seeley Lake	Double Arrow SD	Double Arrow SD	Seeley Lake	Double Arrow SD
		Superior -	Superior -	Equal =	Superior -
WATER FRONTAGE	Clearwater River	Clearwater River	Clearwater River	15' of Clearwater River	Clearwater River
		Equal =	Equal =	Inferior +	Equal =
SHAPE	Irregular	Irregular	Irregular	Irregular	Irregular
		Equal =	Equal =	Equal =	Equal =
TOPOGRAPHY	Level	Level	Level	Level	Rolling
		Equal =	Equal =	Equal =	Equal =
FLOOD ZONE	None	Small Portion in 100 Year Flood Way	Small Portion in 100 Year Flood Way	Small Portion in Clearwater River 100 Year Flood Plain	Small Portion in 100 Year Flood Way
		Equal =	Equal =	Equal =	Equal =
FRONTAGE/ACCESS	Gravel Private Rd	Gravel SD Road	Gravel SD Road	County Road	Gravel SD Road
		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	1.200	1.390	1.460	4.380	1.760
		Equal =	Equal =	Superior -	Equal =
OVERALL RATING COMPARED TO SUBJECT		Superior -	Superior -	Inferior +	Equal =
VALUE INDICATIONS		< \$155,000	< \$140,000	> \$115,000	= \$125,000

Discussion of Quantitative Adjustments

Adjustment for List Price: The comparables were closed as of the report effective date and did not require any adjustment in this category.

Adjustment for Improvements: The value determined in this section of this report is for the subject site with no improvements. Land Sale 1 included a permitted septic system. We estimated the current cost for such a system to be \$20,000. A downward adjustment of \$20,000 was made in this category for Land Sale 1. The remaining land sales did not include improvements of value and no adjustments were necessary in this category for these sales.

Property Rights: The ownership interest in this report for the subject property and for all of the land comparables is the fee simple interest. Consequently, no adjustments were necessary in this category.

Financing: All sales were cash or cash equivalent; therefore, no adjustments were necessary in this category.

Conditions of Sale: There were no atypical conditions of sale reported by the verifying parties for any of the comparables. No adjustments were made to the comparables in this category.

Buyer Expenditures: There were no buyer expenditures noted for the land sales utilized in this analysis. No adjustments were necessary in this category.

Market Conditions: The comparables sold in 2020 and 2021. There are typically few sales each year of similar sites in the subject market area. There were not a sufficient number of sales and re-sales of vacant similar sites to prepare credible paired sales analyses to determine the appropriate adjustment in this category. For this reason, no Quantitative adjustments were made in this category.

Based upon data presented in the Subject Market Analysis, the average sales price for non-navigable water front lots increased by approximately 96% from 2020 to 2021 Year-to-Date. Also, the historical demand far exceeds the current supply which typically results in price increases. For these reasons, some adjustment is considered necessary in this category. A 96% upward adjustment does not likely accurately reflect market changes between 2020 and 2021 since there are several months remaining in 2021. Since some adjustment is necessary and there was not sufficient market data for a Quantitative adjustment, we have made Qualitative adjustments in this category.

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.

Market Conditions: Land Sales 1 and 2 are identified as Equal = compared to the subject property in this category as these sales closed in 2021. Land Sales 3 and 4 are identified as Inferior + compared to the subject property in this category as these sales closed in 2020.

Location: The subject site is located in the greater Seeley Lake area. The comparables selected were the best and most similar available; however, Land Sales 1, 2, and 4 are within the Double Arrow Subdivision. According to the American Community Survey 2014-2018, there were 1,147 housing units in Seeley Lake during the survey period. According to the Double Arrow Landowners Association, there are 740 lots in the Double Arrow Subdivision. The Double Arrow Subdivision comprises a significant portion of Seeley Lake. For these reasons, use of comparable sales within the Double Arrow Subdivision was necessary for a credible appraisal report. The locations of Land Sales 1, 2, and 4 are identified as Superior - compared to the subject site due to access to subdivision amenities. Land Sale 3 is not within the Double Arrow Subdivision and is identified as Equal = compared to the subject site in this category.

Water Frontage: The subject site and comparables all include frontage along the Clearwater River. Land Sale 3 only includes a small sliver (15'wide) along the Clearwater River. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject site in this category. Land Sale 3 is identified as Inferior + 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 property and comparables have sufficient level areas for residential improvements. The subject and comparables are identified as Equal = in this category.

Flood Zone: The subject property does not include area within the 100 Year Flood Plain or 100 Year Flood Way. The comparables all include small areas within the 100 Year Flood Plain or 100 Year Flood Way. Since only small amounts of the comparables are within these areas, the marketability of the comparables is not impacted. For this reason, the comparables are identified as Equal = compared to the subject property in this category.

Frontage/Access: The subject property and comparables have vehicular access from shared roads or public roads. The subject and comparables are identified as Equal = in this category.

Zoning: The subject site and comparables are in areas with no zoning. The highest and best use of the subject and comparables is use for construction of a single family residence. Based upon analysis of highest and best use, the comparables are considered Equal = compared to the subject in this category.

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

Electricity/Telephone: The subject and comparables all have access to electricity and telephone service. The comparables are identified as Equal = compared to the subject in this category.

Size/Acres: The subject site totals 1.200 acres. Land Sales 1, 2, and 4 are all larger than the subject site but very similar in size. We did not locate any market evidence that there are price differences due to size for sites within the size ranges of the subject and these comparables. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject in this category.

Land Sale 3 is substantially larger than the subject site. Larger sites typically command higher sales price than smaller but otherwise similar sites. For this reason, Land Sale 3 is identified Superior – compared to the subject property in this category.

Reconciliation of Sales Comparison Approach for Subject Property As If Vacant

The adjusted indication of Land Sales 1, 2, and 3 are either less than or greater than the market value for the subject property. These comparables assist with bracketing the market value for the subject property. The adjusted indication for Land Sale 4 is equal to the market value for the subject property. All weight is accorded the adjusted indication from Land Sale 4. The indicated market value is \$125,000. This value is bracketed by the adjusted indications from Land Sales 1, 2, and 3 (greater than \$115,000 and less than \$155,000).

Site Value as Vacant

\$125,000

Improvement Value Estimate

House Sales 7, 8, and 9 are appropriate comparables for the subject residence. A sales comparison analysis for the subject property utilizing the comparables selected is below;

SALES COMPARISON ANALYSIS FOR LOT 4, COS # 5310, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA				
DESCRIPTION	SUBJECT	SALE 7	SALE 8	SALE 9
IDENTIFICATION	303 Grizzly Dr	141 Eagle Port	554 Spruce Dr	145 Hickory Ln
LOCATION	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$147,000	\$65,000	\$59,000
LIST ADJUSTMENT				
PROPERTY RIGHTS	Fee Simple	Fee Simple	Fee Simple	Fee Simple
PROPERTY RIGHTS ADJUSTMENT		\$0	\$0	\$0
FINANCING	Market	Market	Market	Market
FINANCING ADJUSTMENT		\$0	\$0	\$0
CONDITIONS OF SALE	Market	Market	Market	Market
CONDITIONS OF SALE ADJUSTMENT		\$0	\$0	\$0
ADJUSTMENTS FOR BUYER EXPENDITURES				
DEMOLITION		\$0	\$0	\$0
ENVIRONMENTAL		\$0	\$0	\$0
OTHER		\$0	\$0	\$0
LEGAL/ZONING		\$0	\$0	\$0
DATE OF SALE		05/17/21	09/16/19	08/01/18
MARKET CONDITIONS FACTOR		1.00	1.00	1.00
ADJUSTED PRICE		\$147,000	\$65,000	\$59,000
LESS SITE VALUE		(\$75,000)	(\$25,000)	(\$30,000)
ADJUSTED IMPROVEMENT PRICE		\$72,000	\$40,000	\$29,000
ADJUSTMENT FOR:				
LOCATION/SITE	River Front Site	Interior Site	Interior Site	Interior Site
		\$0	\$0	\$0
QUALITY	Average	Average	Average	Average
		\$0	\$0	\$0
CONDITION	Good	Good	Average	Fair
		\$0	\$6,000	\$8,700
BATHROOMS	1	1	2	2
		\$0	-\$3,000	-\$3,000
HOUSE SIZE/SF	684	938	938	1,150
		-\$6,096	-\$6,096	-\$11,184
FINISHED BASEMENT SIZE/SF	0	0	0	0
		\$0	\$0	\$0
OUTBUILDINGS	Storage Building, Storage Building, Enclosed Storage, Garage, & Chicken Coop	Inferior	Inferior	Inferior
		\$19,000	\$21,000	\$26,000
TOTAL ADJUSTMENT		\$12,904	\$17,904	\$20,516
NET ADJUSTMENT PERCENTAGE		18%	45%	71%
ADJUSTED PRICE INDICATION		\$84,904	\$57,904	\$49,516

Discussion of Adjustments

List Adjustment: Home Sales 7, 8, and 9 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 2018, 2019, and 2021. There are typically few sales each year of similar homes in the subject market area. There were not a sufficient number of sales and re-sales of similar homes to prepare credible paired sales analyses to determine the appropriate adjustment in this category. According to data presented in the Subject Market Analysis section of this report, market conditions are changing for homes on non-navigable water front sites in Seeley Lake. No adjustments were made in this category; however, changes in market conditions are addressed in the Reconciliation of this section of this report.

Location: The contributory site values for the 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 and Home Sale 7 are considered to be in similar condition. No adjustment was necessary for Home Sale 1 in this category. Home Sales 8 and 9 are considered to be in inferior condition compared to the subject residence. Upward adjustment of 15% per category difference were made to these sales in this category. This adjustment percentage is considered reasonable and indicative of the actions of market participants relative to condition.

Bathrooms: The subject residence includes 1 full bathroom. Home Sale 7 include a similar number of full bathrooms and no adjustment was necessary in this category for these sales. Home Sales 8 and 9 include an additional bathroom. Downward adjustments of \$3,000 were made to these sales in this category. This adjustment amount is considered to reflect the actions of market participants with regard to an additional full bathroom in mobile homes.

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 \$24 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 basements and no adjustment was necessary in this category.

Outbuildings/Amenities: Adjustments were made for any differences between our estimates of contributory values of outbuildings for the comparables compared to the subject property. The contributory values of the subject outbuildings were estimated based upon depreciated costs calculated on the table below.

Building Description	Size/SF	Marshall Valuation	Cost/SF	Total Cost New
Storage Building	264	Section 17/Page 12	\$19.40	\$5,122
Storage Building	240	Section 17/Page 12	\$19.40	\$4,656
Enclosed Storage	168	Section 17/Page 12	\$19.40	\$3,259
Garage	750	Section 12/Page 35	\$32.00	\$24,000
Chicken Coop	56	Section 17/Page 12	\$19.40	\$1,086
Total Cost New				\$38,123
Less Depreciation - Age/Life - 10/30 Years = 33%				<u>-\$12,581</u>
Depreciated Cost Estimate				\$25,543
Rounded To				\$26,000

Reconciliation of Sales Comparison Approach for Subject Improvements

The comparables provided adjusted indications of market value for the subject improvements of \$84,904, \$57,904, and \$49,516. All weight is accorded the adjusted indication from Home Sale 7 as it closed in 2021 and best reflects current market conditions. A market value of \$82,000 is reasonable and well supported for the subject improvements.

Improvement Value	\$85,000
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Total Value Conclusion

The total value conclusions are derived by adding the subject site values to the estimated value of improvements. The calculations assuming a septic system is permissible are below;

Subject Site Value	\$125,000
Subject Improvements Value	<u>\$ 85,000</u>
Total Value Indication	\$210,000

LOT 5

Site Value Estimate

The non-navigable waterfront comparable site sales presented were utilized to derive 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 5, COS #5310, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA					
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3	SALE 4
IDENTIFICATION	377 Grizzly Dr	520 Overland Trail	218 Overland Trail	NHN Shoreline Ct	430 Wagon Wheel Way
CITY	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$175,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR IMPROVEMENTS		-\$20,000	\$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		03/22/21	02/22/21	07/24/20	06/26/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00	1.00
ADJUSTED PRICE		\$155,000	\$140,000	\$115,000	\$125,000
SITE SIZE/ACRES	1.956	1.390	1.460	4.380	1.760
ADJUSTED SALES PRICE		\$155,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR:					
MARKET CONDITIONS	2021	2021	2021	2020	2020
		Equal =	Equal =	Inferior +	Inferior +
LOCATION	Seeley Lake	Double Arrow SD	Double Arrow SD	Seeley Lake	Double Arrow SD
		Superior -	Superior -	Equal =	Superior -
WATER FRONTAGE	Clearwater River	Clearwater River	Clearwater River	15' of Clearwater River	Clearwater River
		Equal =	Equal =	Inferior +	Equal =
SHAPE	Irregular	Irregular	Irregular	Irregular	Irregular
		Equal =	Equal =	Equal =	Equal =
TOPOGRAPHY	Level	Level	Level	Level	Rolling
		Equal =	Equal =	Equal =	Equal =
FLOOD ZONE	None	Small Portion in 100 Year Flood Way	Small Portion in 100 Year Flood Way	Small Portion in Clearwater River 100 Year Flood Plain	Small Portion in 100 Year Flood Way
		Equal =	Equal =	Equal =	Equal =
FRONTAGE/ACCESS	Gravel Private Rd	Gravel SD Road	Gravel SD Road	County Road	Gravel SD Road
		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	1.956	1.390	1.460	4.380	1.760
		Equal =	Equal =	Superior -	Equal =
OVERALL RATING COMPARED TO SUBJECT		Superior -	Superior -	Inferior +	Equal =
VALUE INDICATIONS		< \$155,000	< \$140,000	> \$115,000	= \$125,000

Discussion of Quantitative Adjustments

Adjustment for List Price: The comparables were closed as of the report effective date and did not require any adjustment in this category.

Adjustment for Improvements: The value determined in this section of this report is for the subject site with no improvements. Land Sale 1 included a permitted septic system. We estimated the current cost for such a system to be \$20,000. A downward adjustment of \$20,000 was made in this category for Land Sale 1. The remaining land sales did not include improvements of value and no adjustments were necessary in this category for these sales.

Property Rights: The ownership interest in this report for the subject property and for all of the land comparables is the fee simple interest. Consequently, no adjustments were necessary in this category.

Financing: All sales were cash or cash equivalent; therefore, no adjustments were necessary in this category.

Conditions of Sale: There were no atypical conditions of sale reported by the verifying parties for any of the comparables. No adjustments were made to the comparables in this category.

Buyer Expenditures: There were no buyer expenditures noted for the land sales utilized in this analysis. No adjustments were necessary in this category.

Market Conditions: The comparables sold in 2020 and 2021. There are typically few sales each year of similar sites in the subject market area. There were not a sufficient number of sales and re-sales of vacant similar sites to prepare credible paired sales analyses to determine the appropriate adjustment in this category. For this reason, no Quantitative adjustments were made in this category.

Based upon data presented in the Subject Market Analysis, the average sales price for non-navigable water front lots increased by approximately 96% from 2020 to 2021 Year-to-Date. Also, the historical demand far exceeds the current supply which typically results in price increases. For these reasons, some adjustment is considered necessary in this category. A 96% upward adjustment does not likely accurately reflect market changes between 2020 and 2021 since there are several months remaining in 2021. Since some adjustment is necessary and there was not sufficient market data for a Quantitative adjustment, we have made Qualitative adjustments in this category.

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.

Market Conditions: Land Sales 1 and 2 are identified as Equal = compared to the subject property in this category as these sales closed in 2021. Land Sales 3 and 4 are identified as Inferior + compared to the subject property in this category as these sales closed in 2020.

Location: The subject site is located in the greater Seeley Lake area. The comparables selected were the best and most similar available; however, Land Sales 1, 2, and 4 are within the Double Arrow Subdivision. According to the American Community Survey 2014-2018, there were 1,147 housing units in Seeley Lake during the survey period. According to the Double Arrow Landowners Association, there are 740 lots in the Double Arrow Subdivision. The Double Arrow Subdivision comprises a significant portion of Seeley Lake. For these reasons, use of comparable sales within the Double Arrow Subdivision was necessary for a credible appraisal report. The locations of Land Sales 1, 2, and 4 are identified as Superior - compared to the subject site due to access to subdivision amenities. Land Sale 3 is not within the Double Arrow Subdivision and is identified as Equal = compared to the subject site in this category.

Water Frontage: The subject site and comparables all include frontage along the Clearwater River. Land Sale 3 only includes a small sliver (15'wide) along the Clearwater River. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject site in this category. Land Sale 3 is identified as Inferior + 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 property and comparables have sufficient level areas for residential improvements. The subject and comparables are identified as Equal = in this category.

Flood Zone: The subject property does not include area within the 100 Year Flood Plain or 100 Year Flood Way. The comparables all include small areas within the 100 Year Flood Plain or 100 Year Flood Way. Since only small amounts of the comparables are within these areas, the marketability of the comparables is not impacted. For this reason, the comparables are identified as Equal = compared to the subject property in this category.

Frontage/Access: The subject property and comparables have vehicular access from shared roads or public roads. The subject and comparables are identified as Equal = in this category.

Zoning: The subject site and comparables are in areas with no zoning. The highest and best use of the subject and comparables is use for construction of a single family residence. Based upon analysis of highest and best use, the comparables are considered Equal = compared to the subject in this category.

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

Electricity/Telephone: The subject and comparables all have access to electricity and telephone service. The comparables are identified as Equal = compared to the subject in this category.

Size/Acres: The subject site totals 1.956 acres. Land Sales 1, 2, and 4 are all smaller than the site in size but are very similar in size. We did not locate any market evidence that there are price differences due to size for sites within the size ranges of the subject and these comparables. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject in this category.

Land Sale 3 is substantially larger than the subject site. Larger sites typically command higher sales price than smaller but otherwise similar sites. For this reason, Land Sale 3 is identified Superior – compared to the subject property in this category.

Reconciliation of Sales Comparison Approach for Subject Property As If Vacant

The adjusted indication of Land Sales 1, 2, and 3 are either less than or greater than the market value for the subject property. These comparables assist with bracketing the market value for the subject property. The adjusted indication for Land Sale 4 is equal to the market value for the subject property. All weight is accorded the adjusted indication from Land Sale 4. The indicated market value is \$125,000. This value is bracketed by the adjusted indications from Land Sales 1, 2, and 3 (greater than \$115,000 and less than \$155,000).

Site Value as Vacant

\$125,000

Improvement Value Estimate

House Sales 4, 5, and 6 are appropriate comparables for the subject residence. A sales comparison analysis for the subject property utilizing the comparables selected is below;

SALES COMPARISON ANALYSIS FOR LOT 5, COS # 5113, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA				
DESCRIPTION	SUBJECT	SALE 4	SALE 5	SALE 6
IDENTIFICATION	377 Grizzly Dr	647 Rainbow Ct	740 Overland Trail	552 Overland Trail
LOCATION	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$582,500	\$429,000	\$443,000
LIST ADJUSTMENT				
PROPERTY RIGHTS	Fee Simple	Fee Simple	Fee Simple	Fee Simple
PROPERTY RIGHTS ADJUSTMENT		\$0	\$0	\$0
FINANCING	Market	Market	Market	Market
FINANCING ADJUSTMENT		\$0	\$0	\$0
CONDITIONS OF SALE	Market	Market	Market	Market
CONDITIONS OF SALE ADJUSTMENT		\$0	\$0	\$0
ADJUSTMENTS FOR BUYER EXPENDITURES				
DEMOLITION		\$0	\$0	\$0
ENVIRONMENTAL		\$0	\$0	\$0
OTHER		\$0	\$0	\$0
LEGAL/ZONING		\$0	\$0	\$0
DATE OF SALE		05/12/21	09/30/20	06/10/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00
ADJUSTED PRICE		\$582,500	\$429,000	\$443,000
LESS SITE VALUE		(\$150,000)	(\$125,000)	(\$125,000)
ADJUSTED IMPROVEMENT PRICE		\$432,500	\$304,000	\$318,000
ADJUSTMENT FOR:				
LOCATION/SITE	River Front Site	River Front Site	River Front Site	River Front Site
		\$0	\$0	\$0
QUALITY	Good	Good	Good	Good
		\$0	\$0	\$0
CONDITION	Good	Very Good	Average	Average
		-\$64,875	\$45,600	\$47,700
BATHROOMS	1	3	2	2
		-\$10,000	-\$5,000	-\$5,000
HOUSE SIZE/SF	1,801	1,716	2,052	1,941
		\$7,990	-\$23,594	-\$13,160
FINISHED BASEMENT SIZE/SF	0	1,716	0	1,536
		-\$80,652	\$0	-\$72,192
OUTBUILDINGS	Storage Building	Superior	Superior	Superior
		-\$26,000	-\$16,000	-\$16,000
TOTAL ADJUSTMENT		-\$173,537	\$1,006	-\$58,652
NET ADJUSTMENT PERCENTAGE		-40%	0%	-18%
ADJUSTED PRICE INDICATION		\$258,963	\$305,006	\$259,348

Discussion of Adjustments

List Adjustment: Home Sales 4, 5, and 6 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 2020 and 2021. There are typically few sales each year of similar homes in the subject market area. There were not a sufficient number of sales and re-sales of similar homes to prepare credible paired sales analyses to determine the appropriate adjustment in this category. According to data presented in the Subject Market Analysis section of this report, market conditions are changing for homes on non-navigable water front sites in Seeley Lake. No adjustments were made in this category; however, changes in market conditions are addressed in the Reconciliation of this section of this report.

Location: The contributory site values for the 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 comparables are considered similar in quality and no adjustment was necessary in this category.

Condition: The subject residence is considered inferior in overall condition compared to Home Sale 4 and superior to Home Sales 5 and 6. Downward or upward adjustments of 15% per category were made to the comparables. This adjustment percentage is considered reasonable and reflective of the actions of market participants with regard to condition.

Bathrooms: The subject residence includes 1 full bathroom. The comparables include 2 of 3 bathrooms. Downward adjustments of \$5,000 were made for each additional bathroom compared to the subject residence. This adjustment amount is considered to reflect the actions of market participants with regard to an additional full bathroom.

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 \$94 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 residence and Home Sale 5 do not include finished basements. No adjustment was necessary in this category for Home Sale 5. Home Sales 4 and 6 include finished basement areas. An adjustment of \$47 per square foot was made to these two sales for finished basement area. This equates to approximately one half of the adjustment for the difference in above grade square footage. This adjustment amount is considered reasonable and reflective of the actions of market participants.

Outbuildings/Amenities: Adjustments were made for any differences between our estimates of contributory values of outbuildings for the comparables compared to the subject property. The contributory value of the subject outbuilding was estimated based upon depreciated cost calculated on the table below.

Building Description	Size/SF	Marshall Valuation	Cost/SF	Total Cost New
Storage Building	451	Section 17/Page 12	\$19.40	\$8,749
Total Cost New				\$8,749
Less Depreciation - Age/Life - 15/30 Years = 50%				<u>-\$4,375</u>
Depreciated Cost Estimate				\$4,375
Rounded To				\$4,000

Reconciliation of Sales Comparison Approach for Subject Improvements

The comparables provided adjusted indications of market value for the subject improvements of \$258,963, \$305,006, and \$259,348. Approximately equal weight is accorded the adjusted indications from all three comparables. The rounded average of the indications is \$274,000 which is above the adjusted indication from Home Sale 1. Home Sale 1 closed in 2021. Based upon our analysis, placing equal weight on all three adjusted indications is reflective of current market conditions. A market value of \$274,000 is reasonable and well supported for the subject improvements.

Improvement Value

\$274,000

Total Value Conclusion

The total value conclusions are derived by adding the subject site values to the estimated value of improvements. The calculations assuming a septic system is permissible are below;

Subject Site Value	\$125,000
Subject Improvements Value	<u>\$274,000</u>
Total Value Indication	\$399,000

LOT 7

Site Value Estimate

The non-navigable waterfront comparable site sales presented were utilized to derive 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 7, COS #5310, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA					
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3	SALE 4
IDENTIFICATION	461 Grizzly Dr	520 Overland Trail	218 Overland Trail	NHN Shoreline Ct	430 Wagon Wheel Way
CITY	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$175,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR IMPROVEMENTS		-\$20,000	\$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		03/22/21	02/22/21	07/24/20	06/26/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00	1.00
ADJUSTED PRICE		\$155,000	\$140,000	\$115,000	\$125,000
SITE SIZE/ACRES	2.910	1.390	1.460	4.380	1.760
ADJUSTED SALES PRICE		\$155,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR:					
MARKET CONDITIONS	2021	2021	2021	2020	2020
		Equal =	Equal =	Inferior +	Inferior +
LOCATION	Seeley Lake	Double Arrow SD	Double Arrow SD	Seeley Lake	Double Arrow SD
		Superior -	Superior -	Equal =	Superior -
WATER FRONTAGE	Clearwater River	Clearwater River	Clearwater River	15' of Clearwater River	Clearwater River
		Equal =	Equal =	Inferior +	Equal =
SHAPE	Irregular	Irregular	Irregular	Irregular	Irregular
		Equal =	Equal =	Equal =	Equal =
TOPOGRAPHY	Level	Level	Level	Level	Rolling
		Equal =	Equal =	Equal =	Equal =
FLOOD ZONE	None	Small Portion in 100 Year Flood Way	Small Portion in 100 Year Flood Way	Small Portion in Clearwater River 100 Year Flood Plain	Small Portion in 100 Year Flood Way
		Equal =	Equal =	Equal =	Equal =
FRONTAGE/ACCESS	Gravel Private Rd	Gravel SD Road	Gravel SD Road	County Road	Gravel SD Road
		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	2.910	1.390	1.460	4.380	1.760
		Equal =	Equal =	Superior -	Equal =
OVERALL RATING COMPARED TO SUBJECT		Superior -	Superior -	Inferior +	Equal =
VALUE INDICATIONS		< \$155,000	< \$140,000	> \$115,000	= \$125,000

Discussion of Quantitative Adjustments

Adjustment for List Price: The comparables were closed as of the report effective date and did not require any adjustment in this category.

Adjustment for Improvements: The value determined in this section of this report is for the subject site with no improvements. Land Sale 1 included a permitted septic system. We estimated the current cost for such a system to be \$20,000. A downward adjustment of \$20,000 was made in this category for Land Sale 1. The remaining land sales did not include improvements of value and no adjustments were necessary in this category for these sales.

Property Rights: The ownership interest in this report for the subject property and for all of the land comparables is the fee simple interest. Consequently, no adjustments were necessary in this category.

Financing: All sales were cash or cash equivalent; therefore, no adjustments were necessary in this category.

Conditions of Sale: There were no atypical conditions of sale reported by the verifying parties for any of the comparables. No adjustments were made to the comparables in this category.

Buyer Expenditures: There were no buyer expenditures noted for the land sales utilized in this analysis. No adjustments were necessary in this category.

Market Conditions: The comparables sold in 2020 and 2021. There are typically few sales each year of similar sites in the subject market area. There were not a sufficient number of sales and re-sales of vacant similar sites to prepare credible paired sales analyses to determine the appropriate adjustment in this category. For this reason, no Quantitative adjustments were made in this category.

Based upon data presented in the Subject Market Analysis, the average sales price for non-navigable water front lots increased by approximately 96% from 2020 to 2021 Year-to-Date. Also, the historical demand far exceeds the current supply which typically results in price increases. For these reasons, some adjustment is considered necessary in this category. A 96% upward adjustment does not likely accurately reflect market changes between 2020 and 2021 since there are several months remaining in 2021. Since some adjustment is necessary and there was not sufficient market data for a Quantitative adjustment, we have made Qualitative adjustments in this category.

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.

Market Conditions: Land Sales 1 and 2 are identified as Equal = compared to the subject property in this category as these sales closed in 2021. Land Sales 3 and 4 are identified as Inferior + compared to the subject property in this category as these sales closed in 2020.

Location: The subject site is located in the greater Seeley Lake area. The comparables selected were the best and most similar available; however, Land Sales 1, 2, and 4 are within the Double Arrow Subdivision. According to the American Community Survey 2014-2018, there were 1,147 housing units in Seeley Lake during the survey period. According to the Double Arrow Landowners Association, there are 740 lots in the Double Arrow Subdivision. The Double Arrow Subdivision comprises a significant portion of Seeley Lake. For these reasons, use of comparable sales within the Double Arrow Subdivision was necessary for a credible appraisal report. The locations of Land Sales 1, 2, and 4 are identified as Superior - compared to the subject site due to access to subdivision amenities. Land Sale 3 is not within the Double Arrow Subdivision and is identified as Equal = compared to the subject site in this category.

Water Frontage: The subject site and comparables all include frontage along the Clearwater River. Land Sale 3 only includes a small sliver (15'wide) along the Clearwater River. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject site in this category. Land Sale 3 is identified as Inferior + 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 property and comparables have sufficient level areas for residential improvements. The subject and comparables are identified as Equal = in this category.

Flood Zone: The subject property does not include area within the 100 Year Flood Plain or 100 Year Flood Way. The comparables all include small areas within the 100 Year Flood Plain or 100 Year Flood Way. Since only small amounts of the comparables are within these areas, the marketability of the comparables is not impacted. For this reason, the comparables are identified as Equal = compared to the subject property in this category.

Frontage/Access: The subject property and comparables have vehicular access from shared roads or public roads. The subject and comparables are identified as Equal = in this category.

Zoning: The subject site and comparables are in areas with no zoning. The highest and best use of the subject and comparables is use for construction of a single family residence. Based upon analysis of highest and best use, the comparables are considered Equal = compared to the subject in this category.

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

Electricity/Telephone: The subject and comparables all have access to electricity and telephone service. The comparables are identified as Equal = compared to the subject in this category.

Size/Acres: The subject site totals 2.91 acres. Land Sales 1, 2, and 4 are all smaller than the subject site in size but are very similar. We did not locate any market evidence that there are price differences due to size for sites within the size ranges of the subject and these comparables. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject in this category.

Land Sale 3 is substantially larger than the subject site. Larger sites typically command higher sales price than smaller but otherwise similar sites. For this reason, Land Sale 3 is identified Superior – compared to the subject property in this category.

Reconciliation of Sales Comparison Approach for Subject Property As If Vacant

The adjusted indication of Land Sales 1, 2, and 3 are either less than or greater than the market value for the subject property. These comparables assist with bracketing the market value for the subject property. The adjusted indication for Land Sale 4 is equal to the market value for the subject property. All weight is accorded the adjusted indication from Land Sale 4. The indicated market value is \$125,000. This value is bracketed by the adjusted indications from Land Sales 1, 2, and 3 (greater than \$115,000 and less than \$155,000).

Site Value as Vacant

\$125,000

Improvement Value Estimate

House Sales 4, 5, and 6 are appropriate comparables for the subject residence. A sales comparison analysis for the subject property utilizing the comparables selected is below;

SALES COMPARISON ANALYSIS FOR LOT 7, COS # 5113, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA				
DESCRIPTION	SUBJECT	SALE 4	SALE 5	SALE 6
IDENTIFICATION	461 Grizzly Dr	647 Rainbow Ct	740 Overland Trail	552 Overland Trail
LOCATION	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$582,500	\$429,000	\$443,000
LIST ADJUSTMENT				
PROPERTY RIGHTS	Fee Simple	Fee Simple	Fee Simple	Fee Simple
PROPERTY RIGHTS ADJUSTMENT		\$0	\$0	\$0
FINANCING	Market	Market	Market	Market
FINANCING ADJUSTMENT		\$0	\$0	\$0
CONDITIONS OF SALE	Market	Market	Market	Market
CONDITIONS OF SALE ADJUSTMENT		\$0	\$0	\$0
ADJUSTMENTS FOR BUYER EXPENDITURES				
DEMOLITION		\$0	\$0	\$0
ENVIRONMENTAL		\$0	\$0	\$0
OTHER		\$0	\$0	\$0
LEGAL/ZONING		\$0	\$0	\$0
DATE OF SALE		05/12/21	09/30/20	06/10/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00
ADJUSTED PRICE		\$582,500	\$429,000	\$443,000
LESS SITE VALUE		(\$150,000)	(\$125,000)	(\$125,000)
ADJUSTED IMPROVEMENT PRICE		\$432,500	\$304,000	\$318,000
ADJUSTMENT FOR:				
LOCATION/SITE	River Front Site	River Front Site	River Front Site	River Front Site
		\$0	\$0	\$0
QUALITY	Average	Good	Good	Good
		-\$64,875	-\$45,600	-\$47,700
CONDITION	Good	Very Good	Average	Average
		-\$64,875	\$45,600	\$47,700
BATHROOMS	2	3	2	2
		-\$5,000	\$0	\$0
HOUSE SIZE/SF	1,779	1,716	2,052	1,941
		\$5,922	-\$25,662	-\$15,228
FINISHED BASEMENT SIZE/SF	0	1,716	0	1,536
		-\$80,652	\$0	-\$72,192
OUTBUILDINGS	Storage Building, Garage, Lean-to, Lean-to, Pole Building & Pole Building	Superior	Superior	Superior
		-\$14,000	-\$4,000	-\$4,000
TOTAL ADJUSTMENT		-\$223,480	-\$29,662	-\$91,420
NET ADJUSTMENT PERCENTAGE		-52%	-10%	-29%
ADJUSTED PRICE INDICATION		\$209,020	\$274,338	\$226,580

Discussion of Adjustments

List Adjustment: Home Sales 4, 5, and 6 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 2020 and 2021. There are typically few sales each year of similar homes in the subject market area. There were not a sufficient number of sales and re-sales of similar homes to prepare credible paired sales analyses to determine the appropriate adjustment in this category. According to data presented in the Subject Market Analysis section of this report, market conditions are changing for homes on non-navigable water front sites in Seeley Lake. No adjustments were made in this category; however, changes in market conditions are addressed in the Reconciliation of this section of this report.

Location: The contributory site values for the 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 comparables are all considered superior compared to the subject in overall construction quality. Downward adjustments of 15% were made to the comparables in this category. This adjustment percentage is considered reasonable and reflective of the actions of market participants with regard to quality.

Condition: The subject residence is considered inferior in overall condition compared to Home Sale 4 and superior to Home Sales 5 and 6. Downward or upward adjustments of 15% per category were made to the comparables. This adjustment percentage is considered reasonable and reflective of the actions of market participants with regard to condition.

Bathrooms: The subject residence and Home Sales 5 and 6 include 2 full bathrooms. Home Sales 5 and 6 required no adjustment in this category. Home Sale 4 includes 3 bathrooms. A downward adjustment of \$5,000 was made for the additional bathroom compared to the subject residence for Home Sale 4. This adjustment amount is considered to reflect the actions of market participants with regard to an additional full bathroom.

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 \$94 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 residence and Home Sale 5 do not include finished basements. No adjustment was necessary in this category for Home Sale 5. Home Sales 4 and 6 include finished basement areas. An adjustment of \$47 per square foot was made to these two sales for finished basement area. This equates to approximately one half of the adjustment for the difference in above grade square footage. This adjustment amount is considered reasonable and reflective of the actions of market participants.

Outbuildings/Amenities: Adjustments were made for any differences between our estimates of contributory values of outbuildings for the comparables compared to the subject property. The contributory value of the subject outbuildings were estimated based upon depreciated costs calculated on the table below.

Building Description	Size/SF	Marshall Valuation	Cost/SF	Total Cost New
Storage Building	128	Section 17/Page 12	\$19.40	\$2,483
Garage	192	Section 12/Page 35	\$46.75	\$8,976
Lean-to	160	Section 17/Page 12	\$19.40	\$3,104
Lean-to	160	Section 17/Page 12	\$19.40	\$3,104
Pole Building	512	Section 17/Page 12	\$19.40	\$9,933
Pole Building	223	Section 17/Page 12	\$19.40	\$4,326
Total Cost New				\$31,926
Less Depreciation - Age/Life - 15/30 Years = 50%				-\$15,963
Depreciated Cost Estimate				\$15,963
Rounded To				\$16,000

Reconciliation of Sales Comparison Approach for Subject Improvements

The comparables provided adjusted indications of market value for the subject improvements of \$209,020, \$274,338, and \$226,580. Approximately equal weight is accorded the adjusted indications from all three comparables. The rounded average of the indications is \$237,000 which is above the adjusted indication from Home Sale 1. Home Sale 1 closed in 2021. Based upon our analysis, placing equal weight on all three adjusted indications is reflective of current market conditions. A market value of \$237,000 is reasonable and well supported for the subject improvements.

Improvement Value

\$237,000

Total Value Conclusion

The total value conclusion is derived by adding the subject site value to the estimated value of improvements.

Subject Site Value	\$125,000
Subject Improvements Value	<u>\$237,000</u>
Total Value Indication	\$362,000

LOT 8

Site Value Estimate

The non-navigable waterfront comparable site sales presented were utilized to derive 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 8, COS #5310, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA					
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3	SALE 4
IDENTIFICATION	479 Grizzly Dr	520 Overland Trail	218 Overland Trail	NHN Shoreline Ct	430 Wagon Wheel Way
CITY	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$175,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR IMPROVEMENTS		-\$20,000	\$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		03/22/21	02/22/21	07/24/20	06/26/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00	1.00
ADJUSTED PRICE		\$155,000	\$140,000	\$115,000	\$125,000
SITE SIZE/ACRES	2.236	1.390	1.460	4.380	1.760
ADJUSTED SALES PRICE		\$155,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR:					
MARKET CONDITIONS	2021	2021	2021	2020	2020
		Equal =	Equal =	Inferior +	Inferior +
LOCATION	Seeley Lake	Double Arrow SD	Double Arrow SD	Seeley Lake	Double Arrow SD
		Superior -	Superior -	Equal =	Superior -
WATER FRONTAGE	Clearwater River	Clearwater River	Clearwater River	15' of Clearwater River	Clearwater River
		Equal =	Equal =	Inferior +	Equal =
SHAPE	Irregular	Irregular	Irregular	Irregular	Irregular
		Equal =	Equal =	Equal =	Equal =
TOPOGRAPHY	Level	Level	Level	Level	Rolling
		Equal =	Equal =	Equal =	Equal =
FLOOD ZONE	None	Small Portion in 100 Year Flood Way	Small Portion in 100 Year Flood Way	Small Portion in Clearwater River 100 Year Flood Plain	Small Portion in 100 Year Flood Way
		Equal =	Equal =	Equal =	Equal =
FRONTAGE/ACCESS	Gravel Private Rd	Gravel SD Road	Gravel SD Road	County Road	Gravel SD Road
		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	2.236	1.390	1.460	4.380	1.760
		Equal =	Equal =	Superior -	Equal =
OVERALL RATING COMPARED TO SUBJECT		Superior -	Superior -	Inferior +	Equal =
VALUE INDICATIONS		< \$155,000	< \$140,000	> \$115,000	= \$125,000

Discussion of Quantitative Adjustments

Adjustment for List Price: The comparables were closed as of the report effective date and did not require any adjustment in this category.

Adjustment for Improvements: The value determined in this section of this report is for the subject site with no improvements. Land Sale 1 included a permitted septic system. We estimated the current cost for such a system to be \$20,000. A downward adjustment of \$20,000 was made in this category for Land Sale 1. The remaining land sales did not include improvements of value and no adjustments were necessary in this category for these sales.

Property Rights: The ownership interest in this report for the subject property and for all of the land comparables is the fee simple interest. Consequently, no adjustments were necessary in this category.

Financing: All sales were cash or cash equivalent; therefore, no adjustments were necessary in this category.

Conditions of Sale: There were no atypical conditions of sale reported by the verifying parties for any of the comparables. No adjustments were made to the comparables in this category.

Buyer Expenditures: There were no buyer expenditures noted for the land sales utilized in this analysis. No adjustments were necessary in this category.

Market Conditions: The comparables sold in 2020 and 2021. There are typically few sales each year of similar sites in the subject market area. There were not a sufficient number of sales and re-sales of vacant similar sites to prepare credible paired sales analyses to determine the appropriate adjustment in this category. For this reason, no Quantitative adjustments were made in this category.

Based upon data presented in the Subject Market Analysis, the average sales price for non-navigable water front lots increased by approximately 96% from 2020 to 2021 Year-to-Date. Also, the historical demand far exceeds the current supply which typically results in price increases. For these reasons, some adjustment is considered necessary in this category. A 96% upward adjustment does not likely accurately reflect market changes between 2020 and 2021 since there are several months remaining in 2021. Since some adjustment is necessary and there was not sufficient market data for a Quantitative adjustment, we have made Qualitative adjustments in this category.

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.

Market Conditions: Land Sales 1 and 2 are identified as Equal = compared to the subject property in this category as these sales closed in 2021. Land Sales 3 and 4 are identified as Inferior + compared to the subject property in this category as these sales closed in 2020.

Location: The subject site is located in the greater Seeley Lake area. The comparables selected were the best and most similar available; however, Land Sales 1, 2, and 4 are within the Double Arrow Subdivision. According to the American Community Survey 2014-2018, there were 1,147 housing units in Seeley Lake during the survey period. According to the Double Arrow Landowners Association, there are 740 lots in the Double Arrow Subdivision. The Double Arrow Subdivision comprises a significant portion of Seeley Lake. For these reasons, use of comparable sales within the Double Arrow Subdivision was necessary for a credible appraisal report. The locations of Land Sales 1, 2, and 4 are identified as Superior - compared to the subject site due to access to subdivision amenities. Land Sale 3 is not within the Double Arrow Subdivision and is identified as Equal = compared to the subject site in this category.

Water Frontage: The subject site and comparables all include frontage along the Clearwater River. Land Sale 3 only includes a small sliver (15'wide) along the Clearwater River. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject site in this category. Land Sale 3 is identified as Inferior + 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 property and comparables have sufficient level areas for residential improvements. The subject and comparables are identified as Equal = in this category.

Flood Zone: The subject property does not include area within the 100 Year Flood Plain or 100 Year Flood Way. The comparables all include small areas within the 100 Year Flood Plain or 100 Year Flood Way. Since only small amounts of the comparables are within these areas, the marketability of the comparables is not impacted. For this reason, the comparables are identified as Equal = compared to the subject property in this category.

Frontage/Access: The subject property and comparables have vehicular access from shared roads or public roads. The subject and comparables are identified as Equal = in this category.

Zoning: The subject site and comparables are in areas with no zoning. The highest and best use of the subject and comparables is use for construction of a single family residence. Based upon analysis of highest and best use, the comparables are considered Equal = compared to the subject in this category.

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

Electricity/Telephone: The subject and comparables all have access to electricity and telephone service. The comparables are identified as Equal = compared to the subject in this category.

Size/Acres: The subject site totals 2.236 acres. Land Sales 1, 2, and 4 are smaller but relatively similar in size compared to the subject site. We did not locate any market evidence that there are price differences due to size for sites within the size ranges of the subject and these comparables. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject in this category.

Land Sale 3 is substantially larger than the subject site. Larger sites typically command higher sales price than smaller but otherwise similar sites. For this reason, Land Sale 3 is identified Superior – compared to the subject property in this category.

Reconciliation of Sales Comparison Approach for Subject Property As If Vacant

The adjusted indication of Land Sales 1, 2, and 3 are either less than or greater than the market value for the subject property. These comparables assist with bracketing the market value for the subject property. The adjusted indication for Land Sale 4 is equal to the market value for the subject property. All weight is accorded the adjusted indication from Land Sale 4. The indicated market value is \$125,000. This value is bracketed by the adjusted indications from Land Sales 1, 2, and 3 (greater than \$115,000 and less than \$155,000).

Site Value as Vacant

\$125,000

Improvement Value Estimate

House Sales 7, 8, and 9 are appropriate comparables for the subject residence. A sales comparison analysis for the subject property utilizing the comparables selected is below;

SALES COMPARISON ANALYSIS FOR LOT 8, COS # 5310, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA				
DESCRIPTION	SUBJECT	SALE 7	SALE 8	SALE 9
IDENTIFICATION	479 Grizzly Dr	141 Eagle Port	554 Spruce Dr	145 Hickory Ln
LOCATION	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$147,000	\$65,000	\$59,000
LIST ADJUSTMENT				
PROPERTY RIGHTS	Fee Simple	Fee Simple	Fee Simple	Fee Simple
PROPERTY RIGHTS ADJUSTMENT		\$0	\$0	\$0
FINANCING	Market	Market	Market	Market
FINANCING ADJUSTMENT		\$0	\$0	\$0
CONDITIONS OF SALE	Market	Market	Market	Market
CONDITIONS OF SALE ADJUSTMENT		\$0	\$0	\$0
ADJUSTMENTS FOR BUYER EXPENDITURES				
DEMOLITION		\$0	\$0	\$0
ENVIRONMENTAL		\$0	\$0	\$0
OTHER		\$0	\$0	\$0
LEGAL/ZONING		\$0	\$0	\$0
DATE OF SALE		05/17/21	09/16/19	08/01/18
MARKET CONDITIONS FACTOR		1.00	1.00	1.00
ADJUSTED PRICE		\$147,000	\$65,000	\$59,000
LESS SITE VALUE		(\$75,000)	(\$25,000)	(\$30,000)
ADJUSTED IMPROVEMENT PRICE		\$72,000	\$40,000	\$29,000
ADJUSTMENT FOR:				
LOCATION/SITE	River Front Site	Interior Site	Interior Site	Interior Site
		\$0	\$0	\$0
QUALITY	Average	Average	Average	Average
		\$0	\$0	\$0
CONDITION	Good	Good	Average	Fair
		\$0	\$6,000	\$8,700
BATHROOMS	1	1	2	2
		\$0	-\$3,000	-\$3,000
HOUSE SIZE/SF	708	938	938	1,150
		-\$5,520	-\$5,520	-\$10,608
FINISHED BASEMENT SIZE/SF	0	0	0	0
		\$0	\$0	\$0
OUTBUILDINGS	Enclosed Storage, Storage Building, & Pole Building	Inferior	Inferior	Inferior
		\$2,000	\$4,000	\$9,000
TOTAL ADJUSTMENT		-\$3,520	\$1,480	\$4,092
NET ADJUSTMENT PERCENTAGE		-5%	4%	14%
ADJUSTED PRICE INDICATION		\$68,480	\$41,480	\$33,092

Discussion of Adjustments

List Adjustment: Home Sales 7, 8, and 9 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 2018, 2019, and 2021. There are typically few sales each year of similar homes in the subject market area. There were not a sufficient number of sales and re-sales of similar homes to prepare credible paired sales analyses to determine the appropriate adjustment in this category. According to data presented in the Subject Market Analysis section of this report, market conditions are changing for homes on non-navigable water front sites in Seeley Lake. No adjustments were made in this category; however, changes in market conditions are addressed in the Reconciliation of this section of this report.

Location: The contributory site values for the 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 similar in condition compared to Home Sale 7. No adjustment was necessary in this category for Home Sale 7. Home Sales 8 and 9 are inferior in condition. Upward adjustments of 15% per category difference were made to these comparables in this category. This adjustment percentage per category is considered to be reflective of the actions of market participants with regard to condition.

Bathrooms: The subject residence includes 1 full bathroom. Home Sale 7 includes a similar number of full bathrooms and no adjustment was necessary in this category for this sales. Home Sales 8 and 9 include an additional bathroom. Downward adjustments of \$3,000 were made to these sales in this category. This adjustment amount is considered to reflect the actions of market participants with regard to an additional full bathroom in mobile homes.

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 \$24 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 basements and no adjustment was necessary in this category.

Outbuildings/Amenities: Adjustments were made for any differences between our estimates of contributory values of outbuildings for the comparables compared to the subject property. The contributory value of the subject outbuildings were estimated based upon depreciated cost calculated on the table below.

Building Description	Size/SF	Marshall Valuation	Cost/SF	Total Cost New
Enclosed Storage	28	Section 17/Page 12	\$19.40	\$543
Storage Building	384	Section 17/Page 12	\$19.40	\$7,450
Pole Building	288	Section 17/Page 12	\$19.40	\$5,587
Total Cost New				\$13,580
Less Depreciation - Age/Life - 10/30 Years = 33%				<u>-\$4,481</u>
Depreciated Cost Estimate				\$9,099
Rounded To				\$9,000

Reconciliation of Sales Comparison Approach for Subject Improvements

The comparables provided adjusted indications of market value for the subject improvements of \$68,480, \$41,480, and \$33,092. All weight is accorded the adjusted indication from Home Sale 7 as it closed in 2021 and best reflects current market conditions. A market value of \$68,000 is reasonable and well supported for the subject improvements.

Improvement Value	\$68,000
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Total Value Conclusion

The total value conclusion is derived by adding the subject site value to the estimated value of improvements.

Subject Site Value	\$125,000
Subject Improvements Value	<u>\$ 68,000</u>
Total Value Indication	\$193,000

LOT 9

Site Value Estimate

The non-navigable waterfront comparable site sales presented were utilized to derive 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 9, COS #5310, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA					
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3	SALE 4
IDENTIFICATION	529 Grizzly Dr	520 Overland Trail	218 Overland Trail	NHN Shoreline Ct	430 Wagon Wheel Way
CITY	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$175,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR IMPROVEMENTS		-\$20,000	\$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		03/22/21	02/22/21	07/24/20	06/26/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00	1.00
ADJUSTED PRICE		\$155,000	\$140,000	\$115,000	\$125,000
SITE SIZE/ACRES	2.856	1.390	1.460	4.380	1.760
ADJUSTED SALES PRICE		\$155,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR:					
MARKET CONDITIONS	2021	2021	2021	2020	2020
		Equal =	Equal =	Inferior +	Inferior +
LOCATION	Seeley Lake	Double Arrow SD	Double Arrow SD	Seeley Lake	Double Arrow SD
		Superior -	Superior -	Equal =	Superior -
WATER FRONTAGE	Clearwater River	Clearwater River	Clearwater River	15' of Clearwater River	Clearwater River
		Equal =	Equal =	Inferior +	Equal =
SHAPE	Irregular	Irregular	Irregular	Irregular	Irregular
		Equal =	Equal =	Equal =	Equal =
TOPOGRAPHY	Level	Level	Level	Level	Rolling
		Equal =	Equal =	Equal =	Equal =
FLOOD ZONE	None	Small Portion in 100 Year Flood Way	Small Portion in 100 Year Flood Way	Small Portion in Clearwater River 100 Year Flood Plain	Small Portion in 100 Year Flood Way
		Equal =	Equal =	Equal =	Equal =
FRONTAGE/ACCESS	Gravel Private Rd	Gravel SD Road	Gravel SD Road	County Road	Gravel SD Road
		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	2.856	1.390	1.460	4.380	1.760
		Equal =	Equal =	Superior -	Equal =
OVERALL RATING COMPARED TO SUBJECT		Superior -	Superior -	Inferior +	Equal =
VALUE INDICATIONS		< \$155,000	< \$140,000	> \$115,000	= \$125,000

Discussion of Quantitative Adjustments

Adjustment for List Price: The comparables were closed as of the report effective date and did not require any adjustment in this category.

Adjustment for Improvements: The value determined in this section of this report is for the subject site with no improvements. Land Sale 1 included a permitted septic system. We estimated the current cost for such a system to be \$20,000. A downward adjustment of \$20,000 was made in this category for Land Sale 1. The remaining land sales did not include improvements of value and no adjustments were necessary in this category for these sales.

Property Rights: The ownership interest in this report for the subject property and for all of the land comparables is the fee simple interest. Consequently, no adjustments were necessary in this category.

Financing: All sales were cash or cash equivalent; therefore, no adjustments were necessary in this category.

Conditions of Sale: There were no atypical conditions of sale reported by the verifying parties for any of the comparables. No adjustments were made to the comparables in this category.

Buyer Expenditures: There were no buyer expenditures noted for the land sales utilized in this analysis. No adjustments were necessary in this category.

Market Conditions: The comparables sold in 2020 and 2021. There are typically few sales each year of similar sites in the subject market area. There were not a sufficient number of sales and re-sales of vacant similar sites to prepare credible paired sales analyses to determine the appropriate adjustment in this category. For this reason, no Quantitative adjustments were made in this category.

Based upon data presented in the Subject Market Analysis, the average sales price for non-navigable water front lots increased by approximately 96% from 2020 to 2021 Year-to-Date. Also, the historical demand far exceeds the current supply which typically results in price increases. For these reasons, some adjustment is considered necessary in this category. A 96% upward adjustment does not likely accurately reflect market changes between 2020 and 2021 since there are several months remaining in 2021. Since some adjustment is necessary and there was not sufficient market data for a Quantitative adjustment, we have made Qualitative adjustments in this category.

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.

Market Conditions: Land Sales 1 and 2 are identified as Equal = compared to the subject property in this category as these sales closed in 2021. Land Sales 3 and 4 are identified as Inferior + compared to the subject property in this category as these sales closed in 2020.

Location: The subject site is located in the greater Seeley Lake area. The comparables selected were the best and most similar available; however, Land Sales 1, 2, and 4 are within the Double Arrow Subdivision. According to the American Community Survey 2014-2018, there were 1,147 housing units in Seeley Lake during the survey period. According to the Double Arrow Landowners Association, there are 740 lots in the Double Arrow Subdivision. The Double Arrow Subdivision comprises a significant portion of Seeley Lake. For these reasons, use of comparable sales within the Double Arrow Subdivision was necessary for a credible appraisal report. The locations of Land Sales 1, 2, and 4 are identified as Superior - compared to the subject site due to access to subdivision amenities. Land Sale 3 is not within the Double Arrow Subdivision and is identified as Equal = compared to the subject site in this category.

Water Frontage: The subject site and comparables all include frontage along the Clearwater River. Land Sale 3 only includes a small sliver (15'wide) along the Clearwater River. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject site in this category. Land Sale 3 is identified as Inferior + 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 property and comparables have sufficient level areas for residential improvements. The subject and comparables are identified as Equal = in this category.

Flood Zone: The subject property does not include area within the 100 Year Flood Plain or 100 Year Flood Way. The comparables all include small areas within the 100 Year Flood Plain or 100 Year Flood Way. Since only small amounts of the comparables are within these areas, the marketability of the comparables is not impacted. For this reason, the comparables are identified as Equal = compared to the subject property in this category.

Frontage/Access: The subject property and comparables have vehicular access from shared roads or public roads. The subject and comparables are identified as Equal = in this category.

Zoning: The subject site and comparables are in areas with no zoning. The highest and best use of the subject and comparables is use for construction of a single family residence. Based upon analysis of highest and best use, the comparables are considered Equal = compared to the subject in this category.

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

Electricity/Telephone: The subject and comparables all have access to electricity and telephone service. The comparables are identified as Equal = compared to the subject in this category.

Size/Acres: The subject site totals 2.856 acres. Land Sales 1, 2, and 4 are all smaller but similar in size compared to the subject site. We did not locate any market evidence that there are price differences due to size for sites within the size ranges of the subject and these comparables. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject in this category.

Land Sale 3 is substantially larger than the subject site. Larger sites typically command higher sales price than smaller but otherwise similar sites. For this reason, Land Sale 3 is identified Superior – compared to the subject property in this category.

Reconciliation of Sales Comparison Approach for Subject Property As If Vacant

The adjusted indication of Land Sales 1, 2, and 3 are either less than or greater than the market value for the subject property. These comparables assist with bracketing the market value for the subject property. The adjusted indication for Land Sale 4 is equal to the market value for the subject property. All weight is accorded the adjusted indication from Land Sale 4. The indicated market value is \$125,000. This value is bracketed by the adjusted indications from Land Sales 1, 2, and 3 (greater than \$115,000 and less than \$155,000).

Site Value as Vacant

\$125,000

Improvement Value Estimate

House Sales 1, 2, and 3 are appropriate comparables for the subject residence. A sales comparison analysis for the subject property utilizing the comparables selected is below;

SALES COMPARISON ANALYSIS FOR LOT 9, COS # 5113, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA				
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3
IDENTIFICATION	529 Grizzly Dr	782 Riverview Dr	600 Riverview Dr	822 Frontier Dr
LOCATION	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$198,700	\$215,000	\$262,000
LIST ADJUSTMENT				
PROPERTY RIGHTS	Fee Simple	Fee Simple	Fee Simple	Fee Simple
PROPERTY RIGHTS ADJUSTMENT		\$0	\$0	\$0
FINANCING	Market	Market	Market	Market
FINANCING ADJUSTMENT		\$0	\$0	\$0
CONDITIONS OF SALE	Market	Market	Market	Market
CONDITIONS OF SALE ADJUSTMENT		\$0	\$0	\$0
ADJUSTMENTS FOR BUYER EXPENDITURES				
DEMOLITION		\$0	\$0	\$0
ENVIRONMENTAL		\$0	\$0	\$0
OTHER		\$0	\$0	\$0
LEGAL/ZONING		\$0	\$0	\$0
DATE OF SALE		05/27/21	11/30/20	06/30/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00
ADJUSTED PRICE		\$198,700	\$215,000	\$262,000
LESS SITE VALUE		(\$40,000)	(\$40,000)	(\$55,000)
ADJUSTED IMPROVEMENT PRICE		\$158,700	\$175,000	\$207,000
ADJUSTMENT FOR:				
LOCATION/SITE	River Front Site	Interior Site	Interior Site	Interior Site
		\$0	\$0	\$0
QUALITY	Average	Average	Average	Average
		\$0	\$0	\$0
CONDITION	Good	Average	Average	Good
		\$23,805	\$26,250	\$0
BATHROOMS	1	1	1	1
		\$0	\$0	\$0
HOUSE SIZE/SF	1,337	768	1,040	728
		\$62,590	\$32,670	\$66,990
FINISHED BASEMENT SIZE/SF	0	0	0	0
		\$0	\$0	\$0
OUTBUILDINGS	Storage Building	Superior	Superior	Superior
		-\$4,000	-\$8,000	-\$38,000
TOTAL ADJUSTMENT		\$82,395	\$50,920	\$28,990
NET ADJUSTMENT PERCENTAGE		52%	29%	14%
ADJUSTED PRICE INDICATION		\$241,095	\$225,920	\$235,990

Discussion of Adjustments

List Adjustment: Home Sales 1, 2, and 3 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 2020 and 2021. There are typically few sales each year of similar homes in the subject market area. There were not a sufficient number of sales and re-sales of similar homes to prepare credible paired sales analyses to determine the appropriate adjustment in this category. According to data presented in the Subject Market Analysis section of this report, market conditions are changing for homes on non-navigable water front sites in Seeley Lake. No adjustments were made in this category; however, changes in market conditions are addressed in the Reconciliation of this section of this report.

Location: The contributory site values for the 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 and Home Sale 3 is similar in overall condition. No adjustment was necessary in this category for this sale. Home Sales 1 and 2 are in inferior condition and an upward adjustment of 15% was applied to these sales in this category. This adjustment percentage is considered to be reflective of the actions of market participants with regard to condition.

Bathrooms: The subject residence and the comparables have 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 \$110 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 basements. No adjustment was necessary in this category.

Outbuildings/Amenities: Adjustments were made for any differences between our estimates of contributory values of outbuildings for the comparables compared to the subject property. The contributory value of the subject outbuilding was estimated based upon depreciated cost calculated on the table below.

Building Description	Size/SF	Marshall Valuation	Cost/SF	Total Cost New
Storage Building	132	Section 17/Page 12	\$19.40	<u>\$2,561</u>
Total Cost New				\$2,561
Less Depreciation - Age/Life - 10/30 Years = 33%				<u>-\$845</u>
Depreciated Cost Estimate				\$1,716
Rounded To				\$2,000

Reconciliation of Sales Comparison Approach for Subject Improvements

The comparables provided adjusted indications of market value for the subject improvements of \$241,095, \$225,920, and \$235,990. All weight is accorded the adjusted indication from Home Sale 1 since it closed in 2021. A market value of \$241,000 is reasonable and well supported for the subject improvements.

Improvement Value	\$241,000
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Total Value Conclusion

The total value conclusion is derived by adding the subject site value to the estimated value of improvements.

Subject Site Value	\$125,000
Subject Improvements Value	<u>\$241,000</u>
Total Value Indication	\$366,000

LOT 11

Site Value Estimate

The non-navigable waterfront comparable site sales presented were utilized to derive 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 11 COS #5310, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA					
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3	SALE 4
IDENTIFICATION	596 Grizzly Dr	520 Overland Trail	218 Overland Trail	NHN Shoreline Ct	430 Wagon Wheel Way
CITY	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$175,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR IMPROVEMENTS		-\$20,000	\$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		03/22/21	02/22/21	07/24/20	06/26/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00	1.00
ADJUSTED PRICE		\$155,000	\$140,000	\$115,000	\$125,000
SITE SIZE/ACRES	2.587	1.390	1.460	4.380	1.760
ADJUSTED SALES PRICE		\$155,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR:					
MARKET CONDITIONS	2021	2021	2021	2020	2020
		Equal =	Equal =	Inferior +	Inferior +
LOCATION	Seeley Lake	Double Arrow SD	Double Arrow SD	Seeley Lake	Double Arrow SD
		Superior -	Superior -	Equal =	Superior -
WATER FRONTAGE	Clearwater River	Clearwater River	Clearwater River	15' of Clearwater River	Clearwater River
		Equal =	Equal =	Inferior +	Equal =
SHAPE	Irregular	Irregular	Irregular	Irregular	Irregular
		Equal =	Equal =	Equal =	Equal =
TOPOGRAPHY	Level	Level	Level	Level	Rolling
		Equal =	Equal =	Equal =	Equal =
FLOOD ZONE	Significant Amount of Site in 100 Flood Way or 100 Year Flood Plain	Small Portion in 100 Year Flood Way	Small Portion in 100 Year Flood Way	Small Portion in Clearwater River 100 Year Flood Plain	Small Portion in 100 Year Flood Way
		Superior -	Superior -	Superior -	Superior -
FRONTAGE/ACCESS	Gravel Private Rd	Gravel SD Road	Gravel SD Road	County Road	Gravel SD Road
		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	2.587	1.390	1.460	4.380	1.760
		Equal =	Equal =	Superior -	Equal =
OVERALL RATING COMPARED TO SUBJECT		Superior - -	Superior - -	Equal =	Superior -
VALUE INDICATIONS		< < \$155,000	< < \$140,000	= \$115,000	< \$125,000

Discussion of Quantitative Adjustments

Adjustment for List Price: The comparables were closed as of the report effective date and did not require any adjustment in this category.

Adjustment for Improvements: The value determined in this section of this report is for the subject site with no improvements. Land Sale 1 included a permitted septic system. We estimated the current cost for such a system to be \$20,000. A downward adjustment of \$20,000 was made in this category for Land Sale 1. The remaining land sales did not include improvements of value and no adjustments were necessary in this category for these sales.

Property Rights: The ownership interest in this report for the subject property and for all of the land comparables is the fee simple interest. Consequently, no adjustments were necessary in this category.

Financing: All sales were cash or cash equivalent; therefore, no adjustments were necessary in this category.

Conditions of Sale: There were no atypical conditions of sale reported by the verifying parties for any of the comparables. No adjustments were made to the comparables in this category.

Buyer Expenditures: There were no buyer expenditures noted for the land sales utilized in this analysis. No adjustments were necessary in this category.

Market Conditions: The comparables sold in 2020 and 2021. There are typically few sales each year of similar sites in the subject market area. There were not a sufficient number of sales and re-sales of vacant similar sites to prepare credible paired sales analyses to determine the appropriate adjustment in this category. For this reason, no Quantitative adjustments were made in this category.

Based upon data presented in the Subject Market Analysis, the average sales price for non-navigable water front lots increased by approximately 96% from 2020 to 2021 Year-to-Date. Also, the historical demand far exceeds the current supply which typically results in price increases. For these reasons, some adjustment is considered necessary in this category. A 96% upward adjustment does not likely accurately reflect market changes between 2020 and 2021 since there are several months remaining in 2021. Since some adjustment is necessary and there was not sufficient market data for a Quantitative adjustment, we have made Qualitative adjustments in this category.

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.

Market Conditions: Land Sales 1 and 2 are identified as Equal = compared to the subject property in this category as these sales closed in 2021. Land Sales 3 and 4 are identified as Inferior + compared to the subject property in this category as these sales closed in 2020.

Location: The subject site is located in the greater Seeley Lake area. The comparables selected were the best and most similar available; however, Land Sales 1, 2, and 4 are within the Double Arrow Subdivision. According to the American Community Survey 2014-2018, there were 1,147 housing units in Seeley Lake during the survey period. According to the Double Arrow Landowners Association, there are 740 lots in the Double Arrow Subdivision. The Double Arrow Subdivision comprises a significant portion of Seeley Lake. For these reasons, use of comparable sales within the Double Arrow Subdivision was necessary for a credible appraisal report. The locations of Land Sales 1, 2, and 4 are identified as Superior - compared to the subject site due to access to subdivision amenities. Land Sale 3 is not within the Double Arrow Subdivision and is identified as Equal = compared to the subject site in this category.

Water Frontage: The subject site and comparables all include frontage along the Clearwater River. Land Sale 3 only includes a small sliver (15' wide) along the Clearwater River. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject site in this category. Land Sale 3 is identified as Inferior + 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 property and comparables have sufficient level areas for residential improvements. The subject and comparables are identified as Equal = in this category.

Flood Zone: *Flood Zone:* A significant portion of the subject site is within the 100 Year Flood Plain and 100 Year Flood Way. Location within the 100 Year Flood Plain can be problematic for residential development.

We interviewed Mr. Jim Erven, Environmental Health Specialist II with the Missoula City/County Health Department in 2020. His comments regarding residential development for sites within the 100 Year Flood Plain are below;

- Legal septic systems may be replaced but the replacement drain field requires a permit and the system may need to be an elevated sand mound or incorporate advanced treatment depending upon its proximity to groundwater/floodplain.
- A replacement system is allowed for a failing but otherwise legal septic system, however, no new or increased use would be allowed for a lot that cannot locate a drain field and replacement area in a location that meets all setbacks.
- If a proposed septic system is for new or increased use in a potential area of high groundwater, groundwater monitoring would likely be required.

- Any proposed new or increased use as defined by Regulation 1 of the Missoula City-County Health Code would trigger sanitation-in-subdivision review (Title 76-4, MCA) for any state lease lots that are transferred to private ownership. The subdivision review process is more stringent and more costly than the typical sanitation approval process and the review may not result in approvals for the proposed development. A consulting firm would likely be required for the subdivision review process, which typically results in consulting fees somewhere between approximately \$5,000-\$10,000.

Very small portions of the comparables are within the 100 Year Flood Plain or 100 Year Flood Way. These small areas are not considered to impact the marketability of these sales. Due to the significant portions of the subject site in the 100 Flood Plain and 100 Year Flood Way, the comparables are identified as Superior – compared to the subject site in this category.

Frontage/Access: The subject property and comparables have vehicular access from shared roads or public roads. The subject and comparables are identified as Equal = in this category.

Zoning: The subject site and comparables are in areas with no zoning. The highest and best use of the subject and comparables is use for construction of a single family residence. Based upon analysis of highest and best use, the comparables are considered Equal = compared to the subject in this category.

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

Electricity/Telephone: The subject and comparables all have access to electricity and telephone service. The comparables are identified as Equal = compared to the subject in this category.

Size/Acres: The subject site totals 2.587 acres. Land Sales 1, 2, and 4 are smaller but relatively similar in size compared to the subject site. We did not locate any market evidence that there are price differences due to size for sites within the size ranges of the subject and these comparables. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject in this category.

Land Sale 3 is substantially larger than the subject site. Larger sites typically command higher sales price than smaller but otherwise similar sites. For this reason, Land Sale 3 is identified Superior – compared to the subject property in this category.

Reconciliation of Sales Comparison Approach for Subject Property As If Vacant

The adjusted indication of Land Sales 1, 2, and 4 are greater than the market value for the subject property. The adjusted indication for Land Sale 3 is equal to the market value for the subject property. All weight is accorded the adjusted indication from Land Sale 3. The indicated market value is \$115,000.

Site Value as Vacant

\$115,000

Improvement Value Estimate

House Sales 1, 2, and 3 are appropriate comparables for the subject residence. A sales comparison analysis for the subject property utilizing the comparables selected is below;

SALES COMPARISON ANALYSIS FOR LOT 11, COS # 5113, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA				
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3
IDENTIFICATION	596 Grizzly Dr	782 Riverview Dr	600 Riverview Dr	822 Frontier Dr
LOCATION	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$198,700	\$215,000	\$262,000
LIST ADJUSTMENT				
PROPERTY RIGHTS	Fee Simple	Fee Simple	Fee Simple	Fee Simple
PROPERTY RIGHTS ADJUSTMENT		\$0	\$0	\$0
FINANCING	Market	Market	Market	Market
FINANCING ADJUSTMENT		\$0	\$0	\$0
CONDITIONS OF SALE	Market	Market	Market	Market
CONDITIONS OF SALE ADJUSTMENT		\$0	\$0	\$0
ADJUSTMENTS FOR BUYER EXPENDITURES				
DEMOLITION		\$0	\$0	\$0
ENVIRONMENTAL		\$0	\$0	\$0
OTHER		\$0	\$0	\$0
LEGAL/ZONING		\$0	\$0	\$0
DATE OF SALE		05/27/21	11/30/20	06/30/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00
ADJUSTED PRICE		\$198,700	\$215,000	\$262,000
LESS SITE VALUE		(\$40,000)	(\$40,000)	(\$55,000)
ADJUSTED IMPROVEMENT PRICE		\$158,700	\$175,000	\$207,000
ADJUSTMENT FOR:				
LOCATION/SITE	River Front Site	Interior Site	Interior Site	Interior Site
		\$0	\$0	\$0
QUALITY	Average	Average	Average	Average
		\$0	\$0	\$0
CONDITION	Good	Average	Average	Good
		\$23,805	\$26,250	\$0
BATHROOMS	1	1	1	1
		\$0	\$0	\$0
HOUSE SIZE/SF	1,084	768	1,040	728
		\$34,760	\$4,840	\$39,160
FINISHED BASEMENT SIZE/SF	0	0	0	0
		\$0	\$0	\$0
OUTBUILDINGS	Bunk House, Storage Building, Garage, Storage Building, Pole Building, Greenhouse, Playhouse, & Pole Building	Inferior	Inferior	Superior
		\$28,000	\$24,000	-\$6,000
TOTAL ADJUSTMENT		\$86,565	\$55,090	\$33,160
NET ADJUSTMENT PERCENTAGE		55%	31%	16%
ADJUSTED PRICE INDICATION		\$245,265	\$230,090	\$240,160

Discussion of Adjustments

List Adjustment: Home Sales 1, 2, and 3 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 2020 and 2021. There are typically few sales each year of similar homes in the subject market area. There were not a sufficient number of sales and re-sales of similar homes to prepare credible paired sales analyses to determine the appropriate adjustment in this category. According to data presented in the Subject Market Analysis section of this report, market conditions are changing for homes on non-navigable water front sites in Seeley Lake. No adjustments were made in this category; however, changes in market conditions are addressed in the Reconciliation of this section of this report.

Location: The contributory site values for the 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 and Home Sale 3 is similar in overall condition. No adjustment was necessary in this category for this sale. Home Sales 1 and 2 are in inferior condition and an upward adjustment of 15% was applied to these sales in this category. This adjustment percentage is considered to be reflective of the actions of market participants with regard to condition.

Bathrooms: The subject residence and the comparables have 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 \$110 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 basements. No adjustment was necessary in this category.

Outbuildings/Amenities: Adjustments were made for any differences between our estimates of contributory values of outbuildings for the comparables compared to the subject property. The contributory value of the subject outbuilding was estimated based upon depreciated cost calculated on the table below.

Building Description	Size/SF	Marshall Valuation	Cost/SF	Total Cost New
Bunk House	96	Section 12/Page 9	\$57.50	\$5,520
Storage Building	371	Section 17/Page 12	\$23.10	\$8,570
Garage	795	Section 12/Page 35	\$41.00	\$32,595
Storage Building	324	Section 17/Page 12	\$23.10	\$7,484
Pole Building	384	Section 17/Page 12	\$19.40	\$7,450
Greenhouse	221	Section 17/Page 12	\$19.40	\$4,287
Playhouse	56	Section 17/Page 12	\$23.10	\$1,294
Pole Building	204	Section 17/Page 12	\$19.40	\$3,958
Total Cost New				\$67,200
Less Depreciation - Age/Life - 15/30 Years = 50%				-\$33,600
Depreciated Cost Estimate				\$33,600
Rounded To				\$34,000

Reconciliation of Sales Comparison Approach for Subject Improvements

The comparables provided adjusted indications of market value for the subject improvements of \$245,265, \$230,090, and \$240,160. All weight is accorded the adjusted indication from Home Sale 1 since it closed in 2021. A market value of \$245,000 is reasonable and well supported for the subject improvements.

Improvement Value	\$245,000
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Total Value Conclusion

The total value conclusion is derived by adding the subject site value to the estimated value of improvements.

Subject Site Value	\$115,000
Subject Improvements Value	<u>\$245,000</u>
Total Value Indication	\$360,000

LOT 35

Site Value Estimate

The non-navigable waterfront comparable site sales presented were utilized to derive 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 35, COS #5310, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA					
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3	SALE 4
IDENTIFICATION	677 Grizzly Dr	520 Overland Trail	218 Overland Trail	NHN Shoreline Ct	430 Wagon Wheel Way
CITY	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$175,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR IMPROVEMENTS		-\$20,000	\$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		03/22/21	02/22/21	07/24/20	06/26/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00	1.00
ADJUSTED PRICE		\$155,000	\$140,000	\$115,000	\$125,000
SITE SIZE/ACRES	2.408	1.390	1.460	4.380	1.760
ADJUSTED SALES PRICE		\$155,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR:					
MARKET CONDITIONS	2021	2021	2021	2020	2020
		Equal =	Equal =	Inferior +	Inferior +
LOCATION	Seeley Lake	Double Arrow SD	Double Arrow SD	Seeley Lake	Double Arrow SD
		Superior -	Superior -	Equal =	Superior -
WATER FRONTAGE	Clearwater River	Clearwater River	Clearwater River	15' of Clearwater River	Clearwater River
		Equal =	Equal =	Inferior +	Equal =
SHAPE	Irregular	Irregular	Irregular	Irregular	Irregular
		Equal =	Equal =	Equal =	Equal =
TOPOGRAPHY	Rolling with Wetland Area at River	Level	Level	Level	Rolling
		Superior -	Superior -	Superior -	Superior -
FLOOD ZONE	Small Portion in 100 Year Flood Way	Small Portion in 100 Year Flood Way	Small Portion in 100 Year Flood Way	Small Portion in Clearwater River 100 Year Flood Plain	Small Portion in 100 Year Flood Way
		Equal =	Equal =	Equal =	Equal =
FRONTAGE/ACCESS	Gravel Private Rd	Gravel SD Road	Gravel SD Road	County Road	Gravel SD Road
		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	2.408	1.390	1.460	4.380	1.760
		Equal =	Equal =	Superior -	Equal =
OVERALL RATING COMPARED TO SUBJECT		Superior - -	Superior - -	Equal =	Superior -
VALUE INDICATIONS		< < \$155,000	< < \$140,000	= \$115,000	< \$125,000

Discussion of Quantitative Adjustments

Adjustment for List Price: The comparables were closed as of the report effective date and did not require any adjustment in this category.

Adjustment for Improvements: The value determined in this section of this report is for the subject site with no improvements. Land Sale 1 included a permitted septic system. We estimated the current cost for such a system to be \$20,000. A downward adjustment of \$20,000 was made in this category for Land Sale 1. The remaining land sales did not include improvements of value and no adjustments were necessary in this category for these sales.

Property Rights: The ownership interest in this report for the subject property and for all of the land comparables is the fee simple interest. Consequently, no adjustments were necessary in this category.

Financing: All sales were cash or cash equivalent; therefore, no adjustments were necessary in this category.

Conditions of Sale: There were no atypical conditions of sale reported by the verifying parties for any of the comparables. No adjustments were made to the comparables in this category.

Buyer Expenditures: There were no buyer expenditures noted for the land sales utilized in this analysis. No adjustments were necessary in this category.

Market Conditions: The comparables sold in 2020 and 2021. There are typically few sales each year of similar sites in the subject market area. There were not a sufficient number of sales and re-sales of vacant similar sites to prepare credible paired sales analyses to determine the appropriate adjustment in this category. For this reason, no Quantitative adjustments were made in this category.

Based upon data presented in the Subject Market Analysis, the average sales price for non-navigable water front lots increased by approximately 96% from 2020 to 2021 Year-to-Date. Also, the historical demand far exceeds the current supply which typically results in price increases. For these reasons, some adjustment is considered necessary in this category. A 96% upward adjustment does not likely accurately reflect market changes between 2020 and 2021 since there are several months remaining in 2021. Since some adjustment is necessary and there was not sufficient market data for a Quantitative adjustment, we have made Qualitative adjustments in this category.

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.

Market Conditions: Land Sales 1 and 2 are identified as Equal = compared to the subject property in this category as these sales closed in 2021. Land Sales 3 and 4 are identified as Inferior + compared to the subject property in this category as these sales closed in 2020.

Location: The subject site is located in the greater Seeley Lake area. The comparables selected were the best and most similar available; however, Land Sales 1, 2, and 4 are within the Double Arrow Subdivision. According to the American Community Survey 2014-2018, there were 1,147 housing units in Seeley Lake during the survey period. According to the Double Arrow Landowners Association, there are 740 lots in the Double Arrow Subdivision. The Double Arrow Subdivision comprises a significant portion of Seeley Lake. For these reasons, use of comparable sales within the Double Arrow Subdivision was necessary for a credible appraisal report. The locations of Land Sales 1, 2, and 4 are identified as Superior - compared to the subject site due to access to subdivision amenities. Land Sale 3 is not within the Double Arrow Subdivision and is identified as Equal = compared to the subject site in this category.

Water Frontage: The subject site and comparables all include frontage along the Clearwater River. Land Sale 3 only includes a small sliver (15'wide) along the Clearwater River. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject site in this category. Land Sale 3 is identified as Inferior + 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 property includes a wetland area along the entire the river frontage portion of the site. This results in difficulty accessing the river from the subject site. The subject and comparables have sufficient level areas for residential improvements. Due to the subject wetland area, the comparables are identified as Superior – compared to the subject property in this category.

Flood Zone: A very small portion of the subject site is within the 100 Year Flood Way. The comparables all include small areas within the 100 Year Flood Plain or 100 Year Flood Way. Since only small amounts of the comparables are within these areas, the marketability of the comparables is not impacted. For this reason, the comparables are identified as Equal = compared to the subject property in this category.

Frontage/Access: The subject property and comparables have vehicular access from shared roads or public roads. The subject and comparables are identified as Equal = in this category.

Zoning: The subject site and comparables are in areas with no zoning. The highest and best use of the subject and comparables is use for construction of a single family residence. Based upon analysis of highest and best use, the comparables are considered Equal = compared to the subject in this category.

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

Electricity/Telephone: The subject and comparables all have access to electricity and telephone service. The comparables are identified as Equal = compared to the subject in this category.

Size/Acres: The subject site totals 2.408 acres. Land Sales 1, 2, and 4 are all smaller but similar in size compared to the subject site. We did not locate any market evidence that there are price differences due to size for sites within the size ranges of the subject and these comparables. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject in this category.

Land Sale 3 is substantially larger than the subject site. Larger sites typically command higher sales price than smaller but otherwise similar sites. For this reason, Land Sale 3 is identified Superior – compared to the subject property in this category.

Reconciliation of Sales Comparison Approach for Subject Property As If Vacant

The adjusted indication of Land Sales 1, 2, and 4 are greater than the market value for the subject property. The adjusted indication for Land Sale 3 is equal to the market value for the subject property. All weight is accorded the adjusted indication from Land Sale 3. The indicated market value is \$115,000.

Site Value as Vacant

\$115,000

Improvement Value Estimate

House Sales 4, 5, and 6 are appropriate comparables for the subject residence. A sales comparison analysis for the subject property utilizing the comparables selected is below;

SALES COMPARISON ANALYSIS FOR LOT 35, COS # 5113, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA				
DESCRIPTION	SUBJECT	SALE 4	SALE 5	SALE 6
IDENTIFICATION	677 Grizzly Dr	647 Rainbow Ct	740 Overland Trail	552 Overland Trail
LOCATION	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$582,500	\$429,000	\$443,000
LIST ADJUSTMENT				
PROPERTY RIGHTS	Fee Simple	Fee Simple	Fee Simple	Fee Simple
PROPERTY RIGHTS ADJUSTMENT		\$0	\$0	\$0
FINANCING	Market	Market	Market	Market
FINANCING ADJUSTMENT		\$0	\$0	\$0
CONDITIONS OF SALE	Market	Market	Market	Market
CONDITIONS OF SALE ADJUSTMENT		\$0	\$0	\$0
ADJUSTMENTS FOR BUYER EXPENDITURES				
DEMOLITION		\$0	\$0	\$0
ENVIRONMENTAL		\$0	\$0	\$0
OTHER		\$0	\$0	\$0
LEGAL/ZONING		\$0	\$0	\$0
DATE OF SALE		05/12/21	09/30/20	06/10/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00
ADJUSTED PRICE		\$582,500	\$429,000	\$443,000
LESS SITE VALUE		(\$150,000)	(\$125,000)	(\$125,000)
ADJUSTED IMPROVEMENT PRICE		\$432,500	\$304,000	\$318,000
ADJUSTMENT FOR:				
LOCATION/SITE	River Front Site	River Front Site	River Front Site	River Front Site
		\$0	\$0	\$0
QUALITY	Average	Good	Good	Good
		-\$64,875	-\$45,600	-\$47,700
CONDITION	Good	Very Good	Average	Average
		-\$64,875	\$45,600	\$47,700
BATHROOMS	3	3	2	2
		\$0	\$5,000	\$5,000
HOUSE SIZE/SF	1,970	1,716	2,052	1,941
		\$23,876	-\$7,708	\$2,726
FINISHED BASEMENT SIZE/SF	0	1,716	0	1,536
		-\$80,652	\$0	-\$72,192
OUTBUILDINGS	Storage Building, Garage, Lean-to, Lean-to, Pole Building & Pole Building	Inferior	Inferior	Inferior
		\$81,000	\$91,000	\$91,000
TOTAL ADJUSTMENT		-\$105,526	\$88,292	\$26,534
NET ADJUSTMENT PERCENTAGE		-24%	29%	8%
ADJUSTED PRICE INDICATION		\$326,974	\$392,292	\$344,534

Discussion of Adjustments

List Adjustment: Home Sales 4, 5, and 6 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 2020 and 2021. There are typically few sales each year of similar homes in the subject market area. There were not a sufficient number of sales and re-sales of similar homes to prepare credible paired sales analyses to determine the appropriate adjustment in this category. According to data presented in the Subject Market Analysis section of this report, market conditions are changing for homes on non-navigable water front sites in Seeley Lake. No adjustments were made in this category; however, changes in market conditions are addressed in the Reconciliation of this section of this report.

Location: The contributory site values for the 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 is considered inferior in overall construction quality compared to the comparables. Downward adjustments of 15% were made to the comparables in this category. This adjustment percentage is considered reasonable and representative of the actions of market participants relative to quality.

Condition: The subject residence is considered inferior in overall condition compared to Home Sale 4 and superior to Home Sales 5 and 6. Downward or upward adjustments of 15% per category were made to the comparables. This adjustment percentage is considered reasonable and reflective of the actions of market participants with regard to condition.

Bathrooms: The subject residence and Home Sale 4 include 3 full bathrooms. Home Sale 4 required no adjustment in this category Home Sales 5 and 6 include 2 bathrooms. Upward adjustments of \$5,000 were made for the difference in bathroom count compared to the subject. This adjustment amount is considered to reflect the actions of market participants with regard to an additional full bathroom.

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 \$94 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 residence and Home Sale 5 do not include finished basements. No adjustment was necessary in this category for Home Sale 5. Home Sales 4 and 6 include finished basement areas. An adjustment of \$47 per square foot was made to these two sales for finished basement area. This equates to approximately one half of the adjustment for the difference in above grade square footage. This adjustment amount is considered reasonable and reflective of the actions of market participants.

Outbuildings/Amenities: Adjustments were made for any differences between our estimates of contributory values of outbuildings for the comparables compared to the subject property. The contributory value of the subject outbuilding was estimated based upon depreciated cost calculated on the table below.

Building Description	Size/SF	Marshall Valuation	Cost/SF	Total Cost New
Garage/Shop	1,800	Section 12/Page 35	\$35.50	\$63,900
Garage 2nd Floor	856	Section 12/Page 34	\$63.50	\$54,356
Storage Building	270	Section 17/Page 12	\$23.10	\$6,237
Pole Building	378	Section 17/Page 12	\$19.40	\$7,333
Pole Building	1,675	Section 17/Page 12	\$19.40	\$32,495
Greenhouse	105	Section 17/Page 12	\$19.40	\$2,037
Total Cost New				\$166,358
Less Depreciation - Age/Life - 10/30 Years = 33%				-\$54,898
Depreciated Cost Estimate				\$111,460
Rounded To				\$111,000

Reconciliation of Sales Comparison Approach for Subject Improvements

The comparables provided adjusted indications of market value for the subject improvements of \$326,974, \$392,292, and \$344,534. Approximately equal weight is accorded the adjusted indications from all three comparables. The rounded average of the indications is \$355,000 which is above the adjusted indication from Home Sale 1. Home Sale 1 closed in 2021. Based upon our analysis, placing equal weight on all three adjusted indications is reflective of current market conditions. A market value of \$355,000 is reasonable and well supported for the subject improvements.

The main bedroom and bathroom were undergoing a renovation as of the report effective date. It is necessary to adjust the value concluded for the cost to complete this renovation. Based upon our observation, a cost of \$10,000 would be required for a contractor to complete the renovations. For this reason, the final value conclusion is adjusted downward by \$10,000.

Improvement Value

\$345,000

Total Value Conclusion

The total value conclusion is derived by adding the subject site value to the estimated value of improvements.

Subject Site Value	\$115,000
Subject Improvements Value	<u>\$345,000</u>
Total Value Indication	\$460,000

LOT 36

Site Value Estimate

The non-navigable waterfront comparable site sales presented were utilized to derive 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 36, COS #5310, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA					
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3	SALE 4
IDENTIFICATION	752 Grizzly Dr	520 Overland Trail	218 Overland Trail	NHN Shoreline Ct	430 Wagon Wheel Way
CITY	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$175,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR IMPROVEMENTS		-\$20,000	\$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		03/22/21	02/22/21	07/24/20	06/26/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00	1.00
ADJUSTED PRICE		\$155,000	\$140,000	\$115,000	\$125,000
SITE SIZE/ACRES	3.067	1.390	1.460	4.380	1.760
ADJUSTED SALES PRICE		\$155,000	\$140,000	\$115,000	\$125,000
ADJUSTMENT FOR:					
MARKET CONDITIONS	2021	2021	2021	2020	2020
		Equal =	Equal =	Inferior +	Inferior +
LOCATION	Seeley Lake	Double Arrow SD	Double Arrow SD	Seeley Lake	Double Arrow SD
		Superior -	Superior -	Equal =	Superior -
WATER FRONTAGE	Clearwater River	Clearwater River	Clearwater River	15' of Clearwater River	Clearwater River
		Equal =	Equal =	Inferior +	Equal =
SHAPE	Irregular	Irregular	Irregular	Irregular	Irregular
		Equal =	Equal =	Equal =	Equal =
TOPOGRAPHY	Level with Steep Slope to River	Level	Level	Level	Rolling
		Superior -	Superior -	Superior -	Superior -
FLOOD ZONE	Small Portion in 100 Year Flood Way	Small Portion in 100 Year Flood Way	Small Portion in 100 Year Flood Way	Small Portion in Clearwater River 100 Year Flood Plain	Small Portion in 100 Year Flood Way
		Equal =	Equal =	Equal =	Equal =
FRONTAGE/ACCESS	Gravel Private Rd	Gravel SD Road	Gravel SD Road	County Road	Gravel SD Road
		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	3.067	1.390	1.460	4.380	1.760
		Equal =	Equal =	Superior -	Equal =
OVERALL RATING COMPARED TO SUBJECT		Superior - -	Superior - -	Equal =	Superior -
VALUE INDICATIONS		< < \$155,000	< < \$140,000	= \$115,000	< \$125,000

Discussion of Quantitative Adjustments

Adjustment for List Price: The comparables were closed as of the report effective date and did not require any adjustment in this category.

Adjustment for Improvements: The value determined in this section of this report is for the subject site with no improvements. Land Sale 1 included a permitted septic system. We estimated the current cost for such a system to be \$20,000. A downward adjustment of \$20,000 was made in this category for Land Sale 1. The remaining land sales did not include improvements of value and no adjustments were necessary in this category for these sales.

Property Rights: The ownership interest in this report for the subject property and for all of the land comparables is the fee simple interest. Consequently, no adjustments were necessary in this category.

Financing: All sales were cash or cash equivalent; therefore, no adjustments were necessary in this category.

Conditions of Sale: There were no atypical conditions of sale reported by the verifying parties for any of the comparables. No adjustments were made to the comparables in this category.

Buyer Expenditures: There were no buyer expenditures noted for the land sales utilized in this analysis. No adjustments were necessary in this category.

Market Conditions: The comparables sold in 2020 and 2021. There are typically few sales each year of similar sites in the subject market area. There were not a sufficient number of sales and re-sales of vacant similar sites to prepare credible paired sales analyses to determine the appropriate adjustment in this category. For this reason, no Quantitative adjustments were made in this category.

Based upon data presented in the Subject Market Analysis, the average sales price for non-navigable water front lots increased by approximately 96% from 2020 to 2021 Year-to-Date. Also, the historical demand far exceeds the current supply which typically results in price increases. For these reasons, some adjustment is considered necessary in this category. A 96% upward adjustment does not likely accurately reflect market changes between 2020 and 2021 since there are several months remaining in 2021. Since some adjustment is necessary and there was not sufficient market data for a Quantitative adjustment, we have made Qualitative adjustments in this category.

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.

Market Conditions: Land Sales 1 and 2 are identified as Equal = compared to the subject property in this category as these sales closed in 2021. Land Sales 3 and 4 are identified as Inferior + compared to the subject property in this category as these sales closed in 2020.

Location: The subject site is located in the greater Seeley Lake area. The comparables selected were the best and most similar available; however, Land Sales 1, 2, and 4 are within the Double Arrow Subdivision. According to the American Community Survey 2014-2018, there were 1,147 housing units in Seeley Lake during the survey period. According to the Double Arrow Landowners Association, there are 740 lots in the Double Arrow Subdivision. The Double Arrow Subdivision comprises a significant portion of Seeley Lake. For these reasons, use of comparable sales within the Double Arrow Subdivision was necessary for a credible appraisal report. The locations of Land Sales 1, 2, and 4 are identified as Superior - compared to the subject site due to access to subdivision amenities. Land Sale 3 is not within the Double Arrow Subdivision and is identified as Equal = compared to the subject site in this category.

Water Frontage: The subject site and comparables all include frontage along the Clearwater River. Land Sale 3 only includes a small sliver (15' wide) along the Clearwater River. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject site in this category. Land Sale 3 is identified as Inferior + 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 property slopes steeply along the river frontage portion of the site. This results in difficulty accessing the river from the subject site. The subject and comparables have sufficient level areas for residential improvements. Due to the subject steep slope down to the river frontage, the comparables are identified as Superior – compared to the subject property in this category.

Flood Zone: A very small portion of the subject site is within the 100 Year Flood Way. The comparables all include small areas within the 100 Year Flood Plain or 100 Year Flood Way. Since only small amounts of the comparables are within these areas, the marketability of the comparables is not impacted. For this reason, the comparables are identified as Equal = compared to the subject property in this category.

Frontage/Access: The subject property and comparables have vehicular access from shared roads or public roads. The subject and comparables are identified as Equal = in this category.

Zoning: The subject site and comparables are in areas with no zoning. The highest and best use of the subject and comparables is use for construction of a single family residence. Based upon analysis of highest and best use, the comparables are considered Equal = compared to the subject in this category.

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

Electricity/Telephone: The subject and comparables all have access to electricity and telephone service. The comparables are identified as Equal = compared to the subject in this category.

Size/Acres: The subject site totals 3.067 acres. Land Sales 1, 2, and 4 are all smaller but similar in size compared to the subject site. We did not locate any market evidence that there are price differences due to size for sites within the size ranges of the subject and these comparables. Land Sales 1, 2, and 4 are identified as Equal = compared to the subject in this category.

Land Sale 3 is substantially larger than the subject site. Larger sites typically command higher sales price than smaller but otherwise similar sites. For this reason, Land Sale 3 is identified Superior – compared to the subject property in this category.

Reconciliation of Sales Comparison Approach for Subject Property As If Vacant

The adjusted indication of Land Sales 1, 2, and 4 are greater than the market value for the subject property. The adjusted indication for Land Sale 3 is equal to the market value for the subject property. All weight is accorded the adjusted indication from Land Sale 3. The indicated market value is \$115,000.

Site Value as Vacant

\$115,000

Improvement Value Estimate

House Sales 1, 2, and 3 are appropriate comparables for the subject residence. A sales comparison analysis for the subject property utilizing the comparables selected is below;

SALES COMPARISON ANALYSIS FOR LOT 36, COS # 5113, CLEARWATER RIVER EAST SHORE, SEELEY LAKE, MONTANA				
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3
IDENTIFICATION	752 Grizzly Dr	782 Riverview Dr	600 Riverview Dr	822 Frontier Dr
LOCATION	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT	Seeley Lake, MT
SALES PRICE		\$198,700	\$215,000	\$262,000
LIST ADJUSTMENT				
PROPERTY RIGHTS	Fee Simple	Fee Simple	Fee Simple	Fee Simple
PROPERTY RIGHTS ADJUSTMENT		\$0	\$0	\$0
FINANCING	Market	Market	Market	Market
FINANCING ADJUSTMENT		\$0	\$0	\$0
CONDITIONS OF SALE	Market	Market	Market	Market
CONDITIONS OF SALE ADJUSTMENT		\$0	\$0	\$0
ADJUSTMENTS FOR BUYER EXPENDITURES				
DEMOLITION		\$0	\$0	\$0
ENVIRONMENTAL		\$0	\$0	\$0
OTHER		\$0	\$0	\$0
LEGAL/ZONING		\$0	\$0	\$0
DATE OF SALE		05/27/21	11/30/20	06/30/20
MARKET CONDITIONS FACTOR		1.00	1.00	1.00
ADJUSTED PRICE		\$198,700	\$215,000	\$262,000
LESS SITE VALUE		(\$40,000)	(\$40,000)	(\$55,000)
ADJUSTED IMPROVEMENT PRICE		\$158,700	\$175,000	\$207,000
ADJUSTMENT FOR:				
LOCATION/SITE	River Front Site	Interior Site	Interior Site	Interior Site
		\$0	\$0	\$0
QUALITY	Average	Average	Average	Average
		\$0	\$0	\$0
CONDITION	Average	Average	Average	Good
		\$0	\$0	-\$31,050
BATHROOMS	1	1	1	1
		\$0	\$0	\$0
HOUSE SIZE/SF	640	768	1,040	728
		-\$14,080	-\$44,000	-\$9,680
FINISHED BASEMENT SIZE/SF	0	0	0	0
		\$0	\$0	\$0
OUTBUILDINGS	None	Superior	Superior	Superior
		-\$6,000	-\$10,000	-\$40,000
TOTAL ADJUSTMENT		-\$20,080	-\$54,000	-\$80,730
NET ADJUSTMENT PERCENTAGE		-13%	-31%	-39%
ADJUSTED PRICE INDICATION		\$138,620	\$121,000	\$126,270

Discussion of Adjustments

List Adjustment: Home Sales 1, 2, and 3 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 2020 and 2021. There are typically few sales each year of similar homes in the subject market area. There were not a sufficient number of sales and re-sales of similar homes to prepare credible paired sales analyses to determine the appropriate adjustment in this category. According to data presented in the Subject Market Analysis section of this report, market conditions are changing for homes on non-navigable water front sites in Seeley Lake. No adjustments were made in this category; however, changes in market conditions are addressed in the Reconciliation of this section of this report.

Location: The contributory site values for the 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 and Home Sales 1 and 2 are similar in overall condition. No adjustment was necessary in this category for these sales. Home Sale 3 is in superior condition and a downward adjustment of 15% was applied to this sale in this category. This adjustment percentage is considered to be reflective of the actions of market participants with regard to condition.

Bathrooms: The subject residence and the comparables have 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 \$110 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 basements. No adjustment was necessary in this category.

Outbuildings/Amenities: Adjustments were made for any differences between our estimates of contributory values of outbuildings for the comparables. The subject property does not include any outbuildings

Reconciliation of Sales Comparison Approach for Subject Improvements

The comparables provided adjusted indications of market value for the subject improvements of \$138,620, \$121,000, and \$126,270. All weight is accorded the adjusted indication from Home Sale 1 since it closed in 2021. A market value of \$139,000 is reasonable and well supported for the subject improvements.

Improvement Value	\$139,000
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Total Value Conclusion

The total value conclusion is derived by adding the subject site value to the estimated value of improvements.

Subject Site Value	\$115,000
Subject Improvements Value	<u>\$139,000</u>
Total Value Indication	\$254,000

RECAPITULATION OF VALUE INDICATIONS

The market value for the subject property is recapitulated on the table below;

Lot #	Sale #	Site Value	Value of Improvements	Total Value	Effective Date of Market Values
1	1120	\$125,000	\$226,000	\$351,000	6/17/2021
3	1121	\$125,000	\$96,000	\$221,000	6/17/2021
4	1122	\$125,000	\$85,000	\$210,000	6/18/2021
5	1123	\$125,000	\$274,000	\$399,000	6/17/2021
7	1124	\$125,000	\$237,000	\$362,000	6/18/2021
8	1125	\$125,000	\$68,000	\$193,000	6/18/2021
9	1126	\$125,000	\$241,000	\$366,000	6/18/2021
11	1127	\$115,000	\$245,000	\$360,000	6/18/2021
35	1128	\$115,000	\$345,000	\$460,000	6/18/2021
36	1129	\$115,000	\$139,000	\$254,000	6/18/2021

The values above are based upon the **Hypothetical Conditions** that the subject properties were legal parcels and that the parcels 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

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

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

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

This certificate verifies licensure as:
CERTIFIED GENERAL APPRAISER
With endorsements of:
* *REAL ESTATE APPRAISER MENTOR*

REA-RAG-LIC-683
Status: **Active**
Expires: **03/31/2022**

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



Montana Department of
LABOR & INDUSTRY
RENEW OR VERIFY YOUR LICENSE AT:
<https://ebiz.mt.gov/pol>



State of Montana
Business Standards Division
Board of Real Estate Appraisers

This certificate verifies licensure as:
LICENSED APPRAISER

REA-RAL-LIC-841
Status: **Active**
Expires: **03/31/2022**

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



Montana Department of
LABOR & INDUSTRY
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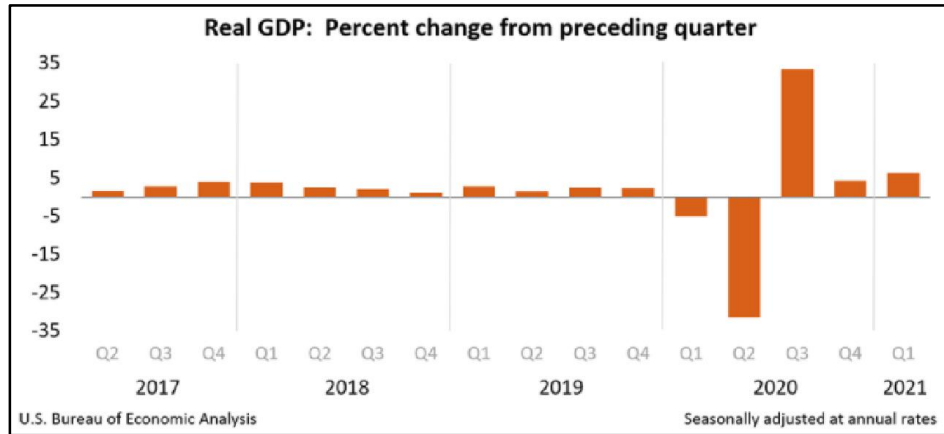
ADDENDUM

NATIONAL ECONOMIC DATA

According to an advance estimate from the Bureau of Economic Analysis of the US Department of Commerce (BEA), real GDP increased by 6.4% in the first quarter of 2021 after increasing by 4.3% in the fourth quarter of 2020.

According to the BEA, “The increase in real GDP in the first quarter reflected increases in personal consumption expenditures (PCE), nonresidential fixed investment, federal government spending, residential

fixed investment, and state and local government spending that were partly offset by decreases in private inventory investment and exports. Imports, which are a subtraction in the calculation of GDP, increased.”



In regard to the COVID-19 impact on first quarter 2021 GDP, the BEA reported, “the increase in first quarter GDP reflected the continued economic recovery, reopening of establishments, and continued government response related to the COVID-19 pandemic. In the first quarter, government assistance payments, such as direct economic impact payments, expanded unemployment benefits, and Paycheck Protection Program loans, were distributed to households and businesses through the Coronavirus Response and Relief Supplemental Appropriations Act and the American Rescue Plan Act. The full economic effects of the COVID-19 pandemic cannot be quantified in the GDP estimate for the first quarter of 2021 because the impacts are generally embedded in source data and cannot be separately identified.”

STATE ECONOMIC DATA

Montana is the 44th 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. 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 2020 the median household income was estimated at \$54,754 and is projected to increase to \$58,261 (an increase of about 10.1%) by 2025. This compares to the United States, which has an estimated median household income of \$62,203 as of 2020 and is projected to increase to \$67,325 (an increase of about 8.2%) by 2025.

The following tables summarize unemployment rates in Montana over the past 10 years.

State of Montana					
Year	Month	Labor Force	Employment	Unemployment	Unemployment Rate
2011	Annual Average	501,065	467,786	33,279	6.6%
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	525,395	503,885	21,510	4.1%
2018	Annual Average	529,812	509,857	19,955	3.8%
2019	Annual Average	537,145	517,793	19,352	3.6%
2020	Annual Average	539,883	508,095	31,788	5.9%
2021	Y-T-D Average (through March)	528,383	502,986	25,397	4.8%
2021	March	530,458	507,029	23,429	4.4%
Average (2011-2020)					4.8%

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

State of Montana - Trailing 12 Months					
Year	Month	Labor Force	Employment	Unemployment	Unemployment Rate
2020	April	538,926	474,310	64,616	12.0%
2020	May	528,665	481,745	46,920	8.9%
2020	June	556,096	515,632	40,464	7.3%
2020	July	552,688	518,212	34,476	6.2%
2020	August	547,995	519,460	28,535	5.2%
2020	September	540,272	515,783	24,489	4.5%
2020	October	535,846	513,849	21,997	4.1%
2020	November	532,562	509,738	22,824	4.3%
2020	December	524,275	500,363	23,912	4.6%
2021	January	525,782	499,290	26,492	5.0%
2021	February	528,910	502,640	26,270	5.0%
2021	March	530,458	507,029	23,429	4.4%

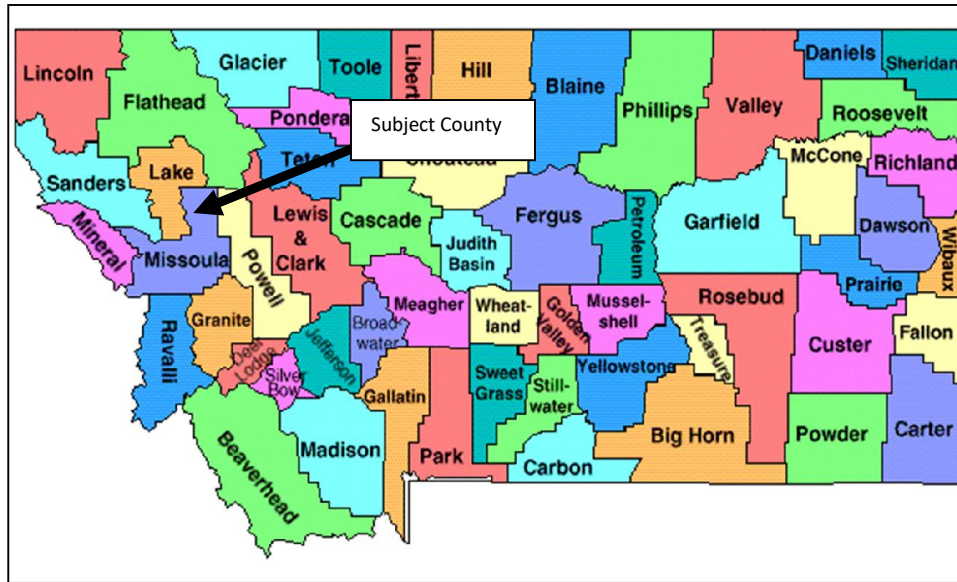
Source: United States Department of Labor, Bureau of Labor Statistics

As shown in the previous tables, 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 unemployment rate in Montana spiked to 12.0% in April. Since then, the rate has generally trended down to the rate of 4.4% as of March 2021.

The real estate market in portions of Montana was strong in 2020 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 properties are 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

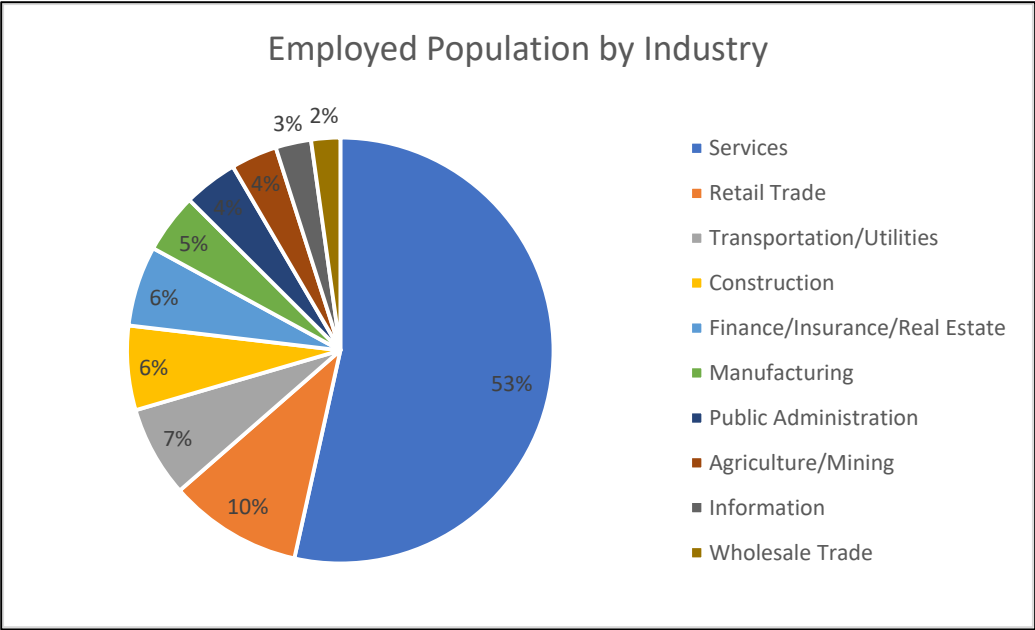
Missoula County is the 2nd most populous county in Montana. The 2020 county population estimate from ESRI based upon US Census Bureau data was 123,781. The population is projected to increase to 131,362 by 2025 or 1.23% per year.

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;

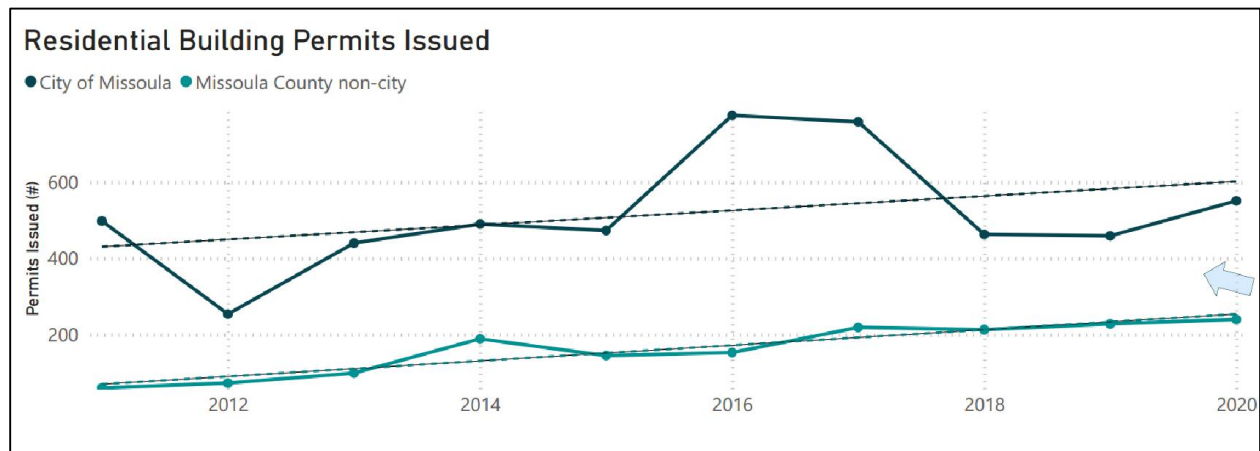


Services comprise the largest employment by substantial margin. The next largest category is retail trade.

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 issued in Missoula County since 2012 are depicted by the green line on the graph below;



The total number of residential building permits issued has generally increased each year for Missoula County.

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 have remained relatively stable for the past several years. Missoula County did experience the most recent real estate “bubble”; however, the market appears to have stabilized. The economy of Missoula County is considered stable with growth likely in the foreseeable future.

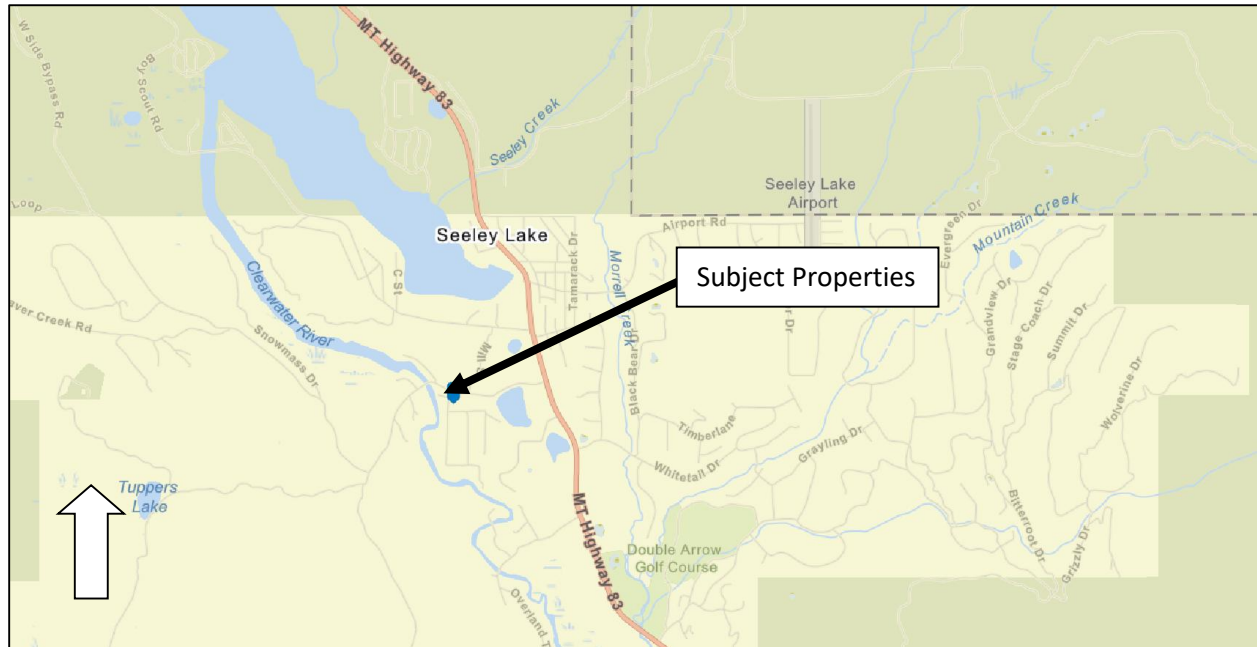
According to the Bureau of Business and Economic Research at the University of Montana, economic impacts on Northwest Montana Counties (which include Missoula County) due to COVID-19 have been forecasted to be significant.

SEELEY LAKE DATA

General Information

The subject properties are 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 2020 estimates based upon US Census data the population of Seeley Lake, CDP was 1,855. According to ESRI forecasts the population is expected to increase to 1,975 by 2025. This equates to an increase of approximately 1.29% 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 2020 median household income for area was \$51,089. The median household income is projected to increase to \$54,176 or by approximately 1.21% per year through 2025.

Housing & Real Estate

According to the ESRI there were 1,417 housing units in the area in 2020. Approximately 46.4% of the housing units were identified as owner occupied, approximately 13.6% were identified as renter occupied, and approximately 40.0% 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, CDP in 2020 was \$260,824. The home value is projected to increase to \$287,500 or approximately 2.05% per year by 2025. 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

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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: 2021 Clearwater East, Missoula County 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), Daniel Cassidy, Rose Lockwood, William & Brandon Grosvenor, Corri Smith, Jim R. & Janice R. Voyles, Chris W. McEnaney, Ben D. & Shirley A. Martello, Jody B. & Rospi T.K. Welter, Edward L. Linford, Douglas E. Closson, Tim Locke & Colleen Taylor, Lukian Sanford, Roddy & Colleen Taylor, and Roy N. Johnstone. 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.

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.

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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 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 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 one appraisal report that includes analysis and appraised values of the 14 (fourteen) 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.

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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 preferably 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.

ATTACHMENT B

MONTANA DNRC TRUST LAND MANAGEMENT DIVISION

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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)
1120	1.584±	Lot 1, Clearwater River East Shore COS 5310, T16N-R15W, Sec. 10	181 Grizzly Dr., Seeley Lake, MT
1121	1.113±	Lot 3, Clearwater River East Shore COS 5310, T16N-R15W, Sec. 10	261 Grizzly Dr., Seeley Lake, MT
1122	1.2±	Lot 4, Clearwater River East Shore COS 5310, T16N-R15W, Sec. 10	303 Grizzly Dr., Seeley Lake, MT
1123	1.956±	Lot 5, Clearwater River East Shore COS 5310, T16N-R15W, Sec. 10	377 Grizzly Dr., Seeley Lake, MT
1124	2.91±	Lot 7, Clearwater River East Shore COS 5310, T16N-R15W, Sec. 10	461 Grizzly Dr., Seeley Lake, MT
1125	2.236±	Lot 8, Clearwater River East Shore COS 5310, T16N-R15W, Sec. 10	479 Grizzly Dr., Seeley Lake, MT
1126	2.856±	Lot 9, Clearwater River East Shore COS 5310, T16N-R15W, Sec. 10	529 Grizzly Dr., Seeley Lake, MT
1127	2.587±	Lot 11, Clearwater River East Shore COS 5310, T16N-R15W, Sec. 10	596 Grizzly Dr., Seeley Lake, MT
1128	2.408±	Lot 35, Clearwater River East Shore COS 5310, T16N-R15W, Sec. 10	677 Grizzly Dr., Seeley Lake, MT
1129	3.067±	Lot 36, Clearwater River East Shore COS 5310, T16N-R15W, Sec. 10	752 Grizzly Dr., Seeley Lake, MT
1130	1.527±	Lot 23, Clearwater River East Shore Inland COS 6114, T16N-R15W, Sec. 10	182 Grizzly Dr., Seeley Lake, MT
1131	1.018±	Lot 24, Clearwater River East Shore Inland COS 6114, T16N-R15W, Sec. 10	200 Grizzly Dr., Seeley Lake, MT
1132	1.38±	Lot 25, Clearwater River East Shore Inland COS 6114, T16N-R15W, Sec. 10	250 Grizzly Dr., Seeley Lake, MT
1133	1.21±	Lot 46, Clearwater River East Shore Inland COS 6114, T16N-R15W, Sec. 10	215 Claw Lane, Seeley Lake, MT

DNRC Contact Information:
 Seth Goodwin, Real Estate
 Specialist
 PO Box 201601
 Helena, MT 59620-1601
 Telephone: (406) 444-4829
 Fax: (406) 444-2684
Seth.Goodwin2@mt.gov

Lessees:

Sale 1120: Daniel Cassidy, (406) 677-3130
 Sale 1121: Rose Lockwood, (406) 677-3665
 Sale 1122: William & Brandon Grosvenor, (406) 721-4566
 Sale 1123: Corri Smith, (406) 750-1581
 Sale 1124: Jim R. & Janice R. Voyles,
 Sale 1125: Chris W. McEnaney, (406) 544-2921
 Sale 1126: Ben D. & Shirley A. Martello, (406) 549-6660
 Sale 1127: Jody B. & Rospi T.K. Welter, (775) 622-5276
 Sale 1128: Edward L. Linford, (406) 677-2891
 Sale 1129: Douglas E. Closson, (406) 546-8791
 Sale 1130: Tim Locke & Colleen Taylor, (406) 788-0324
 Sale 1131: Lukian Sanford, (425) 327-1202

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	Sale 1132: Rody & Colleen Taylor, (406) 965-3134 Sale 1133: Roy N. Johnstone, (406) 241-7989
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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

Location Map of Parcels

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Clearwater River East Shore
T16N-R15W, Sec. 10



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Clearwater River East Shore Inland
T16N-R15W, Sec. 10



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