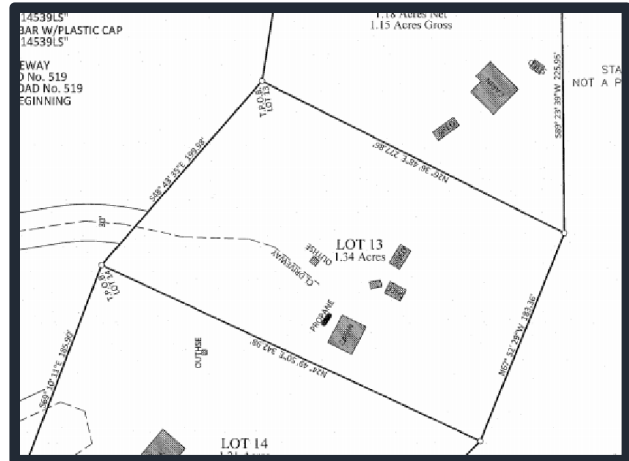
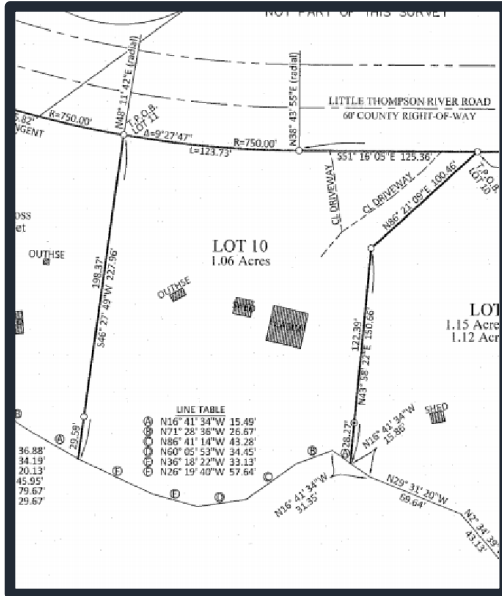


APPRAISAL REPORT OF:

**LOT 10 OF CERTIFICATE OF SURVEY 3534 &
LOT 13 OF CERTIFICATE OF SURVEY 3533
PLAINS, SANDERS COUNTY, MONTANA**



PREPARED FOR:

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

MARKET VALUES AS OF:

June 14, 2022

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 28, 2022

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

Re: Lot 10, COS 3534 & Lot 13, COS 3533, Both Properties in the Mudd Creek Area of Section 12, Township 22 North, Range 27 West, Plains, Sanders County, Montana

Dear Ms. Klobberdanz:

In compliance with your request, Elliott M. Clark, MAI and Christopher D. Clark viewed the above referenced properties on June 14, 2022. Applicable information regarding zoning was reviewed and trends in real estate activity in the area were researched and analyzed. The property viewings, reviews, and analyses were made in order to prepare the attached summary appraisal report.

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

The values of the fee simple interests in the subject 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

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SUMMARY OF SALIENT DATA AND CONCLUSIONS

IDENTIFICATION OF CLIENT/INTENDED USE

Client/Intended User(s)	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	Lot 10 COS 3534 and Lot 13 COS 3533, Section 12, Township 22 North, Range 27 West, Mudd Creek Area, Plains Sanders County, Montana
Site Sizes	See Property Description
Description of Improvements	See Property Description
Assessor Number(s)	See Property Description
Census Tract	30-089-0001.00
Flood Zone	Both Subject Lots May to be in Zone A or in an Areas of Minimal Flood Hazard, FEMA Map Panel 30089C1175D – Dated June 5, 2012
Zoning	None

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 28, 2022
Inspection Date(s)	June 14, 2022
Effective Date of Value(s)	June 14, 2022
Property Rights Appraised	Fee Simple

Estimate of Market Values

Individual Lot Values	Property Valuation Section of Report & Page 72 of Report
Individual Improvement Values	Property Valuation Section of Report & Page 72 of Report
Individual Total Market Values	Property Valuation Section of Report & Page 72 of Report

Extraordinary Assumption(s)	None
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 values for the subject properties, as improved, are also 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.
- Clark Real Estate Appraisal has 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 28, 2022
Elliott M. Clark, MAI
MT REA-RAG-LIC-683



Date Signed: July 28, 2022
Christopher D. Clark
MT REA-RAL-LIC-841

GENERAL ASSUMPTIONS AND LIMITING CONDITIONS

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

1. The legal description(s) from the most recently recorded deed(s) or plat(s) are assumed to be correct.
2. The appraisers assume no responsibility for matters legal in character, nor do they render any opinion as to the 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, therefore.
8. The division of the land and improvements (if applicable) as valued herein is applicable only under the program of utilization shown. These separate valuations are invalidated by any other application.
9. On all appraisals, subject to satisfactory completion, repairs or alterations, the appraisal report and value conclusion(s) are contingent upon completion of the improvements in a workmanlike manner.
10. Disclosure of the contents of this appraisal report is governed by the By-Laws and Regulations of the Appraisal Institute. Except as hereinafter provided, the party for whom this appraisal report was prepared may distribute copies of this report, in its entirety, to such third parties as may be selected by the party for whom this appraisal report was prepared; however, selected portions of this appraisal report shall not be given to third parties without prior written consent of the signatories of this appraisal report. Further, neither all nor any part of this appraisal report shall be disseminated to the general public by the use of advertising media, public

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

11. The Americans with Disabilities Act (ADA) became effective January 26, 1992. The appraisers have not made a specific compliance survey and analysis of the subject 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 Lot 10 of COS 3534 and Lot 13 of COS 3533, Mudd Creek Area of Section 12, Township 22 North, Range 27 West, Plains, Sanders 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 14, 2022. We measured the improvements on the subject lots and walked the lots.

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, Sanders County Records, and the area Multiple Listing Service.

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

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

Extraordinary Assumption(s)

An **Extraordinary Assumption** is defined in 2020-2022 version of the Uniform Standards of Professional Appraisal Practice (USPAP) published by the Appraisal Standards Board to be “*an assumption, directly related to a specific assignment, as of the effective date of the assignment results which, if found to be false, could alter the appraiser's opinions or conclusions.*”

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

Hypothetical Conditions

A **Hypothetical Condition** is defined in 2020-2022 version of the Uniform Standards of Professional Appraisal Practice (USPAP) published by the Appraisal Standards Board to be “*a condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results but is used for purpose of analysis.*”

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

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

Highest & Best Use

Our opinions of the highest and best uses for the subject 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 was developed to determine the values of the subject sites as if vacant. This is typically the most reliable approach for determining values of vacant sites.

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

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

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

IDENTIFICATION OF THE SUBJECT PROPERTIES

The subject properties are identified on the table below;

Lot #	Sale #	Certificate of Survey	Section/Township/Range	County	Gross Acres
10	2032	3534	S12/T22N/R27W	Sanders	1.060
13	2033	3533	S12/T22N/R27W	Sanders	1.340

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 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
10	2032	Glen E. Magera
13	2033	Scott Strowbridge & Kendra Strowbridge

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.

DATE OF PROPERTY VIEWINGS

June 14, 2022

EFFECTIVE DATE OF MARKET VALUES

June 14, 2022

PROPERTY RIGHTS APPRAISED

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

DEFINITION OF MARKET VALUE

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

Market Value is defined in the following manner:

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

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 available online via Sanders County, Montana are identified below;

Lot #	Sale #	Lessee	Address	Last Transfer Document
10	2032	Glen E. Magera	5 Mudd Creek, Plains, MT	Bill of Sale Recorded 10/22/2019
13	2033	Scott Strowbridge & Kendra Strowbridge	2 519 Spur, Plains, MT	Bill of Sale Recorded 9/5/2019

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. Homes were constructed on both 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
10	2032	Glen E. Magera	1970
13	2033	Scott Strowbridge & Kendra Strowbridge	1966

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 and none had been available for sale via the area MLS during the three years prior to the report effective date.

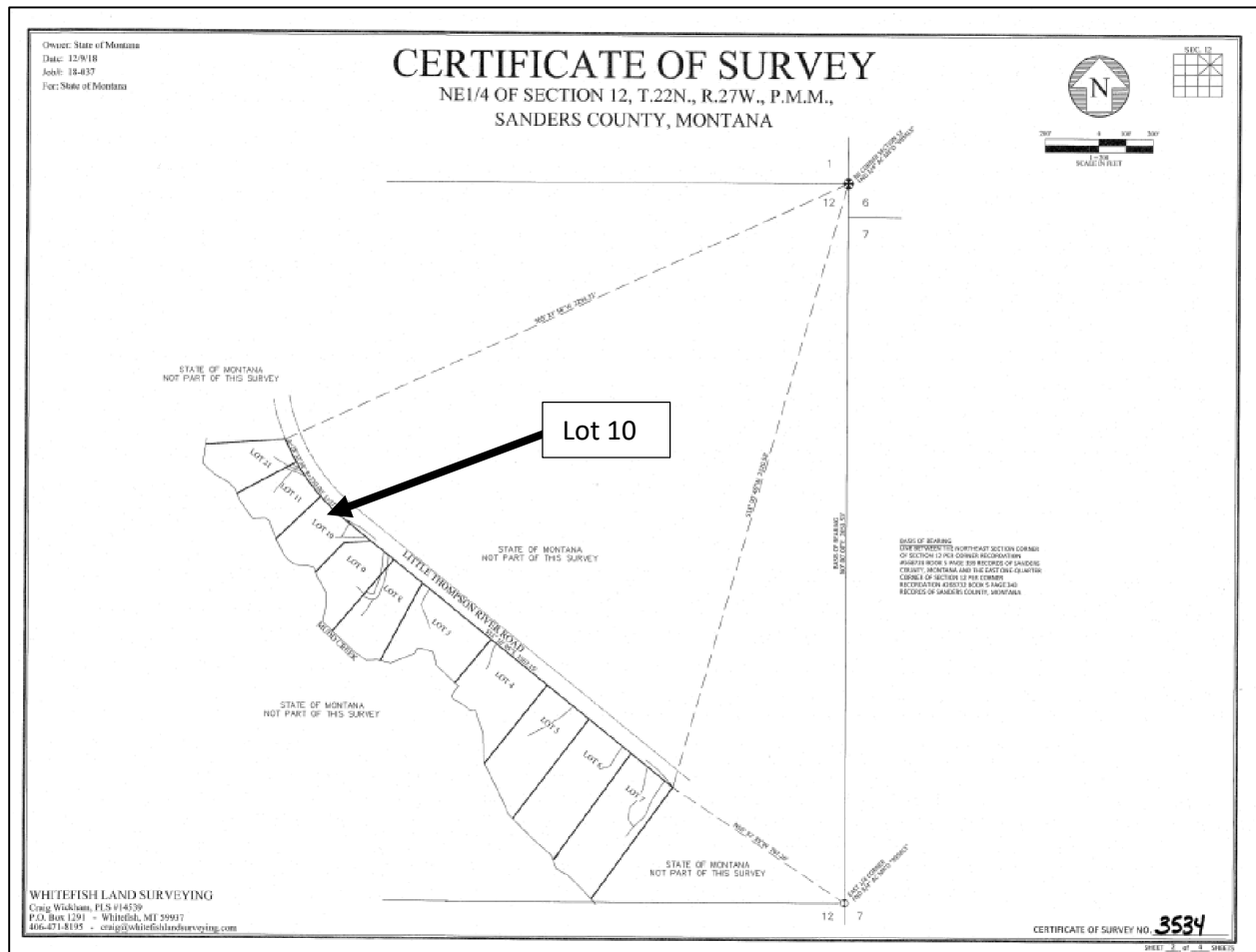
PROPERTY DESCRIPTIONS

GENERAL DESCRIPTIONS

The subject properties are Lot 10 of COS 3534 and Lot 13 of COS 3533, in Section 12, Township 22 North, Range 27 West, in the Mudd Creek area of greater Plains, Sanders County, Montana. The subject site sizes are below;

Lot #	Sale #	Gross Acres
10	2032	1.060
13	2033	1.340

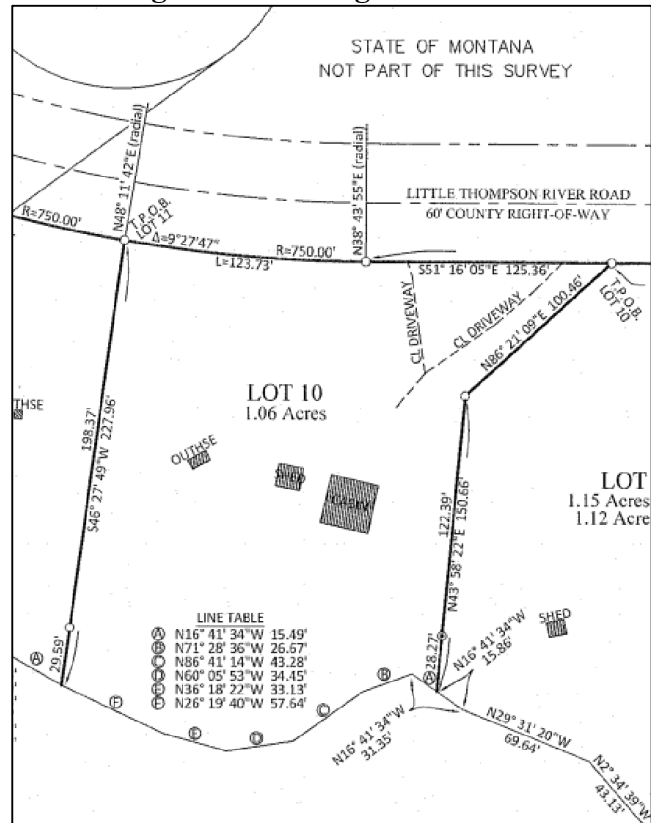
Page 1 of the COS 3534 is below.



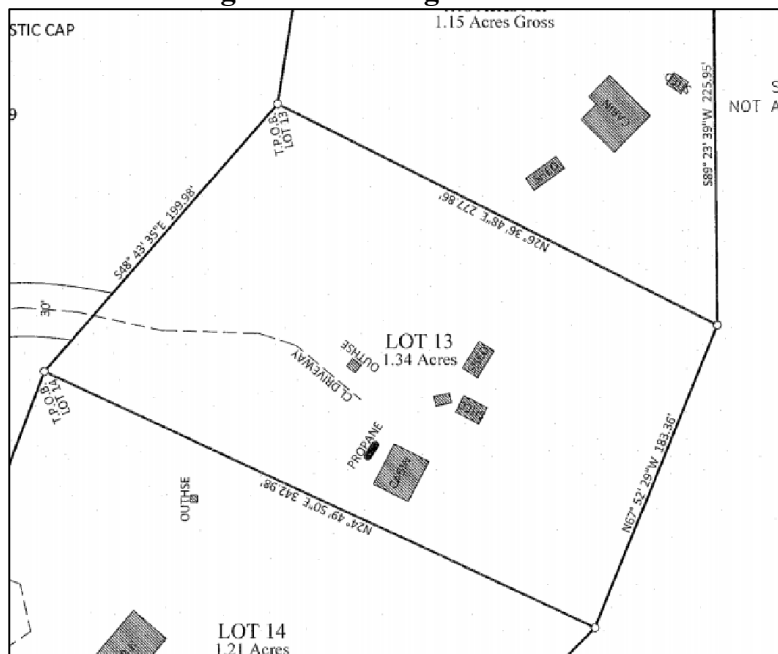
Clark Real Estate Appraisal (22-042ec) (06/14/2022)



LOT 10
Enlarged View of Page 4 of COS 3534



LOT 13
Enlarged View of Page 5 of COS 3533



ACCESS AND VIEWS

Lot 10 of COS 3534 has access directly off of Little Thompson River Road. Lot 13 of COS 3533 has access from Little Thompson River Road via Access Road Number 519 and via a relatively long shared driveway. Lot 10 of COS 3534 has 210.66 feet of frontage along the center line of Mudd Creek. Lot 13 of Cos 3533 does not include water frontage by has walking access to the South Fork of Little Thompson River across adjacent land owned by the State of Montana. Access and water frontage for each site is described on the table below;

Lot #	Sale #	Lessee	Address	Water Frontage	Access
10	2032	Glen E. Magera	5 Mudd Creek, Plains, MT	210.66 Feet Along Center Line of Mudd Creek	Access from Little Thompson River Road
13	2033	Scott Strowbridge & Kendra Strowbridge	2 519 Spur, Plains, MT	None but Walking Access to South Fork of Little Thompson River	Access Road Number 519 (from Little Thompson River Road) via 30' Shared Driveway

Little Thompson River Road is reportedly plowed during the winter. Mr. Scott Strowbridge reported that he was able to drive to his cabin in December of 2021 but that he is not sure if the portion of Access Road Number 519 he crosses to get to his property is always plowed during the winter.

IMPROVEMENTS

The improvements on the subject lots are described on the table below.

Lot #	10 of COS 3534	13 of COS 3533
Sale #	2032	2033
Residence SF	432	606
Construction Type	Wood Frame	Wood Frame
Foundation	Piers	Piers
Quality	Average	Average
Condition	Average	Average
Year Built	1970	1966
# of Bedrooms	0	1
# of Bathrooms	0	0
Porches	173 SF Covered Porch	72 SF Covered Porch
Outbuildings	104 SF Storage Building & 48 Sf Outhouse	64 SF Bunkhouse, 108 SF Lean-to, 134 SF Storage Building, 30 SF Outhouse
Well/Septic	Sandpoint Well/No Septic	No Well/No Septic

EASEMENTS, RESTRICTIONS, AND ENCROACHMENTS

Reservations and encumbrances affecting the subject lots provided by Montana DNRC are on the table below;

Lot #	Sale #	Lessee	Access	Easement Affecting Property
10	2032	Glen E. Magera	Access from Little Thompson River Road	Reciprocal Right of Way to Plum Creek Timberlands for Road & Right of Way Deed to Sanders County for Road
13	2033	Scott Strowbridge & Kendra Strowbridge	Access Road Number 519 (from Little Thompson River Road) via 30' Shared Driveway	None

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

ZONING

The subject properties are in an area of that is not zoned.

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 improvements on each site are taxable. The 2022 taxable market values for the **subject improvements** (as per the Montana Department of Revenue) and the 2021 tax bill amounts are on the table below;

Tax Information					
Lot #	Sale #	Lessees	Assessor # for Improvements	2022 Taxable Market Value for Improvements	2021 Tax Bill Amount for Improvements
10 of COS 3534	2032	Glen E. Magera	0002584	\$32,400	\$378.93
13 of COS 3533	2033	Scott Strowbridge & Kendra Strowbridge	0002860	\$31,180	\$356.48

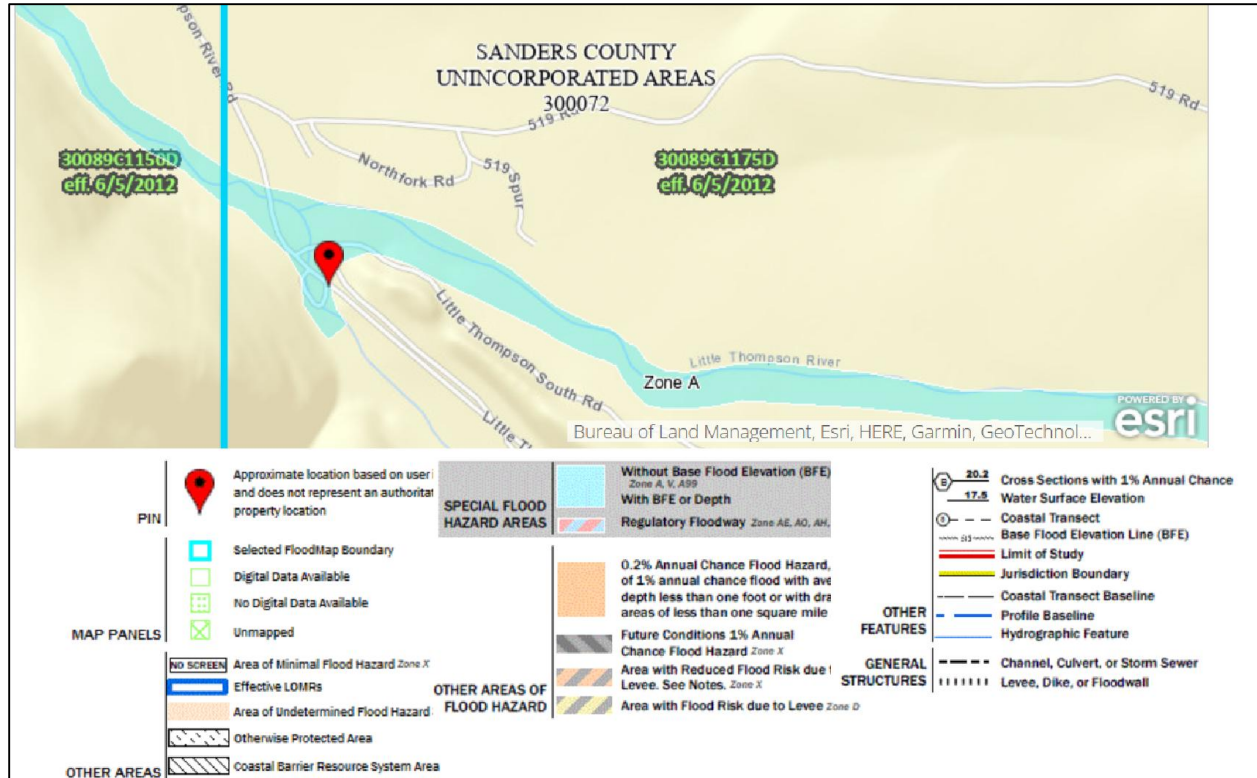
TOPOGRAPHY, VEGETATION, WETLANDS, SOILS AND DRAINAGE

Descriptions of the general topography (according to our observations in the field) are included on the table below;

Lot #	Sale #	Lessee	Topography
10	2032	Glen E. Magera	Sloping at Road with Level Areas
13	2033	Scott Strowbridge & Kendra Strowbridge	Generally Level

According to the FEMA Map Panel that includes the subject properties (Map Panel 30089C1175D, dated June 5, 2012), it appears that Lot 10 of COS 3534 may be partially or totaling within Flood

Zone A. It does not appear that Lot 13 of COS 3533 is in a flood zone. **We were not able to definitively determine flood risk for each property. For this reason, both properties are valued in this report as if they are not within areas of flood risk.** The subject portion of the referenced map panel is below.



The subject lots include native vegetation and/or lawns.

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 no access to electricity and phone lines. Information regarding septic systems and wells is below;

Lot #	Sale #	Lessees	Septic Tank	Water Source	Water Right
10 of COS 3534	2032	Glen E. Magera	No	Sandpoint Well	Yes (1)
13 of COS 3533	2033	Scott Strowbridge & Kendra Strowbridge	No	None	No

PUBLIC SAFETY AND SERVICES

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

SITE SUITABILITY

The subject lots are legally and physically suited for residential/recreational improvements that do not require connection to electricity generated by a power company. As noted, there is no electricity or telephone service in the subject area.

SUBJECT BUILDING SKETCHES & PHOTOGRAPHS

LOT 10 of COS 3534

SKETCH/AREA TABLE ADDENDUM

SUBJECT INFO					
File No.:		Parcel No.:			
Property Address: Mudd Creek Lot 10					
City: Plains	County: Sanders	State: MT	ZipCode: 59859		
Owner:					
Client: MT DNRC		Client Address:			
Appraiser Name: Clark Real Estate Appraisal			Inspection Date: 06/14/2022		
SKETCH					
<p style="text-align: right; font-size: small;">Sketch by ApexSketch</p>					
AREA CALCULATIONS SUMMARY					COMMENT TABLE 1
Code	Description	Factor	Net Size	Perimeter	Net Totals
GLA1	First Floor	1.0	431.7	84.3	431.7
GAR	Storage Building	1.0	103.5	41.0	103.5
OTH	Outhouse	1.0	48.0	28.0	48.0
P/P	Covered Porch	1.0	172.7	63.3	172.7
Net LIVABLE					432
cnt					1
(rounded)					
COMMENT TABLE 2					COMMENT TABLE 3

SUBJECT PHOTOGRAPHS



Front of Cabin on Lot 10



Northwest Side of Cabin



Rear of Cabin Looking Northeast



Southeast Side of Cabin Looking Northwest



Screened Porch



Kitchen and Dining Area in Cabin

ADDITIONAL PHOTOGRAPHS



Woodstove



Living and Sleeping Area



Cabin Interior



Cabin Interior



Storage Area over Sleeping Area



Storage Building

ADDITIONAL PHOTOGRAPHS



Storage Building Interior



Outhouse



Outhouse Interior



Lot 10 Interior Looking Southwest



Lot 10 Interior Looking Southeast



Sandpoint Well

ADDITIONAL PHOTOGRAPHS



View toward Mudd Creek from Rear of Cabin



Mudd Creek Looking Northwest



Mudd Creek Looking East



Mudd Creek Looking Northwest



View NE along Approximate NW Property Boundary



View SE along Approximate SW Property Boundary

ADDITIONAL PHOTOGRAPHS



View NW along Approximate SE Property Boundary



View NE along Approximate SW Property Boundary



View SW along Approximate SE Property Boundary



View NW along Approximate NE Property Boundary



View SE Along Approximate NE Property Boundary



View SW along Approximate NW Property Boundary

ADDITIONAL PHOTOGRAPHS



Driveway to Lot 10 from Little Thompson River Road



Driveway Looking toward Little Thompson River Road



Little Thompson River Road Looking Northwest



Little Thompson River Road Looking Southeast



Little Thompson River Rd Looking SE Near NW Property Corner

LOT 13 COS 3533

SKETCH/AREA TABLE ADDENDUM

SUBJECT INFO					
File No.:		Parcel No.:			
Property Address: Mudd Creek Lot 13					
City: Plains	County: Sanders	State: MT	ZipCode: 59859		
Owner: MT DNRC					
Client:		Client Address:			
Appraiser Name: Clark Real Estate Appraisal		Inspection Date: 06/14/2022			
SKETCH					
<div style="display: flex; justify-content: space-around;"> <div style="text-align: center;"> <h3>Cabin</h3> </div> <div style="text-align: center;"> <h3>Outbuildings</h3> </div> </div> <p style="text-align: right; font-size: small;">Sketch by ApexSketch</p>					
AREA CALCULATIONS SUMMARY					COMMENT TABLE 1
Code	Description	Factor	Net Size	Perimeter	Net Totals
GLA1	First Floor	1.0	502.3	90.0	502.3
GLA3	Bunk House	1.0	64.0	32.0	64.0
GLA4	Loft	1.0	104.0	42.0	104.0
GAR	Lean-to	1.0	108.0	42.0	
	Storage Building	1.0	134.1	49.0	242.1
OTH	Outhouse	1.0	30.0	22.0	30.0
P/P	Covered Porch	1.0	72.0	36.0	72.0
<div style="display: flex; justify-content: space-between;"> Net LIVABLE cnt 3 (rounded) 670 </div>					<div style="background-color: #d3d3d3; text-align: center; font-weight: bold;">COMMENT TABLE 2</div> <div style="background-color: #d3d3d3; text-align: center; font-weight: bold;">COMMENT TABLE 3</div>

SUBJECT PHOTOGRAPHS



Front of Cabin on Lot 13



East Side of Cabin



North Side of Cabin and Propane Tank



West Side of Cabin



Kitchen in Cabin



Living Area and Woodstove

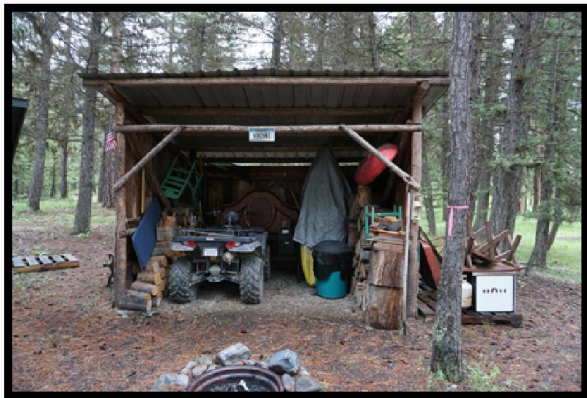
ADDITIONAL PHOTOGRAPHS



Bedroom



Bath/Storage



Lean-To



Bunk House



Bunk House Interior



Storage Building

ADDITIONAL PHOTOGRAPHS



Storage Building Interior



Storage Building Interior



Outhouse



Outhouse Interior

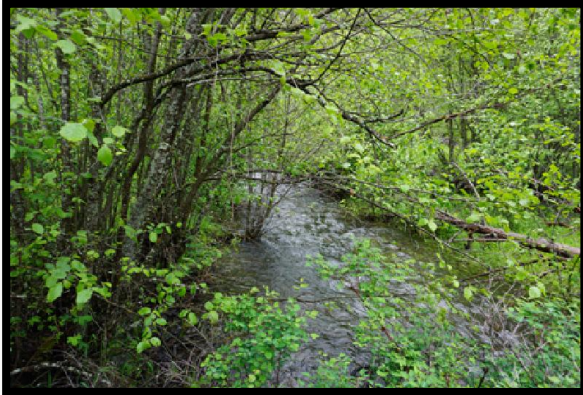


Lot 13 Interior Looking North



DNRC Land to South of Subject Property

ADDITIONAL PHOTOGRAPHS



River on DNRC Land to South of Subject Property



River on DNRC Land to South of Subject Property



Northwest Property Boundary Marker Looking Southwest



Southwest Property Boundary Marker Looking Northeast



Southwest Property Boundary Marker Looking East



Southeast Property Boundary Marker Looking West

ADDITIONAL PHOTOGRAPHS



Southeast Property Boundary Marker Looking Northeast



Northeast Property Boundary Marker Looking Southwest



Northeast Property Boundary Marker Looking West



Driveway to Lot 13 Looking North

SUBJECT MARKET ANALYSIS

National, state, county, and local demographic and economic information is included in the Addendum of this report.

Subject Productivity Analysis

General Property Description

The subject sites are 1.06 and 1.34 acres in size and are located in a remote area of Sanders County. The subject properties include residential improvements; however, there are no utility services available in the subject area.

Area Land Use Trends

The subject neighborhood is described as a rural and remote area between US Highway 2 to the north and Montana Highway 200 to the south. The area includes property owned by the federal and state government and a significant amount of property owned by Green Diamond Resource Company. Much of the land owned by Green Diamond Resource Company in this area is encumbered with a conservation easement. The conservation easement was intended to preserve this land for public use and to preserve wildlife habitat while allowing timber production. There is very little privately owned land in this area that is not owned by Green Diamond Resource Company. Most of the area tracts are vacant; however, there are some ranches and recreational cabins. The Thompson River, the Little Thompson River, and a number of smaller creeks such as Mudd Creek and Fishtrap Creek flow through this area.

Potential Users of Subject Property

The potential users of the subject lots as if vacant would be market participants seeking to own recreation property in a remote area surrounded by thousands of acres of land available for public use.

Demand Analysis

Analysis of historical activity (also known as Inferred Demand Analysis) can shed light on future demand. We conducted searches of the area MLS for sales (vacant and improved) in the subject immediate area. Very limited market data was located.

Since very limited market data or property transfers were located in the immediate subject area, we expanded our search to all portions of Sanders County. We prepared searches for sales of vacant sites ranging from 0.50 up to 4.00 acres in size in Sanders County. We located one reasonable comparable site sale from this data.

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.

This data is on the table on the following page

Sanders County - Vacant Site Sales										
0.50 to 4.00 Acres										
Site Sales (Not on Navigable Water)						Waterfront Sales (Navigable Water)				
Year	# of Sales	Average Sales Price	Percent Price Change	Average Acres	Days on Market	Year	# of Sales	Average Sales Price	Percent Price Change	Days on Market
2017	31	\$44,105		1.44	257	2017	2	\$111,250		63
2018	47	\$45,455	3%	1.61	332	2018	5	\$97,600	-12%	121
2019	48	\$43,397	-5%	1.70	338	2019	9	\$99,333	2%	186
2020	81	\$59,458	37%	1.94	284	2020	9	\$126,211	27%	183
2021	117	\$67,462	13%	1.40	175	2021	23	\$149,540	18%	222
2022 Year-to-Date	31	\$80,374	19%	1.22	45	2022 Year-to-Date	5	\$201,000	34%	64
Actives	29	\$125,290		1.64	51	Actives	5	\$193,400		22

This data indicates that average annual sales prices for vacant sites (not on navigable water) ranging in size from 0.50 to 4.00 acres have increased by an overall average of 12% per year between 2018 and 2021.

This data indicates that average annual sales prices for vacant sites (on navigable water) ranging in size from 0.50 to 4.00 acres have increased by an overall average of 9% per year between 2018 and 2021. The average sales prices for sites on navigable water have historically been more than double those not on navigable water. The vast majority of the waterfront sales are along the Clark Fork River or the Flathead River with the minority on area creeks. For this reason, this data generally represents riverfront lot prices.

We also conducted a search for sales of homes on sites ranging in size from 0.50 up to 4.00 acres in Sanders County. The results of this search are summarized on the table below;

Sanders County - Home Sales				
0.50 to 4.00 Acres				
Navigable Water Sales Removed				
Year	# of Sales	Average Sales Price	Percent Price Change	Days on Market
2017	46	\$192,935		117
2018	51	\$194,222	1%	167
2019	55	\$223,201	15%	168
2020	56	\$268,227	20%	189
2021	55	\$343,215	28%	88
2022 Year-to-Date	23	\$381,612	11%	92
Actives	28	\$424,903		66
Avg Price Increase 2018-2021			16%	

This data indicates that the average annual home price increased by an average of 16% between 2018 and 2021.

Competitive Supply

There were 29 active listings of vacant sites (not on navigable water) from 0.50 to 4.00 acres in size in Sanders County as of the report effective date. The average list price at \$125,290 is 56% above the average lot price received in 2022 Year-to-Date.

There were 28 active listings of homes on sites from 0.50 to 4.00 acres in size in Sanders County as of the report effective date. The average list price at \$424,903 is 11% higher than the average home price received in 2022 Year-to-Date.

Interaction of Supply and Demand

Based upon the average sales volume from 2019 through 2021, there is an approximately 4 month year supply of vacant sites (ranging in size from 0.50 to 4.00 acres and not on navigable water) available for sale within the search parameters utilized. Supply and demand for lots in these search parameters are in relative balance; however, there may be downward price pressure due to list prices which are 56% greater than sales prices to date in 2022.

Based upon the average sales volume from 2019 through 2021, there is an approximately 6 month supply of homes on sites ranging in size from 0.50 to 4.00 acres available for sale within the search parameters utilized. Supply and demand are in relative balance for homes on this site size range; however, there may be downward price pressure due to the list prices which are 11% higher than the average home prices to date in 2022.

Subject Marketability Conclusion

The subject properties are considered to have superior or similar marketability compared to most other, similarly sized, residential sites which recently sold or are currently available for sale in Sanders County. The subject lots may have superior marketability due to the scarcity of similar available sites for sale and/or under private ownership.

Due to limited market data, there is no credible basis for a quantitative adjustment to site sales not located in the immediate subject area. The most applicable sales of vacant and improved properties in closest proximity to the subject properties and in Sanders County were selected as comparable sales. We also utilized two improved sales near the subject properties as two of the land sales for this appraisal. These sales closed in 2019 and 2021 and were the most recent located in the immediate subject area. We extracted the improvement values from these sales.

Due to the limited sales data, we expanded our search to nearby counties. We located one sale of a 1.36 acre site with frontage along Good Creek in Flathead County that closed in 2019. This sale is in a remote area, has no access to electricity and telephone, and is in proximity to large amounts of public land like the subject properties. Although this sale is in Flathead County, it is considered to have similar market appeal as the subject properties.

Estimated Marketing and Exposure Times

The 117 site sales that closed in 2021 and not on navigable water in the size parameter selected were marketed for an average of 175 days. The 55 home sales that closed in 2021 in the search parameters selected were marketed for an average of 88 days.

Marketing and **exposure times** of 3 to 6 months are considered reasonable for the subject properties as if vacant. **Marketing** and **exposures times** of 3 to 6 months are also considered reasonable for the subject properties as improved.

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.

AS IF VACANT

Legally Permissible

The subject lots are in an area with no zoning and no covenants.

Physically Possible

There is sufficient space on each subject site for a single family residence and/or mobile homes and related outbuildings. There is not sufficient space on each site for uses other than residential. There is no electrical service in the subject area.

Financially Feasible

Most similar sized area lots are improved with single family residences. Use of the subject lots for construction of single family residences and/or mobile homes 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 use for each lot as if vacant, is for construction of a single family residence and/or mobile homes and related outbuildings for recreational and/or residential use.

Highest and Best Use

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

AS IMPROVED

The subject properties are both improved with single family residences. Alteration of the subject residences for any use other than as single family homes would require a large capital expenditure. Continued use as single family residences and/or mobile homes (recreational and/or residential) for the subject sites is the highest and best use as improved.

THE APPRAISAL PROCESS

In the foregoing sections of this report, we have examined and discussed the subject 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 market values of vacant sites.

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

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

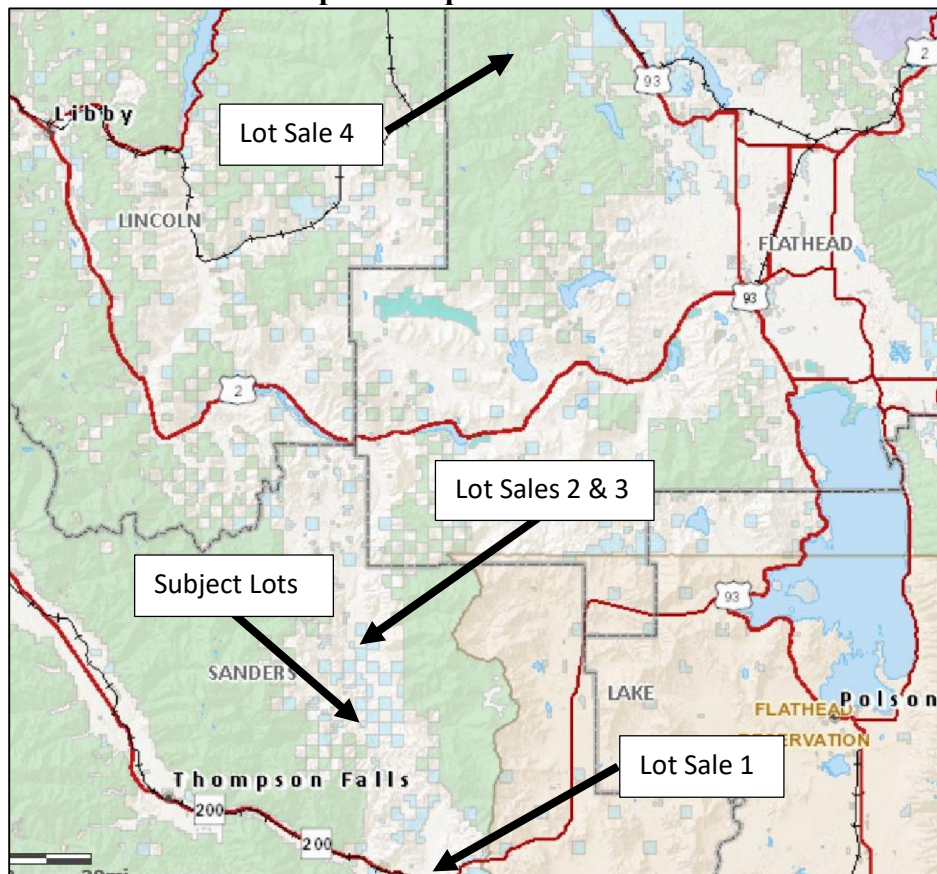
LOT SALES

We searched for sales of lots similar in location and size to the subject. There were no sales of vacant sites located in the immediate subject neighborhood. For this reason, it was necessary to use two improved sale near the subject properties and to extract the value of the improvements from these sales. It also was necessary to use one sale in Plains that closed after the report effective date and to use one located outside of Sanders County. The most applicable comparables located are described on the table below;


Sale #	Address	City	Site Size/Acres	Sale Date	Sales Price	Less Value of Improvements	Adjusted Sales Price
1	NHN Appaloosa Ct	Plains	2.520	2022	\$75,000	\$0	\$75,000
2	21 Forty Niner Ln	Thompson Falls	4.040	2021	\$165,000	-\$105,000	\$60,000
3	15 Forty-Niner Ln	Thompson Falls	1.047	2019	\$145,000	-\$95,000	\$50,000
4	3729 Good Creek Rd	Olney	1.360	2019	\$44,500	\$0	\$44,500

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		NHN Appaloosa Court
	City/State		Plains, MT
	County		Sanders
	Assessor Number		0000003186
	Zoning		Unzoned
	Site Size: Acres		2.520
	Square Feet		109,771
	Date of Sale		July 8, 2022
	Sales Price		\$75,000
	Less Cost of Improvements*		\$0
Sales Price Adjusted		\$75,000	
MLS #		22206537	
ANALYSIS OF SALE			
Price per Acre	\$29,762	Price per Square Foot	\$0.68
		Price Per Front Foot	N/A
TRANSFER INFORMATION			
Owner	Paisley Roots, LLC	Grantee	Stephen Frey
Type of Instrument	Warranty Deed	Document #	326552
		Marketing Time	26 Days on Market
Financing/Conditions	Conventional/Market	Verified By	David Kirkwood, Listing Agent
Legal Description	Lot 17A of Mustang Haven Subdivision, Sanders County, Montana	Intended Use/Comments	Purchased for Residential Use
Section/Township/Range	S11/T20N/R26W		
PROPERTY DETAILS			
Access	Gravel Road SD Road	View	Mountains
Topography	Rolling	Lot Dimensions	Various
Flood Plain	According to Flood Map # 30089C1450D, the property is not in an area of elevated flood risk.	Improvements	None
Water Frontage	None		
Feet of Water Frontage	N/A	Value of Improvements	\$0
Utilities	Electricity & Telephone at Road	Miscellaneous	
			22-042ec


LAND SALE 2

COMPARABLE SALE INFORMATION				
	Location		21 Forty Niner Lane	
	City/State		Thompson Falls, Montana	
	County		Sanders	
	Assessor Number		0000005107	
	Zoning		Unzoned	
	Site Size: Acres		4.040	
	Square Feet		175,982	
	Date of Sale		August 6, 2021	
	Sales Price		\$165,000	
	Less Value of Improvements*		\$105,000	
Sales Price Adjusted		\$60,000		
MLS #		22110076		
ANALYSIS OF SALE				
Price per Acre		\$14,851	Price per Square Foot	\$0.34
			Price Per Front Foot	N/A
TRANSFER INFORMATION				
Grantor		Jerry G. Johnson, Tonya Marie Johnson, & Tonya Marie Myers	Grantee	Michael Krantz & Sandra Krantz
Type of Instrument		Warranty Deed	Document #	322659
Financing/Conditions		Cash/Market	Marketing Time	40 Days on Market
Legal Description		Plat J in SWSE, Section 1, Township 23 North, Range 27 West, Sanders	Verified By	Chelsea Kirkland, Listing Agent
Section/Township/Range		S1/T23N/R27W	Intended Use/Comments	Purchased for Residential/Recreational Use
PROPERTY DETAILS				
Access		Private Gravel Road	View	River & Mountains
Topography		Level Area with Slope	Lot Dimensions	Various
Flood Plain		According to Flood Map # 30089C0900D, the property is not located in an area of Elevated Flood Risk.	Improvements	This sale includes a 1,128 SF cabin constructed in 1984. The cabin is off-grid and does not include plumbing. There is no well or septic on this property. This property includes 2 sheds, and an outhouse. The estimated contributory value of the improvements (\$105,000) is based upon depreciated cost.
Water Frontage		Access to Thompson River via State Land	Value of Improvements	\$105,000
Feet of Water Frontage		Unknown on	Miscellaneous	This property is accessed via an easement across adjacent land. Property includes a spring.
Utilities		None		
Report File # 22-042ec				

LAND SALE 3

COMPARABLE SALE INFORMATION			
	Location	15 Forty Niner Lane	
	City/State	Thompson Falls, Montana	
	County	Sanders	
	Assessor Number	0000005361	
	Zoning	Unzoned	
	Site Size: Acres	1.047	
	Square Feet	45,607	
	Date of Sale	November 27, 2019	
	Sales Price	\$145,000	
	Less Value of Improvements*	\$95,000	
	Sales Price Adjusted	\$50,000	
	MLS #	21915281	
ANALYSIS OF SALE			
Price per Acre	\$47,755	Price per Square Foot	\$1.10
		Price Per Front Foot	N/A
TRANSFER INFORMATION			
Grantor	Robert A. Sullivan	Grantee	Douglas Blair & Kathleen Blair
Type of Instrument	Notice or Purchaser's Interest	Document #	315001
		Marketing Time	165 Days on Market
Financing/Conditions	Owner Financing/Market	Verified By	Michael Anderson, Listing Agent
Legal Description	Tract C-2, Certificate of Survey No. 1933RB, Sanders County, Montana	Intended Use/Comments	Purchased for Residential/Recreational Use
Section/Township/Range	S1/T23N/R27W		
PROPERTY DETAILS			
Access	Private Gravel Road	View	River & Mountains
Topography	Level Area with Slope	Lot Dimensions	Various
Flood Plain	According to Flood Map # 30089C0900D, the property is not located in an area of Elevated Flood Risk.	Improvements	This sale includes an 853 SF cabin constructed in 1960. The cabin is off-grid and does not include plumbing. There is no well or septic on this property. This property includes a 256 SF guest house, 2 sheds, and an outhouse. The estimated contributory value of the improvements (\$95,000) is based upon depreciated cost.
Water Frontage	Access to Thompson River via State Land	Value of Improvements	\$95,000
Feet of Water Frontage	Unknown on		
Utilities	Electricity & Telephone at Thompson River Road	Miscellaneous	Property is accessed via an easement across adjacent land.
		Report File #	20-048ec

LAND SALE 4

COMPARABLE SALE INFORMATION				
	Location		3729 Good Creek Road	
	City/State		Olney, Montana	
	County		Flathead	
	Assessor Number		0000634245	
	Zoning		Unzoned	
	Site Size: Acres		1.360	
	Square Feet		59,242	
	Date of Sale		October 2, 2019	
	Sales Price		\$44,500	
	Less Cost of Improvements*		\$0	
	Sales Price Adjusted		\$44,500	
	MLS #		21911322	
ANALYSIS OF SALE				
Price per Acre		\$32,721	Price per Square Foot	\$0.75
			Price Per Front Foot	N/A
TRANSFER INFORMATION				
Owner		Leonard Investments, LLC	Grantee	James W. Dyon & Michelle L. Dyon
Type of Instrument		Warranty Deed	Document #	201900025009
			Marketing Time	86 Days on Market
Financing/Conditions		Cash/Market	Verified By	Lindsay Fansler
Legal Description		Lot 9A of the Amended Plat of Lots 8 & 9 of Good Creek No. 1, Flathead	Intended Use/Comments	Purchased for Recreational Use
Section/Township/Range		S1/T31N/R25W		
PROPERTY DETAILS				
Access		County Gravel Road	View	Mountains, Trees, Creek
Topography		Level	Lot Dimensions	Various
Flood Plain		According to Flood Map # 30029C1025G, this property is in an area of minimal flood hazard.	Improvements	None
Water Frontage		Good Creek		
Feet of Water Frontage		184.62 Feet of Creek Frontage	Value of Improvements	\$0
Utilities		None	Miscellaneous	Vehicular access to this property is seasonal. Good Creek flows directly along this property.
Report File # 20-048ec				

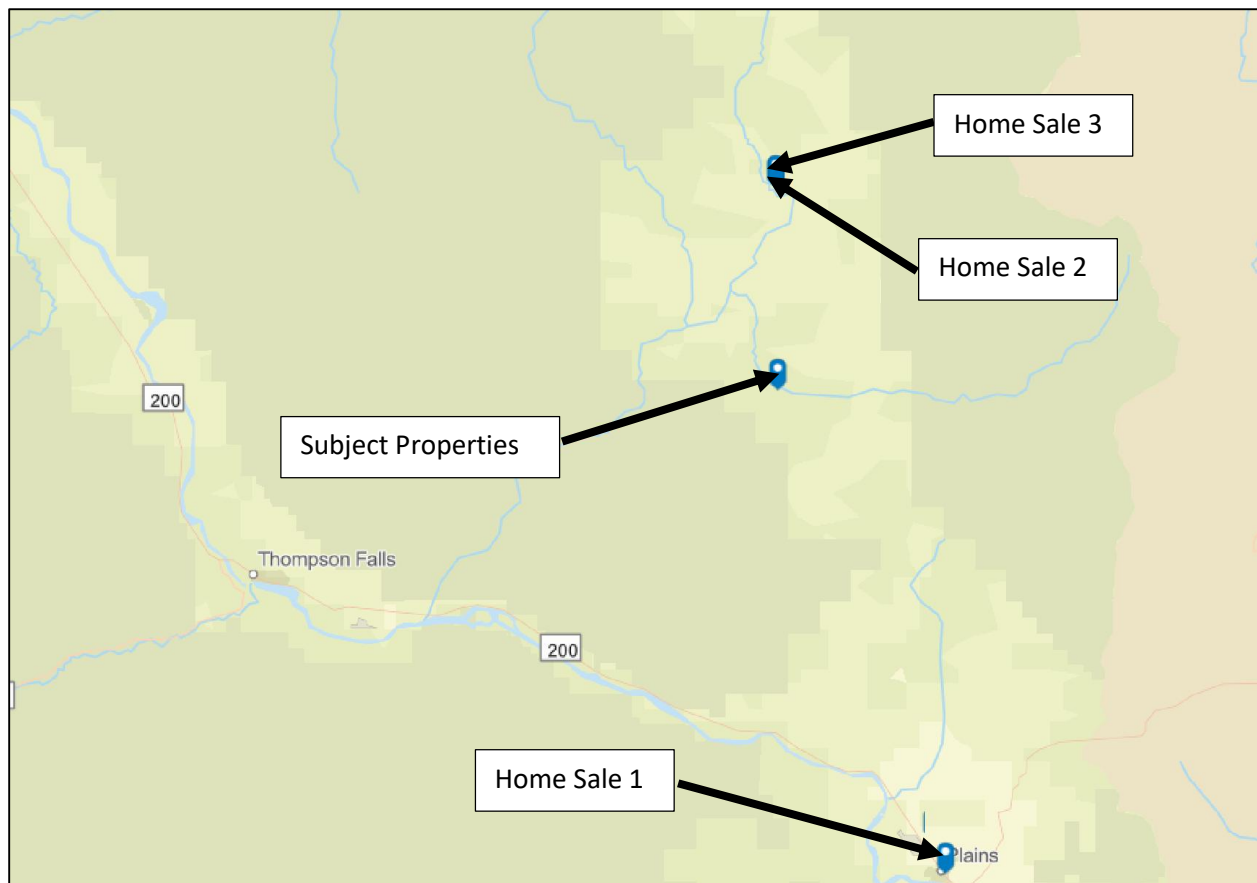
HOME SALES

We conducted a search for sales of homes in the market area with improvements similar to the subject improvements. Due to the limited sales of similar properties, it was necessary to utilize sales that closed more than 1 year prior to the report effective date. The most applicable and recent sales located are described on the table below;



Home Sales						
Sale #	Address	City	Sale Date	Sales Price	Less Site Value	Sale Price of Improvements
1	202 Farmer St	Plains	2021	\$152,000	\$70,000	\$82,000
2	21 Forty-Niner Ln	Thompson Falls	2021	\$165,000	\$60,000	\$105,000
3	15 Forty-Niner Ln	Thompson Falls	2019	\$145,000	\$50,000	\$95,000

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


Map of Comparable Home Sales





HOME SALE 1

COMPARABLE SALE INFORMATION			
	Location		
	202 Farmer Street		
	City/State		
	Plains, Montana		
	County		
	Sanders		
	Assessor Number		
	0000000093		
	Zoning		
	Unzoned		
	Site Size: Acres		
	0.144		
Square Feet			6,273
Date of Sale			July 21, 2021
Sales Price			\$152,000
Adjustment to Sales Price			\$0
Adjusted Sales Price			\$152,000
MLS #			22109054
TRANSFER INFORMATION			
Grantor	Sandra Bermudez	Grantee	Clarence Fried Estate
Recording Data	Warranty Deed #322522	Marketing Time	42 Days on Market
Financing/Conditions	Conventional/Market	Verified By	Denise Goodwin, Listing Agent
Legal Description	Lot 2, McGowan Second Addition (Plains), Sanders County, Montana	Intended Use	Residential
Section/Township/Range	S26/T20N/R26W		
DESCRIPTION OF IMPROVEMENTS		ANALYSIS OF SALE	
Body of Water	N/A	Sales Price	\$152,000
Front Footage	N/A	Estimated Site Value	\$70,000
Access	City Street	Sales Price of Improvements	\$82,000
House Square Feet	720	Improvement Price/SF	\$114
Bedroom/Bathrooms	1BR/1BA		
Year Built or Renovated	1940		
Construction	Wood		
Quality	Average		
Condition	Average		
Water/Sewer	Municipal Water & Sewer		
Utilities	Electricity & Telephone		
Topography	Level		
Outbuildings	None		
Miscellaneous	This house includes a 1 car attached garage.		
		Report File # 22-042ec	

HOME SALE 2

COMPARABLE SALE INFORMATION			
	Location		21 Forty Niner Lane
	City/State		Thompson Falls, MT
	County		Sanders
	Assessor Number		0000005107
	Zoning		Unzoned
	Site Size: Acres		4.040
	Square Feet		175,982
	Date of Sale		August 6, 2021
	Sales Price		\$165,000
	Adjustment to Sales Price		\$0
	Adjusted Sales Price		\$165,000
	MLS #		22110076
TRANSFER INFORMATION			
Grantor	Jerry G. Johnson, Tonya Marie Johnson, & Tonya Marie Myers	Grantee	Michael Krantz & Sandra Krantz
Recording Data	Warranty Deed #322659	Marketing Time	40 Days on Market
Financing/Conditions	Cash/Market	Verified By	Chelsea Kirkland, Listing Agent
Legal Description	Plat J in SWSE, Section 1, Township 23 North, Range 27 West, Sanders County, Montana	Intended Use	Residential/Recreational
Section/Township/Range	S1/T23N/R27W		
DESCRIPTION OF IMPROVEMENTS		ANALYSIS OF SALE	
Body of Water	Walk in Access to Thompson River		
Front Footage	Unknown	Sales Price	\$165,000
Access	Private Gravel Road	Estimated Site Value	\$60,000
House Square Feet	1,128	Sales Price of Improvements	\$105,000
Bedroom/Bathrooms	2BR/0BA	Improvement Price/SF	\$93
Year Built or Renovated	1984		
Construction	Wood		
Quality	Average		
Condition	Average		
Water/Sewer	Outhouse		
Utilities	None		
Topography	Level Area with Slope		
Outbuildings	Outhouse		
Miscellaneous	This sale includes an 1,128 SF cabin constructed in 1984. The cabin is off-grid and does not include plumbing. There is no well or septic on this property. This property includes 2 sheds and an outhouse. Property has views of the Thompson River. This property is accessed via an easement across adjacent land.		
		Report File #	22-042ec

HOME SALE 3

COMPARABLE SALE INFORMATION						
	Location		15 Forty Niner Lane			
	City/State		Thompson Falls, MT			
	County		Sanders			
	Assessor Number		0000005361			
	Zoning		Unzoned			
	Site Size: Acres		1.040			
	Square Feet		45,302			
	Date of Sale		November 27, 2019			
	Sales Price		\$145,000			
	Adjustment to Sales Price		\$0			
	Adjusted Sales Price		\$145,000			
	MLS #		326997			
TRANSFER INFORMATION						
Grantor		Robert A. Sullivan	Grantee	Douglas Blair & Kathleen Blair		
Recording Data		Notice of Purchaser's Interst #315001	Marketing Time		165 Days on Market	
Financing/Conditions		Cash / Market	Verified By		Michael Anderson, Listing Agent	
Legal Description		Tract c-2, Cerfictie of Survey No. 1933RB, Sanders County, Montana		Intended Use		Residential/Recreational
Section/Township/Range		S1/T23N/R27W				
DESCRIPTION OF IMPROVEMENTS			ANALYSIS OF SALE			
Body of Water		Walk in Access to Thompson River				
Front Footage		Unknown		Sales Price		\$145,000
Access		Private Gravel Road		Estimated Site Value		\$50,000
House Square Feet		853		Sales Price of Improvements		\$95,000
Bedroom/Bathrooms		1BR/0BA		Improvement Price/SF		\$111
Year Built or Renovated		1960				
Construction		Wood				
Quality		Average				
Condition		Average				
Water/Sewer		Outhouse				
Utilities		None				
Topography		Level Area with Slope Toward River				
Outbuildings		Outhouse				
Miscellaneous		This sale includes an 853 SF cabin constructed in 1960. The cabin is off-grid and does not include plumbing. There is no well or septic on this property. This property includes a 256 SF guest house, 2 sheds, and an outhouse. Property has views of the Thompson River. This property is accessed via an easement across adjacent land.				
			Report File #			20-048ec

PROPERTY VALUATIONS

LOT 10, COS 3534

Site Value Estimate

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

COMPARABLE SALES ANALYSIS FOR SUBJECT SITE					
LOT 10, COS 3534, PLAINS, MONTANA					
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3	SALE 4
IDENTIFICATION	5 Mudd Creek	NH-N Appaloosa Ct	21 Forty-Niner Ln	15 Forty-Niner Ln	3729 Good Creek Rd
CITY	Plains, MT	Plains, MT	Thompson Falls, MT	Thompson Falls, MT	Olney, Montana
SALES PRICE		\$75,000	\$165,000	\$145,000	\$44,500
ADJUSTMENT FOR IMPROVEMENTS		\$0	-\$105,000	-\$95,000	\$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		07/08/22	08/08/21	11/27/19	10/02/19
MARKET CONDITIONS FACTOR		0.99	1.08	1.25	1.27
ADJUSTED PRICE		\$74,507	\$65,096	\$62,740	\$56,521
SITE SIZE/ACRES	1.060	2.520	1.047	1.047	1.360
ADJUSTED SALES PRICE		\$74,507	\$65,096	\$62,740	\$56,521
ADJUSTMENT FOR:					
LOCATION	Plains Rural	Plains Superior - -	Thompson Falls Rural Equal =	Thompson Falls Rural Equal =	Olney Rural Equal =
WATER FRONTAGE	Mudd Creek	None	Access to Thompson River	Access to Thompson River	Good Creek
SHAPE	Irregular	Rectangular Equal =	Rectangular Equal =	Rectangular Equal =	Irregular Equal =
TOPOGRAPHY	Sloping with Level Areas	Rolling	Level	Level	Level
FLOOD ZONE	Unknown	None	None	None	None
FRONTAGE/ACCESS	Year Round Access	Year Round Access	Year Round Access	Year Round Access	Seasonal Access via County Road
ZONING	Not Zoned	Not Zoned	Not Zoned	Not Zoned	Not Zoned
EASEMENTS AFFECTING USE	No	No	No	No	No
ELECTRICITY/TELEPHONE	Not Available	Available	Not Available	Not Available	Not Available
SITE SIZE/ACRES	1.060	2.520	4.040	1.047	1.360
OVERALL RATING COMPARED TO SUBJECT		Superior - -	Equal =	Equal =	Inferior +
VALUE INDICATIONS		< < \$74,507	= \$65,096	= \$62,740	> \$56,521

Discussion of Quantitative Adjustments

Adjustments for Improvements: Land Sales 1 and 4 did not include improvements and no adjustments were necessary in this category for these comparables. Land Sales 2 and 3 included residences and outbuildings. Based upon the photographs of the exteriors and interiors of these comparables, information from the verifying parties, and depreciated cost analyses for the improvements on these properties; downward adjustments of \$105,000 and \$95,000 were determined to be reasonable and appropriate for the improvements on Land Sales 2 and 3, respectively.

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 comparable sold in 2019, 2021, and 2022. 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 similar vacant sites to prepare credible paired sales analyses to determine the appropriate adjustment in this category. For this reason, we examined changes in annual average sales prices for residential sites (sales on navigable water removed) in Sanders County ranging in size from 0.50 to 4.00 acres. This information is below;

Sanders County - Vacant Site Sales					
0.50 to 4.00 Acres					
Site Sales (Not on Navigable Water)					
Year	# of Sales	Average Sales Price	Percent Price Change	Average Acres	Days on Market
2017	31	\$44,105		1.44	257
2018	47	\$45,455	3%	1.61	332
2019	48	\$43,397	-5%	1.70	338
2020	81	\$59,458	37%	1.94	284
2021	117	\$67,462	13%	1.40	175
2022 Year-to-Date	31	\$80,374	19%	1.22	45
Actives	29	\$125,290		1.64	51
Avg Price Increase 2018-2021			12%		

The average annual sales price increase from 2018 through 2021 was 12%. The average sales price increased by 19% from 2021 to 2022 Year-to-Date. Since the data for 2022 is incomplete as the year is not over, we have relied on the average rate of change from 2018 to 2021 for an adjustment in this category. The average rate of annual price change during this period was 12%. We have rounded this to 10%. The adjustment used in this analysis for changes in market conditions is 10% per year. The adjustment is applied based upon the number of days between each sale and the appraisal report effective date.

Sale 1 closed after the report effective date but was under contract as of the report effective date. Use of this sale is considered appropriate and necessary due to the limited amount of recent comparable sale data. Additionally the adjustment for changes in market conditions for this sale is downward to reflect that the sale closed after the report effective date.

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.

Location: The locations of the subject and Land Sales 2, 3, and 4 are similar. The subject and these comparables are in rural remote areas which are suitable for market participants seeking residential/recreational type properties. The subject and these comparables have similar proximity to large amounts of public land. Land Sales 2, 3, and 4 are identified as Equal = compared to the subject in this category. Land Sale 1 is located closer to a population center and may not have similar appeal for market participants seeking recreational type property. There would likely be a higher number of market participants for Land Sale 1 as this property would appeal to those seeking to construct a residence near a population center with proximity to services. Due to the larger number of market participants, Land Sale 1 is identified as Superior - - compared to the subject in this category.

Water Frontage: The subject site includes frontage along Mudd Creek which flows into the Little Thompson River. Land Sale 1 does not include water frontage or walk in type water access and this sale is identified as Inferior + compared to the subject property in this category. Land Sales 2 and 3 do not include water frontage but do have walk in type access to the Little Thompson River and are considered Equal = compared to the subject in this category. Land Sale 4 has frontage along Good Creek and is identified as Equal = compared to the subject in this category.

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

Topography: The subject site includes sloping and level areas. The usable area of the subject site is within the size ranges of the comparables. For this reason, the comparables are identified as Equal = compared to the subject in this category.

Flood Zone: The subject site may be within a flood zone; however, we did not definitively discern if this was the case or not. The lessee did not indicate that the site had flooded in the past. The comparables are not within areas of flood hazard and are identified as Equal = compared to the subject in this category.

Frontage/Access: The subject lot is accessed via a county road. Land Sales 1, 2, and 3 are also accessed directly or indirectly via county roads. These comparables are identified as Equal = compared to the subject in this category. Land Sale 4 is accessed via a seasonally maintained road that is closed in the winter. This comparable is identified as Interior + compared to the subject in this category.

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

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

Electricity/Telephone: The subject site and Land Sales 2, 3, and 4 do not have access to electricity. These comparables are identified as Equal = compared to the subject lot in this category. Land Sale 1 has access to electricity. This comparable is identified as Superior – compared to the subject in this category.

Size/Acres: The subject site totals 1.060 acres with much of that area considered buildable. There is no market data available suggesting that lots within the size ranges of the subject and comparable vary in price due to size differences. For this reason, the comparables are identified as Equal = compared to the subject in this category.

Reconciliation of Sales Comparison Approach for Subject Property As If Vacant

The comparables provided adjusted indications of value far less than \$74,507, equal to \$65,096, equal to \$62,740, and greater than \$56,521. Land Sale 1 required the highest number of adjustments and is accorded no weight. Based upon similarity in location and type of market participant, approximately equal weight is accorded the adjusted indications of Land Sales 2, 3, and 4. The average of these three indications is \$61,452. A market value of \$61,000 (rounded down from \$61,452) is considered well supported and appropriate for the subject lot.

Subject Site Value

\$61,000

Improvement Value Estimate

A sales comparison analysis for the subject property utilizing the comparables selected is below;

SALES COMPARISON ANALYSIS FOR LOT 10, COS 3534, PLAINS, MONTANA				
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3
IDENTIFICATION	5 Mudd Creek	202 Farmer St	21 Forty-Niner Ln	15 Forty-Niner Ln
LOCATION	Plains, MT	Plains, MT	Thompson Falls, MT	Thompson Falls, MT
SALES PRICE		\$152,000	\$165,000	\$145,000
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		07/21/21	08/06/21	11/27/19
MARKET CONDITIONS FACTOR		1.13	1.13	1.38
ADJUSTED PRICE		\$172,489	\$186,156	\$200,418
LESS SITE VALUE		(\$70,000)	(\$60,000)	(\$50,000)
ADJUSTED IMPROVEMENT PRICE		\$102,489	\$126,156	\$150,418
ADJUSTMENT FOR:				
	LOCATION/SITE	Plains Rural	Plains	Thompson Falls Rural
		\$0	\$0	\$0
QUALITY	Average	Average	Average	Average
		\$0	\$0	\$0
CONDITION	Average	Average	Average	Average
		\$0	\$0	\$0
BATHROOMS	0	1	0	0
		-\$10,000	\$0	\$0
HOUSE SIZE/SF	432	720	1,128	853
		-\$20,160	-\$48,720	-\$29,470
FINISHED BASEMENT SIZE/SF	0	0	0	0
		\$0	\$0	\$0
OUTBUILDINGS	Storage Building & Outhouse	Superior	Superior	Superior
		-\$7,000	-\$1,500	-\$11,500
TOTAL ADJUSTMENT		-\$37,160	-\$50,220	-\$40,970
NET ADJUSTMENT PERCENTAGE		-36%	-40%	-27%
ADJUSTED PRICE INDICATION		\$65,329	\$75,936	\$109,448

Discussion of Adjustments

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

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

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

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

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

Market Conditions: The comparables sold in 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. For this reason, we examined changes in annual average sales prices for homes on 0.50 to 4.00 acres (sales on navigable water removed) in the subject area ranging in size from 0.50 to 4.00 acres. This information is below;

Sanders County - Home Sales				
0.50 to 4.00 Acres				
Navigable Water Sales Removed				
Year	# of Sales	Average Sales Price	Percent Price Change	Days on Market
2017	46	\$192,935		117
2018	51	\$194,222	1%	167
2019	55	\$223,201	15%	168
2020	56	\$268,227	20%	189
2021	55	\$343,215	28%	88
2022 Year-to-Date	23	\$381,612	11%	92
Actives	28	\$424,903		66
Avg Price Increase 2018-2021			16%	

The average annual sales price increase from 2018 through 2021 was 16%. The average sales price increased by 11% from 2021 to 2022 Year-to-Date. Since the data for 2022 is incomplete as the year is not over, we have relied on the average rate of change from 2018 to 2021 for an adjustment in this category. The average rate of annual price change during this period was 16%. We have rounded this to 15%. The adjustment used in this analysis for changes in market conditions is 15% per year. The adjustment is applied based upon the number of days between the sale and the appraisal report effective date.

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

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

Condition: The subject residence and comparables were considered to be in similar in overall condition. No adjustment was necessary in this category.

Bathrooms: The subject residence and Home Sales 2 and 3 do not include bathrooms. No adjustments were necessary for these sales in this category. Home Sale 1 includes an interior bathroom and the associated plumbing. A downward adjustment of \$10,000 was considered appropriate for this comparable in this category. This adjustment amount is considered to reflect the actions of market participants with regard to indoor plumbing and bathrooms.

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 \$70 per square foot is considered reasonable and appropriate. This equates to approximately half of the averages of the sales prices per square foot for the comparable residences without the contributory site values. Market participants do not typically pay dollar for dollar for size differences. This adjustment amount is considered appropriate and indicative of the actions of market participants with respect to house size.

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

Outbuildings/Amenities: 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 on the following page.

Building Description	Size/SF	Marshall Valuation	Cost/SF	Total Cost New
Storage Building	104	Section 17/Page 16	\$26.75	\$2,782
Outhouse	Lump Sum			\$2,500
Total Cost New				\$5,282
Less Depreciation - Age/Life - 10/20 Years = 50%				<u>-\$2,641</u>
Depreciated Cost Estimate				\$2,641
Rounded To				\$3,000

Reconciliation of Sales Comparison Approach for Subject Improvements

The comparables provided adjusted indications of market value for the subject improvements of \$65,329, \$75,936, and \$109,448. Approximately equal weight is accorded the adjusted indications from these three sales. A market value of \$84,000 (the rounded average of the indications from all three comparables) is reasonable and well supported for the subject improvements.

Improvement Value	\$84,000
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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 are below;

Subject Site Value	\$ 61,000
Subject Improvements Value	<u>\$ 84,000</u>
Total Value Indication	\$145,000

LOT 13, COS 3533

Site Value Estimate

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

COMPARABLE SALES ANALYSIS FOR SUBJECT SITE					
LOT 13, COS 3533 , PLAINS, MONTANA					
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3	SALE 4
IDENTIFICATION	2 519 Spur	NHN Appaloosa Ct	21 Forty-Niner Ln	15 Forty-Niner Ln	3729 Good Creek Rd
CITY	Plains, MT	Plains, MT	Thompson Falls, MT	Thompson Falls, MT	Olney, Montana
SALES PRICE		\$75,000	\$165,000	\$145,000	\$44,500
ADJUSTMENT FOR IMPROVEMENTS		\$0	-\$105,000	-\$95,000	\$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		07/08/22	08/08/21	11/27/19	10/02/19
MARKET CONDITIONS FACTOR		0.99	1.08	1.25	1.27
ADJUSTED PRICE		\$74,507	\$65,096	\$62,740	\$56,521
SITE SIZE/ACRES	1.340	2.520	1.047	1.047	1.360
ADJUSTED SALES PRICE		\$74,507	\$65,096	\$62,740	\$56,521
ADJUSTMENT FOR:					
LOCATION	Plains Rural	Plains Superior - -	Thompson Falls Rural Equal =	Thompson Falls Rural Equal =	Olney Rural Equal =
WATER FRONTAGE	Access to Thompson River	None	Access to Thompson River	Access to Thompson River	Good Creek
SHAPE	Irregular	Inferior +	Rectangular	Rectangular	Irregular
TOPOGRAPHY	Generally Level	Rolling	Level	Level	Level
FLOOD ZONE	Unknown	None	None	None	None
FRONTAGE/ACCESS	Year Round Access (with Possible Exception of Portion of 519 Spur Road)	Year Round Access	Year Round Access	Year Round Access	Seasonal Access via County Road
ZONING	Not Zoned	Not Zoned	Not Zoned	Not Zoned	Not Zoned
EASEMENTS AFFECTING USE	No	No	No	No	No
ELECTRICITY/TELEPHONE	Not Available	Available	Not Available	Not Available	Not Available
SITE SIZE/ACRES	1.340	2.520	4.040	1.047	1.360
OVERALL RATING COMPARED TO SUBJECT		Superior - -	Equal =	Equal =	Inferior +
VALUE INDICATIONS		< < \$74,507	= \$65,096	= \$62,740	> \$56,521

Discussion of Quantitative Adjustments

Adjustments for Improvements: Land Sales 1 and 4 did not include improvements and no adjustments were necessary in this category for these comparables. Land Sales 2 and 3 included residences and outbuildings. Based upon the photographs of the exteriors and interiors of these comparables, information from the verifying parties, and depreciated cost analyses for the improvements on these properties; downward adjustments of \$105,000 and \$95,000 were determined to be reasonable and appropriate for the improvements on Land Sales 2 and 3, respectively.

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 comparable sold in 2019, 2021, and 2022. 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 similar vacant sites to prepare credible paired sales analyses to determine the appropriate adjustment in this category. For this reason, we examined changes in annual average sales prices for residential sites (sales on navigable water removed) in Sanders County ranging in size from 0.50 to 4.00 acres. This information is below;

Sanders County - Vacant Site Sales					
0.50 to 4.00 Acres					
Site Sales (Not on Navigable Water)					
Year	# of Sales	Average Sales Price	Percent Price Change	Average Acres	Days on Market
2017	31	\$44,105		1.44	257
2018	47	\$45,455	3%	1.61	332
2019	48	\$43,397	-5%	1.70	338
2020	81	\$59,458	37%	1.94	284
2021	117	\$67,462	13%	1.40	175
2022 Year-to-Date	31	\$80,374	19%	1.22	45
Actives	29	\$125,290		1.64	51
Avg Price Increase 2018-2021			12%		

The average annual sales price increase from 2018 through 2021 was 12%. The average sales price increased by 19% from 2021 to 2022 Year-to-Date. Since the data for 2022 is incomplete as the year is not over, we have relied on the average rate of change from 2018 to 2021 for an adjustment in this category. The average rate of annual price change during this period was 12%. We have rounded this to 10%. The adjustment used in this analysis for changes in market conditions is 10% per year. The adjustment is applied based upon the number of days between each sale and the appraisal report effective date.

Sale 1 closed after the report effective date but was under contract as of the report effective date. Use of this sale is considered appropriate and necessary due to the limited amount of recent comparable sale data. Additionally the adjustment for changes in market conditions for this sale is downward to reflect that the sale closed after the report effective date.

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.

Location: The locations of the subject and Land Sales 2, 3, and 4 are similar. The subject and these comparables are in rural remote areas which are suitable for market participants seeking residential/recreational type properties. The subject and these comparables have similar proximity to large amounts of public land. Land Sales 2, 3, and 4 are identified as Equal = compared to the subject in this category. Land Sale 1 is located closer to a population center and may not have similar appeal for market participants seeking recreational type property. There would likely be a higher number of market participants for Land Sale 1 as this property would appeal to those seeking to construct a residence near a population center with proximity to services. Due to the larger number of market participants, Land Sale 1 is identified as Superior - - compared to the subject in this category.

Water Frontage: The subject site does not include water frontage but does include walk in type access to the Little Thompson River. Land Sale 1 does not include water frontage or walk in type water access and this sale is identified as Inferior + compared to the subject property in this category. Land Sales 2 and 3 do not include water frontage but do have walk in type access to the Little Thompson River and are considered Equal = compared to the subject in this category. Land Sale 4 has frontage along Good Creek and is identified as Equal = compared to the subject in this category.

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

Topography: The subject site includes generally level topography. The usable area of the subject site is within the size ranges of the comparables. For this reason, the comparables are identified as Equal = compared to the subject in this category.

Flood Zone: The subject site may be within a flood zone; however, we did not definitively discern if this was the case or not. The lessee did not indicate that the site had flooded in the past. The comparables are not within areas of flood hazard and are identified as Equal = compared to the subject in this category.

Frontage/Access: The subject lot is accessed from a county road via an access road and a driveway. Little Thompson River Road is reportedly plowed during the winter. Mr. Scott Strowbridge reported that he was able to drive to his cabin in December of 2021 but that he is not sure if the portion of Access Road Number 519 he crosses to get to his property is always plowed during the winter. For purposes of this analysis, we have assumed that there is winter access to this site. Land Sales 1, 2, and 3 are also accessed directly or indirectly via county roads. These comparables are identified as Equal = compared to the subject in this category. Land Sale 4 is accessed via a seasonally maintained road that is closed in the winter. This comparable is identified as Interior + compared to the subject in this category.

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

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

Electricity/Telephone: The subject site and Land Sales 2, 3, and 4 do not have access to electricity. These comparables are identified as Equal = compared to the subject lot in this category. Land Sale 1 has access to electricity. This comparable is identified as Superior – compared to the subject in this category.

Size/Acres: The subject site totals 1.340 acres with much of that area considered buildable. There is no market data available suggesting that lots within the size ranges of the subject and comparable vary in price due to size differences. For this reason, the comparables are identified as Equal = compared to the subject in this category.

Reconciliation of Sales Comparison Approach for Subject Property As If Vacant

The comparables provided adjusted indications of value far less than \$74,507, equal to \$65,096, equal to \$62,740, and greater than \$56,521. Land Sale 1 required the highest number of adjustments and is accorded no weight. Based upon similarity in location and type of market participant, approximately equal weight is accorded the adjusted indications of Land Sales 2, 3, and 4. The average of these three indications is \$61,452. A market value of \$61,000 (rounded down from \$61,452) is considered well supported and appropriate for the subject lot.

Subject Site Value

\$61,000

Improvement Value Estimate

A sales comparison analysis for the subject property utilizing the comparables selected is below;

SALES COMPARISON ANALYSIS FOR LOT 13, COS 3533, PLAINS, MONTANA				
DESCRIPTION	SUBJECT	SALE 1	SALE 2	SALE 3
IDENTIFICATION	2 519 Spur	202 Farmer St	21 Forty-Niner Ln	15 Forty-Niner Ln
LOCATION	Plains, MT	Plains, MT	Thompson Falls, MT	Thompson Falls, MT
SALES PRICE		\$152,000	\$165,000	\$145,000
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		07/21/21	08/06/21	11/27/19
MARKET CONDITIONS FACTOR		1.13	1.13	1.38
ADJUSTED PRICE		\$172,489	\$186,156	\$200,418
LESS SITE VALUE		(\$70,000)	(\$60,000)	(\$50,000)
ADJUSTED IMPROVEMENT PRICE		\$102,489	\$126,156	\$150,418
ADJUSTMENT FOR:				
	LOCATION/SITE	Plains Rural	Plains	Thompson Falls Rural
		\$0	\$0	\$0
QUALITY	Average	Average	Average	Average
		\$0	\$0	\$0
CONDITION	Average	Average	Average	Average
		\$0	\$0	\$0
BATHROOMS	0	1	0	0
		-\$10,000	\$0	\$0
HOUSE SIZE/SF	606	720	1,128	853
		-\$7,980	-\$36,540	-\$17,290
FINISHED BASEMENT SIZE/SF	0	0	0	0
		\$0	\$0	\$0
OUTBUILDINGS	Bunkhouse, Storage Buildings, & Outhouse	Superior	Inferior	Superior
		-\$2,000	\$3,500	-\$6,500
TOTAL ADJUSTMENT		-\$19,980	-\$33,040	-\$23,790
NET ADJUSTMENT PERCENTAGE		-19%	-26%	-16%
ADJUSTED PRICE INDICATION		\$82,509	\$93,116	\$126,628

Discussion of Adjustments

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

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

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

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

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

Market Conditions: The comparables sold in 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. For this reason, we examined changes in annual average sales prices for homes on 0.50 to 4.00 acres (sales on navigable water removed) in the subject area ranging in size from 0.50 to 4.00 acres. This information is below;

Sanders County - Home Sales				
0.50 to 4.00 Acres				
Navigable Water Sales Removed				
Year	# of Sales	Average Sales Price	Percent Price Change	Days on Market
2017	46	\$192,935		117
2018	51	\$194,222	1%	167
2019	55	\$223,201	15%	168
2020	56	\$268,227	20%	189
2021	55	\$343,215	28%	88
2022 Year-to-Date	23	\$381,612	11%	92
Actives	28	\$424,903		66
Avg Price Increase 2018-2021			16%	

The average annual sales price increase from 2018 through 2021 was 16%. The average sales price increased by 11% from 2021 to 2022 Year-to-Date. Since the data for 2022 is incomplete as the year is not over, we have relied on the average rate of change from 2018 to 2021 for an adjustment in this category. The average rate of annual price change during this period was 16%. We have rounded this to 15%. The adjustment used in this analysis for changes in market conditions is 15% per year. The adjustment is applied based upon the number of days between the sale and the appraisal report effective date.

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

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

Condition: The subject residence and comparables were considered to be in similar in overall condition. No adjustment was necessary in this category.

Bathrooms: The subject residence and Home Sales 2 and 3 do not include bathrooms. No adjustments were necessary for these sales in this category. Home Sale 1 includes an interior bathroom and the associated plumbing. A downward adjustment of \$10,000 was considered appropriate for this comparable in this category. This adjustment amount is considered to reflect the actions of market participants with regard to indoor plumbing and bathrooms.

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 \$70 per square foot is considered reasonable and appropriate. This equates to approximately half of the averages of the sales prices per square foot for the comparable residences without the contributory site values. Market participants do not typically pay dollar for dollar for size differences. This adjustment amount is considered appropriate and indicative of the actions of market participants with respect to house size.

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

Outbuildings/Amenities: 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 on the following page.

Building Description	Size/SF	Marshall Valuation	Cost/SF	Total Cost New
Bunkhouse	64	Section 12/Page 29	\$63.50	\$4,064
Open Storage	108	Section 17/Page 16	\$23.15	\$2,500
Storage Building	134	Section 17/Page 16	\$26.75	\$3,585
Outhouse	Lump Sum			\$2,500
Total Cost New				\$12,649
Less Depreciation - Age/Life - 7/20 Years = 35%				-\$4,427
Depreciated Cost Estimate				\$8,222
Rounded To				\$8,000

Reconciliation of Sales Comparison Approach for Subject Improvements

The comparables provided adjusted indications of market value for the subject improvements of \$82,509, \$93,116, and \$126,628. Approximately equal weight is accorded the adjusted indications from these three sales. A market value of \$101,000 (the rounded average of the indications from all three comparables) is reasonable and well supported for the subject improvements.

Improvement Value	\$101,000
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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 are below;

Subject Site Value	\$ 61,000
Subject Improvements Value	<u>\$101,000</u>
Total Value Indication	\$162,000

RECAPITULATION OF VALUE INDICATIONS

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

Lot #	Sale #	Site Value	Value of Improvements	Total Value	Effective Date of Market Values
10 of COS 3534	2032	\$61,000	\$84,000	\$145,000	6/14/2022
13 of COS 3533	2033	\$61,000	\$101,000	\$162,000	6/14/2022

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
2022 – 7 Hour USPAP Update Course
2022 – Analyzing Operating Expenses
2022 – Appraisal of Automobile Dealerships

Institute of Financial Education

1985 - Real Estate Law I

1986 - Real Estate Law II

IAAO

1991 - Standards of Practice and Professional Ethics

Citadel Evening College

1993 - Residential Appraisal Reports Using URAR Form

William H. Sharp & Associates

1995 - The Home Inspection

Trident Technical College

1997 - Uniform Standards of Appraisal

Historic Preservation Consulting

1998 - Appraising Historic Property

The Beckman Company

2004 - The Technical Inspection of Real Estate

APPRAISAL SEMINARS ATTENDED

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

2000 – Appraisal Institute: Highest and Best Use Applications

2004 – Appraisal Institute: Evaluating Commercial Construction

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

2006 – Appraisal Institute: Subdivision Valuation

2006 – Appraisal Institute: Appraising from Blueprints and Specifications

2007 – Appraisal Institute: Analyzing Commercial Lease Clauses

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

2008 – Appraisal Institute: Spotlight on USPAP

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

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

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

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

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

2011 – Appraisal Institute: Understanding & Using Investor Surveys Effectively

2011 – Appraisal Institute: Advanced Spreadsheet Modeling for Valuation Applications

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

2013 – Appraisal Institute: Business Practices and Ethics

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

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

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

WORK EXPERIENCE

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

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

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

STATE LICENSES/CERTIFICATIONS

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

PARTIAL LIST OF CLIENTS

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

CHRISTOPHER D. CLARK

FORMAL EDUCATION

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

REAL ESTATE EDUCATION

Appraisal Institute

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

WORK EXPERIENCE

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

STATE LICENSES/CERTIFICATIONS

Montana Licensed Appraiser # REA-RAL-LIC-841

APPRAISERS LICENSES



State of Montana
Business Standards Division
Board of Real Estate Appraisers

REA-RAG-LIC-683

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


This certificate verifies licensure as:
CERTIFIED GENERAL APPRAISER

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

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



Montana Department of
LABOR & INDUSTRY
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State of Montana
Business Standards Division
Board of Real Estate Appraisers

REA-RAL-LIC-841

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

This certificate verifies licensure as:
LICENSED APPRAISER

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

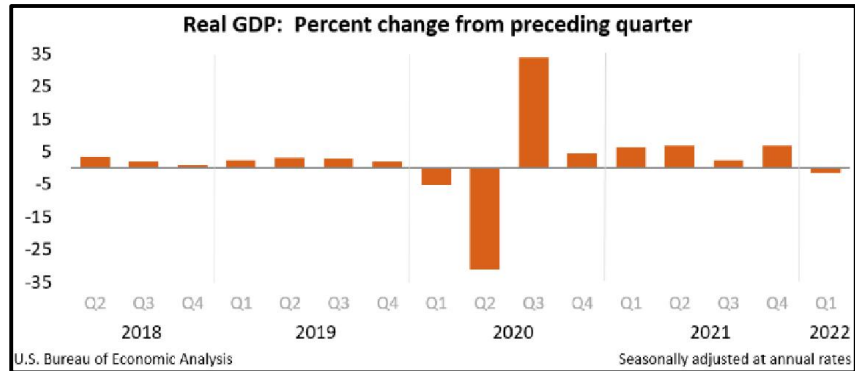


Montana Department of
LABOR & INDUSTRY
RENEW OR VERIFY YOUR LICENSE AT:
<https://ebiz.mt.gov/pol>

ADDENDUM

NATIONAL ECONOMIC DATA

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



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

STATE ECONOMIC DATA

Montana is the 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. A 2021 estimate had the population of Montana at 1,099,333. The state economy is diverse with a wide variety of industries. The top five employment categories in the state are;

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

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

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

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

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

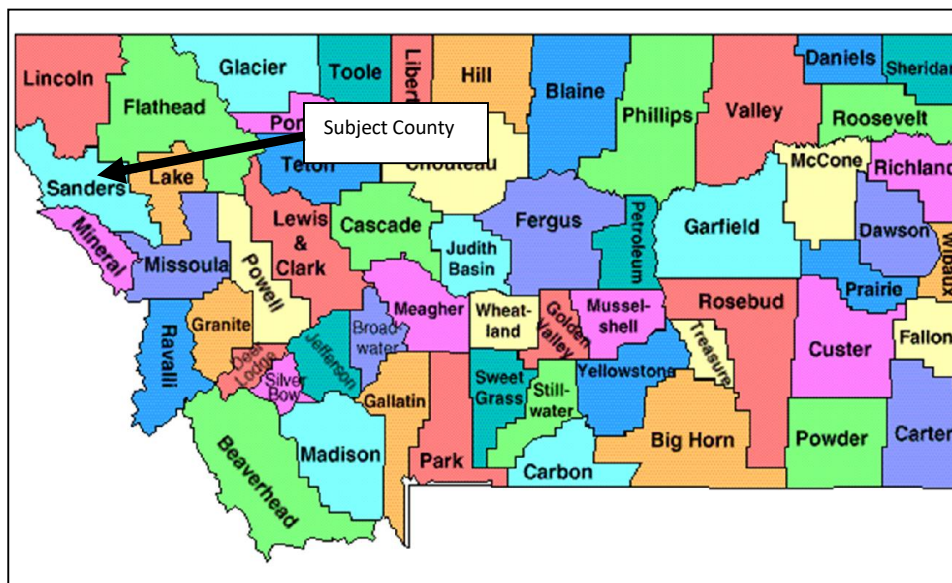
Source: United States Department of Labor, Bureau of Labor Statistics

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

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

SANDERS COUNTY DATA

The subject properties are located in an unincorporated portion of Sanders County in the greater Thompson Falls area. County. Sanders County is in the northwest portion of Montana. The county is bordered by Lincoln, Flathead, Lake, Missoula and Mineral Counties in Montana. It is bordered to west by Bonner and Shoshone Counties of Idaho. A map of Montana with counties identified is below.



Thompson Falls is the county seat. Incorporated cities are Thompson Falls and Plains. Other communities are; Belknap, Camas, Dixon, Heron, Hot Springs, Lonepine, Noxon, Paradise, Perma, and Trout Creek.

Geographical Information

Sanders County is 2,790 square miles in size. Approximately 1% of the county is water and the remainder is high land. The Clark Fork River (a tributary of the Columbia River) runs the length of the county. The county includes the Cabinet Mountain Wilderness and portions of three national forests.

Population

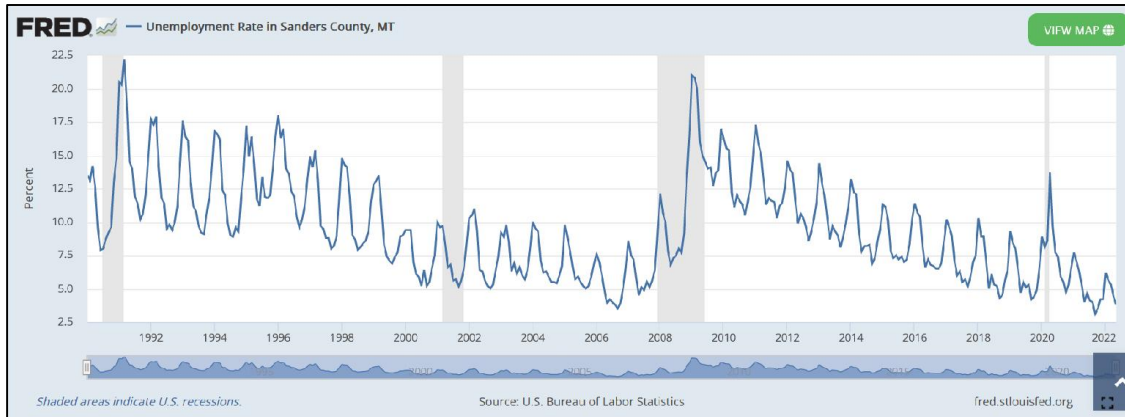
According to 2022 ESRI based on US Census data estimates, the population of Sanders County is 12,575. A portion of Sanders County is located in the Flathead Indian Reservation. The reservation is home to the Confederated Salish and Kootenai Tribes. According to the 2020 US Census data estimates, approximately 4.1% of the population of Sanders County was American Indian or Alaskan Native.

Income

According to 2022 ESRI based on US Census data estimates, the average household income is \$64,300. This is less than the average household income for Montana for 2022 of \$84,484.

Employment

The economy of Sanders County predominantly consists of farming, ranching and logging. According to the US Bureau of Labor and Statistics, the non-seasonally adjusted unemployment rate for Sanders County was 3.8% in May of 2022. This is down from April 2022 at 4.4%. A graph with unemployment for the county is below with recessions noted in gray.



Education & Healthcare

There are elementary, middle and high schools servicing various areas of Sanders County. There is no four year college in Sanders County. Clark Fork Valley Hospital is in Plains.

Real Estate

According to 2022 ESRI using US Census data, there were 6,868 housing units in Sanders County. Of the total housing units, 62.6% were reportedly owner occupied. The average home value for 2022 was reportedly \$326,709.

Linkages & Transportation

Montana Highways 200, 29, 135, and 382 run through portions of Sanders County. Interstate 90 is near the southern border of the county. There are two small county owned airports. One is in Plains and the other is in Hot Springs. There are international airports located in Kalispell and Missoula (both cities are outside of Sanders County) serviced by a variety of national airline carriers.

Flathead Reservation

The Flathead Reservation is the fourth largest reservation in Montana and includes acreage in Sanders County as well as three additional counties in northwest Montana. There are approximately 4,500 Confederated Salish and Kootenai tribal members residing on the reservation. CSKT provides employment opportunities to over 1,000 tribal members through tribal owned and privately owned non-member industries.

Sanders County Economic Data Conclusion

There are an abundance of recreational opportunities in northwest Montana. Attractions in Sanders County include the Clark Fork River, the Cabinet Mountains Wilderness, portions of National Forests, and a portion of the National Bison Range. These recreational opportunities are attractive to non-resident travelers and occupants of the area. The long term outlook for the area is positive due to the abundance of natural resources and the potential to diversify the employment.

SCOPE OF WORK & SUPPLEMENTAL INSTRUCTIONS
(Page 1 of 8)

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<p>(Name/Title)</p> <p>DocuSigned by:</p> <p><u>Ryan Weiss</u> (Signature)</p> <p>DATE: <u>6/3/2022</u></p>	<p>(Name/Title)</p> <p>DocuSigned by:</p> <p><u>Ellie Clark</u> (Signature)</p> <p>DATE: <u>6/2/2022</u></p>
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ATTACHMENT A

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

DNRC TLMD Real Estate Management Bureau

Cabin/Home Site Sale Program

Scope of Work for the Appraisal of Potential Property Sale Through the Cabin/Home Site Sales

Program: 2022 Mudd Creek, Sanders County Appraisal

CLIENT, INTENDED USERS, PURPOSE AND INTENDED USE:

Rev 2021021

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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) and Lessees Glen E Magera, and Scott & Kendra Strowbridge. 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.

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:

Rev 2021021

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

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

ASSIGNMENT CONDITIONS:

The appraiser must be a Montana certified general appraiser, and must be competent to appraise the subject property. The appraisal is to conform to the latest edition of USPAP, and the opinion of value must be credible. The appraiser is to physically inspect the subject properties at a level that will allow the appraiser to render a credible opinion of value about the property. 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 2 (two) cabin sites identified in the Supplemental Appraisal Instructions.

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

All appraisals are to describe the market value trends, and provide a rate of change, for the markets of the subject property. Comparable sales used should be most recent sales available or be adjusted

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for market trends if appropriate. The comparable sales must be in reasonable proximity to the subject, preferably within the same county or a neighboring county. Use comparable sales of like properties.

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

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

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

APPRAISED VALUES REQUIRED:

The appraisal for each cabin and home site must:

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

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Attachment B

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

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

Subject Property Located in Sanders County:

Sale #	Acres ±	Legal Description	Site Address (if known)
2032	1.06±	Lot 10, Mudd Creek, COS 3534, Section 12, T22N-R27W	5 Mudd Creek, Plains, MT 59859
2033	1.34±	Lot 13, Mudd Creek, COS 3533, Section 12, T22N-R27W	2 519 Spur, Plains, MT 59859

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

Lessees:
Sale 2032: Glen E Magera - (406) 471-2170; (406) 212-8895
Sale 2033: Scott & Kendra Strowbridge – (406) 250-3077; (406) 270-4222

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

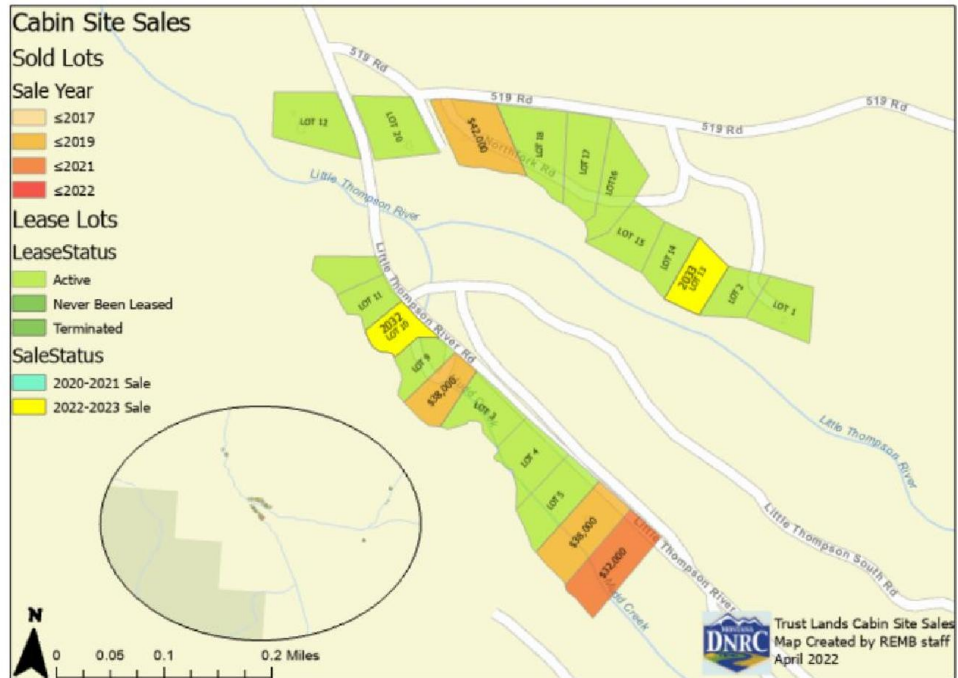
The appraisal report will be one document containing the parcel data and the analysis, opinions, and conclusions of value(s) for the parcel(s). If deemed necessary by the contractor rather than including the specific market data in the appraisal report, a separate addendum may be submitted containing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

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

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

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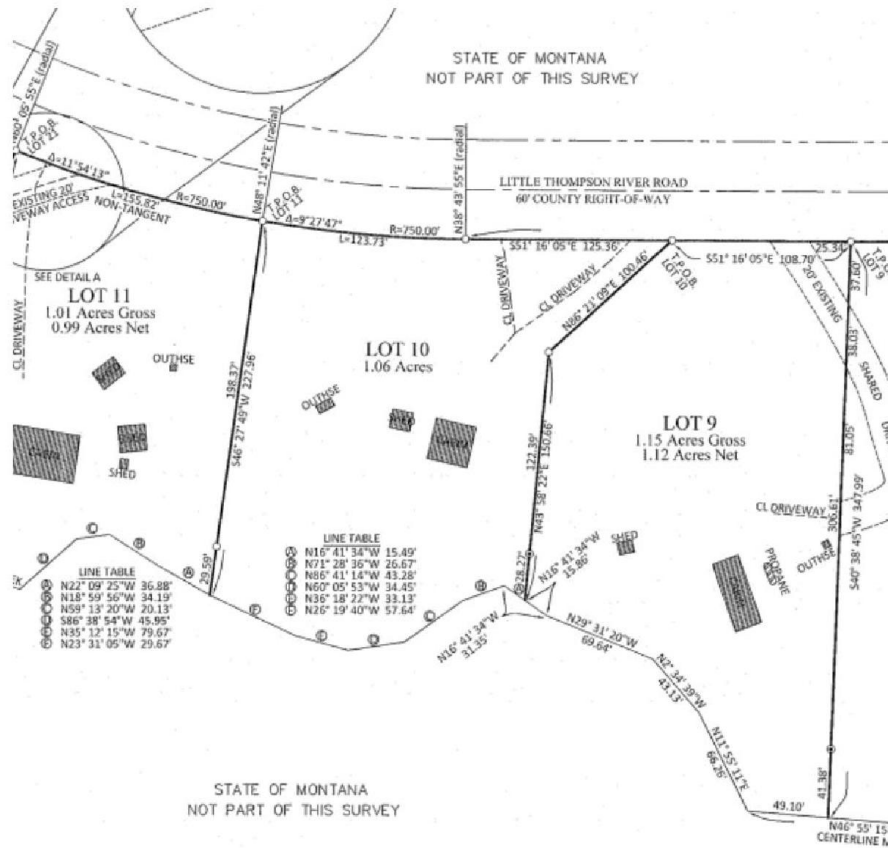
Location Map of Parcel Sanders County



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Cabin Site Sale Parcel Map

Sale 2032 Lot 10



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Sale 2033 Lot 13

