

Appraisal Report

Ocean City Bayfront Lot

NJ Department of Environmental Protection Green Acres Project:

State House Commission Project #: SHC 0508007-01D

Property Owner:

City of Ocean City

Subject Property:

34th Street and Bay Avenue

(Block 3350.01, Lot 17)

Ocean City, Cape May County, New Jersey 08226

Subject Description:

130.65± Acres (5,691,114 Square Feet) Saltwater Wetlands

Proposed Easement:

0.068 Acres (2,950 Square Feet) Permanent Subsurface Easement

Valuation Effective Date:

November 15, 2021

Report Date:

January 28, 2021

Prepared By:

Lee Ann Kampf, MAI, ASA, IFAS, CTA

SCGRE# 42RG00238100

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Prepared For:

CW Solutions

409 Joyce Kilmer Avenue, Suite 120,

New Brunswick, NJ 08901



Lee Ann Kampf & Associates

Real Estate Appraisal & Consulting

January 28, 2022

Mr. Robert Weible
Vice President
CW Solutions
409 Joyce Kilmer Avenue, Suite 120
New Brunswick, NJ 08901
Via email: rweible@cwcsi.com

Re: Appraisal Report
Ocean City Bayfront Lot
34th Street and Bay Avenue (Block 3350.01, Lot 17)
Ocean City, Cape May County, New Jersey
Project # - SHC 0508007-01D

Dear Mr. Weible:

I am transmitting this appraisal report pursuant to your request on the above referenced lot presented in narrative format. The subject includes the aforementioned lot containing bayfront saltwater wetlands totaling 130.65± acres.

The purpose of the appraisal is to determine the market value of the permanent subsurface easement to be acquired on a property owned by the City of Ocean City. The proposed easement will consist of 0.068 acres (2,950 square feet) subject to any and all rights, privileges and easements of record. The client is CW Solutions. The intended users are Orsted and their legal representatives and New Jersey Department of Environmental Protection Green Acres Program. The intended use of the appraisal is to assist the client and intended users in negotiating the potential terms of the easement for the subject lot.

Representatives of the property owner, the City of Ocean City, were notified of the appraisal assignment and the appraiser's anticipated inspection. The appraiser inspected the subject on November 15, 2021, accompanied by Kay Sangster of NJDEP. Representatives of Ocean City did not accompany the appraiser on the inspection.

This appraisal report has been prepared in accordance with current NJDEP Green Acres Appraisal Requirements (GAAR), all professional appraisal standards Rule 2-2(a) and guidelines including the Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Foundation, and the Standards of Professional Practice (SPP) of the Appraisal Institute. A physical inspection of the subject property, its market area, and comparable property information, to the extent practicable, was made by the appraiser.

There are many general considerations, both positive and negative in nature which impact value. On the positive side, the site's location is of major importance as it is in Ocean City, America's Greatest Family Resort where tourism remains relatively strong. The subject is a bayfront lot along Great Egg Harbor Bay with scenic water views. The subject has road access as well as water access for recreational uses such as fishing, crabbing, birdwatching, etc. It is important to note that the subsurface easement area, at 2,950± square feet, accounts for 0.05% of the total site area and after the Project, the property owner will continue to have access and use of the land above the easement area.

Negatively impacting the subject site is its location in the Conservation zoning district with limited permitted uses and deemed non-buildable. Moreover, the subject lot is almost entirely encumbered with wetlands and prone to flooding. Additionally, the site is impacted by weather events such as hurricanes and nor'easters which erode the land. Lastly, the market has been negatively impacted by the COVID-19 pandemic and Stay at Home Order in 2020 which affected the 2020 summer season. According to the Cape May County Department of Tourism, "2021 Economic Impact of Tourism in Cape May County", May 20, 2021, there was a 21.7% decline in visitors to Cape May County in 2020 due to COVID-19 with visitation numbers forecasted to reach pre-COVID levels in 2023.

It is important to note, a significant factor in the market as of the effective date of this report is the prevalence of the current COVID-19 pandemic. On March 21, 2020, the governor of New Jersey, Phil Murphy, issued a Statewide Stay at Home Order directing all residents to stay at home until further notice. The Stay at Home Order was lifted in June 2020 and businesses reopened, however, the pandemic is dynamic, constantly changing, and has created uncertainty in the market. The indicated market value developed in this report is based upon the market conditions and trends available as of the Effective Date of this appraisal and may be subject to change after this date.

The appraisal is based on the following extraordinary assumption:

- The appraisal is based on the extraordinary assumption that the subject property is clean and free from environmental contamination and debris, and if this is not true, the assignment results may be affected.

After a complete study and analysis of all relevant data in this assignment, the market value of the subject lot (Block 3350.01, Lot 17) as of November 15, 2021, at the concluded \$3,400 per acre, was:

Final Value Opinion Before: (Fee Simple Estate)	\$444,200
Final Value Opinion After: (Fee Simple Estate subject to Easement)	<u>\$444,200</u>
Value of Part Taken and Damages to Remainder	<u>\$ 0</u>

The subsurface easement area is 0.05% of the total area, therefore, there is no difference in the value opinion Before and After the Project. It is the appraiser's opinion, although the easement is a loss of a property right suffered by the owner, and is compensable; its effect upon property value is de minimus. Nonetheless, the taking of rights is still compensable. It is my opinion the nominal consideration for the taking of the easement, as of the effective date is **\$500**.

It is my opinion the nominal consideration for the acquisition of the easement, as of the effective date, November 15, 2021, is:

Five Hundred Dollars
(\$500)

This letter of transmittal should only be used in conjunction with the entire, accompanying appraisal report. The value conclusion may not be presented without the attached report in its entirety. Attached is a report with my findings. I hope you find the details of this report relevant to your decisions and I will be happy to answer any questions.

Very truly yours,

A handwritten signature in cursive script, appearing to read "La Kampf", written in dark ink.

Lee Ann Kampf, MAI, ASA, IFAS, CTA
State Certified General Real Estate Appraiser
#42RG00238100

Enclosures

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Standard Assumptions and Limiting Conditions

This report and the value conclusions contained in this report were predicated upon the following assumptions and limiting conditions:

1. By reason of this report, I cannot be required to give testimony with reference to the property appraised, unless arrangements have been previously made. If the appraiser(s) are subpoenaed pursuant to court order, the client will be required to compensate said appraiser(s) for their then regular hourly rates plus expenses.
2. No responsibility was assumed by us for matters of a legal nature, nor was any opinion on the title rendered. Good title was assumed. Management was assumed to be competent and the ownership to be in responsible hands. I assumed that there were no hidden or unapparent conditions of the property, subsoil, or structures which would render it more or less valuable. I assumed no responsibility for such conditions or for engineering which might be required to discover such factors.
3. It is assumed that the property conforms to all applicable zoning and use regulations and restrictions unless nonconformity has been identified, described and considered in the appraisal report.
4. It is assumed that all required licenses, certificates of occupancy, consents and other legislative or administrative authority from any local state, or national government or private entity or organization have been obtained or renewed for any use on which the value estimate contained in this report is based.
5. It is assumed that the property is in full compliance with all applicable federal, state, and local environmental regulations and laws unless the lack of compliance is stated, described and considered in the appraisal report. Unless otherwise stated in this report, the existence of hazardous material, which may or may not be present on the property, was not observed by the appraiser. The appraiser has no knowledge of the existence of such materials on or in the property. The appraiser, however, is not qualified to detect such substances. The presence of substances such as asbestos, urea-formaldehyde foam insulation or other potentially hazardous materials may affect the value of the property. The value estimate is predicated in the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field.
6. Exhibits such as plot plans and illustrative material, if any, were included to assist the reader in visualizing the property, and all engineering is assumed to be correct. I did not make a survey of the property.
7. Economic conditions are generally assumed to be consistent with the current state of the economy including interest rates on mortgages that were available as of the date of this report. I assume no responsibility for changes in market conditions or for the inability of the client or any other party to achieve their desired results based upon the appraised value.
8. All information has been furnished by sources deemed to be reliable, but no warranty or representation is made as to the accuracy thereof and is subject to corrections, errors, omissions, and withdrawal without notice.

9. This report was not prepared for syndication or income tax purposes and shall not be used, in whole or in part, in regards to any matter involving limited partnership offerings or the Internal Revenue Service.
10. The appraisal is to be used in whole and not in part. No part of the Appraisal Report shall be used in conjunction with any other appraisal. Publication of the Appraisal Report or any portion thereof, without the express written consent of the appraiser, is prohibited. Except as may be otherwise stated in the engagement letter, the Appraisal Report may not be used by any person or other than the party to whom it is addressed or for purposes other than which it was prepared. No part of the Appraisal Report shall be conveyed to the public through advertising or used in any sales or promotional material without the appraiser's prior written consent.
11. Unless otherwise noted, all maps are pointing north.
12. Unless otherwise noted, definitions in the report are from the Appraisal Institute's, *The Dictionary of Real Estate Appraisal*, 6th ed. (Chicago: Appraisal Institute, 2015).

Certification

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analysis, opinions and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analysis, opinion and conclusion.
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest with respect to the parties involved.
- I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the five-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- The appraisal was developed, and the appraisal report was prepared in conformity with the *Green Acres Program Appraisal Requirements*.
- The appraisal was developed, and the appraisal report prepared in conformance with the Appraisal Standards Board's *Uniform Standards for Professional Appraisal Practices*.
- Representatives of the property owner, the City of Ocean City, were notified of the appraisal assignment and the appraiser's anticipated inspection. The appraiser inspected the subject on November 15, 2021, accompanied by Kay Sangster of NJDEP. Representatives of Ocean City did not accompany the appraiser on the inspection.
- No one provided significant professional assistance to the persons signing this report.
- 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 appraisal 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, Lee Ann Kampf has completed the continuing education program for Designated Members of the Appraisal Institute.

- As of the date of this report, Lee Ann Kampf upholds the Bylaws and abides by the Code of Ethics and Professional Standards of the American Society of Appraisers (ASA).

The appraisal is based on the following extraordinary assumption:

- The appraisal is based on the extraordinary assumption that the subject property is clean and free from environmental contamination and debris, and if this is not true, the assignment results may be affected.

After a complete study and analysis of all relevant data in this assignment, the market value of the subject lot (Block 3350.01, Lot 17) as of November 15, 2021, at the concluded \$3,400 per acre, was:

Final Value Opinion Before: (Fee Simple Estate)	\$444,200
Final Value Opinion After: (Fee Simple Estate subject to Easement)	<u>\$444,200</u>
Value of Part Taken and Damages to Remainder	\$ 0

The subsurface easement area is 0.05% of the total area, therefore, there is no difference in the value opinion Before and After the Project. It is the appraiser's opinion, although the easement is a loss of a property right suffered by the owner, and is compensable; its effect upon property value is de minimus. Nonetheless, the taking of rights is still compensable. It is my opinion the nominal consideration for the taking of the easement, as of the effective date is **\$500**.

It is my opinion the nominal consideration for the acquisition of the easement, as of the effective date, November 15, 2021, is:

Five Hundred Dollars
(\$500)



Lee Ann Kampf, MAI, IFAS, CTA, SCGRE
NJ Certified General Appraiser #: 42RG00238100

January 28, 2022

Summary of Salient Facts and Conclusions

Identification:	Bayfront Saltwater Wetland Lot 34 th Street and Bay Avenue Ocean City, Cape May County, NJ 08226
Block/Lot:	(Block 3350.01, Lot 17)
Site Description:	Overall irregular shaped, 130.65± acres (5,691,114 square feet); Road frontage 3,194'± N/S 35 th Street, 327'± W/S Bay Ave, 336'± E/S Bayland Dr, 362'± S/S Clubhouse Dr; water frontage irregular 4,000'± along Great Egg Harbor Bay and 1,400'± Clubhouse Lagoon; primarily saltwater wetlands; dredge spoils site; flood zone AE, within 100-year flood event.
Improvement Description:	None
Zoning:	Conservation (C)
Highest and Best Use:	Recreation
Ownership:	City of Ocean City
Interest Appraised:	Fee Simple Estate
Acquisition:	0.068 acres (2,950 square feet) permanent easement
Inspection Date:	November 15, 2021
Valuation Date:	November 15, 2021

Extraordinary Assumption & Hypothetical Condition:

- The appraisal is based on the extraordinary assumption that the subject property is clean and free from environmental contamination and debris, and if this is not true, the assignment results may be affected.

Summary of Salient Facts and Conclusions Continued

Value Indicators:

Value Indicators		
	Before	After
Sales Comparison	\$444,200	\$444,200
Income Approach	N/A	N/A
Cost Approach	N/A	N/A
Conclusion	\$444,200	\$444,200
<i>Acres</i>	<i>130.65</i>	<i>130.65</i>
<i>\$/SF</i>	<i>\$3,400</i>	<i>\$3,400</i>

Final Value Conclusion:

After a complete study and analysis of all relevant data in this assignment, the market value of the subject lot (Block 3350.01, Lot 17) as of November 15, 2021, was:

Final Value Opinion Before: (Fee Simple Estate)	\$444,200
Final Value Opinion After: (Fee Simple Estate subject to Easement)	<u>\$444,200</u>
Value of Part Taken and Damages to Remainder	\$ 0

It is the appraiser's opinion, although the easement is a loss of a property right suffered by the owner, and is compensable; its effect upon property value is de minimus. Nonetheless, the taking of rights is still compensable. It is my opinion the nominal consideration for the taking of the easement, as of the effective date is **\$500**.

It is my opinion the nominal consideration for the acquisition of the easement, as of the effective date, November 15, 2021, is:

**Five Hundred Dollars
(\$500)**

Appraisal Assignment

This appraisal report has been prepared in accordance with current NJDEP Green Acres Appraisal Requirements (GAAR), all professional appraisal standards Rule 2-2(a) and guidelines including the Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Foundation, and the Standards of Professional Practice (SPP) of the Appraisal Institute.

The valuation process used generally accepted market-derived methods appropriate to the assignment. For a detailed description of the Scope of Work Rule see the Uniform Standards of Professional Appraisal Practice as adopted by the Appraisal Foundation beginning on Page U-13, and Advisory Opinions 22, 28 and 29.

Identification of Property

The subject is identified as 34th Street and Bay Avenue (Block 3350.01, Lot 17) Ocean City, Cape May County, New Jersey. The subject includes the aforementioned lot containing bayfront saltwater wetlands totaling 130.65± acres (5,691,114± square feet). A further description of the property is presented in the "Property Analysis" section of this report.

Property Ownership

According to the Cape May County Clerk's Office, the owner of record for the subject lot is the City of Ocean City. See the "Ownership" section of the report for additional information.

Dates of Inspection and Valuation

Representatives of the property owner, the City of Ocean City, were notified of the appraisal assignment and the appraiser's anticipated inspection. The appraiser inspected the subject on November 15, 2021, accompanied by Kay Sangster of NJDEP. Representatives of Ocean City did not accompany the appraiser on the inspection. The valuation date is as of the inspection date, November 15, 2021. Market research was conducted from September 14, 2021 to January 28, 2022. The issuance date of this report is indicated on the transmittal letter.

Appraisal Purpose, Client, Intended User and Intended Use

The purpose of the appraisal is to determine the as is, fee simple value subject to any and all rights, privileges and easements of record. The client is CW Solutions. The intended users are Orsted and their legal representatives and New Jersey Department of Environmental Protection Green Acres Program. The intended use of the appraisal is to assist the client and intended users in negotiating the potential terms of the easement on the subject lot.

Legal Interest Appraised

The real property valued in this appraisal consists of the **Fee Simple Estate**. Title is assumed to be free and clear of encumbrances including special financing and restrictions such as deed restrictions and easements of record. It is only subject to the four governmental powers of taxation, eminent domain, police power, and escheat.

The **Fee Simple Estate** is defined as:

“Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.” ¹

Value Definition

The appraiser was engaged to provide a credible market value estimate for the fee simple interest of the Subsurface Easement Project (“Project”) and any damages to the remainder.

Market Value is further defined as:

“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. 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:

- Buyer and Seller are typically motivated;
- Both parties are well informed or well advised, and each acting in what he or she considers his or her own best interest;
- A reasonable time is allowed for exposure in the open market;
- Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
- 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.” ²

Exposure Time

Exposure Time is defined as:

“The estimated length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; an opinion based on an analysis of past events assuming a competitive and open market.” ³

¹ Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 6th Edition. Chicago, IL: Appraisal Institute, 2015, p. 90.

² Appraisal Institute, *The Appraisal of Real Estate*, 15th Edition. Chicago, IL: Appraisal Institute, 2020.

³ *Uniform Standards of Professional Appraisal Practice* as promulgated by the Appraisal Standards Board of the Appraisal Foundation, 2020-2022.

Based upon the market analysis as detailed in this report, the appraiser estimates a reasonable exposure time to have been 1 to 6 months for a property like the subject at the concluded opinion of value.

Extraordinary Assumptions and Hypothetical Conditions:⁴

Extraordinary Assumption

An assumption, directly related to a specific assignment, as of the effective date of the assignment results, which, if found to be false, could alter the appraiser's opinions or conclusions.

The appraisal is based on the following extraordinary assumption:

- The appraisal is based on the extraordinary assumption that the subject property is clean and free from environmental contamination and debris, and if this is not true, the assignment results may be affected.

Hypothetical Condition

A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis.

- There are no hypothetical conditions used in the development of the appraisal report.

⁴ *Uniform Standards of Professional Appraisal Practice*, 2020-2022 Edition (Washington, D.C.: The Appraisal Foundation).

Scope of Work

In order to determine the value for the subject, data was collected and analyzed. The results of my analysis were then reported in conformance with USPAP, UASFLA and client requirements. The actual scope of work is embodied throughout the report.

The scope of this appraisal required collecting primary and secondary data relevant to the subject property including: an inspection of the subject lot and its environs; review of tax assessment and public records; investigation of sales in the subject's marketplace; and an analysis of inventory and availabilities. Following is a summary of that scope of work.

Property Research

1. Reviewed provided Preliminary Plans, by PSEG Services Corporation Surveys & Mapping, for "Permanent Easement Across the Property of Ocean City Block 3350.01, Lot 17, Ocean City, Cape May County, New Jersey, dated 09/03/21
2. Identified the subject using public records via the Cape May County Clerk's Office and Ocean City Tax Assessment Office
3. Examined tax assessment map and aerial maps
4. Researched NJ Geo-Web mapping system
5. Reviewed USDA Web Soil Survey
6. Reviewed FEMA Flood Insurance Rate Map
7. Reviewed zoning and land use regulations
8. Reviewed public record for easements and encumbrances
9. Inspected the subject property
10. Investigated and inspected the subject's location/neighborhood
11. Analyzed real estate tax assessment
12. Reviewed current listings and all historic transfers of property up to five years prior to the valuation date

Market Research

1. Reviewed the subject within its market context
2. Reviewed both public and private resources for information on economic and demographic trends that will influence competitive market performance
3. Identified, inspected and surveyed comparable properties in the market and extended market

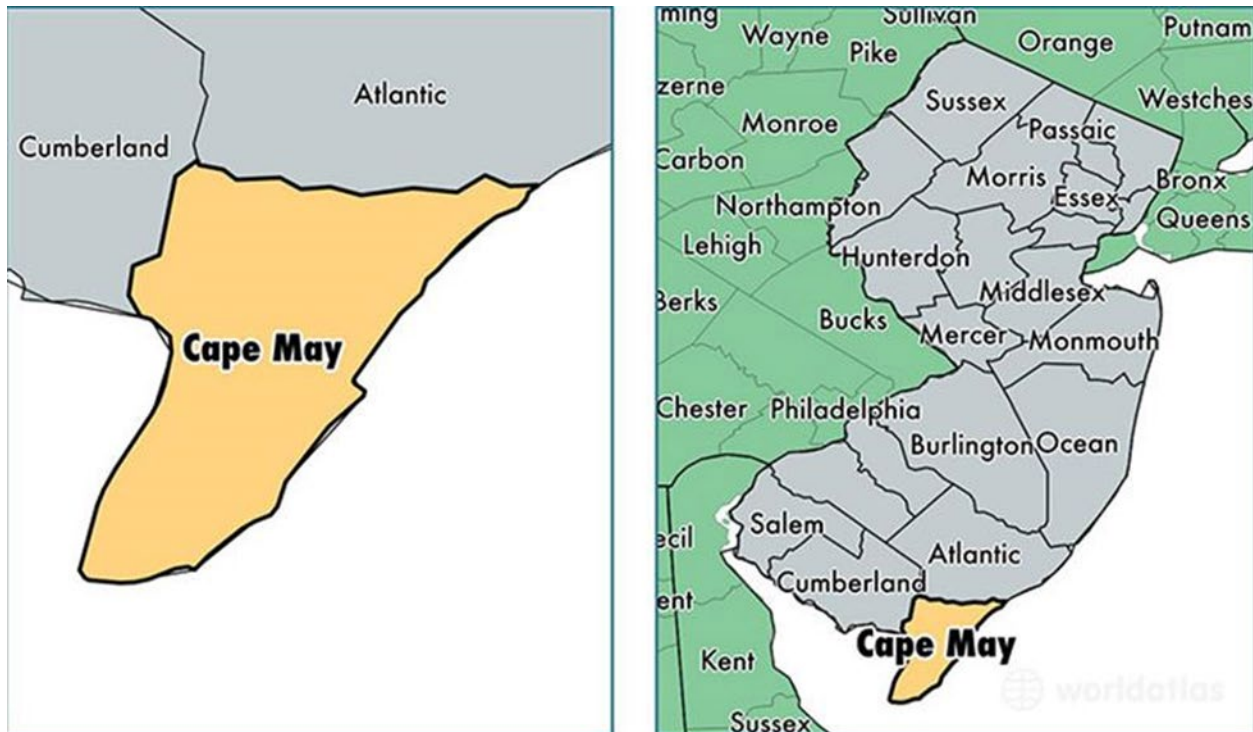
Analyses Considered

1. Determined Highest and Best Use based on inferred methods
2. Considered each of the three value approaches, Sales Comparison, Cost and Income Capitalization Approaches
3. Sales Comparison Approach - Applied
 - a. Identified comparable sales
 - b. Made adjustments to sales based on drive-by inspection and data gathering
4. Cost and Income Approaches – Not Applied as these methods are not typically considered by potential buyers of vacant land in the market

Regional and Local Market Description

The objective of this section is to identify and analyze trends and opportunities that may have a bearing on the economics and marketability of the property as described in the previous section. Since real estate is an integral part of its neighborhood and it cannot be treated as an entity apart from its environment, in this section, those attributes that may influence the highest and best use and market value of the property are explored in detail.

Regional- Cape May County



Source: World Atlas

Cape May County is the southernmost county within the State of New Jersey. Cape May County is bordered on the north by Atlantic County and on the west by Cumberland County with the remainder bordered by the Delaware Bay and the Atlantic Ocean. Much of the economic activity in the county is centered around tourism to the beach destinations. There is also a thriving agricultural business in Cape May County.

Population

According to the 2010 census, the population of New Jersey has increased by 4.5% since the 2000 census and at a higher rate of 5.7% from 2010 to 2020. From 2000 to 2010, the population of Cape May County has decreased by 4.9%. Furthermore, the population has declined by 6.1% from 2010 to 2020 as the following chart indicates:

U.S. Census Population					
Area	2000	2010	Est. 2020	Change 2000-2010	Change 2010-2020
New Jersey	8,414,350	8,791,894	9,288,994	4.5%	5.7%
Cape May County	102,326	97,265	91,312	-4.9%	-6.1%

Source: U.S. Census Bureau

From the Site To Do Business, the population is projected to continue to decline for Cape May County and increase for New Jersey as the following charts shows:

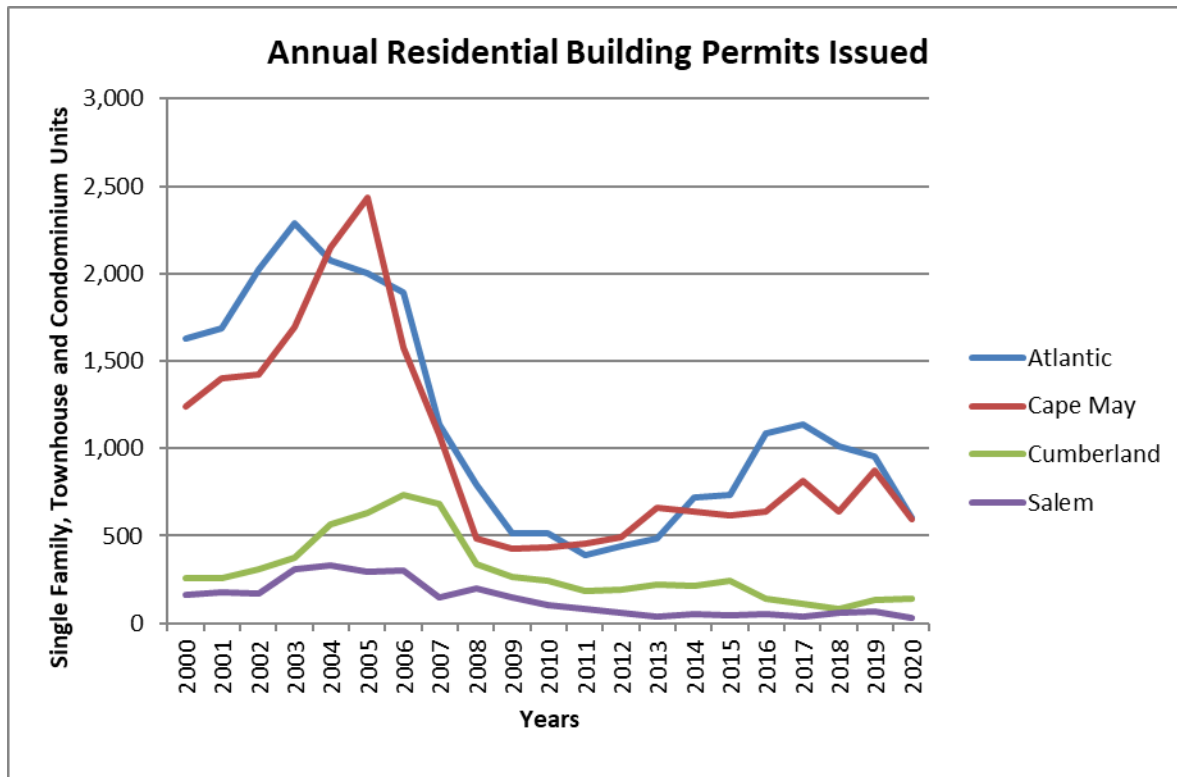
Population	New Jersey	Cape May County
2010 Total Population	8,791,894	97,265
2020 Total Population	9,288,994	91,312
2025 Total Population	9,233,247	91,818
2010 - 2020 Annual Growth Rate	5.7%	-6.1%
2020 - 2025 Annual Growth Rate	-0.6%	0.6%
	New Jersey	Cape May County
Median Home Value		
2020	\$348,500	\$333,161
2025	\$382,774	\$382,961
Median Age		
2010	38.9	47.1
2020	40.3	50.1
2025	41.2	50.8
2020 Population by Sex	9,100,978	94,393
Males	48.75%	48.82%
Females	51.25%	51.18%
2025 Population by Sex	9,233,247	91,818
Males	48.87%	48.95%
Females	51.13%	51.05%
	New Jersey	Cape May County
Per Capita Income		
2020	\$43,560	\$41,500
2025	\$47,830	\$45,749

Source: Site To Do Business

The median home value and the per capita income for the county are below state levels.

Housing Trends

The new housing market provides insights into the local economy. The following chart provides annual construction statistics by county on new residential housing units authorized by building permits. Residential housing permits include single-family houses, townhouse and condominiums units.



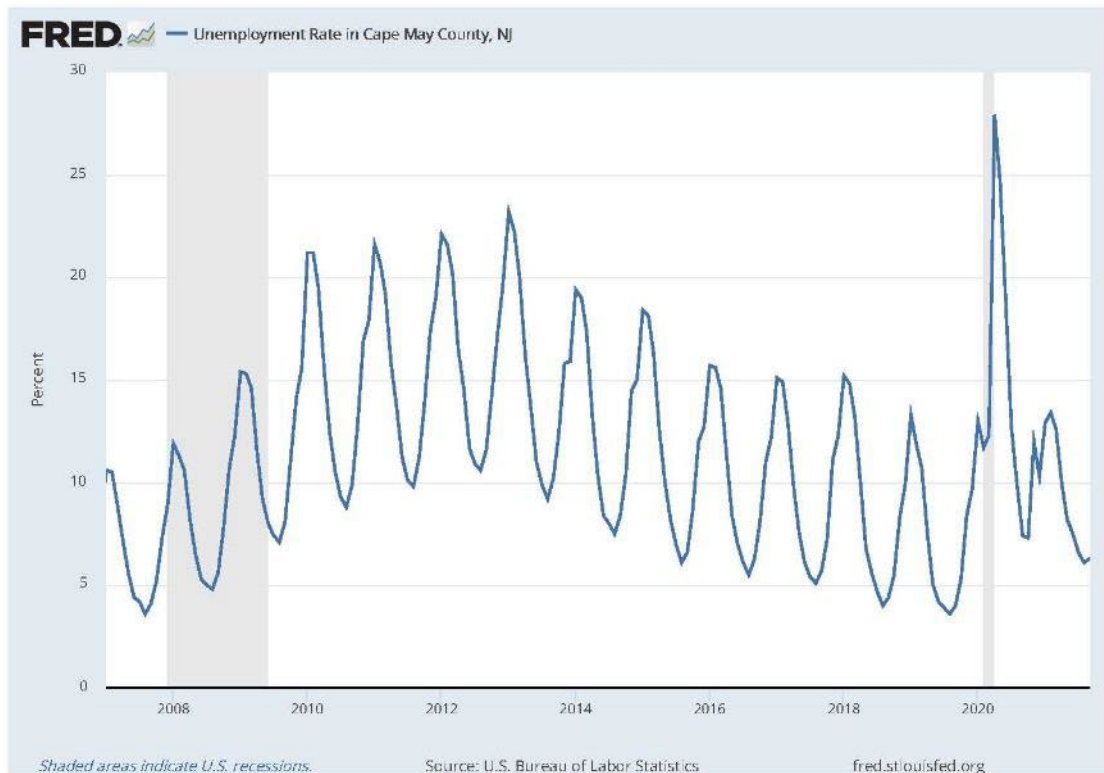
Source: HUD State of Cities Data System (SOCDS)

Building permits across the four southern counties of New Jersey increased annually until peaking in 2005. From 2005 to 2009 the number of building permits continued to decline for all three counties. The number of building permits for Cumberland and Salem Counties has remained relatively level since 2009. Atlantic County began to show signs of improvement with the number of building permits trending upward until 2017 mainly due much of the new development being subsidized; however, the numbers have trended downward since that time. For the Cape May County market, the number of permits increased from 2009 to 2013 and most recently, permits increased 35% from 641 building permits in 2018 to 870 permits in 2019. However, estimated building permits for 2020 show a decline of 31% from 870 building permits in 2019 to 598 permits in 2020.

Employment

Some of the largest private employers in Cape May County include Cape Regional Medical Center, Wawa, Acme Markets and Walmart. There is also a thriving agricultural business in Cape May County. According to the Cape May County Tourism office, approximately ten years ago less than 10 percent of the County's tourism revenue came from eco-tourism and agricultural tourism, including tours and tastings at breweries and wineries.

When the Governor of New Jersey announced the *Stay-at-Home Order* in March 2020 (see “Market Participant” section of the report) the unemployment rate for Cape May County was 10.9% and more than doubled to 26.9% in May 2020. As of September 2021, the unemployment rate has declined to 6.3%. This unemployment rate is slightly higher than the statewide unemployment rate of 6.2% in September 2021. The following chart shows the annual unemployment rate for Cape May County since 2007.



Given the Covid-19 pandemic, the projected unemployment rate is uncertain.

Linkages

Cape May County is easily accessible from major nearby metropolitan areas including New York, Philadelphia, Newark and Wilmington through a network of federal and state highways. To the north, the Garden State Parkway connects Cape May to Newark as well as to the New Jersey Turnpike (I-95) with access to New York City. The Garden State Parkway connects to the Atlantic City Expressway with access to Atlantic City to the east and Philadelphia and Wilmington to the west. Philadelphia and Wilmington are located approximately 50 miles from Cape May County while Newark and New York are located approximately 100 miles. Linkages include Routes 55 and 9, Routes 47, 49, and 50. The Cape May-Lewes Ferry, operated by the Delaware River and Bay Authority (DRBA), provides connection between New Jersey and Delaware. Visitor Centers at the DRBA Cape May and Lewes Terminals provides amenities for tourists.

Retail

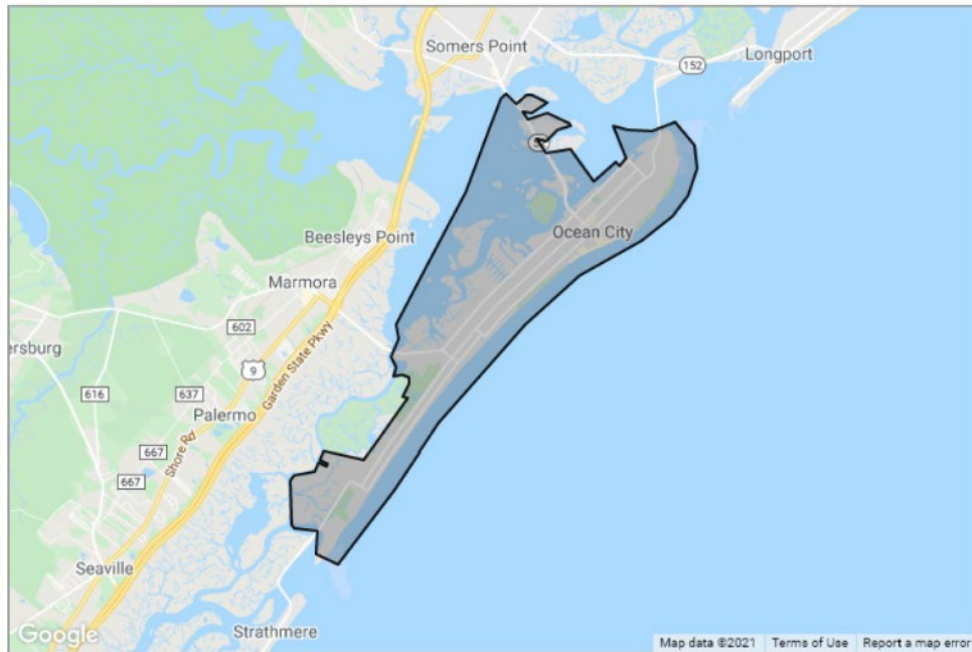
Retail shopping in Cape May County is primarily via neighborhood shopping centers on the mainland and downtown shopping districts on the barrier islands and historic Cape May. The nearest regional shopping mall is the Hamilton Mall located in Mays Landing, Atlantic County. Several big box stores are located throughout Cape May County such as Home Depot, Staples, Michaels, Wal-Mart, and TJ Maxx/Home Goods.

Tourism Activity

Tourism is the driving force of the local economy attracting visitors from primarily Pennsylvania, New Jersey and New York. The main attractions in Cape May County are the beaches from Ocean City to Cape May. According to the Cape May County Department of Tourism, the Cape May market is considered a traditional and secure visitor base with a high visitor return rate. From the most recent report, the Cape May County Planning Department indicates approximately 80% of the visitors in 2013 were return visitors. Year after year generations continue to visit the southern New Jersey beach destinations. Visitor attractions include the boardwalks in Ocean City and Wildwood and the Promenade in Sea Isle City. Cape May County offers diverse number of attractions and activities from golf courses and vineyards to fishing and tour boats to natural reserves for bird watching. Additional cultural and historic attractions include the Cape May Zoo, Cape May Lighthouse, Aviation Museum and tours of the Historic District of Cape May.

In summary, Cape May County's location along the Atlantic Ocean and Delaware Bay is in demand. Much of the economic activity in the county is centered around tourism to the beach destinations. On a positive note, tourism remains relatively strong in Cape May County; however, the COVID-19 pandemic continues to create uncertainty in the market.

Municipal Data – Ocean City



Ocean City is located in northern Cape May County. According to the 2010 census, Ocean City had a year-round population of 11,701, a 24% decline since 2000. The year-round population has remained level with a 2020 population of 11,229. Ocean City is primarily a seasonal market in which during the summer months the population increases dramatically to 120,000 to 130,000± residents. Ocean City is a “dry town” and does not permit the sale of alcohol.

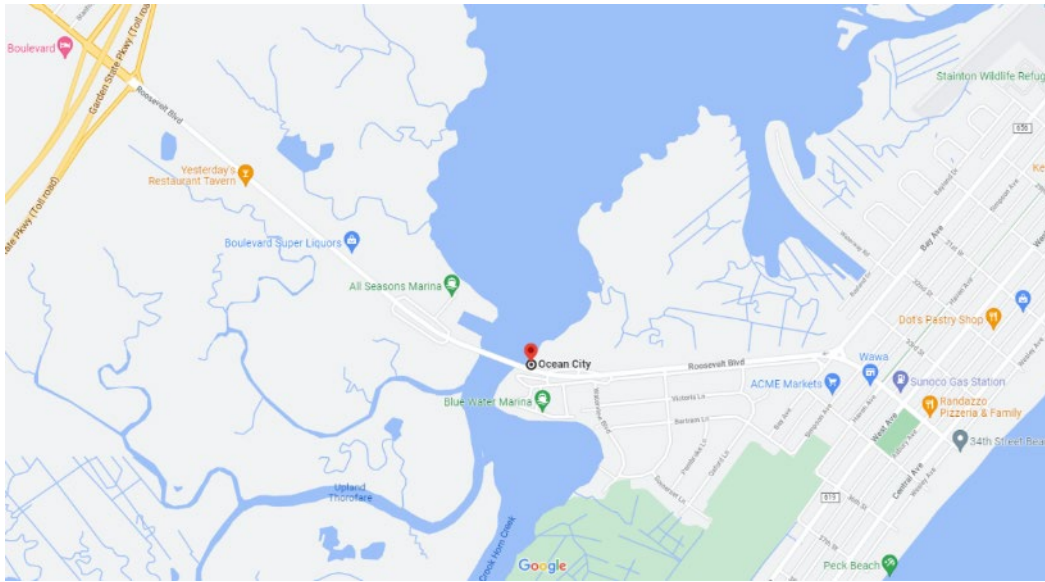
Ocean City is known as “America’s Greatest Family Resort” with the main tourist attractions surrounding the beach and the bay. On the beach side is the Boardwalk with amusement piers, arcades, shops and restaurants overlooking the Atlantic Ocean. On the bay side are marina and water related activities. The tourist season is from Memorial Day Weekend through Labor Day Weekend, with most businesses beginning weekend operations mid-March and extending through mid-October.

According to the Realtors Property Resource (RPR) Neighborhood Report, in Ocean City the median household income is \$77,527 and the median home price is \$880,000. Sale prices have increased significantly over the last year at 24.9%. The recent increase in home sale prices is a result of employees who have the option to work from home during the Covid-19 pandemic are choosing to work from the shore community. From the RPR Market Activity Report sale prices of land and have increased 5.23% over the last 12-months, but not included in the report are the “tear down” lots. A copy of the report is in the addenda of the report.

Ocean City is served by the Ocean City police and fire departments. Students attend Ocean City School District for Kindergarten through High School.

In summary, Ocean City is an established area in which every year thousands of tourists return for the seaside vacation experience.

Neighborhood Analysis



Source: Google Maps

The subject is conveniently located along the main roadway 34th Street/Roosevelt Blvd in the south end of Ocean City. The subject's neighborhood is primarily saltwater wetlands, surrounding residential uses include a mix of condos, duplexes and detached homes. To the east is the Ocean City Sandcastle Park with playground, basketball courts and tennis courts. As shown on the map above, greatest, restaurants and shopping in the south end is located along 34th Street between Bay and Wesley Avenues. Commercial uses include, but are not limited to, Randazzo's, Hoys Five & Ten, Sunoco Gas Station, Wawa, CVS, Acme, Topsail Steamer, Fractured Prune, Ocean Cigars, Elizabeth Eve Salon, Blitz's Market, real estate offices, etc.

Market Impacts and Participants Survey

The prevalence of the current Coronavirus (COVID-19) pandemic has taken center stage in the lives of everyone in the world and unprecedented steps have been taken to contain the virus. A review of the facts includes:

- The World Health Organization (WHO) shows that "illness due to COVID-19 infection is generally mild, especially for children and young adults. However, it can cause serious illness".⁵
- As of March 25, 2020, in the United States there were 17-state orders in effect, and more than 50% of the US population are officially urged to stay-at-home and practice social distancing in an effort to slow the number of patients requiring treatment and lessen the load on the health care system.⁶
- Pfizer and Moderna vaccines were approved and commenced vaccinating first responders in December 2020. Johnson and Johnson was approved in March 2021. As of the valuation date over eleven-million doses in New Jersey have been administered.

⁵ <https://www.who.int/news-room/q-a-detail/q-a-coronaviruses>

⁶ <https://www.cnn.com/2020/03/23/us/coronavirus-which-states-stay-at-home-order-trnd/index.html>

On March 4, 2020, New Jersey had its first case of COVID-19. On March 19, 2020, the governor of New Jersey, Phil Murphy, issued a *Statewide Stay at Home Order* directing all residents to stay at home until further notice. On April 30, 2020, there were 458 deaths due to COVID-19, with most lives lost in a single day and as of June 2020 there were over 12,000 confirmed COVID-19 deaths in New Jersey. The Stay-at-Home Order was lifted on June 9, 2020, as the number of cases declined; however, a second wave resulted in further restrictions. As the number of people who were vaccinated increase, the percentage of people contracting COVID-19 declined. One May 24, 2021, Governor Murphy lifted the indoor mask and social distancing restrictions. During the first and second waves, the pandemic was dynamic and constantly changing.

As of November 2021, there are 28,000 confirmed deaths in New Jersey due to COVID-19. Although life has returned to a new normal, many businesses were impacted by the pandemic, such as restaurants and retail stores, many of whom continue to receive assistance in the form of grants and loans. Many employees have not returned to the office and continue to work from home. The apartment market was impacted by the eviction moratorium. All of these factors continue to create noticeable uncertainty in the market. The appraiser interviewed market participants to determine the current and anticipated market conditions.

In an interview with Lee Jerome of Levin Commercial Real Estate, the market was slow during the *Stay-at-Home Order* but has since picked up. According to Mr. Jerome, overall, there is a lack of supply of available properties in the market. Low interest rates are the driving forces behind many investment buyers pivoting to real estate.

According to a local broker, since May 2020, the real estate market has been a seller's market with buyers competing for a limited supply of available properties.

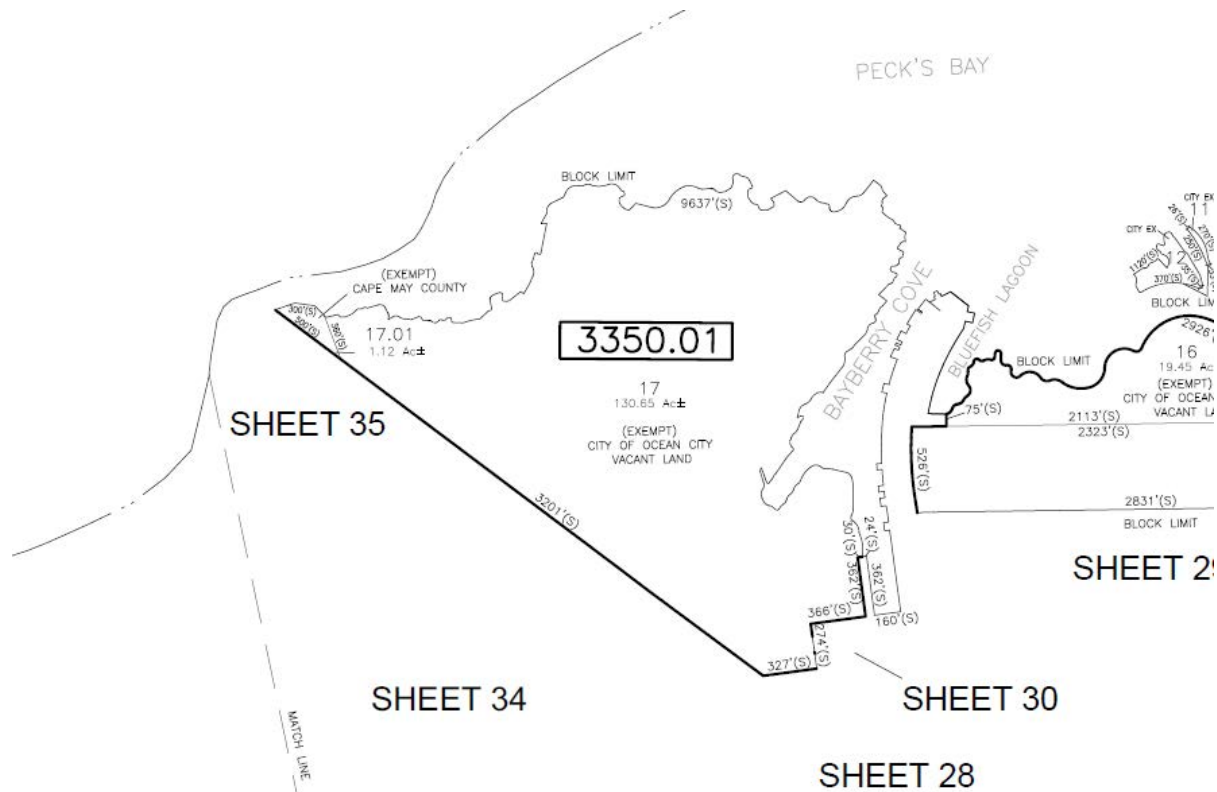
As of April 28, 2021, Anne Klein, Executive Managing Director at Newmark Knight Frank commercial real estate, indicated that the Philadelphia MSA office market has an average vacancy rate of 15%. Remote work or work-from-home prior to the pandemic was approximately 12%. In March 2020, remote work increased to 36%. As of May 2021, remote work has remained at 36%.

Overall, the impacts from the Coronavirus are uncertain. If history is indicative of future occurrences, then New Jersey shore communities have proven to be resilient, from managing rainy summer seasons, to recovering from Superstorm Sandy. The subject's market may initially feel the impacts of COVID-19, but would likely recover as it has in the past.

Property Analysis

For the site and improvement analysis the appraiser relied upon several sources of information including, but not limited to the provided the Preliminary Plans, by PSEG Services Corporation Surveys & Mapping, for "Permanent Easement Across the Property of Ocean City Block 3350.01, Lot 17, Ocean City, Cape May County, New Jersey, dated 09/16/21, recorded deed, tax assessor's map and records; third party mapping data; appraiser's aerial measurements and site inspection.

The appraiser was provided with a copy of the plans showing the easement area on Block 3350.01, Lot 17. The following tax map shows the subject lot:



The subject site is an irregular shaped lot located on the northerly side of 34th Street/Roosevelt Boulevard, north of the Marmora/Ocean City bridge and west of Bay Avenue. The subject's three other borders are surrounded by water with 4,000± feet of water frontage along Great Egg Harbor Bay and 1,700± feet along Clubhouse Lagoon.

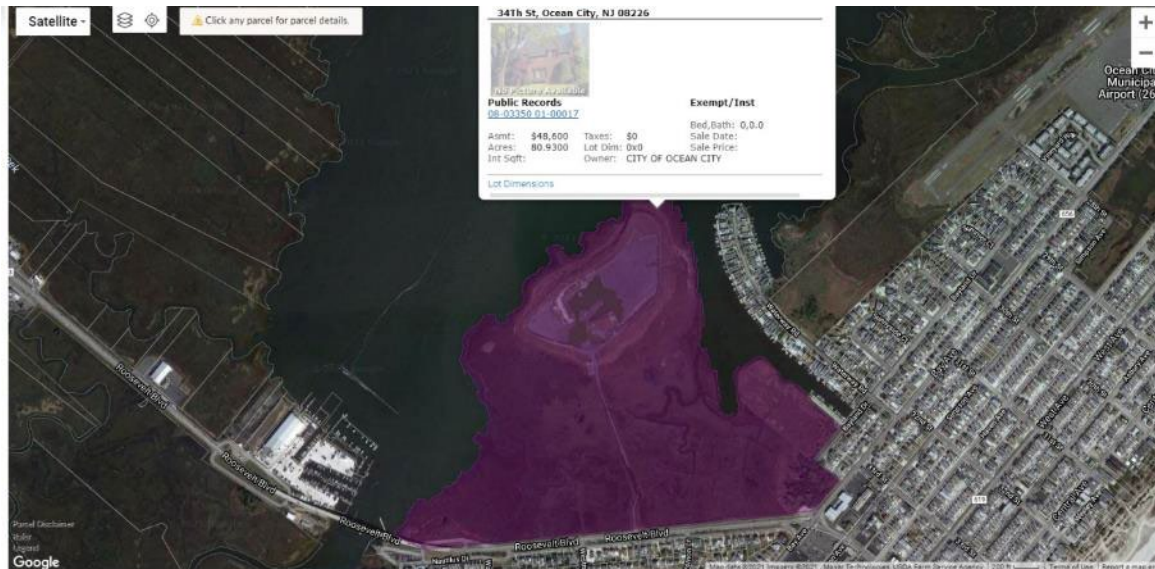
According to the public records the tract to be appraised is approximately 130.65± acres (5,691,114 square feet). The valuation assumes the subject lot measures 130.65± acres. If information to the contrary presents itself, the appraiser reserves the right to amend the report.

Access and Visibility

Access to the tract is good. The site benefits from its access along 34th Street/Roosevelt Boulevard. The site has 3,194± feet of road frontage along 34th Street. In addition, the lot has 327± feet on the west side of Bay Avenue, 336± feet on the east side of Bayland Drive and 362±

feet on the south side of Clubhouse Drive. Roosevelt Boulevard is a two-lane, 120-foot right of way with shoulders. To the east Roosevelt Boulevard provides access to Ocean City. To the west, Roosevelt Boulevard provides access to Garden State Parkway (GSP) and further west to Route 9, the main commercial corridor of Marmora. Visibility is considered good during the summer season as traffic counts increase and average during the off-season.

The following is an aerial map of the subject lot.



Source: Bright MLS

Topography and Soil Conditions

The site is characterized by flat land at sea level. Site soils have been identified via the United States Department of Agriculture's Web Soil Survey. The subject tract consists of primarily Appoquinimink Transquaking Mispillion complex classified as very frequently flooded.

The confirmation of the soil conditions is beyond the scope of this report and professional soil tests were not conducted on the subject property. Should there be any questions regarding the aforementioned items, it is recommended a professional in the applicable field be contacted.

Vegetation

The subject site is primarily saltwater marsh.

Mineral Deposits

The appraiser was not aware of any recognized mineral development or mineral valuation issues on the subject property. The appraiser is not an expert in the field, but there appear to be no mining activities in the area, so it is unlikely there are any commercially valuable mineral deposits on the subject parcels.

Environmental Hazards

The site visit for did not reveal any stressed vegetation or surface staining that would indicate environmental hazards on the site. The appraisal is based on the extraordinary assumption that the subject property is clean and free from environmental contamination and debris, and if this is not true, the assignment results may be affected.

Any investigation exceeding casual observation is beyond the scope of this report. The appraiser is not an expert in the field of environmental remediation. It is recommended a professional in the applicable field be contacted should there be any questions regarding potentially hazardous conditions.

Easements and Encumbrances

Through a review of the public record and from information provided by the client, there are a number of recorded easements and encumbrances. The following provides a summary:

- The appraiser was provided with a Tideland Search Certificate for Block 3350, Lot 16 indicating there is a Shoreline Claim by the State of New Jersey for an approximate size claim area of 5%.
- Moreover, there is a Tideland Grant, dated December 3, 2018, for a Revocable License (A Rental Agreement from the State of New Jersey), for a license area of 373 square feet of formerly flowed tidelands and is depicted on the plan entitled, "As-Built plan & right-of-way confined disposal facility #83 access road Ocean City situated in Cape May County NJ, dated February 6, 2018, prepared by Michael J. McGuire of ACT Engineers. The area is for the dredge spoils access road. The license is in effect for a period of 10 years from 7/19/2018 to 7/19/2028.
- The appraiser notes, there is a Declaration of Restriction for Mitigation Site, dated June 2, 1994, in favor of NJDEP, as recorded in Deed Book 2476, Page 319. However, the area of restriction is not impacted by the easement to be acquired.
- The subject lot is listed on the NJDEP Green Acres Recreation and Open Space Inventory.

The appraiser was not made aware of any other easements or encumbrances to the subject site. Copies of the other aforementioned documents are in the appraiser's workfile.

Flood Map and Wetlands

According to Federal Emergency Management Agency (FEMA), the subject is located in Flood Hazard Map Number 34009C0088F, last revised October 5, 2017, and is in Flood Hazard Zone AE, areas inundated by the 100-year flood event. A copy of the flood map is in the addenda of the report.

The appraiser researched the wetlands delineation with New Jersey GeoWeb. The site is encumbered by wetlands. The following map show the wetlands delineation.



Source: NJ-GeoWeb

As shown, the majority of the lot contains wetlands. Should there be any questions regarding the wetlands, it is recommended that a professional in the applicable field be contacted.

Utilities

The lot does not have utilities. There is public sewer and water, gas, electric and telephone along 34th Street/Roosevelt Boulevard.

Site Improvements

Site improvements include wooden gated (locked) entrance to gravel driveway to dredge spoils site. The appraiser notes, the site improvements are not in the easement area and are not impacted by the Project.

Improvements

None noted.

Ownership

According to the title search, the owner of the subject lot is the City of Ocean City, as per a deed dated December 23, 2002, and recorded in Deed Book 3004, Page 794. The Quit Claim Deed between Stainton-Burrell Development, LTD (grantor) to the City of Ocean City (grantee), for a consideration of \$70,000, including the transfer of Lots 16 and 17. According to the tax assessor's records the tax record is assigned a non-usable code indicating the sale is not an arm's length transaction.

There have been no known listings or sales transactions for the five years prior to this assignment.

Assessment and Taxes

The Ocean City tax assessor's records indicate the lot designated as Property Class 15C-Public Property and is tax exempt. The tax assessment record is as follows:

Tax Assessment	
Description	Land
Land	\$48,600
Improvements	<u>\$0</u>
Total	\$48,600
Tax	Exempt
Equalization Rate (2021)	79.56%
Equalized Value	\$61,086

The total tax assessment for the subject lot is \$48,600. The 2021 tax equalization rate for Ocean City is 79.56%. The tax equalization rate indicates assessments are below market value.

Land Use Control and Zoning

New Jersey Land Use Regulation

The subject property is subject to Coastal Area Facility Review Act (CAFRA) regulated by the New Jersey Department of Environmental Protection (NJDEP). Under the NJDEP Division of Land Use Regulation, there are several regulations applicable to the subject's location along the bay. For future development of the site or mitigation of the wetlands, an application process to obtain permits is required to adhere to the coastal laws and rules. Timeframes vary depending on the nature of the application. Property owner must demonstrate compliance with applicable standards to be approved. Any question with regard to CAFRA should be referred to NJDEP

Ocean City Zoning Ordinance

The subject is located in the Ocean City Conservation ("C") Zoning District. As per the zoning ordinance, there are a limited number of permitted uses in the C zone including:

- Open space, fish and wildlife preserve, hunting, fishing, boating and marine agriculture.
- Necessary government facilities for the public health, safety and welfare.
- Piers, docks, facilities for docking, anchoring, mooring, launching, storing, sale, rental and servicing of boats.
- Municipal structures and public uses that promote recreational opportunities and public access to the bay and wetlands areas.
- Dredge material containment facilities.

There are no area and bulk requirements in the C zone.

Based on the zoning ordinance, the lot is legal, conforming. However, given the lot is almost entirely encumbered with wetlands, the lot is considered non-buildable and future development would not be permitted. A change of zoning is not anticipated. Therefore, the highest and best use of the lot is for recreational use.

The appraiser recommends an expert in the field be consulted with regard to any question as to the legal status of the subject. A portion of the zoning map and ordinance are located in the addenda of the report.

Market Analysis

The first step is to identify and analyze trends and opportunities that may have a bearing on the economics and marketability of the subject property. There are many general considerations, both positive and negative in nature which impact value. On the positive side, the site's location is of major importance as it is in Ocean City, America's Greatest Family Resort where tourism remains relatively strong. The subject is a bayfront lot along Great Egg Harbor Bay with scenic water views. The subject has road access as well as water access for recreational uses such as fishing, crabbing, birdwatching, etc. It is important to note that the subsurface easement area, at 2,950± square feet, accounts for 0.05% of the total site area and after the Project, the property owner will continue to have access and use of the land above the easement area.

Negatively impacting the subject site is its location in the Conservation zoning district with limited permitted uses and deemed non-buildable. Moreover, the subject lot is almost entirely encumbered with wetlands and prone to flooding. Additionally, the site is impacted by weather events such as hurricanes and nor'easters which erode the land. Lastly, the market has been negatively impacted by the COVID-19 pandemic and Stay at Home Order in 2020 which affected the 2020 summer season. According to the Cape May County Department of Tourism, "2021 Economic Impact of Tourism in Cape May County", May 20, 2021, there was a 21.7% decline in visitors to Cape May County in 2020 due to COVID-19 with visitation numbers forecasted to reach pre-COVID levels in 2023.

To value the site, the appraiser considered saltwater wetland sales located in Ocean, Atlantic and Cape May Counties. For the market data analysis, the appraiser surveyed the South Jersey Shore Regional MLS, South Jersey MLS, Cape May County MLS and Bright MLS for recent arm's length sales of comparable land sales in the aforementioned counties. In addition, the appraiser interviewed real estate broker and agents as well as state, county and local representatives for recent sales considered comparable to the subject. There were a limited number of sales. There were no recent, arm's length sales (< 10 years) located in Ocean City. However, there were arm's length sales considered comparable to the subject in Atlantic and Cape May Counties. The following chart lists the sales sorted by price per acre:

Comparable Land Sales							
	Address	Municipality	County	Sale Date	Sale Price	Acres	\$Acre
A	Nacote	Galloway Twp	Atlantic	10/5/2021	\$2,500	11.5	\$217
B	Cedar Swamp	Dennis Twp	Cape May	12/19/2019	\$52,400	20.29	\$2,583
C	1301 Dennisville Petersburg Rd	Upper Twp	Cape May	7/20/2021	\$110,000	41.03	\$2,681
D	Meadowland	Upper Twp	Cape May	8/5/2020	\$150,000	48.89	\$3,068
E	211 Jeffers Landing	Egg Harbor Twp	Atlantic	4/8/2020	\$26,500	1.6	\$16,563

The sales occurred between December 2019 and October 2021. The sales ranged from 1.60± to 48.89± acres. The sales were a wide range from \$217 to \$16,563 per acre. The sale on the low end of the range does not have road frontage. The sale on the high end of the range had a portion of the lot with cleared upland. The sale most similar to the subject is 48.89 acres of meadowland/saltwater wetlands in Upper Township across the bay from the subject for \$3,068 per acre. The subject is expected to price similar to this sale. The sales were utilized in the sales comparison approach. Additional information on these sales is presented in data sheets in the sales comparison approach section of the report.

As previously noted, sale prices in Ocean City over the last year increased 24.9% due to increased demand related to the pandemic and lack of supply. The increase is primarily associated with residential sales which is typical of residential sales along barrier islands in Southern New Jersey. A market analysis of buildable land sales shows an increase in sale prices of 5.23% over the last 12-months, but not included in the report are the “tear down” lots. From the recent sales, the days on market ranged from 2 to 184 days. The estimated exposure time is 1 to 6 months.

Highest and Best Use – Before the Project

Highest and best use is defined as that reasonable and probable use that will support the highest present value, as defined, as of the effective date of this report. The four tests of highest and best use are. 1) legally permissible; 2) physically possible; 3) financially feasible; 4) maximally productive.

- 1) To be **legally permissible** the use must be allowed under public land use controls such as zoning and land use laws with the additional consideration of private covenants and deed restrictions.

Legal restrictions affecting the property include the local municipal land use ordinance along with all other county and state regulations. The site lies within the C, Conservation zoning district. There are a limited number of permitted uses in the C district and based on the zoning ordinance, the lot is legal, conforming. However, given the lot is almost entirely encumbered with wetlands, the lot is considered non-buildable and future development would not be permitted.

- 2) **Physical possibility** is affected by the characteristics of the site such as size, shape, topography and other physical aspects of the site. The consideration of a use as physically possible must be tempered by analysis of its financial feasibility.

The subject is 130.65± acres, or 5,691,114± square feet. The site is irregular shaped with frontage along Roosevelt Boulevard. The subject's three other borders are surrounded by water with 4,000± feet of water frontage along Great Egg Harbor Bay and 1,700± feet along Clubhouse Lagoon. Ingress/egress is via eastbound Roosevelt Boulevard. The site has 3,194± feet of road frontage along 34th Street. In addition, the lot has 327± feet on the west side of Bay Avenue, 336± feet on the east side of Bayland Drive and 362± feet on the south side of Clubhouse Drive. Roosevelt Boulevard is a two-lane, 120-foot right of way with shoulders. To the east Roosevelt Boulevard provides access to Ocean City. To the west, Roosevelt Boulevard provides access to Garden State Parkway (GSP) and further west to Route 9, the main commercial corridor of Marmora. Visibility is considered good. The lot is generally level and is almost entirely encumbered with wetlands. The lot is located in Flood Hazard Zone AE, areas inundated by the 100-year flood event. Based on CAFRA regulations the lot is not developable. Overall, the physical characteristics of the property appear to limit future development and is considered non-buildable.

- 3) To be **financially feasible** there must be demand for the use and the perceived potential for a level of compensation commensurate with the level of risk assumed for a selected course of action.

A review of land sales in the market shows buyer demand for land used for recreational activities such as fishing, crabbing and birdwatching. Five sales utilized in the sales comparison approach were the most recent land sales considered similar in size and utility. The most likely buyer of the subject site is an outdoor enthusiast. The land sales indicate buyer demand and the financial feasibility of the subject.

4) The **maximally productive** use is the financially feasible use that will produce the highest net return.

Given the location and demand for land in the market the maximally productive use of the subject is recreational use, which is considered legally permissible, physically possible, and financially feasible.

Highest and Best Use

The highest and best use as-if vacant is defined as that use from among reasonably probable and legal alternative uses, found to be physically possible, appropriately supported and financially feasible that results in the highest **land** value. It is to be recognized that in cases where a site has existing improvements on it, the highest and best use may very well be determined to be different from the existing use. The existing use will continue, however, unless and until land value in its highest and best use exceeds the total value of the property in its existing use.

The most probable buyer of the subject would be an outdoor enthusiast. The highest and best use of the subject as-if vacant, and an economic use is for recreational or other similar activities such as fishing, crabbing, birdwatching, etc.

Valuation Before the Project

Appraisal Process – Before the Project

In arriving at the estimated value of the subject property as of the effective date of this report, customary valuation practice required an assemblage of as much information as was available and a utilization of the data in three approaches to value: Income Capitalization Approach, Cost Approach and Sales Comparison Approach.

The approaches considered most applicable to the appraisal of the subject property are presented on the following pages. The approaches presented considered the positive and negative physical attributes, the immediate linkages of the location, the effects of specific financial/economic variables of the subject and those elements highlighted earlier in this report.

The sales comparison approach utilizes a process of comparing the most recent sales of similar lots to the subject in arriving at an opinion of value.

The income capitalization approach involves an estimate of the net income which a property is capable of producing. This is converted into an indication of value utilizing any of several capitalization techniques.

The cost approach involves estimating the market value of the land independently of the improvements as though vacant and available for its most probable profitable use. This involves utilization of the same process used in the sales comparison approach. Next, the reproduction or replacement cost is estimated as though the improvements were new on the effective date of the appraisal from which accrued depreciation from all sources is deducted to arrive at a depreciated improvement value. This is added to the estimated land value for a total opinion of value.

The sales comparison approach was utilized since land sales of comparable use have been transferred, giving an indication of buyer actions.

The cost and income approaches were not applied as this method is not typically considered by potential buyers in the local market for land.

Sales Comparison Approach– Before the Project

The Sales Comparison Approach is based upon the assumption that potential purchasers would be willing to substitute the opportunities afforded by the subject property for the opportunity related to each of the specified comparable properties. Comparable sales are a manifestation of the thought process typical buyers and sellers in the marketplace are utilizing at any particular point in time. When there are an adequate number of sales of truly comparable properties with sufficient information for comparison, a range of values for the subject property can be developed.

The range of value developed using units of comparison such as sales price per acre, or any of several other units that the marketplace has indicated are relevant, can be studied and necessary adjustments made to provide for the differences between all the comparables and the subject. An analysis of the adjusted units of comparison can then form a basis for the market value of the subject property. Only unit factors considered by the subject's marketplace are relevant. For the subject lot, the value is based on a price per acre.

The degree to which the appraiser can rely on the Sales Comparison Approach depends upon an adequate number and similarity of the circumstances involved in the comparable sales. Differences always exist between properties even though they may provide a buyer with similar levels of functional utility. Adjustments for these differences serve to define more clearly the price that could reasonably be expected, subject to the limitations of the definition of market value.

There were a limited number of comparable sales to determine an opinion of value. Due to the limited number of sales, paired sales analysis and quantitative adjustments could not be determined for location, size, physical characteristics and zoning/use; therefore, the appraiser applied qualitative adjustments by indicating whether the sales were inferior or superior to the subject.

On the following pages is a sales comparison analysis of wetlands which were identified to determine the value.

Comparable Sale Map



Comparable Sale No. 1



Photo by Lee Ann Kampf 12/1/2021

Property Identification

Property Type	Wetlands
Address	Nacote, Galloway Twp, Atlantic County, NJ
Tax ID	Block 1204.01, Lot 8

Sale Data

Grantor	Daniel G. Parks
Grantee	Bart Anderson
Sale Date	October 5, 2021
Document #	Book: 15130, Page: 1
Property Rights	Fee Simple Estate
Financing	Cash
Verification	Buyer's Agent

Sale Price	\$2,500
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Land Data

Site Size	11.50± acres (1,787,267 sq. ft.)
Frontage	No street frontage; 954' frontage S/S Nacote Creek
Zoning	CV – Conservation
Utilities	None
Site Remarks	Irregular shaped, level, interior lot, primarily saltwater wetlands
Highest and Best Use	Recreation

Improvement Description

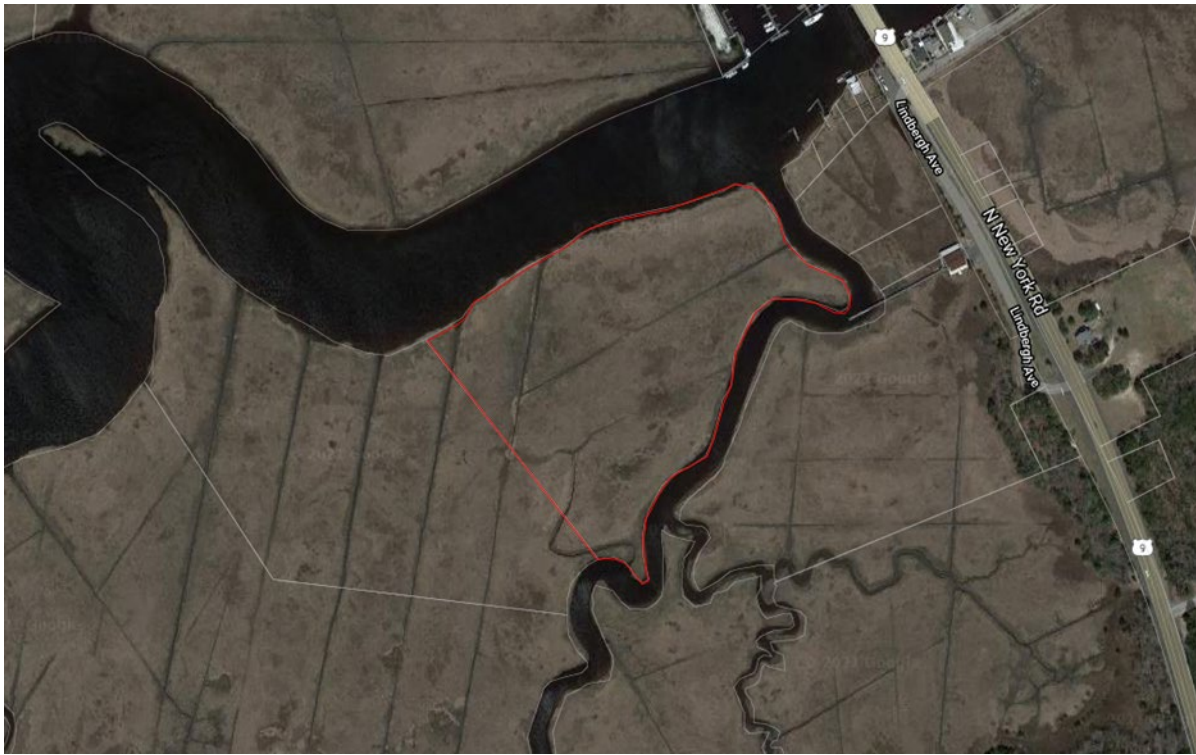
Improvements	None
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Indicators

Sale Price Per Acre	\$217 per acre
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Remarks

The sale was verified to be an arm's length transaction. The site was listed for \$5,000 (50% sale to list ratio) for 64 days on market. The lot is not developable as per zoning and CAFRA regulations. According to the buyer's agent, the lot is landlocked with the only access via the Nacote Creek.



Comparable Sale No. 2



Photo by Lee Ann Kampf 11/30/2021

Property Identification

Property Type	Wetlands
Address	1301 Dennisville-Petersburg Road, Upper Twp, Cape May County, NJ
Tax ID	Block 453, Lot 5.03

Sale Data

Grantor	Linda Milligan
Grantee	Brian and Lisa Sullivan Sr.
Sale Date	July 20, 2021
Document #	Book: 4000, Page: 358
Property Rights	Fee Simple Estate
Financing	Cash or Equivalent
Verification	Buyer's Agent

Sale Price	\$110,000
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Land Data

Site Size	41.03± acres (1,787,267 sq. ft.)
Frontage	882' street frontage S/S Dennisville- Petersburg Road
Zoning	CAR – Conservation/Agricultural Rural
Utilities	None
Site Remarks	Generally rectangular shaped, level, interior lot, primarily wooded and wetlands
Highest and Best Use	Recreation

Improvement Description

Improvements	None
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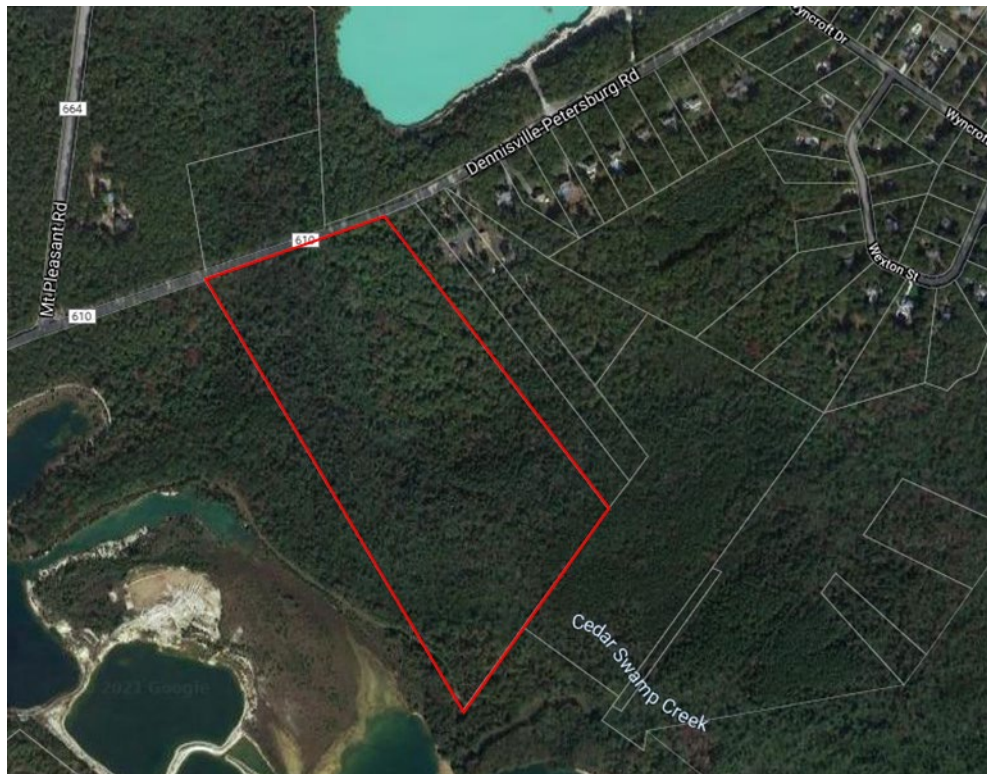
Indicators

Sale Price Per Acre	\$2,681 per acre
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Remarks

The sale was verified to be an arm's length transaction. The site was listed for \$140,000 (79% sale to list ratio) for 324 days on market. A prior deed for this property, dated January 30, 2020, Deed Book 3902, Page 734, was between related parties. Most of the lot is not developable as per zoning and CAFRA regulations. According to the buyer's

agent, at the time of sale the buyer had no future plans for the land.



Comparable Sale No. 3



Photo by Lee Ann Kampf 11/30/2021

Property Identification

Property Type	Wetlands
Address	Meadowland, Upper Twp, Cape May County, NJ
Tax ID	Block 735, Lots 41 and 42

Sale Data

Grantor	Thomas Towers
Grantee	Hilson Group, Inc. dba Tuckahoe Mitigation Partners, LLC
Sale Date	8/5/2020 with an Effective Date 8/7/2020*
Document #	Book: 3926, Page: 553
Property Rights	Fee Simple Estate
Financing	Cash
Verification	Representative of the seller

Sale Price	\$150,000
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Land Data

Site Size:	48.89± acres (2,129,648 sq. ft.)
Frontage	No street frontage; 400±' water frontage Great Egg Harbor Bay
Zoning	C – Conservation
Utilities	None
Site Remarks	Moderately irregular shaped, level, interior lot, primarily saltwater wetlands
Highest and Best Use	Recreation

Improvement Description

Improvements	None
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Indicators

Sale Price Per Acre	\$3,068 per acre
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Remarks

*There is an additional transfer, as per Deed Book 3926, Page 560, dated 8/6/ 2020, with an Effective Date of 8/7/2020, between related parties.

The sale was verified to be an arm's length transaction. The lot is not developable as per zoning and CAFRA regulations.



Comparable Sale No. 4



Photo by Lee Ann Kampf 11/30/2021

Property Identification

Property Type	Wetlands
Address	211 Jeffers Landing Rd, Egg Harbor Twp, Atlantic County, NJ
Tax ID	Block 8901, Lot 25

Sale Data

Grantor	Chance Investments, LLC
Grantee	Jeffrey Solomon
Sale Date	April 8, 2020
Document #	Book: 14781, Page: 22528
Property Rights	Fee Simple Estate
Financing	Cash
Verification	Buyer's Agent

Sale Price	\$26,500
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Land Data

Site Size	1.60± acres (69,696 sq. ft.)
Frontage	318'± street frontage W/S Jeffers Landing; 376'± water frontage E/S Great Egg Harbor River
Zoning	CRW – Conservation Recreation Wetlands
Utilities	None
Site Remarks	Irregular shaped, level, interior lot, primarily cleared land and an area of saltwater wetlands along northern border
Highest and Best Use	Recreation

Improvement Description

Improvements	None
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Indicators

Sale Price Per Acre	\$16,563 per acre
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Remarks

The sale was verified to be an arm's length transaction. The site was listed for \$29,900 (89% sale to list ratio) for 278 days on market. The lot is not developable as per zoning and CAFRA regulations. There was a shed on the lot considered personal property. The MLS listing marketed the lot as a "perfect fishing spot".



Comparable Sale No. 5



Photo by Lee Ann Kampf 11/30/2021

Property Identification

Property Type	Wetlands
Address	Cedar Swamp, Dennis Twp, Cape May County, NJ
Tax ID	Block 120, Lot 166 and Block 224, Lot 68.02

Sale Data

Grantor	Janet Ay
Grantee	United States of America
Sale Date	December 19, 2019
Document #:	Book: 3893, Page: 552
Property Rights	Fee Simple Estate
Financing	Cash
Verification	Representative of the Buyer

Sale Price	\$52,400
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Land Data

Site Size:	20.29± acres (883,832 sq. ft.)
Frontage:	Access is via a power line easement from Woodbine-Ocean View Road (Route 550)
Zoning	C – Conservation
Utilities	None
Site Remarks:	Two non-contiguous lots irregular shaped, level, interior lots, mainly wooded and wetlands
Highest and Best Use	Recreation

Improvement Description

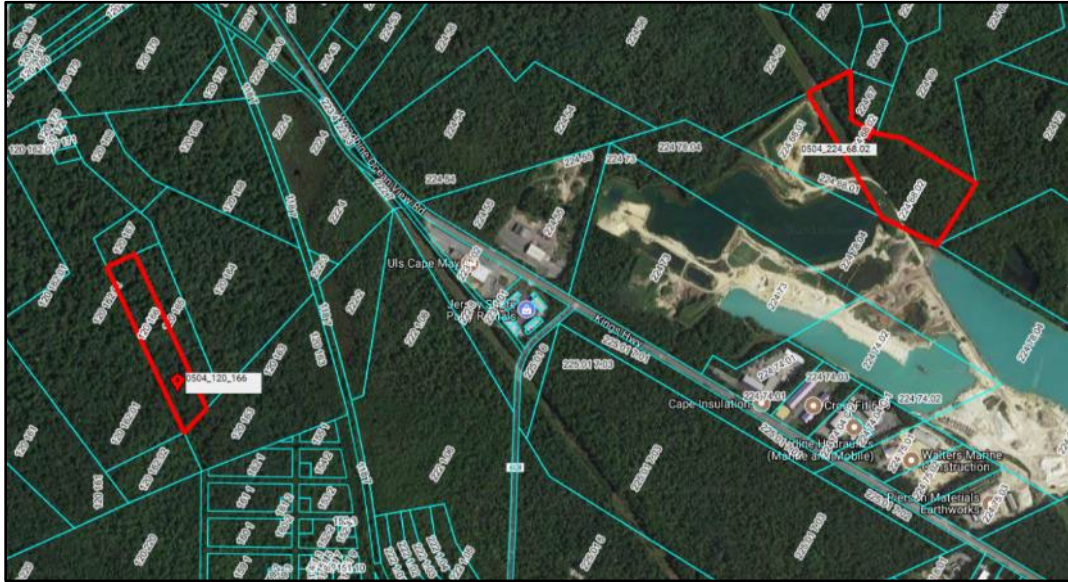
Improvements	None
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Indicators

Sale Price Per Acre	\$2,583 per acre
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Remarks

The sale was verified to be an arm's length transaction. The seller utilized the site primarily for hunting. One of the lots was landlocked. Most of the lot is not developable as per zoning and CAFRA regulations. The site was purchased by US Fish and Wildlife for conservation purposes.



Comparable Land Sales Adjustment Analysis "Before the Project"									
	Subject	Comparable Sale #1		Comparable Sale #2		Comparable Sale #3		Comparable Sale #4	
Address	34th Street & Bay Ave	Nacote		1301 Dennisville Petersburg Rd		Meadowland		211 Jeffers Landing	
Municipality	Upper Township	Galloway Twp		Upper Twp		Upper Twp		Egg Harbor Twp	
County, State	Cape May County, NJ	Atlantic County, NJ		Cape May County, NJ		Cape May County, NJ		Atlantic County, NJ	
Block/Lot	3350.01/17	1204.01/8		453/5.03		735/41 & 42		8901/25	
Date	-	10/5/2021		7/20/2021		8/5/2020		4/8/2020	
Sale Price	-	\$2,500		\$110,000		\$150,000		\$26,500	
# of Acres	130.650	11.50		41.03		48.89		1.60	
Sale Price/Acre	-	\$217		\$2,681		\$3,068		\$16,563	
Property Rights Conveyed	Fee Simple	Fee Simple	0%	Fee Simple	0%	Fee Simple	0%	Fee Simple	0%
Financing	Cash or Equivalent	Cash	0%	Cash	0%	Cash	0%	Cash	0%
Conditions of Sale	Typical	Typical	0%	Typical	0%	Typical	0%	Typical	0%
Market Conditions	11/15/2021	10/5/2021	0%	7/20/2021	1%	8/5/2020	5%	4/8/2020	7%
Adjusted Unit Price		\$217		\$2,681		\$3,222		\$17,722	\$2,789
Location	Good	Inferior		Inferior		Inferior		Inferior	Inferior -
% Adjustment		5.0%		10.0%		5.0%		5.0%	10.0%
\$ Adjustment		\$11		\$268		\$161		\$886	\$279
Access	Bayfront/Road Frontage	Inferior		Inferior		Inferior		Inferior	Inferior -
% Adjustment		5.0%		10.0%		5.0%		5.0%	10.0%
\$ Adjustment		\$11		\$268		\$161		\$886	\$279
Size (Acres)	130.65	Comparable		Comparable		Comparable		Smaller	Comparable
% Adjustment		0.0%		0.0%		0.0%		-20.0%	0.0%
\$ Adjustment		\$0		\$0		\$0		-\$3,544	\$0
Site Characteristics	Saltwater Wetlands	Comparable		Comparable		Comparable		Superior	Comparable
% Adjustment		0.0%		0.0%		0.0%		-50.0%	0.0%
\$ Adjustment		\$0		\$0		\$0		-\$8,861	\$0
Zoning/Use	Conservation/Recreation	Comparable		Comparable		Comparable		Comparable	Comparable
% Adjustment		0.0%		0.0%		0.0%		0.0%	0.0%
\$ Adjustment		\$0		\$0		\$0		\$0	\$0
Adjusted Unit Price		\$239		\$3,217		\$3,544		\$7,089	\$3,347
Mean	\$3,487								
Median	\$3,347								
Concluded	\$3,400								
Acres	130.65								
Value Conclusion	\$444,200								

The chosen comparable sales reflected the following ranges:

Summary of Comparable Land Sales		
Sale Date	Sale Price	Sale Price/Acre
12/2019 – 10/2021	\$2,500 - \$150,000	\$217 - \$16,563

The estimated market adjustments made to each comparable sale are as follows:

Property Rights Conveyed: Each comparable sale reflected the purchase of the fee simple estate. The market value of the fee simple estate is being estimated for the subject, so no adjustment appeared to be warranted.

Financing: No sale concessions or atypical financing were reported during the verification of the sales. Thus, no adjustment was required.

Conditions of Sale: No atypical conditions of sale were reported during my verification of the sales. Thus, no adjustment was required.

Market Conditions (Time): An adjustment for market conditions is made if, since the time the comparable sales were transacted, general property values have appreciated or depreciated due to inflation or deflation, or investors' perceptions of the market have changed. The appraiser considered market conditions since the sales occurred. The comparable sales presented sale dates from December 2019 to October 2021. As previously noted in the report, sale prices of land for development have trended upward approximately 5% over the last year. A review of overall sale prices in New Jersey, Cape May County and Ocean City have increase an average of 4% per year. As such the sales were adjusted 4% per year since the sales occurred.

Location: The subject lot is located along the bay in Ocean City. To determine a location adjustment, the appraiser considered the water frontage, median household income and median home price from RPR reports. The following chart provides a summary.

Location						
	Subject	Sale 1	Sale 2	Sale 3	Sale 4	Sale 5
Location	Ocean City	Galloway	Upper Twp	Upper Twp	Egg Harbor Twp	Dennis Twp
Waterfront	Bay	Nacote Creek	None	Bay	Bay	None
Median HH Income	\$77,527	\$85,115	\$85,028	\$85,028	\$77,875	\$64,632
Median Home Price	\$879,730	\$250,340	\$384,000	\$384,000	\$298,000	\$521,000
Overall		Inferior	Inferior -	Inferior	Inferior	Inferior -

Access: Access to the subject is via the road and water was considered. The following chart provides a summary.

Access						
	Subject	Sale 1	Sale 2	Sale 3	Sale 4	Sale 5
Water Frontage (Feet)	4,000'	954'	0	400'	376'	0
Road Frontage (Feet)	3,194'	None	882'	None	318'	Easement
Overall		Inferior	Inferior -	Inferior	Inferior	Inferior -

Size: The subject site measures 130.65 acres. The adjustment is based on economies of scale. Due to the limited number of sales and the lack of market information, no measurable per unit adjustment for land size was determined. The exception is Sale 4 which was much smaller and adjusted downward based on qualitative adjustment.

Site Characteristics: The physical characteristics of the subject property and each comparable was considered. Due to the limited number of sales in the market, and the lack of reliable quantitative market support, qualitative consideration was given to each the sales. Sales 1, 2, 3 and 5 were considered similar to the subject with no adjustments. Sale 4 was superior in site characteristics with less saltwater wetlands and more uplands and adjusted downward.

Zoning/Land Use: The subject is located in the C - Conservation zoning district and subject to CAFRA permitting which limits future development. All of the sales were located in comparable zoning districts and/or non-developable; thus, no adjustments were required.

Conclusions: Each comparable sale used in the analysis provides a reasonable indication of the subject's market value and was considered the best available as of the valuation date. Greater weight was given to Sale 3 located across the bay from the subject.

Based on this information and other data found within the market, the market value for the subject is estimated at **\$3,400 per acre or \$444,200, rounded.**

Summary of Value Indications:

Summary of Value Indications	
Sales Comparison Approach	\$ 444,200
Income Capitalization Approach	N/A
Cost Approach	N/A

Correlation and Final Value Estimate – Before Project

During the analysis, it was found that the Sales Comparison Approach to value provided the best and most reliable indication of the subject site's market value. It was developed since land is often purchased on this basis. After making the appropriate adjustments to each comparable sale, a reliable market value estimate for the site resulted.

The Income Capitalization Approach was also considered but was not developed, since an adequate supply of comparable lease information was not found for land zoned for this type of use. In addition, this approach to value does not reflect the typical motivations of land purchasers within the market.

The Cost Approach was also considered, but not developed, since the Project will not impact the improvements and only the value of the land has been estimated.

After considering all of the facts and circumstances in connection with the subject property, I conclude that the estimated Market Value Before the Project for the Fee Simple Interest, as of November 15, 2021, was **\$444,200, rounded or \$3,400 per acre.**

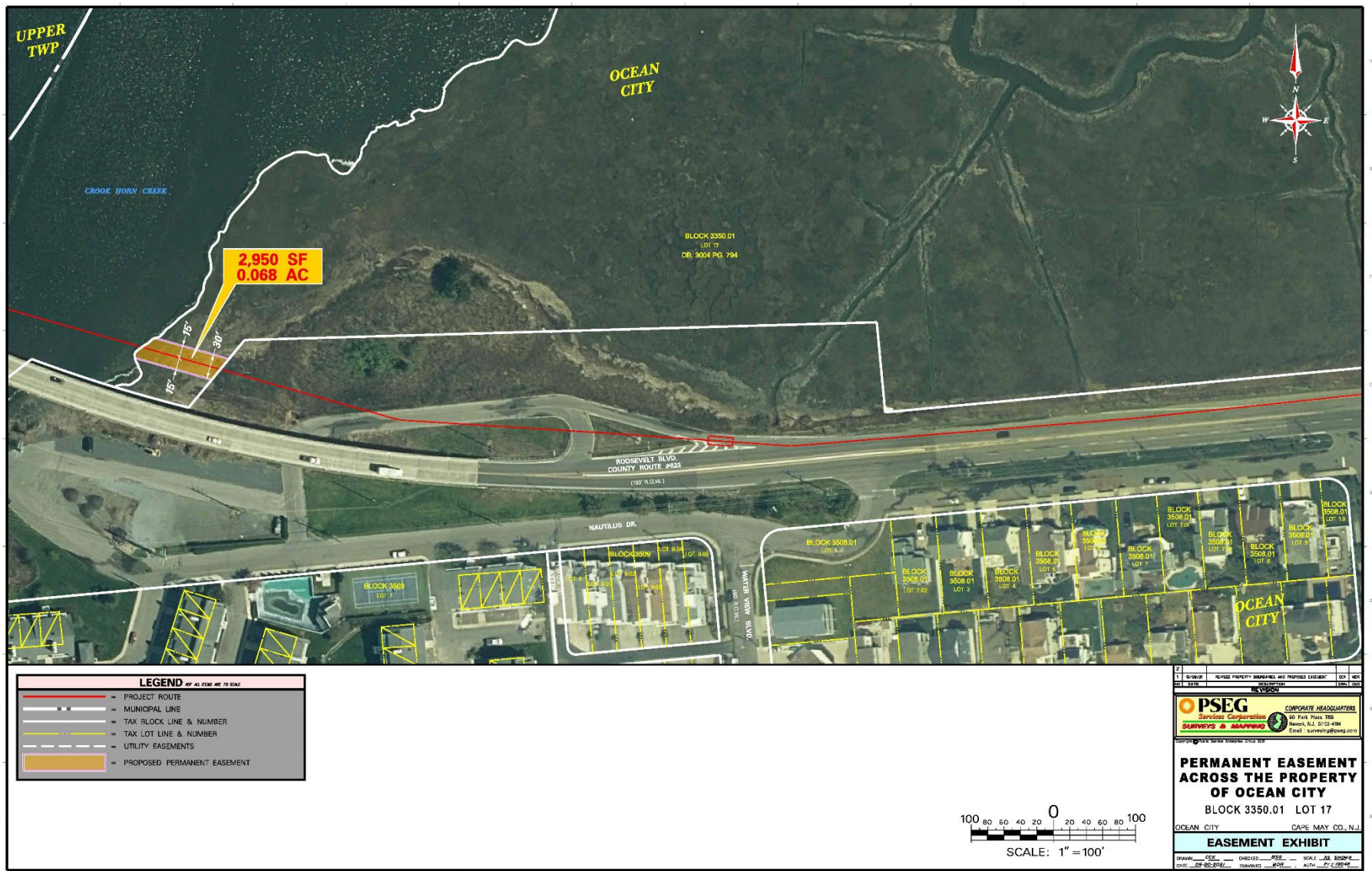
Nature of Project

Description of the Project

The description of the Subsurface Easement Project (“Project”) is based on the provided Preliminary Plans, by PSEG Services Corporation Surveys & Mapping, for “Permanent Easement Across the Property of Ocean City Block 3350.01, Lot 17, Ocean City, Cape May County, New Jersey, dated 09/03/21. The area is summarized and described as follows:

Permanent Easement Area Description	
Interests Acquired:	Permanent subsurface easement
Land Area/Dimensions:	2,950± square feet or 0.068± acres; the easement will be approximately 30'± in width and 98.33'± in length
Description/Location:	Generally rectangular shaped, along southwest corner of the site, east of the bay, just north of the Roosevelt Blvd Bridge.
Improvements Affected:	None
Property Owner’s Future Right of Use:	Permanent easement of subsurface area at the southwest corner of the site will be below the surface and unseen and will have a nominal effect on use and utility.

On the following page is a copy of the provided map. The orange area shows the easement area.



Just Compensation

Just compensation provides for compensation of any taking, as well as damages to the remainder property. Just Compensation is defined as:

“the amount of loss for which a property owner is compensated when his or her property is taken. Just compensation should put the owner in as good a position as he or she would be if the property had not been taken.”⁷

The “Before and After Rule” is the methodology used in this report to estimate the value of the part taken and any damages to the remainder. Simply put, just compensation to the property owner is estimated as follows:

Value of Property Before the Project
Minus Value of Property After the Project
The Difference is the Just Compensation

The first part of this report concluded to a market value of the property Before the Project. The second part of this report describes the property After the Project and estimates the market value of the land under the hypothetical condition that the “After the Project” description of the property represents the property as of November 15, 2021. In effect, the property is analyzed as if the Project has been completed and any acquisition has physically occurred.

The Before and After methodology generally shows the effect of a fee simple taking on a property and may include some damages. Compensation for easement areas generally need to be estimated separately.

Damages

In condemnation, the loss in value to the remainder in a partial taking of property. Generally, the difference between the value of the whole property before the taking and the value of the remainder after the taking is the measure of the value of the part taken and the damages to the remainder.⁸

Damages value any improvements or portions of improvements which are within easements, or otherwise damaged by the Project and to be purchased; together with the value of any easements; plus any severance damages and the amount of any rounding differences.

⁷ Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 6th Edition, Chicago, IL, 2015

⁸ Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 6th Edition. Chicago, IL: Appraisal Institute, 2015, p. 59.

Description of Remainder

The property will continue to offer many of the same physical characteristics as Before the Project including frontage, topography and visibility. After the Project, the site's physical characteristics are shown as follows:

Physical Characteristics of the Site (After the Project)	
Land Area:	130.650± acres, Same as Before the Project
Easement:	2,950± square feet or 0.068± acres, Subsurface Easement – subsurface area is less than 0.05% of the total land area
Shape:	Same as Before the Project
Topography:	Same as Before the Project
Frontage:	Same as Before the Project
Access:	Same as Before the Project
Easements/Encumbrances:	Permanent easement of subsurface area at the southwest corner of the site will be below the surface and unseen and will have a nominal effect on use and utility. All other easements are the Same as Before the Project.
Improvements Affected:	None

Highest and Best Use – After the Project

Highest and best use is defined as that reasonable and probable use that will support the highest present value, as defined, as of the effective date of this report. The four tests of highest and best use are. 1) legally permissible; 2) physically possible; 3) economically feasible; 4) maximally productive.

- 1) To be **legally permissible** the use must be allowed under public land use controls such as zoning and land use laws with the additional consideration of private covenants and deed restrictions.

Legal restrictions affecting the property include the local municipal land use ordinance along with all other county and state regulations. The site lies within the C, Conservation zoning district. There are a limited number of permitted uses in the C district and based on the zoning ordinance, the lot is legal, conforming. However, given the lot is almost entirely encumbered with wetlands, the lot is considered non-buildable and future development would not be permitted.

- 2) **Physical possibility** is affected by the characteristics of the site such as size, shape, topography and other physical aspects of the site. The consideration of a use as physically possible must be tempered by analysis of its financial feasibility.

The subject is 130.65± acres, or 5,691,114± square feet. After the Project there will be a subsurface easement area of 0.068± acres or 2,950± square feet.

The site is irregular shaped with frontage along Roosevelt Boulevard. The subject's three other borders are surrounded by water with 4,000± feet of water frontage along Great Egg Harbor Bay and 1,700± feet along Clubhouse Lagoon. Ingress/egress is via eastbound Roosevelt Boulevard. The site has 3,194± feet of road frontage along 34th Street. In addition, the lot has 327± feet on the west side of Bay Avenue, 336± feet on the east side of Bayland Drive and 362± feet on the south side of Clubhouse Drive. Roosevelt Boulevard is a two-lane, 120-foot right of way with shoulders. To the east Roosevelt Boulevard provides access to Ocean City. To the west, Roosevelt Boulevard provides access to Garden State Parkway (GSP) and further west to Route 9, the main commercial corridor of Marmora. Visibility is considered good. The lot is generally level and is almost entirely encumbered with wetlands. The lot is located in Flood Hazard Zone AE, areas inundated by the 100-year flood event. Based on CAFRA regulations the lot is not developable.

Overall, the physical characteristics of the property continue to limit future development and is considered non-buildable. The permanent easement of subsurface area at the southwest corner of the site will be below the surface and unseen and will have a nominal effect on use and utility.

- 3) To be **financially feasible** there must be demand for the use and the perceived potential for a level of compensation commensurate with the level of risk assumed for a selected course of action.

A review of land sales in the market shows buyer demand for land used for recreational activities such as fishing, crabbing and birdwatching. Five sales utilized in the sales comparison approach

were the most recent land sales considered similar in size and utility. The most likely buyer of the subject site is an outdoor enthusiast. The land sales indicate buyer demand and the financial feasibility of the subject.

4) The **maximally productive** use is the financially feasible use that will produce the highest net return.

Given the location and demand for land in the market the maximally productive use of the subject is recreational use, which is considered legally permissible, physically possible, and financially feasible.

Highest and Best Use

The highest and best use as-if vacant is defined as that use from among reasonably probable and legal alternative uses, found to be physically possible, appropriately supported and financially feasible that results in the highest **land** value. It is to be recognized that in cases where a site has existing improvements on it, the highest and best use may very well be determined to be different from the existing use. The existing use will continue, however, unless and until land value in its highest and best use exceeds the total value of the property in its existing use.

The most probable buyer of the subject would be an outdoor enthusiast. The highest and best use of the subject as-if vacant, after the Project and an economic use is for recreational or other similar activities such as fishing, crabbing, birdwatching, etc.

Valuation - After the Project

Appraisal Process - After the Project

Again, the appraisal report considered the value of the land only. This is because the value of the site improvements is not impacted by the proposed acquisition. Each of the three traditional approaches to value has been considered in estimating the market value of the site. The market value indication was developed via the Sales Comparison Approach for the same reason that it was developed “Before the Project.”

Sales Comparison Approach - After the Project

A market value estimate has been developed through the Sales Comparison Approach for the subject site. The same sales have been utilized as in the Before the Project and the same adjustments have been made.

The same sales have been utilized as in the Before the Project and the same adjustments have been made, with the exception is the adjustments to the Property Rights Conveyed. The appraiser recognizes an adjustment for Property Rights is warranted, but not supported with information derived from the market. Due to the lack of quantitative market data, the appraiser considered the impacts of the subsurface easement with reference made to the “Valuation of Easements” by Donnie Sherwood, MAI as of November 2014. The publication provides an Easement Valuation Matrix which is utilized by appraisers who value easements. The following is a copy of the matrix.

Percentage of Fee	Comments	Potential Types of Easements
90% - 100%	<ul style="list-style-type: none">• Severe impact on surface use• Conveyance of future uses	Overhead electric, flowage easements, railroad right of way, irrigation canals, exclusive access easements
75% - 89%	<ul style="list-style-type: none">• Major impact on surface use• Conveyance of future uses	Overhead electric, pipelines, drainage easements, railroad right of way, flowage easements
51% - 74%	<ul style="list-style-type: none">• Some impact on surface use• Conveyance of ingress/egress rights	Pipelines, scenic easements
50%	<ul style="list-style-type: none">• Balanced use by both owner and easement holder	Water or sewer lines, cable lines, telecommunications
26% - 49%	<ul style="list-style-type: none">• Location along a property line• location across non-usable land area	Water or sewer line, cable lines
11% - 25%	<ul style="list-style-type: none">• Subsurface or air rights with minimal effect on use and utility• Location with a setback	Air rights, water or sewer line
0% - 10%	<ul style="list-style-type: none">• Nominal effect on use and utility	Small subsurface easement

Source: Valuation of Easements by Donnie Sherwood, MAI, November 2014

The matrix applies a Percentage Impact of the Fee Estate for the various types of easements from a small subsurface easement (0-10% impact) to a severe impact such as an overhead electric or railroad right-of-way (90-100% impact). Based on the matrix, the subject's subsurface easement will have a minimal effect of 11% to 25% of the Fee Simple Estate as such a 20% adjustment is considered reasonable. The easement area encompasses 0.05% of the subject area; therefore a 0.01% ($20\% \times 0.05\%$) downward adjustment was made to each of the sales.

The following is the land sales adjustment analysis After the Project.

Comparable Land Sales Adjustment Analysis "After the Project"											
	Subject	Comparable Sale #1		Comparable Sale #2		Comparable Sale #3		Comparable Sale #4		Comparable Sale #5	
Address	34th Street & Bay Ave	Nacote		1301 Dennisville Petersburg Rd		Meadowland		211 Jeffers Landing		Cedar Swamp	
Municipality	Upper Township	Galloway Twp		Upper Twp		Upper Twp		Egg Harbor Twp		Dennis Twp	
County, State	Cape May County, NJ	Atlantic County, NJ		Cape May County, NJ		Cape May County, NJ		Atlantic County, NJ		Cape May County, NJ	
Block/Lot	3350.01/17	1204.01/8		453/5.03		735/41 & 42		8901/25		120/166 and 224/68.02	
Date	-	10/5/2021		7/20/2021		8/5/2020		4/8/2020		12/19/2019	
Sale Price	-	\$2,500		\$110,000		\$150,000		\$26,500		\$52,400	
# of Acres	130.650	11.50		41.03		48.89		1.60		20.29	
Sale Price/Acre	-	\$217		\$2,681		\$3,068		\$16,563		\$2,583	
Property Rights Conveyed	Fee Simple/Subsurface Easement	Fee Simple	-0.01%	Fee Simple	-0.01%	Fee Simple	-0.01%	Fee Simple	-0.01%	Fee Simple	-0.01%
Financing	Cash or Equivalent	Cash	0%	Cash	0%	Cash	0%	Cash	0%	Cash	0%
Conditions of Sale	Typical	Typical	0%	Typical	0%	Typical	0%	Typical	0%	Typical	0%
Market Conditions	11/15/2021	10/5/2021	0%	7/20/2021	1%	8/5/2020	5%	4/8/2020	7%	12/19/2019	8%
Adjusted Unit Price		\$217		\$2,707		\$3,221		\$17,720		\$2,789	
Location	Good	Inferior		Inferior		Inferior		Inferior		Inferior -	
% Adjustment		5.0%		10.0%		5.0%		5.0%		10.0%	
\$ Adjustment		\$11		\$271		\$161		\$886		\$279	
Access	Bayfront/Road Frontage	Inferior		Inferior		Inferior		Inferior		Inferior -	
% Adjustment		5.0%		10.0%		5.0%		5.0%		10.0%	
\$ Adjustment		\$11		\$271		\$161		\$886		\$279	
Size (Acres)	130.65	Comparable		Comparable		Comparable		Smaller		Comparable	
% Adjustment		0.0%		0.0%		0.0%		-20.0%		0.0%	
\$ Adjustment		\$0		\$0		\$0		-\$3,544		\$0	
Site Characteristics	Saltwater Wetlands	Comparable		Comparable		Comparable		Superior		Comparable	
% Adjustment		0.0%		0.0%		0.0%		-50.0%		0.0%	
\$ Adjustment		\$0		\$0		\$0		-\$8,860		\$0	
Zoning/Use	Conservation/Recreation	Comparable		Comparable		Comparable		Comparable		Comparable	
% Adjustment		0.0%		0.0%		0.0%		0.0%		0.0%	
\$ Adjustment		\$0		\$0		\$0		\$0		\$0	
Adjusted Unit Price		\$239		\$3,249		\$3,543		\$7,088		\$3,347	
Mean	\$3,493										
Median	\$3,347										
Concluded	\$3,400										
Acres	130.650										
Value Conclusion	\$444,200										

Conclusions After the Project

Again, each comparable sale used in the analysis provided a reasonable indication of the subject's land value and was considered the best available as of the valuation date.

Based on this information and other data found within the market, the market value for the subject After the Project is estimated at **\$3,400 per acre or \$444,200.**

Damages to the Remainder

As previously discussed, Before the Project the subject site will be 130.650± acres and After the Project the site will be 130.650± acres with a 0.068-acre subsurface easement area. The subsurface easement area is 0.05% of the total area and the subject will continue to meet the permitted zoning requirements, Before and After the Project.

There are no damages to the remainder anticipated due to the subsurface easement area of 0.068 acres (2,950 square feet).

Correlation and Final Value Estimate - After the Project

The resulting market value estimate for the property, After the Project, is summarized as follows and reflects all anticipated damages to the remainder:

Summary of Value Indications	
Sales Comparison Approach	\$444,200
Income Capitalization Approach	N/A
Cost Approach	N/A

After considering all of the facts and circumstances in connection with the subject property, I conclude that the estimated Market Value After the Project for the Fee Simple Interest, as of November 15, 2021, was **\$444,200, rounded or \$3,400 per acre.**

Reconciliation

In the final reconciliation, the appraiser must ensure that the approaches and methods used relate to the real property interest being appraised, the definition of value under consideration, and the purpose and use of the appraisal. In the analysis of the subject, only the Sales Comparison Approach to value has been considered in estimating value for the subject property. The following value estimates were derived by each approach employed:

Value Indicators		
	Before	After
Sales Comparison	\$444,200	\$444,200
Income Approach	N/A	N/A
Cost Approach	N/A	N/A
Conclusion	\$444,200	\$444,200
<i>Acres</i>	<i>130.65</i>	<i>130.65</i>
<i>\$/SF</i>	<i>\$3,400</i>	<i>\$3,400</i>

Conclusion and Justification

The appraisal is based on the following extraordinary assumption:

- The appraisal is based on the extraordinary assumption that the subject property is clean and free from environmental contamination and debris, and if this is not true, the assignment results may be affected.

After a complete study and analysis of all relevant data in this assignment, the market value of the subject lot (Block 3350.01, Lot 17) as of November 15, 2021, at the concluded \$3,400 per acre, was:

Final Value Opinion Before: (Fee Simple Estate)	\$444,200
Final Value Opinion After: (Fee Simple Estate subject to Easement)	<u>\$444,200</u>
Value of Part Taken and Damages to Remainder	\$ 0

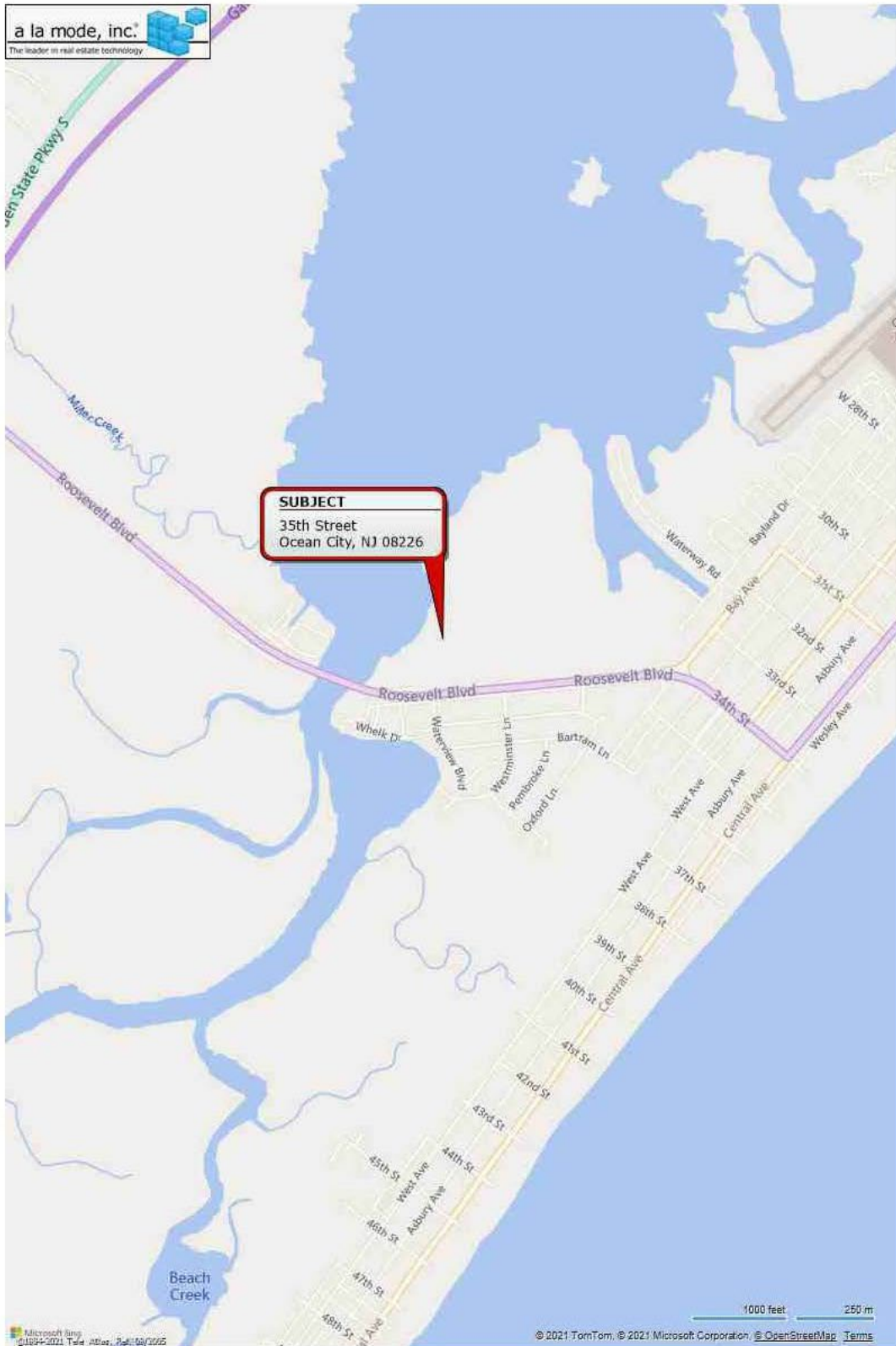
The subsurface easement area is 0.05% of the total area, therefore, there is no difference in the value opinion Before and After the Project. It is the appraiser's opinion, although the easement is a loss of a property right suffered by the owner, and is compensable; its effect upon property value is de minimus. Nonetheless, the taking of rights is still compensable. As noted in the report, the subject's subsurface easement will have a minimal effect of an estimated 20% of the fee simple rights, or by 0.01% (20% x 0.05%). With consideration of the value opinion of \$444,200 multiplied by 0.01% equals \$444. It is my opinion the nominal consideration for the taking of the easement, as of the effective date is **\$500**.

It is my opinion the nominal consideration for the acquisition of the easement, as of the effective date, November 15, 2021, is:

Five Hundred Dollars
(\$500)

Addenda

Location Map



Subject Photographs



1. View of Lot Easement Area facing Northeasterly



2. View of Lot Easement Area facing Northeasterly



3. View of Dredge Spoils Driveway from 34th Street facing Northerly



4. View of Dredge Spoils Gate from 34th Street facing Northerly

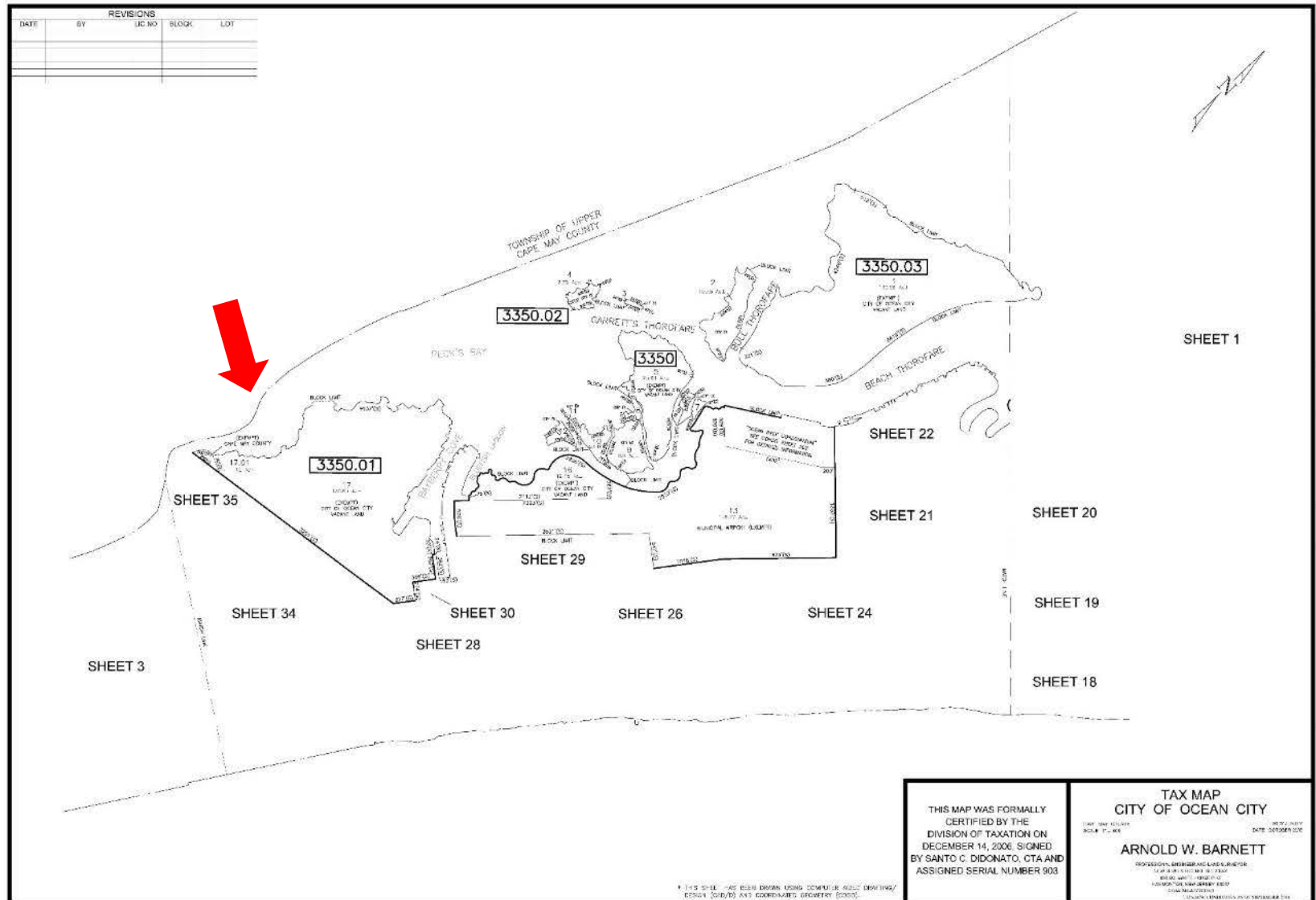


5. - View of 34th Street facing Northwesterly, Subject on Right

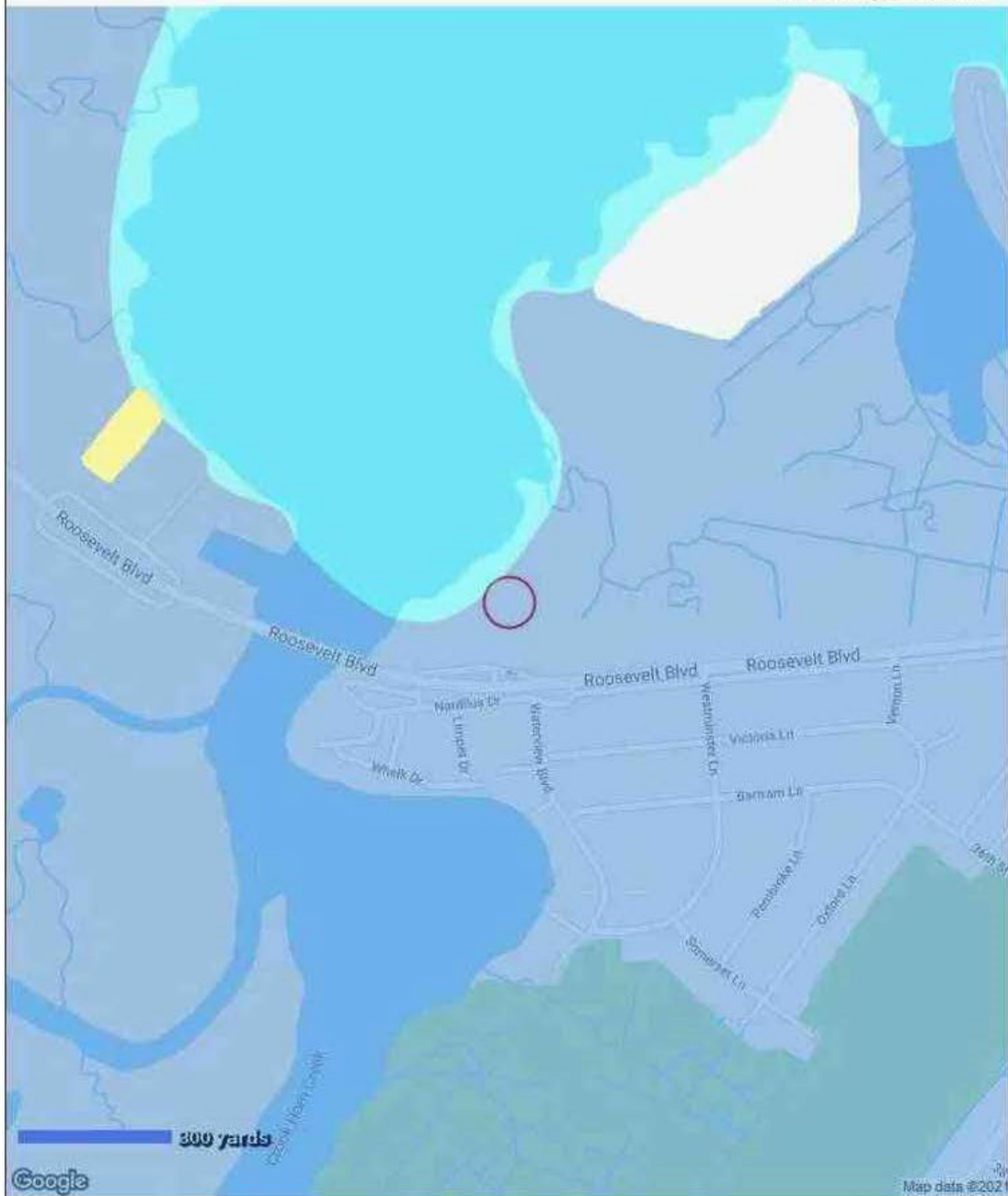


6. View of 34th Street facing Southeasterly, Subject on Left

Subject Tax Map



Flood Map



MAP DATA

FEMA Special Flood Hazard Area: **Yes**
 Map Number: 34009C0088F
 Zone: AE
 Map Date: October 05, 2017
 FIPS: 34009

MAP LEGEND

Areas inundated by 500-year flooding
 Areas inundated by 100-year flooding
 Velocity Hazard

Protected Areas
 Floodway
 Subject Area

Powered by CoreLogic®

Tideland Map



The claim and property lines depicted are a scaled representation and are for informational purposes only. Results are based on the NJ State Tideland Conveyance Maps and are subject to the Tideland Reservation Statement. Signature is not responsible for errors or omissions in the State's data.

Neighborhood Analysis

Neighborhood: Housing Stats and Charts

	08223	Mamora	Cape May County	New Jersey	USA
Median Estimated Home Value	\$384K	\$384K	\$510K	\$431K	\$292K
Estimated Home Value 12-Month Change	+17.7%	+17.7%	+17.8%	+13.6%	+15.4%
Median List Price	\$397K	\$397K	\$600K	\$400K	\$150K
List Price 1-Month Change	+20.3%	+20.3%	+4.3%	0%	-0.1%
List Price 12-Month Change	+18.5%	+18.5%	+13.2%	+4.7%	+7.1%
Median Home Age	43	43	45	55	41
Own	89%	—	78%	64%	64%
Rent	11%	—	22%	36%	36%
\$ Value of All Buildings for which Permits Were Issued	—	—	\$243M	\$4.8B	\$307B
% Change in Permits for All Buildings	—	—	-15%	+5%	+13%
% Change in \$ Value for All Buildings	—	—	-10%	+8%	+10%

Median Sales Price vs. Sales Volume

This chart compares the price trend and sales volume for homes in an area. Home prices typically follow sales volume, with a time lag, since sales activity is the driver behind price movements.

Data Source: Public records and listings data

Update Frequency: Monthly

- Median Sales Price Public Records
- Median Sales Price Listings
- Sales Volume Public Records
- Sales Volume Listings

Median Sales Price



Sales Volume



Neighborhood Report

Mamora, NJ 08223

Neighborhood: People Stats and Charts

	08223	Cape May County	New Jersey	USA
Population	4.73K	93.7K	8.88M	323M
Population Density per Sq MI	331	373	1.21K	—
Population Change since 2010	-5.8%	-3.3%	+3.8%	+7.7%
Median Age	46	49	40	38
Male / Female Ratio	46%	49%	49%	49%



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Information is not guaranteed. Equal Housing Opportunity.



10/13/2021

Neighborhood: Economic Stats and Charts

	08223	Marmora	Cape May County	New Jersey	USA
Income Per Capita	\$44,938	—	\$38,496	\$40,895	\$32,621
Median Household Income	\$85,028	—	\$63,690	\$79,363	\$60,293
Unemployment Rate	—	—	7.5%	7.9%	5.9%
Unemployment Number	—	—	4.32K	354K	—
Employment Number	—	—	53.1K	4.13M	—
Labor Force Number	—	—	57.4K	4.48M	—

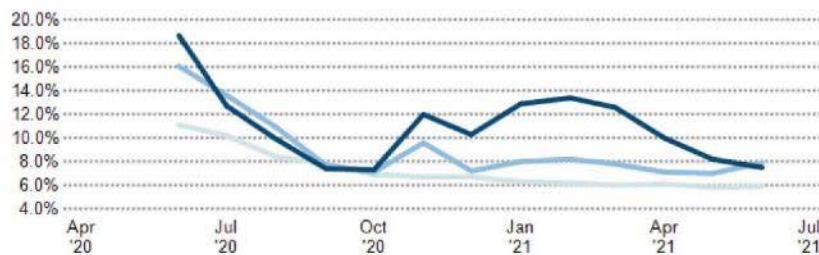
Unemployment Rate

This chart shows the unemployment trend in the area of your search. The unemployment rate is an important driver behind the housing market.

Data Source: Bureau of Labor Statistics

Update Frequency: Monthly

■ Cape May County
■ New Jersey
■ USA



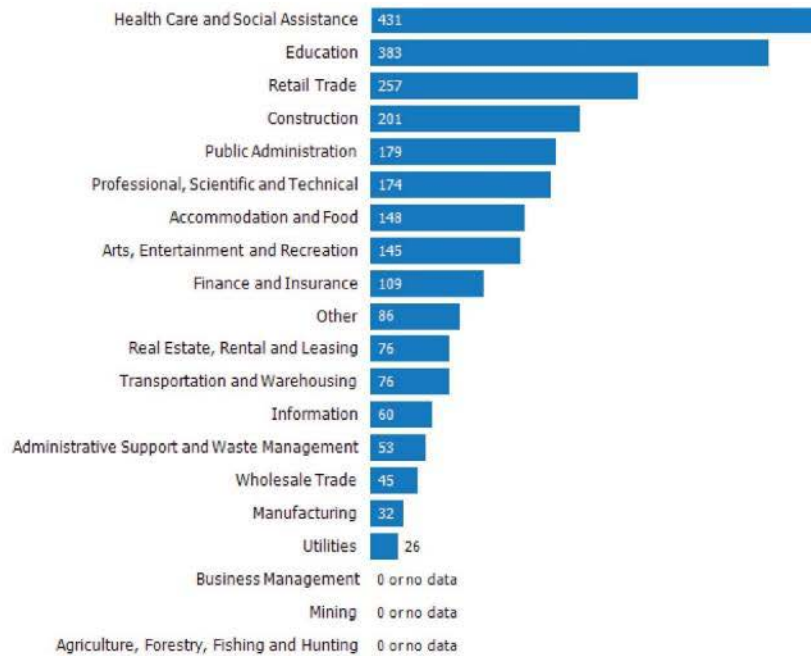
Occupational Categories

This chart shows categories of employment within an area.

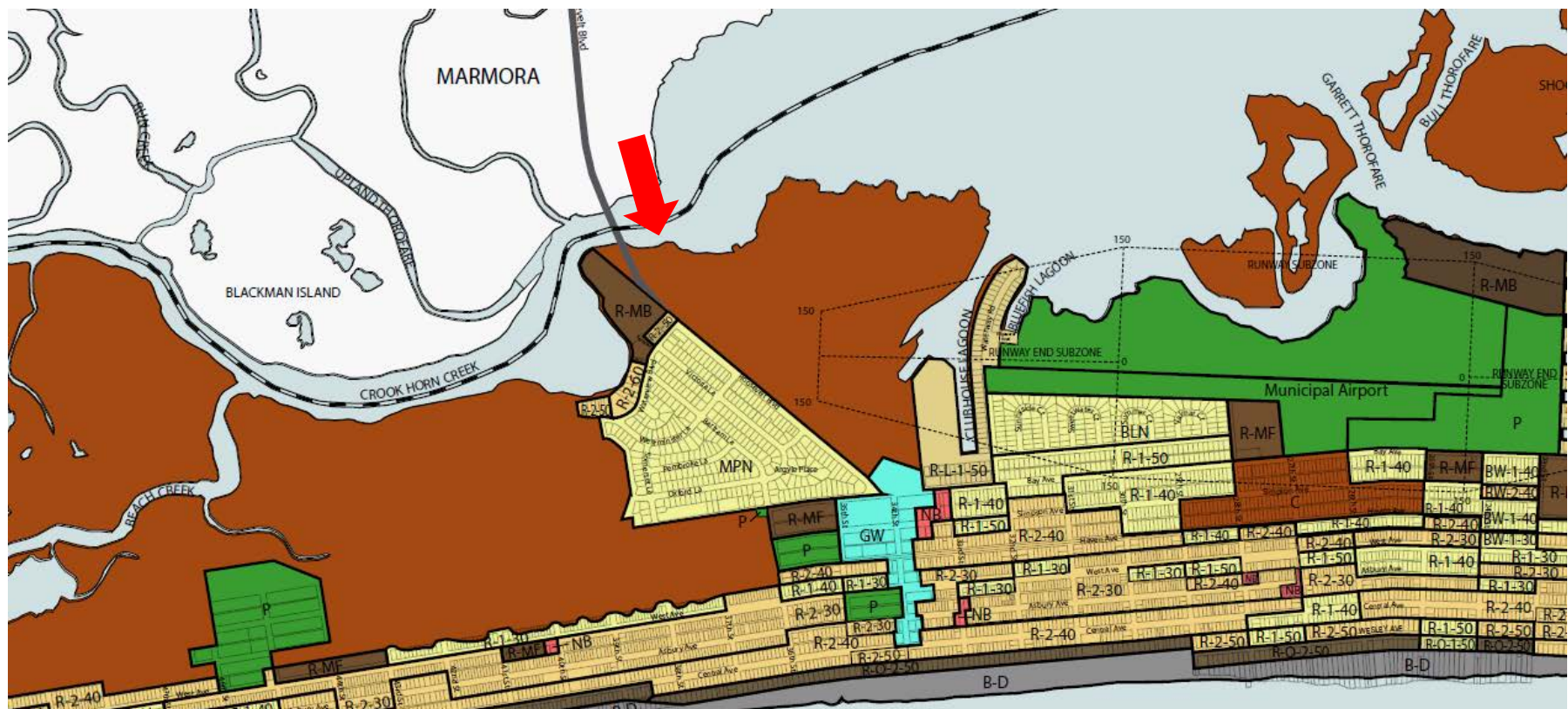
Data Source: U.S. Census

Update Frequency: Annually

■ 08223



Portion of Zoning Map and Ordinance



Chapter 25. Zoning and Land Development

Article 200. Zoning District Regulations

§ 25-206.1. C, Conservation Zone.

§ 25-206.1.1. Purpose.

[Ord. #09-26, § 2]

It is the intention of the City to create a Conservation Zone to prevent and eliminate conditions which, in the event of flood and storm, threaten the public health, safety and welfare and which lead to damage to, or loss of, property; and to promote recreational opportunities and public access along the bay front of the coastal area. This zone corresponds to Chapter 20, Tidal Flood Plain, of the City of Ocean City General Code, Ordinance 1093.

The Conservation Zone includes all areas as shown on the Ocean City Zoning Map, which prior to this Ordinance, were not zoned. The Conservation Zone includes all islands in the bay as well as lands undevelopable due to environmental regulations.

§ 25-206.1.2. Permitted Uses.

[Ord. #09-26, § 2]

The following uses are permitted within the Conservation Zone, subject to applicable State and/or Federal regulation:

- a. Open space, fish and wildlife preserve, hunting, fishing, boating and marine agriculture.
- b. Necessary governmental facilities for the public health, safety and welfare.
- c. Piers, docks, facilities for the docking, anchoring, mooring, launching, storing, sale, rental and servicing of boats.
- d. Municipal structures and public uses that promote recreational opportunities and public access to the bay and wetlands areas.
- e. Dredge material containment facilities.

§ 25-206.1.3. Conditional Uses.

[Ord. #09-26, § 2]

Not applicable in this zone.

§ 25-206.1.4. Prohibited Uses.

[Ord. #09-26, § 2]

No land or building shall be used for any purpose not permitted in this section. No alterations of the natural characteristic of any lands through diking, ditching, filling or similar activities shall be permitted.

§ 25-206.1.5. Permitted Accessory Uses.

[Ord. #09-26, § 2]

Not applicable in this zone.

§ 25-206.1.6. Building Height.

[Ord. #09-26, § 2]

Not applicable in this zone.

§ 25-206.1.7. Lot Area.

[Ord. #09-26, § 2]

Not applicable in this zone.

§ 25-206.1.8. Lot Width.

[Ord. #09-26, § 2]

Not applicable in this zone.

§ 25-206.1.9. Front Yard.

[Ord. #09-26, § 2]
Not applicable in this zone.

§ 25-206.1.10. Rear Yard.

[Ord. #09-26, § 2]
Not applicable in this zone.

§ 25-206.1.11. Side Yards.

[Ord. #09-26, § 2]
Not applicable in this zone.

§ 25-206.1.12. Floor Area.

[Ord. #09-26, § 2]
Not applicable in this zone.

§ 25-206.1.13. Lot Coverage.

[Ord. #09-26, § 2]
Not applicable in this zone.

§ 25-206.1.14. Off-Street Parking.

[Ord. #09-26, § 2]
No parking shall be permitted in the Conservation Zone. All parking shall be off site.

§ 25-206.1.15. Signs.

[Ord. #09-26, § 2]
No signs shall be permitted in the Conservation Zone except for municipal direction, safety or related type signs.

§ 25-206.1.16. Dwelling Unit Density.


[Ord. #09-26, § 2]
Not applicable in this zone.

Select Language ▼

Portion of Deed

Bk D3004 Pg 794 #640
COUNTY OF CAPE MAY
Consideration 70,000.00
Realty Transfer Fee .00
Date 02-14-2003 By CLERKRMF

Prepared by:


Arthur T. Ford, III, Esquire

QUIT CLAIM DEED

This Deed is made on December 23, 2002, **BETWEEN STANTON-BURRELL DEVELOPMENT LTD., a Limited Partnership of the State of New Jersey**, whose address is 728 West Avenue, Ocean City, New Jersey 08226 referred to as the Grantor,

AND CITY OF OCEAN CITY, whose post office address is 9th Street and Asbury Avenue, Ocean City, New Jersey 08226, referred to as the Grantee. The words "Grantor" and "Grantee" shall mean all Grantors and all Grantees listed above.

Transfer of Ownership. The Grantor grants and conveys (transfers ownership of) the property described below to the Grantee. This transfer is made for the sum of **SEVENTY THOUSAND DOLLARS (\$70,000.00)**. The Grantor acknowledges receipt of this money.

Tax Map Reference. (N.J.S.A. 46:15-2.1) Municipality of Ocean City, Block No. 3305, Lot Nos. 16 and 17.

Property. The property consists of the land and any structures on the land in the City of Ocean City, County of Cape May, and State of New Jersey. The property is generally shown on the Official Tax Map of the City of Ocean City as Lots 16 and 16 in Block 3305.

UNDER AND SUBJECT to Declaration of Restriction for Mitigation Site recorded June 3, 1994 in Deed Book 2476, page 319.

UNDER AND SUBJECT to Memorandum of License Agreement recorded February 25, 2002 in Book X71, page 301.

UNDER AND SUBJECT to Estate and Interest of the State of New Jersey, if any, in and to that portion of the premises in question lying in the bed of the unnamed stream or Tidal Creek(s) as shown on that certain Tideland Map and/or State Claim Overlay prepared for the Natural Resource Council by the State of New Jersey Department of Environmental Protection, Office of Environmental Analysis under Map No. 147-2010 and 154-2010, duly filed.

FORD, FLOWER & HASBROUCK • ATTORNEYS AT LAW
CENTRE COURT • 728 WEST AVENUE • OCEAN CITY, NEW JERSEY 08226

STATE OF NEW JERSEY
AFFIDAVIT OF CONSIDERATION OR EXEMPTION
(c. 49, P.L. 1968)

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A Division of ALL-STATE International, Inc.
www.asllegal.com 800.222.0510 Page 1

Bk D3004 Pg 795 #640

or
PARTIAL EXEMPTION
(c. 176, P.L. 1975)

To Be Recorded With Deed Pursuant to c. 49, P.L. 1968 as amended by c. 308, P.L. 1991 (N.J.S.A. 46:15-5 et seq.)

STATE OF NEW JERSEY

COUNTY OF

Cape May

FOR RECORDER'S USE ONLY

Consideration \$ 70,000.00
Realty Transfer Fee \$ E
Date 2-14-2005 By JD

* Use symbol "C" to indicate that fee is exclusively for county use.

(1) PARTY OR LEGAL REPRESENTATIVE (See Instructions #3, 4 and 5 on reverse side)

Deponent, Francine A. Shimp, being duly sworn according to law upon his/her oath deposes and says that

he/she is the Title Company Representative in a deed dated 12-23-02

(State whether Grantor, Grantee, Legal Representative, Corporate Officer, Officer of Title Co., Lending Institution, etc.)

transferring real property identified as Block No. 3305 Lot No. 16 & 17

located at

Ocean City

(Street Address, Municipality, County)

Cape May County

and annexed hereto.

(2) CONSIDERATION (See Instruction #6)

Deponent states that, with respect to deed hereto annexed, the actual amount of money and the monetary value of any other thing of value constituting the entire compensation paid or to be paid for the transfer of title to the lands, tenements or other realty, including the remaining amount of any prior mortgage to which the transfer is subject or which is to be assumed and agreed to be paid by the grantee and any other lien or encumbrance thereon not paid, satisfied or removed in connection with the transfer of title is \$ 70,000.00

(3) FULL EXEMPTION FROM FEE

Deponent states that this deed transaction is fully exempt from the Realty Transfer Fee imposed by c. 49, P.L. 1968, for the following reason(s): Explain in detail. (See Instruction #7.) Mere reference to exemption symbol is not sufficient.

(b) By or to the United States of America, this State, or any instrumentality, agency or subdivision.

(4) PARTIAL EXEMPTION FROM FEE

NOTE: All boxes below apply to grantor(s) only. ALL BOXES IN APPROPRIATE CATEGORY MUST BE CHECKED. Failure to do so will void claim for partial exemption. (See Instructions #8 and #9.)

Deponent claims that this deed transaction is exempt from the increased portion of the Realty Transfer Fee imposed by c. 176, P.L. 1975 for the following reason(s):

A. SENIOR CITIZEN (See Instruction #8)

- ☐ Grantor(s) 62 years of age or over.*
☐ One- or two-family residential premises.

- ☐ Owned and occupied by grantor(s) at time of sale.
☐ Owners as joint tenants must all qualify except in the case of a spouse.

B. BLIND (See Instruction #8)

- ☐ Grantor(s) legally blind.*
☐ One- or two-family residential premises.
☐ Owned and occupied by grantor(s) at time of sale.
☐ No owners as joint tenants other than spouse or other qualified exempt owners.

DISABLED (See Instruction #8)

- ☐ Grantor(s) permanently and totally disabled.*
☐ One- or two-family residential premises.
☐ Receiving disability payments.
☐ Not gainfully employed.
☐ No owners as joint tenants other than spouse or other qualified exempt owners.

* IN THE CASE OF HUSBAND AND WIFE, ONLY ONE GRANTOR NEED QUALIFY

C. LOW AND MODERATE INCOME HOUSING (See Instruction #8)

- ☐ Affordable According to HUD Standards.
☐ Meets Income Requirements of Region.

- ☐ Reserved for Occupancy.
☐ Subject to Resale Controls.

D. NEW CONSTRUCTION (See Instruction #9.)

- ☐ Entirely new improvement.
☐ Not previously used for any purpose.

- ☐ Not previously occupied.

Deponent makes this Affidavit to induce the County Clerk or Register of Deeds to record the deed and accept the fee submitted herewith in accordance with the provisions of c. 49, P.L. 1968.

Subscribed and sworn to before me
this 13th day of December, 2002

Paige M. Reed
Notary Public of New Jersey
My Commission Expires July 16, 2007

Francine A. Shimp
Signature of Deponent
24 Roosevelt Blvd
Marmora, NJ 08223
Address of Deponent

Stainton-Burrell Development LIT
Name of Grantor
728 West Avenue
Ocean City, NJ 08226
Address of Grantor at Time of Sale

FOR OFFICIAL USE ONLY

Instrument Number _____ County _____
Deed Number _____ Book _____ Page _____
Deed Dated _____ Date Recorded _____

IMPORTANT - BEFORE COMPLETING THIS AFFIDAVIT, PLEASE READ THE INSTRUCTIONS ON THE REVERSE SIDE HEREOF.
This form is prescribed by the Director, Division of Taxation in the Department of the Treasury, as required by law, and may not be altered or amended without the approval of the Director.

Owner Notification Letter

Lee Ann Kampf & Associates Real Estate Appraisal
42 W. 15th Street Real Estate Consulting
Ocean City, NJ 08226 Commercial & Residential
609.736.0695
leeann@leeannkampf.com



Lee Ann Kampf & Associates
Real Estate Appraisal & Consulting

November 2, 2021

Via Certified Mail

Melissa Rasner
Municipal Clerk
City of Ocean City
861 Asbury Avenue
Ocean City, NJ 08226

Re: Property Acquisition Appraisal - Easement
Bay Avenue and 34th Street (Block 3350.01, Lot 17)
Ocean City, Cape May County, New Jersey 08226
LAK File #: 90145.01

Dear Ms. Rasner:

Our firm has been engaged by CW Solutions, on behalf of Orsted, for the Ocean Wind Project. We have been tasked with determining the fair market value of the referenced bayfront property for a partial acquisition. The appraisal will be used to provide just compensation for the partial acquisition of your property.

We would like to offer you the opportunity to accompany us during our inspection, so that you can disclose any important information about the property. Please let us know which date is preferred, Monday, November 15th at 2:30pm or Tuesday, November 16th at 11:00am. In addition, we would like to request that you provide any of the applicable items detailed on the enclosed list.

Please contact me at (609)736-0695 to coordinate the inspection appointment as soon as possible.

Very sincerely yours,

Lee Ann Kampf, MAI, ASA, IFAS, CTA
New Jersey State Certified General Real Estate Appraiser
#42RG00238100

Cc: Mayor Jay A. Gillian
Dottie McCrosson, Solicitor
George Savastano, Business Administrator
Frank Donato III, Chief Financial Officer
Joseph Elliott, Tax Assessor

Kevin Appelget, NJDEP
Green Acres, Project Manager

Kay Sangster, NJDEP
Green Acres, Review Appraiser

Property Appraisal Exhibit Request

Please provide the following:

1. A copy of surveys or any existing conditions plans.
2. Information on any easements encumbering the property.
3. A copy of any environmental conditions or wetlands delineation reports.
4. A copy of any recent appraisal reports prepared for the property.
5. Any other information you believe should be considered in the appraisal of your property.

Please forward a copy of any of the above applicable items to:

Lee Ann Kampf & Associates
42 W 15th Street
Ocean City, NJ 08226
leeann@leeannkampf.com

If you need to contact us:

Phone: (609)736-0695

7020 1290 0000 7851 9979

U.S. Postal Service™ CERTIFIED MAIL® RECEIPT Domestic Mail Only	
For delivery information, visit our website at www.usps.com ®.	
0226 07	
OFFICIAL USE	
Certified Mail Fee \$3.75	
Extra Services & Fees (check box, add fee as appropriate)	
<input type="checkbox"/> Return Receipt (hardcopy) \$0.00	
<input type="checkbox"/> Return Receipt (electronic) \$0.00	
<input type="checkbox"/> Certified Mail Restricted Delivery \$0.00	
<input type="checkbox"/> Adult Signature Required \$0.00	
<input type="checkbox"/> Adult Signature Restricted Delivery \$0.00	
Postage \$0.58	
Total Postage and Fees \$4.33	
Postmark Here	
11/02/2021	
Sent to Melissa Rasner, Municipal Clerk	
Street and Apt. No., or P.O. Box No. 661 Asbury Ave	
City, State, ZIP+4® Ocean City, NJ 08226	
PS Form 3800, April 2015 PSN 7530-02-000-9047 See Reverse for Instructions	

NJDEP Instructions



State of New Jersey
DEPARTMENT OF ENVIRONMENTAL PROTECTION

GREEN ACRES PROGRAM

501 East State Street

P.O. Box 420, Mail Code 501-01

Trenton, New Jersey 08625-0420

Tel. (609) 609-984-0599 • Fax (609) 984-0608

www.NJGreenAcres.org

PHILIP D. MURPHY

Governor

SHEILA Y. OLIVER

Lt. Governor

SHAWN M. LATOURETTE

Commissioner

MEMORANDUM

DATE: October 28, 2021

TO: Kevin Appelget, Project Manager

FROM: Kay Sangster SCGRE, MRICS
Review Appraiser, Green Acres Appraisal Section

RE: State House Commission: Project #: SHC 0508007-01D
Owner/s:
Parcels: Block 3350.01, Lot 17; Block 611.11, Lots 137 and 145
Applicant: City of Ocean
Parcel Address: Bay Ave and 34th Street; 3501-03 Wesley Ave; and 3500-02
Wesley Ave Ocean City, NJ 08226.

Please advise our local partner to:

1. inform the appraiser(s) that NJDEP Green Acres is an intended user of this appraisal report, and that this appraisal assignment must be prepared according to current NJDEP Green Acres Appraisal Requirements (GAAR), current USPAP Standards, and the specific instructions described below;
2. provide the appraiser(s) with the owner's contact information, other intended user(s) information and the specific written instructions stated below at the start of the assignment; and,
3. inform the appraiser(s) that the instructions below **must** be included in the addendum of the appraisal report(s).
4. inform the appraiser(s) that the report will be reviewed for its conformance with USPAP and the GA-AR. Reports that do not conform may be rejected or subject to a lengthy review.

The Green Acres Appraisal Requirements (GAAR) are found on our website https://www.nj.gov/dep/greenacres/pdf/Green_Acres_Appraisal_Requirements_01-2019.pdf and is based in part on quality factors of "Complete, Accurate, Adequate, Relevant and Reasonable", and on current USPAP Requirements. As required by USPAP, appraisers must ask their Client whether there are any other Intended Users of the report other than the Client and NJ DEP Green Acres and ensure that the report conforms to any appraisal requirements required by the client and any intended users.

Description:

Acquisition of a permanent subsurface utility easement on lots identified on the municipal tax map as follows:

Block/Lot	Address	Size	Current use	Interest to be Acquired
3350.01/17	Bay Ave & 34 th St.	80.93 Ac.	Conservation	Permanent Utility Easement
611.11/137 & 145	Wesley Ave	0.1377 Ac.	Recreational	Permanent Utility Easement

October 28,
2021

The first part of the proposed acquisition will run diagonally across the southwesterly end of the subject property (Block 3350.01, Lot 17), towards Roosevelt Boulevard. Block 3350.01, Lot 17 is an eighty-acre vacant property zoned C- Conservation. According to the NJ-GeoWeb, the entire site is affected by freshwater wetlands. The easement is approximately 3,801 square feet.

The second part of the easement begins at the easterly end of 35th Street and will traverse Block 611.11, Lots 137 and 145 towards the Atlantic Ocean. The lots consist primarily of sand dunes and according to the NJ-GeoWeb, are covered by freshwater wetlands. The easement in this section will contain a total area of 5,998.212 square feet.

The sites will be purchased "As Is", with no contingencies or approvals based on its economic highest and best use as of the effective valuation date and subject to the EA below.

Instructions/Reminders:

1. Please note that GAAR requires a "Before" and "After" for partial acquisitions. If the appraiser has determined that there are no effects on the 'remainder', kindly explain in a section of the appraisal report. Please refer to Section E-2 GA-AR for additional guidance.
2. Please include the extraordinary assumption (EA) that 'the subject property is clean and free from environmental contamination and debris, and if this is not true, the assignment results may be affected'.
3. Please provide a total and per acre value.
4. Per GAAR, please analyze 5 comparable sales, preferably including private party sales. Please provide a fully conforming adjustment grid, relevant adjustments including sale contingencies, market conditions (time), property location, size, access, physical characteristics etc. If sales are not in the same municipality as the subject, relevant location adjustments are requested.
5. Improvements if any, are to be described as indicated in Section 4-D of the GA-AR.
6. Please provide available MLS sheets/Broker listings etc. for subject, comparables and any comparable listings to verify any conditions of sale.
7. Please take current "in person, on-site" subject and comparable sale photos. The subject and comparable sales are expected to be personally inspected by the appraiser.
8. Please contact Kaydiann.Sangster@dep.nj.gov in the Green Acres Appraisal Section if you have any questions, prior to completing the appraisal report.

Documents for Appraisers:

- A. Pre-Appraisal Fact Sheet
- B. Project Reference Map

PLEASE NOTE – Covid-19 must be acknowledged in the report. While COVID-19 precautions and regulations are in place, phone interviews may take the place of face-to-face owner-agent/appraiser meetings. A Certified confirmation letter to the owner must be placed in the report Addendum. This letter will contain the date of inspection, the time/date of phone interview(s), and names of persons who participated in the call(s). During COVID conditions, and if no in-person meeting is held, this letter will substitute for the certified notification letter. For the safety of all involved, social distancing, mask-wearing and all precautions should be exercised in any appraisal work performed by Green Acres Approved Appraisers. Updates on COVID-19 conditions may apply.

Thank you in advance for your interest in providing professional appraisal services to the NJ DEP Green Acres.



Comparable Sales Multiple Listing Service

ALL FIELDS DETAIL

MLS # 551739 **Listing Type** Exclusive Right to Sell
Class LOTS/LAND
Type 10+ to 20 Acres
Area Galloway Twp
Asking Price \$5,000
Address Nacote
Address 2 Salt Marsh
City/Community Galloway Township
State NJ
Zip 08201
Status Sold CO OP by Member
Sale/Rent For Sale
IDX Include Y

**GENERAL**

Allow Internet Display	Yes	Allow Address on Internet	Yes
Allow AVM	No	Allow Consumer Comment	No
Limited Service (Y/N)	No	County	Atlantic
FIPS Code	34001	Waterfront (Y/N)	No
Number of Acres	11.50	Appointment Phone Number	609-432-5051
Listing Date	6/6/2021	Compensation-SAC	0
Compensation-BBC	\$500	Compensation-TBC	0
MayBSUB3rdPartyApp/ShortS	No	Approved Short Sale?	N/A
Bank Owned/Foreclosure	No	Zoned	CV
Lot Dimensions	11.50	Property ID	11-01204-01-00008
Lot #	8	Block #	1204
Directions	Nacote Creek	Off Market Date	8/9/2021
Update Date	11/2/2021	Status Date	11/2/2021
HotSheet Date	11/2/2021	Price Date	11/2/2021
Input Date	6/10/2021 12:09 PM	Associated Document Count	0
Original Price	\$5,000	Agent Hit Count	83
Client Hit Count	15	Days On Market	64
Agent	EVALINDA NICETA - 609-432-5051	Agent License ID	0447777
Listing Office 1	BALSLEY/LOSCCO - VOICE: 609-646-3207	Office License ID	7800246
Auction Y/N	No	Picture Count	0
Days On MLS	60	Input Date	6/10/2021 12:09 PM
Update Date	11/2/2021 6:04 PM		

FEATURES

LOCATION	DEVELOPMENT STATUS	POSSESSION
Water View	Wetlands	At Closing
		ZONING
		Wetland

FINANCIAL

Total Assessment	\$11,500	Taxes	5356
Tax Year	2020		

SOLD STATUS

Selling Agent 1	DANIEL BODDY	Selling Office 1	CENTURY 21 FRICK REALTORS - VOICE: 609-652-5600
How Sold	Cash	Contract Date	8/9/2021
Closing Date	10/5/2021	Sold Price	\$2,500
Seller Concession	0		

REMARKS

Remarks Not buildable. Land locked. 11.50 Acres

DISCLAIMER

This information is deemed accurate, but not guaranteed. © 2021 South Jersey Shore Regional Multiple Listing Service

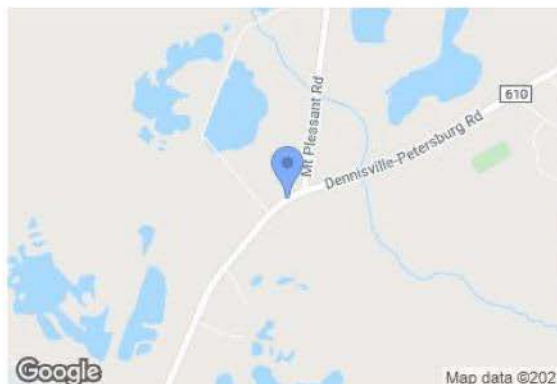
Agent Full

1301 Dennisville Petersburg Rd, Woodbine, NJ 08270

Closed | 07/23/21

Land

\$110,000



MLS #: NJCM104208
Tax ID #: 11-00453-00005 03
Ownership Interest: Fee Simple
Type: Land
Waterfront: No

Lot Acres / SQFT: 41.03a / 1787267sf / Assessor
Price/Acre: \$2,680.97

Location

County: Cape May, NJ
MLS Area: Upper Twp - Cape May County (20511)
Transportation: Metro/Subway Station 1 to 3 miles

School District: [Upper Township Public Schools](#)

Association / Community Info

Association Recreation Fee: No

Taxes and Assessment

Tax Annual Amt / Year: \$2,813 / 2020
Clean Green Assess: No
Zoning: CAR

Tax Assessed Value: \$139,100 / 2020
Land Use Code: 0
Block/Lot: 00453 / 00005 03

Land Information

Lot Acres / SQFT: 41.03a / 1,787,267sf / Assessor
Current Use: Land/Lot Only
Lease In Effect: No
Additional Parcels: No

Lot Size Dimensions: 0.00 x 0.00

Ground Rent

Ground Rent Exists: No

Utilities

Utilities: Water Source: None; Sewer: No Septic System

Remarks

Agent: Call Shelly from Upper Twp Planning and Zoning for more information 609-628-2011 Ext 124.

Public: Property is zoned Conservation Agriculture Rural (CAR). Buyer is responsible for all diligence in ascertaining status of utilities/variances to build.

Listing Office

Listing Agent: [Patricia Bridges](#) (3303621) (Lic# Unknown) (609) 335-5913
Listing Agent Email: patricia.bridges@foxroach.com
Responsible Broker: Stephen Booth (3135545) (Lic# 8332408-NJ)
Listing Office: [BHHS Fox & Roach-Northfield](#) (61002) (Lic# 9702902)
1001 Tilton Rd, Northfield, NJ 08225-1261
Office Manager: John Geraci (3168916)
Office Phone: (609) 646-1900 Office Fax: (609) 677-4477

Directions

Tuckahoe Rd Hwy 631, turn left on Dennisville Petersburg Rd 0.3 miles on left past Wyncroft Dr.

Compensation

Buyer Agency Comp: 3% Of Gross
Transaction Broker: 0% Of Gross
Sub Agency Comp: 0% Of Gross
Dual/Var Comm: No

Listing Details

Original Price: \$140,000
Listing Agrmnt Type: Exclusive Right
Owner Name: Linda Milligan
Owner Phone: (850) 865-7959


Prospects Excluded: No
 Listing Service Type: Full Service
 Dual Agency: Yes
 Sale Type: Standard
 Listing Term Begins: 08/25/2020
 Listing Entry Date: 08/26/2020
 Possession: Immediate
 Acceptable Financing: Cash, Contract, Conventional
 Disclosures: None

DOM / CDOM: 324 / 324
 Listing Terms: As is Condition
 Original MLS Name: BRIGHT
 Off Market Date: 07/28/21
 Lease Considered: No

Sale/Lease Contract

Selling Agent:	Richard DiCioccio (3314175) (Lic# Unknown)	(609) 822-4200
Selling Agent Email:	richard.dicioccio@foxroach.com	
Selling Office:	BHHS Fox & Roach-Margate (61026) (Lic# 9702902)	
Responsible Broker:	Stephen Booth (3135545) (Lic# 8332408-NJ)	
	9218 Ventor Ave, Margate, NJ 08402	
Office Phone:	(609) 822-4200	Office Fax: (609) 822-9436
Concessions:	No	
Agreement of Sale Dt:	07/09/21	Close Date: 07/23/21
Close Sale Type:	Standard Sale	Close Price: \$110,000.00
Buyer Financing:	Cash	Last List Price: \$140,000.00



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ALL FIELDS DETAIL



MLS # 521990
Class LOTS/LAND
Type 6,001 to 10,000 SQFT
Area Egg Harbor Twp
Asking Price \$29,900
Address 211 Jeffers Landing Road
City Egg Harbor Township
/Community
State NJ
Zip 08234
Status Sold CO OP by Member
Sale/Rent For Sale
IDX Include Y

Listing Type Exclusive Right to Sell



GENERAL

Allow Internet Display	Yes	Allow Address on Internet	Yes
Allow AVM	No	Allow Consumer Comment	No
Limited Service (Y/N)	No	County	Atlantic
FIPS Code	34001	Waterfront (Y/N)	Yes
Number of Acres	0.00	Appointment Phone Number	Vacant Lot
Listing Date	5/9/2019	Compensation-SAC	0
Compensation-BBC	2.5	Compensation-TBC	0
MayBSub3rdPartyApp/Shorts	No	Approved Short Sale?	N/A
Bank Owned/Foreclosure	No	Lot Dimensions	234 X 298 IRR
Lot #	25	Block #	8901
Directions	Heading South on Jeffers Landing, lot on the right		
Update Date	4/13/2020	Status Date	4/13/2020
HotSheet Date	4/13/2020	Price Date	4/13/2020
Input Date	5/9/2019 11:27 AM	Associated Document Count	0
Original Price	\$32,000	Agent Hit Count	216
Client Hit Count	69	Days On Market	278
Agent	DANIEL BODDY		
Listing Office 1	CENTURY 21 FRICK REALTORS - VOICE: 609-652-5600		
Auction Y/N	No	Picture Count	14
Days On MLS	278	Input Date	5/9/2019 11:27 AM
Update Date	4/13/2020 4:43 PM		

FEATURES

LOCATION	TOPOGRAPHY	POSSESSION
River Front	Cleared	At Closing
UTILITIES AVAILABLE		NUMBER OF LOTS
Electric		One

FINANCIAL

Total Assessment	\$94,000	Taxes	\$2,953
Tax Year	2019		

SOLD STATUS

Selling Agent 1	Tinysia (Tiny) Rassmann - CELL: 609-464-3295	Selling Office 1	KELLER WILLIAMS REALTY ATLANTIC SHORE - Main: 609-484-9890
How Sold	Cash	Contract Date	2/11/2020
Closing Date	4/8/2020	Sold Price	\$26,500
Seller Concession	0		

REMARKS

Remarks WATERFRONT! 234 X 298 IRR lot, situated on the Great Egg Harbor River, absolutely gorgeous views!! Perfect fishing spot, private, peaceful, shed on lot to store personal property. Additional lot now included!!! Being sold as an unbuildable lot

ADDITIONAL PICTURES

Appraiser Qualifications

Qualifications of Lee Ann Kampf, MAI, ASA, IFAS, CTA

Principal of Lee Ann Kampf and Associates specializing in real estate appraisal and consulting services for all property types. The firm provides valuation services for all types of properties throughout Southern New Jersey, Philadelphia and surrounding suburbs, and Delaware. Clients include lenders, attorneys, investors, government agencies, and property owners.

Professional Certification & Licenses

Member, (MAI), Appraisal Institute (565896)
Certified General Appraiser (42RG00238100), State of New Jersey
Certified General Appraiser (GA-003876), Commonwealth of Pennsylvania
Certified General Appraiser (X1-0000574), State of Delaware
Certified Tax Assessor (CTA-#2463), State of New Jersey
Accredited Senior Appraiser Real Property, (ASA), American Society of Appraisers
Member, (IFAS), National Association of Independent Fee Appraisers (110894)
Licensed Real Estate Sales Agent, (#1540600), State of New Jersey

Professional Experience

Present valuation experience as Principal of Lee Ann Kampf and Associates includes a variety of appraisal assignments consisting of: office buildings; shopping centers; convenience and retail stores; restaurants and bars; hotels and motels; apartments; schools; marinas; amusement parks/piers; warehouses; industrial buildings; food processing facilities; self-storage facilities; single and multi-family properties; commercial and residential land; historic properties; and special-purpose properties.

Employed by Clarion/Samuels Associates from September 2007 to November 15012 as an Associate Appraiser specializing in income producing properties. Duties included the development of narrative appraisal reports and utilization of proprietary valuation software and Argus software. Appraisal assignments included; land valuation for residential and commercial development, conservation and preservation easements, impacts of externalities on property values, and commercial properties including retail shopping centers, hotels and office buildings. Varied appraisal and counseling assignments included; market studies, feasibility analysis, developer portfolios, golf course valuations, condemnation, and agricultural land appraisals.

Employed by Glaxo-SmithKline from 1996-1998 as a Business Systems Analyst and CIGNA Insurance from 1991 to 1996 as a Senior System Analyst. Duties included developing requirements, specifications, and enhancements to computer operating systems.

Boards and Associations

Director - Southern New Jersey Chapter of the Appraisal Institute 2020-2023
Member - Ocean City Board of Realtors

Education

Masters Information Science, M.S., Penn State University, Malvern, Pennsylvania
Bachelors Business Administration, B.S., Penn State University, University Park, Pennsylvania

Professional Related Courses and Seminars

Course	Year
Uniform Standards of Professional Appraisal Practice (USPAP)	2007-2020
Valuation of Income Producing Properties	2007
Valuation of Residential Properties	2007
Residential Construction	2007
Appraisal Valuation Applications	2007
Real Estate Finance	2007
Appraising the Complex Residential Property	2007
September Symposium	2012-2014
Business Practices and Ethics	2012-2020
Advanced Income Approach, Appraisal Institute	2013
Advanced Market Analysis and Highest and Best Use, Appraisal Institute	2013
Advanced Concepts and Case Studies, Appraisal Institute	2013
Land and Site Valuation	2013
Marina Valuation	2013
Report Writing and Case Studies	2014
New Jersey, Regulations and Board Policies	2016-2020
Pennsylvania Appraisal Statutes, Regulations and Board Policies	2013-2021
Delaware Laws and Regulations for Appraisers	2012-2021
New Jersey NAIFA Conference	2014-2016
New Jersey ASA Conference	2018-2019
Farmland Assessment	2015
Valuing Net Zero Energy Buildings	2015
Hot Topics in Appraiser Law	2015
Contamination and the Valuation Process	2015
Detailed Look at Tax Issues View from the Bench	2016
Land Use Seminar	2016
Weird and Unusual Appraisal Assignments	2016
Financial Basics - HP12c	2016
Roadmap System to Income Capitalization	2016
Uniform Appraisal Standards for Federal Land Acquisition (UASFLA)	2016
Yellow Book Changes	2017
Recognized Methods & Techniques for Adjusting Comparable Sales	2017
Green Home Valuation in South Jersey/Philadelphia Market & View from the Bench	2017
Appraisal versus an Evaluation	2017
State of the Industry and Beyond	2017
Waterfront Property Valuation	2017
Income & Expenses, Their Effect on Commercial and Residential Appraisals	2018

Course	Year
The Art of Depositions	2018
Trends Affecting South Jersey Appraisal/Assessing	2018
The Unexpected During Appeals	2018
Digital Billboards	2018
Contract or Effective Rent: Finding the Real Rent	2018
Uniform Appraisal Standards for Federal Land Acquisition (UASFLA)	2018
Uniform Appraisal Standards for Federal Land Acquisition (UASFLA)	2018
Assessor Refresher & Power Pad/Comp	2019
Complex Industrial & Commercial Valuation Issues	2019
Hybrid Appraisals	2019
The Appraiser and Antitrust, Phil Crawford – Voice of Appraiser	2019
NJDEP Valuation of Riparian Land Seminar	2019
Valuation Impacts of COVID-19	2020
Energy Valuation Conference	2020

Appraiser License

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State Of New Jersey
New Jersey Office of the Attorney General
Division of Consumer Affairs



THIS IS TO CERTIFY THAT THE
Real Estate Appraisers Board

HAS CERTIFIED

LeeAnn Kampf
42 W. 15th Street
Ocean City NJ 08226

FOR PRACTICE IN NEW JERSEY AS A(N): **Certified General Appraiser**

11/05/2021 TO 12/31/2023
VALID

42RG00238100
LICENSE/REGISTRATION/CERTIFICATION #


Signature of Licensee/Registrant/Certificate Holder


ACTING DIRECTOR