

APPRAISAL REPORT

AVIATOR BUSINESS PARK

Aviator Pl/Pilot Cir/Airman Wy
Winchester, Virginia 22602

PREPARED FOR

Adam Huddleston
Attn: Brandy Spaid
DA Holdings, LLC
122 Pilot Circle
Winchester, VA 22602

RSG Commercial, Inc. File No: RSG-161736



RSG
COMMERCIAL

PROPERTY ADVISORS

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COMMERCIAL

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June 3, 2025

Adam Huddleston
Attn: Brandy Spaid
DA Holdings, LLC
122 Pilot Circle
Winchester, VA 22602

RE: Aviator Business Park
Aviator Pl/Pilot Cir/Airman Wy
Winchester, Virginia 22602

RSG Commercial, Inc. File No: RSG-161736

Mr. Huddleston:

RSG Commercial, Inc. appraised the above stated property utilizing best practice appraisal principles for this property type. This appraisal report satisfies the scope of work requirements agreed upon by DA Holdings, LLC and the engaged appraiser. This report conforms to the current Uniform Standards of Professional Appraisal Practice (USPAP), and the Financial Institutions Reform, Recovery and Enforcement Act (FIRREA) standards. The purpose of this appraisal is to develop an opinion of the As-Divided (Fee Simple) values of each individual hypothetical site.

The following table conveys the final opinions of value that are developed in this appraisal:

MARKET VALUE CONCLUSIONS				
PROPERTY	VALUATION SCENARIO	INTEREST APPRAISED	EFFECTIVE DATE	VALUE
64A-45D (Building A, Improved)	As-Divided	Fee Simple	May 5, 2025	\$930,000
64A-45D (Building B, Improved)	As-Divided	Fee Simple	May 5, 2025	\$930,000
64A-45D (Building C, Unimproved)	As-Divided	Fee Simple	May 5, 2025	\$240,000
64A-45D (Building D, Unimproved)	As-Divided	Fee Simple	May 5, 2025	\$240,000
64A-45D (Building E, Unimproved)	As-Divided	Fee Simple	May 5, 2025	\$240,000
64A-45D (Building F, Unimproved)	As-Divided	Fee Simple	May 5, 2025	\$240,000
64A-45D (Building G, Unimproved)	As-Divided	Fee Simple	May 5, 2025	\$240,000
64A-45D (Building H, Unimproved)	As-Divided	Fee Simple	May 5, 2025	\$240,000
64A-45D (Building I, Unimproved)	As-Divided	Fee Simple	May 5, 2025	\$240,000
64A-45D (Building J, Improved)	As-Divided	Fee Simple	May 5, 2025	\$460,000

The subject consists of ten hypothetically divided sites, with an average estimated site area of approximately 11,000 square feet. Site areas were approximated using the Frederick County GIS mapping system’s measuring tool. Three of the sites are improved with low-rise office buildings, while the remaining sites are finished and include finished curb and surface parking. The three office buildings collectively contain 9,660 square feet of Net Rentable Area (NRA) and are configured as either one- or two-story structures. The subject sites are located in Winchester, Frederick County, Virginia. The improved sites are currently owner-occupied and reflect an analyzed occupancy level of 100.0%. The unimproved sites are not in use.

According to county records there has been no transfer of ownership for the subject in the past three years. The most recent transfer of the subject occurred on November 10, 2011. Our research indicated there are no known pending sale of the subject. The subject has not been listed for sale within the past twelve months. We searched the local MLS, CoStar, and performed an internet search.

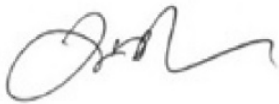
Extraordinary Assumptions - No Extraordinary Assumptions were made for this assignment.

Hypothetical Conditions - For the purpose of this assignment, a Hypothetical Condition has been applied that, as of the effective date of value, the subject consists of ten separate legal parcels. This condition is contrary to the current legal status of the property, which remains undivided. Due to the absence of a recorded plat or proposed subdivision plan, the lot sizes for each of the hypothetical parcels were estimated based on available information and reasonable assumptions. These estimated site areas were used solely for the purposes of this analysis and should not be interpreted as exact or survey-based measurements.

If there are any specific questions or concerns regarding the attached appraisal report, or if RSG Commercial, Inc. can be of additional assistance, please contact the individuals listed below.

Sincerely,

RSG COMMERCIAL, INC.

A handwritten signature in black ink, appearing to read "Andy Ruffner".The logo for the Appraisal Institute, featuring a red triangle with white vertical lines and the text "Appraisal Institute" and "MAI | SRA" below it.

Andy Ruffner, MAI, SRA
Certified General Real Estate Appraiser
Virginia License No. 4001004013
Expiration Date 10/31/2025
703.273.9106
Andy@RSGCommercial.com

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EXECUTIVE SUMMARY

PROPERTY IDENTIFICATION

Project Name	Aviator Business Park
Property	Improved Low-Rise Office & Unimproved Sites
Address	10 Parcels on Pilot Cir, Airmen Wy, Aviator Pl
City, State Zip	Winchester, Virginia 22602
County	Frederick County
MSA	Winchester, VA-WV
Market / Submarket	Winchester, VA-WV / Frederick County
Geocode	39.145084,-78.155329
Census Tract	51-069-050900

SITE DESCRIPTION

Number of Parcels	10	
Assessor Parcel Numbers	64A-45D (Building A), 64A-45D (Building B), 64A-45D (Building C), 64A-45D (Building D), 64A-45D (Building E), 64A-45D (Building F), 64A-45D (Building G), 64A-45D (Building H), 64A-45D (Building I), 64A-45D (Building J)	
Land Area	Square Feet	Acres
Usable	110,000	2.5
Total	110,000	2.5
Zoning	General Business District (B-2)	
Shape	Generally Rectangular	
Topography	Level to Sloping at street grade	
Flood Zone	Zone X (Unshaded)	
Seismic Zone	Low Risk	

IMPROVEMENT DESCRIPTION

Net Rentable Area (NRA)	9,660
Gross Building Area (GBA)	9,660
Ground Floor SF	5,796
Total Buildings	3
Floors	1 - 2
Year Built	2008 - 2012; (2010 weighted)
Actual Age	15 Years
Effective Age	5 Years
Economic Life	45 Years
Remaining Economic Life	40 Years
Parking	4.3 / 1,000 SF NRA

QUALITATIVE ANALYSIS

Site Quality	Good
Site Access	Good
Site Exposure	Average
Site Utility	Above Average
Building Quality	Good
Building Condition	Good
Building Appeal	Good

HIGHEST & BEST USE

Proposed Construction	No
As Vacant	Hold the sites for future office development or develop for an identified user
As Improved	As-improved with the division of ten sites

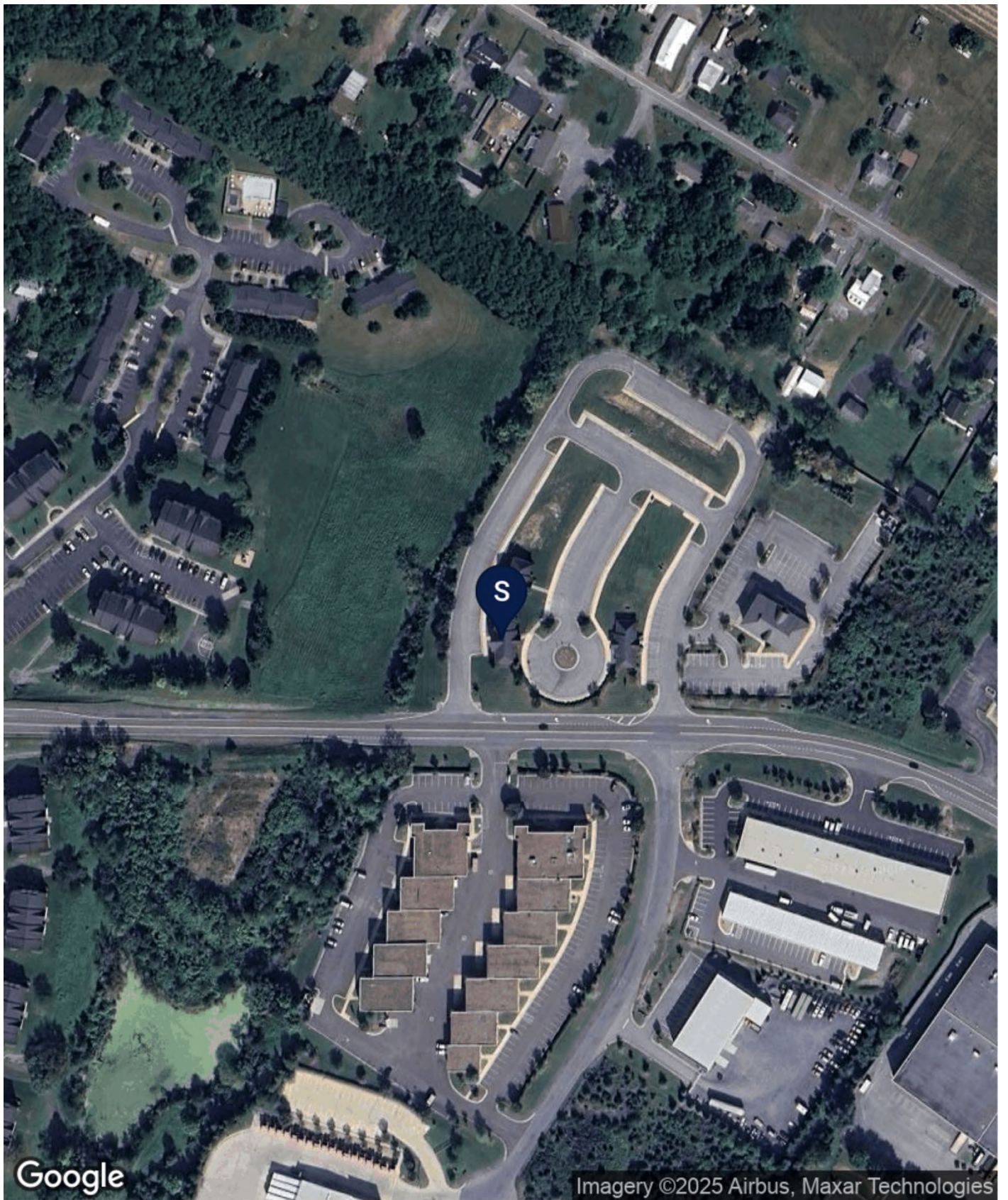
EXPOSURE & MARKETING TIME

Exposure Time	Three Months
Marketing Time	Three Months

VALUE CONCLUSIONS

VALUATION SCENARIOS		AS-DIVIDED
Interest		Fee Simple
Exposure Time		Three Months
Effective Date		May 5, 2025
64A-45D (Building A)	Improved	\$930,000
64A-45D (Building B)	Improved	\$930,000
64A-45D (Building C)	Unimproved	\$240,000
64A-45D (Building D)	Unimproved	\$240,000
64A-45D (Building E)	Unimproved	\$240,000
64A-45D (Building F)	Unimproved	\$240,000
64A-45D (Building G)	Unimproved	\$240,000
64A-45D (Building H)	Unimproved	\$240,000
64A-45D (Building I)	Unimproved	\$240,000
64A-45D (Building J)	Improved	\$460,000

AERIAL PHOTOGRAPH



SUBJECT PROPERTY PHOTOGRAPHS



123 Pilot



123 Interior



123 Interior



123 Interior



123 Interior



123 Interior



123 Interior



122 Pilot



122 Interior (Main)



122 Interior (Main)



122 Interior (Main)



122 Interior (Main)



122 Interior (Main)



122 Interior (Main)



122 Interior (Main)



Stairwell to Lower Level



123 Interior (Lower Level)



123 Interior (Lower Level)



123 Interior (Lower Level)



123 Interior (Lower Level)



123 Interior (Lower Level)



123 Interior (Lower Level)



Rear of 116 Pilot



116 Pilot



116 Interior (Lower Level)



116 Interior (Lower Level)



116 Interior (Lower Level)



116 Interior (Lower Level)



116 Interior (Lower Level)



Interior Stairwell



116 Interior (Main Level)



116 Interior (Main Level)



116 Interior (Main Level)



116 Interior (Main Level)



116 Interior (Main Level)



Street View



Unimproved Area



Unimproved Area



Unimproved Area

IDENTIFICATION OF ASSIGNMENT

PROPERTY IDENTIFICATION

The subject is comprised of three office (low-rise office) buildings totaling 9,660 SF (NRA), on three hypothetical separate sites, along with seven vacant and finished sites located at Aviator Pl/Pilot Cir/Airman Wy in Winchester, Frederick County, Virginia.

The hypothetical assessor parcel numbers are: 64A-45D (Building A), 64A-45D (Building B), 64A-45D (Building C), 64A-45D (Building D), 64A-45D (Building E), 64A-45D (Building F), 64A-45D (Building G), 64A-45D (Building H), 64A-45D (Building I), 64A-45D (Building J)

A detailed legal description was not provided.

CLIENT IDENTIFICATION

The client of this specific assignment is DA Holdings, LLC.

PURPOSE/INTENDED USE/USERS

The purpose of this appraisal is to develop an opinion of the As-Divided (Fee Simple). The intended use of this appraisal is to assist the client in making internal business decisions related to this asset. DA Holdings, LLC is the intended user of this report.

PERSONAL PROPERTY

There is no personal property (FF&E) included in this valuation.

PROPERTY AND SALES HISTORY

The subject title is currently recorded in the name of DA Holding, LLC. According to county records there has been no transfer of ownership for the subject in the past three years. The most recent transfer of the subject occurred on November 10, 2011. Our research indicated there are no known pending sale of the subject. The subject has not been listed for sale within the past twelve months. We searched the local MLS, CoStar, and performed an internet search.

TAXES & ASSESSMENT

The subject's estimated assessed values and property taxes for the current year are summarized in the following table. The estimates reflect the sites as-divided.

ASSESSMENT & TAXES (ESTIMATED)						
ASSESSOR PARCEL #	LAND	IMPROVEMENTS	TOTAL	EXEMPTIONS	TAXABLE	BASE TAX
64A-45D (Building A)	\$240,000	\$610,000	\$850,000	\$0	\$850,000	\$4,080
64A-45D (Building B)	\$240,000	\$610,000	\$850,000	\$0	\$850,000	\$4,080
64A-45D (Building C)	\$240,000	\$0	\$240,000	\$0	\$240,000	\$1,152
64A-45D (Building D)	\$240,000	\$0	\$240,000	\$0	\$240,000	\$1,152
64A-45D (Building E)	\$240,000	\$0	\$240,000	\$0	\$240,000	\$1,152
64A-45D (Building F)	\$240,000	\$0	\$240,000	\$0	\$240,000	\$1,152
64A-45D (Building G)	\$240,000	\$0	\$240,000	\$0	\$240,000	\$1,152
64A-45D (Building H)	\$240,000	\$0	\$240,000	\$0	\$240,000	\$1,152
64A-45D (Building I)	\$240,000	\$0	\$240,000	\$0	\$240,000	\$1,152
64A-45D (Building J)	\$240,000	\$305,000	\$545,000	\$0	\$545,000	\$2,616
Subtotal	\$2,400,000	\$1,525,000	\$3,925,000	\$0	\$3,925,000	\$18,840
TOTAL BASE TAX						\$18,840

Source: Frederick County Assessment & Taxation

EXPOSURE & MARKETING TIME

The following information is used to estimate exposure time and marketing time for the subject.

EXPOSURE & MARKETING TIME				
SOURCE		YEAR/QUARTER	MONTHS RANGE	AVERAGE
Market Participants	Company	2025 Q1		
Agent	BHHS Commercial		2.0 to 4.0	3.0
Agent	NAI klnb		2.0 to 4.0	3.0
Average				3.0
General Trend			2.0 to 3.0	2.5
OVERALL AVERAGE				2.5
Exposure Period Conclusion				Three Months
Marketing Time Conclusion				Three Months
Most Probable Buyer				Owner-User

Exposure & Marketing Time Conclusion - The subject is comprised of three office (low-rise office) buildings totaling 9,660 SF (NRA), on three hypothetical separate sites, along with seven vacant, but finished sites located at Aviator Pl/Pilot Cir/Airman Wy in Winchester, Frederick County, Virginia. Considering these factors, a reasonable estimate of exposure time for the subject As-Divided is three months and marketing time of three months.

DEFINITION OF MARKET VALUE

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 that the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

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

PROPERTY RIGHTS APPRAISED

The property rights appraised constitute the fee simple interest.

Fee Simple Interest - 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.²

VALUE SCENARIOS

As-Divided Value - The estimate of the value of the real property in a state where the subject is divided into ten sites as of the appraisal date.

¹ Office of Comptroller of the Currency (OCC), Title 12 of the Code of Federal Regulation, Part 34, Subpart C -Appraisals, 34.42 (g); Office of Thrift Supervision (OTS), 12 CFR 564.2 (g); This is also compatible with the FDIC, FRS and NCUA definitions of market value.

² The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, Illinois, 2022

SCOPE OF WORK

The scope of work for this appraisal assignment is outlined below:

- ▶ The appraisal analyzes the regional and local area profiles including employment, population, household income and real estate trends. The local area was inspected to consider external influences on the subject.
- ▶ The appraisal analyzes legal and physical features of the subject including site size, improvement size, flood zone, seismic zone, site zoning, easements, encumbrances, site access and site exposure.
- ▶ The appraisal includes an office market analysis for the Winchester, VA-WV market and Frederick County submarket using vacancy, absorption, supply and rent data. Conclusions were drawn for the subject's competitive position given its physical and locational features, current market conditions and external influences.
- ▶ The appraisal includes a Highest and Best Use analysis and conclusions have been completed for the highest and best use of the subject As-Vacant and As-Improved. The analysis considered legal, locational, physical and financial feasibility characteristics of the subject site and existing improvements.
- ▶ In selecting applicable approaches to value, the appraiser considered the agreed upon appraisal scope and assessed the applicability of each traditional approach given the subject's characteristics and the intended use of the appraisal. As a result, this appraisal developed the Sales Comparison Approach. The values presented represent the As-Divided (Fee Simple).
- ▶ The assignment was prepared as an Appraisal Report in accordance with USPAP Standards Rules 2, with the analysis stated within the document and representing a summarized level of analysis.
- ▶ The author of this report is aware of the Competency Rule of USPAP and meets the standards.

ASSISTANCE PROVIDED

No one provided real property appraisal assistance to the appraiser signing this certification. Assistance provided includes miscellaneous administrative assistance, such as file and exhibit preparation, as well as data entry relating to area descriptions and other routine front-half related duties.

SOURCES OF INFORMATION

The following sources were contacted to obtain relevant information:

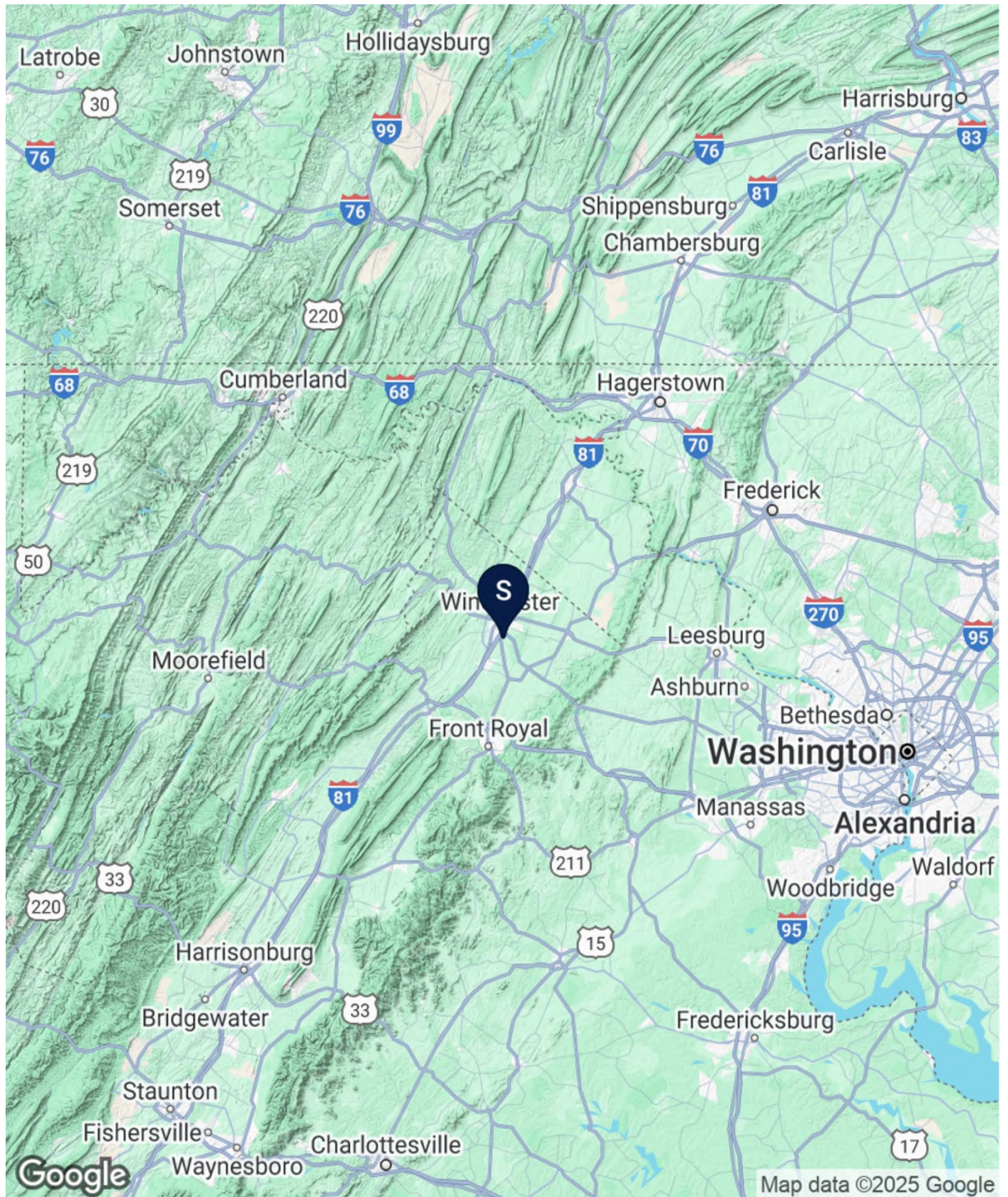
INFORMATION PROVIDED	
Property Assessment & Tax	Frederick County Assessor
Zoning & Land Use Planning	Frederick County Zoning
Site Size	GIS Measurement
Building Size	Frederick County Assessor
Supply & Demand	CoStar
Flood Map	FEMA
Demographics	STDB On-Line
Comparable Information	CoStar/MLS/Participants/RSG Database

The lack of the unavailable items could affect the results of this analysis. As part of the general assumptions and limiting conditions, the subject is assumed to have no adverse easements, significant items of deferred maintenance, or be impacted by adverse environmental conditions.

SUBJECT PROPERTY INSPECTION

PROPERTY INSPECTION				
APPRAISER	INSPECTED	EXTENT	DATE	ROLE
Andy Ruffner, MAI, SRA	Yes	Interior & Exterior	May 5, 2025	Primary Appraiser

REGIONAL AREA MAP



REGIONAL AREA ANALYSIS

REGIONAL AREA ANALYSIS INTRODUCTION

Located within the northern sections of the States of Virginia and West Virginia, the Winchester Metropolitan Statistical Area (MSA) consists of Frederick County and the independent City of Winchester in Virginia and the County of Hampshire in West Virginia. Frederick County lies in the agriculture rich Shenandoah Valley, while Hampshire County, the more sparsely populated of the two, is situated in the Ridge-and-Valley Appalachians, characterized by long, even ridges, with long, continuous valleys in between. The independent City of Winchester, the core city and economical hub of the MSA, also serves as the county seat for Frederick County.



Population

Population growth, or decline, is symptomatic to the economic health of a region. Employment, spending, housing, banking, and other key commercial parameters reflect a region’s population in either positive or negative growth. With an estimated population of 152,112 in 2024, the Winchester MSA is considered a small metropolitan area and is listed as the 290th most populated MSA in the US out of the 387 listed.

Year	Frederick County VA	City of Winchester VA	Hampshire County WVA	Winchester MSA	Virginia	West Virginia
2010	78,287	26,219	23,969	128,475	8,001,024	1,852,994
2020	91,419	28,120	23,093	142,632	8,631,393	1,793,716
2021	93,717	28,322	23,302	145,341	8,642,274	1,782,959
2022	94,871	28,417	23,468	146,756	8,696,955	1,772,440
2023	96,359	28,734	23,656	148,749	8,715,698	1,770,071
2024	98,977	29,294	23,841	152,112	8,811,195	1,769,979
%chg 2022-23	207.0%	1.9%	0.8%	2.3%	1.1%	0.0%

Source: US Census

Economy and Employment

Listed at number 9 on Forbes ‘Best Small Places for Business and Careers’ the Winchester MSA’s most widely recognized employers operating in the area include Shenandoah University, Trex Company, Newell Brands Industries LLC, Valley Health Systems and Food Lion, LLC.

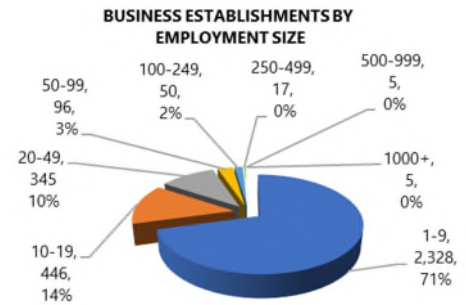
With over 3,300 private businesses in the region, the diversity of the business community includes an extensive range of employment opportunity extending from small home-grown businesses to chain and boutique retailers and restaurants, to farms and agri-businesses, and back-end operations like customer service centers, and research and development. Valley Health is a non-profit health system that is based in the city of Winchester and provides healthcare throughout West Virginia and the northern parts of Virginia with hospitals and medical

FREDERICK COUNTY, VA
EMPLOYER
Shenandoah University
Valley Health Systems, Inc.
Newell Brands Industries LLC
Fisher Scientific Company
U.S. Dept of Homeland Security
HAMPSHIRE COUNTY, WV
W. Virginia Schools for the Deaf & the Blind
Valley Health Systems, Inc.
Potomac Comp. Diagnostic & Guidance Center
Food Lion LLC
WV Regionl Jail & Correctional Facility Authority

Source: Workforce West Virginia, Virginia Employment

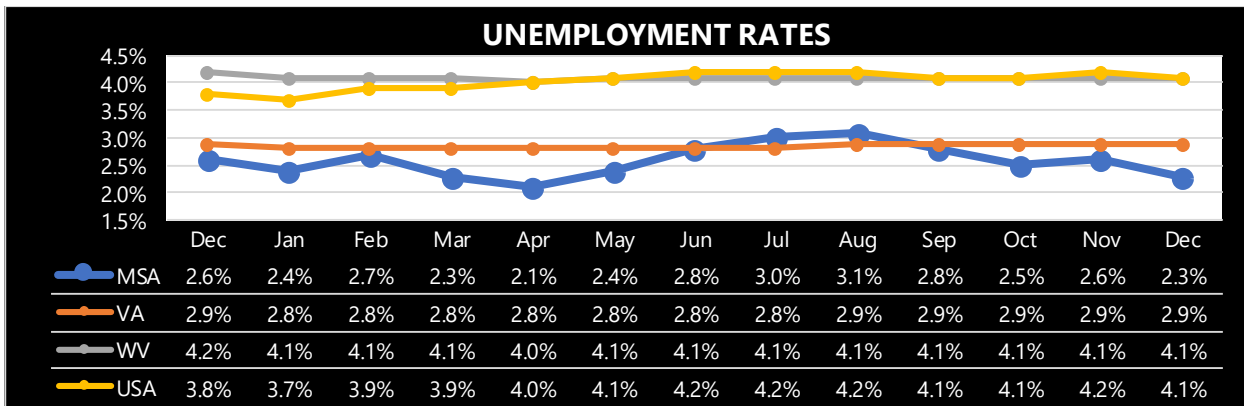
facilities. Hampshire Memorial Hospital and Winchester Medical Center are part of Valley Health which serve the Winchester MSA and is among the top employers in the region.

A 2024 report issued by the U.S. Census lists 3,345 established businesses in the Winchester MSA. Of these businesses, 8 companies employed 1,000+ people, whereas 2,362 businesses employed 1-9 people, representing 71% of all businesses listed. These numbers reflect the impact and importance of small business in the local economy.

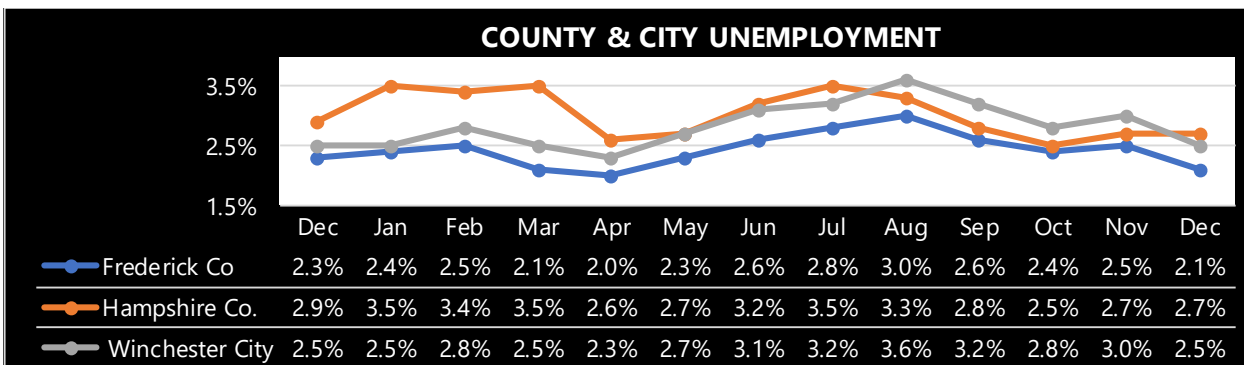


Unemployment

The U.S. Department of Labor’s unemployment data for the Winchester MSA’s non-seasonally adjusted unemployment rate was 2.3% for December 2024. The states of Virginia and West Virginia’s seasonally adjusted unemployment rates were 2.9% and 4.1% respectively for December 2024. The seasonally adjusted U.S. rate was 4.1%.



The counties of Frederick, VA and Hampshire, WV, plus the independent City of Winchester, VA make up the Winchester MSA and reported non-seasonally adjusted unemployment rates of 2.1%, 2.7% and 2.5% respectively for December 2024. These figures allow a more accurate comparison to what is happening within the metro area.



Labor

Per the U.S. Department of Labor, the Winchester MSA saw year-over-year job gains for December 2024 with 1,200 jobs created in the MSA compared to the December 2023 jobs report (74,300 vs. 73,100). The Winchester MSA provides limited information concerning the division of the labor sectors that also include Logging & Mining, Construction, Manufacturing, Information, Financial Services, Professional & Business Services,

Education & Health Services, Leisure & Hospitality, and Other Service. Data provided reflects the importance of private employment (85%) versus government employment (15%). All labor sectors reported gains in year-over-year comparisons.

Winchester MSA Nonfarm Employment	Dec-24	Dec-23	Yearly Diff
Total Private	63,100	62,200	900
Trade, Transportation & Utilities	17,800	16,900	900
Combined Sectors	45,300	45,300	0
Total Government	11,200	10,900	300
Total Nonfarm Employment	74,300	73,100	1,200

The pie chart illustrates the composition of Winchester MSA Nonfarm Employment. The largest segment is Total Private at 85%, followed by Combined Sectors at 61%, and Total Government at 15%. The chart is divided into three segments: a large red segment for Total Private (85%), a smaller blue segment for Combined Sectors (61%), and a very small green segment for Total Government (15%).

Median Household Income

The most recent data from the U.S. Census Bureau reported that the median household income for the Winchester MSA in 2023 was \$82,028. The states of Virginia, and West Virginia’s median household incomes were \$89,931 and \$55,948 respectively. The national median household income was \$77,719.

MEDIAN HOUSEHOLD INCOME				
Year	Winchester	Virginia	West Virginia	USA
2010	\$46,626	\$60,674	\$32,218	\$50,046
2020	\$69,417	\$76,398	\$48,037	\$64,994
2021	\$72,798	\$80,963	\$51,248	\$69,717
2022	\$81,272	\$85,873	\$54,329	\$74,755
2023	\$82,028	\$89,931	\$55,948	\$77,719

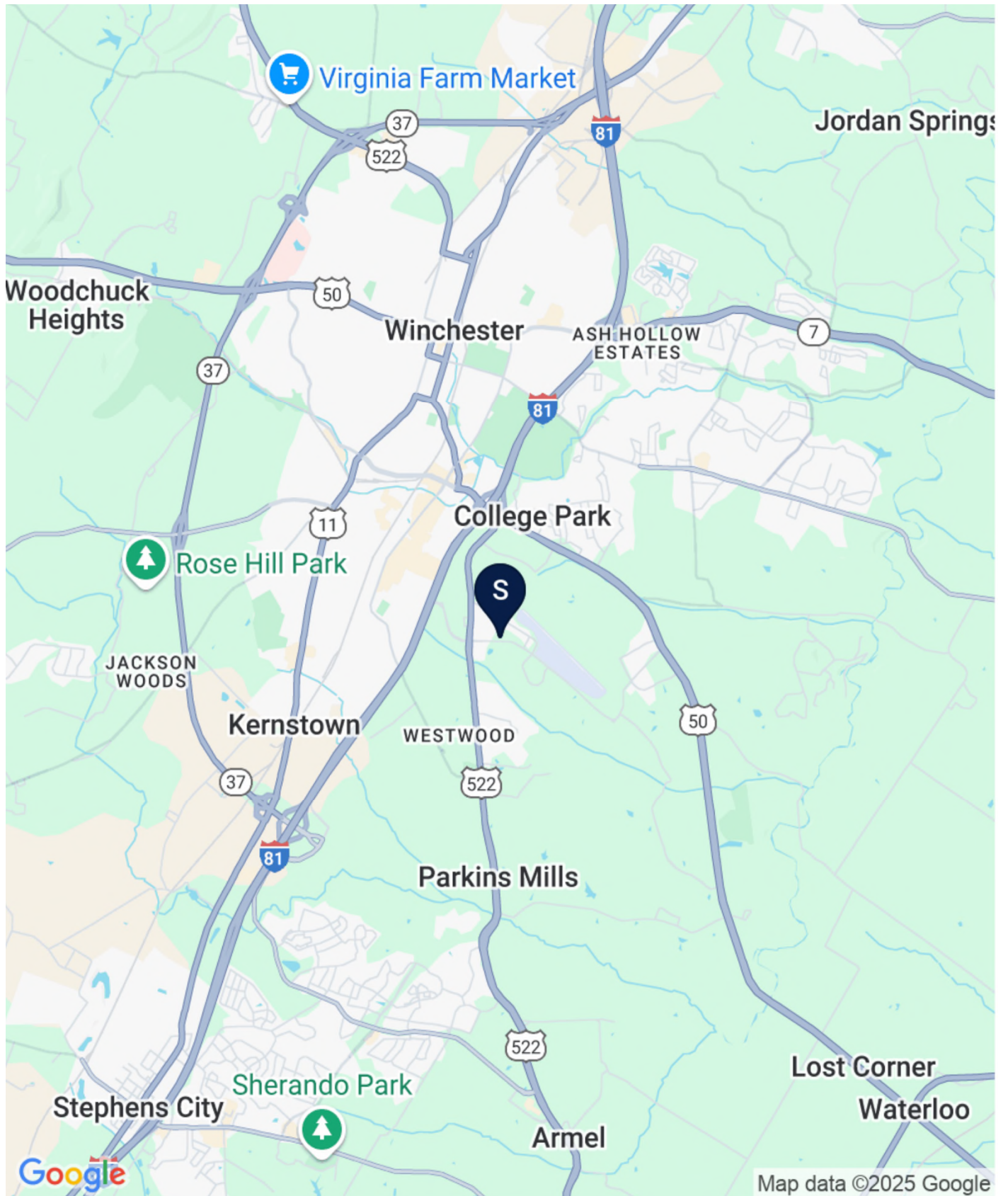
Source: US Census

Per Sperling’s Best Places, the Winchester MSA’s Cost-of-Living index is 97.5 compared to the national average of 100. Health (105.3) and Groceries (104.4) compared the highest against the national average. The Cost-of-Living Index compares groceries, housing, utilities, transportation, health care and miscellaneous goods and services in over 300 urban areas.

Summary

The population growth rate of the Winchester MSA remained positive, even in Hampshire County, despite West Virginia’s continued population decline. Listed at number 9 on Forbes latest ‘Best Small Places for Business and Careers’ list, the Winchester MSA boasts over 3,300 private businesses in the region that employs 85% of the labor force as compared to the public sector employment of 15%. The median household income of \$82,028 for the Winchester MSA is higher than the national average of \$77.719, add to that a lower Cost-of-Living Index than the national average, and your left with a higher livability factor. These statistics are solid indicators that the region currently has a positive economic foundation.

LOCAL AREA MAP



LOCAL AREA ANALYSIS

LOCAL AREA ANALYSIS INTRODUCTION

The subject is located in the Frederick County submarket just southeast of the City of Winchester, VA and Winchester Regional Airport to the east. The immediate area of the subject is characterized by office uses with residential, industrial, recreational, and commercial uses in the surrounding area.

Demographics

The following information reflects the demographics for the subject's area.

LOCAL AREA & MSA DEMOGRAPHICS							
DESCRIPTION	1 MILE	3 MILE	5 MILE	DESCRIPTION	1 MILE	3 MILE	5 MILE
POPULATION TOTAL				HOUSEHOLDS			
2010 Census	1,605	33,361	70,386	2010 Census	613	12,960	26,598
2020 Census	1,701	36,071	78,059	2020 Census	636	14,071	29,414
2024 Estimate	2,240	37,847	80,963	2024 Estimate	822	14,825	30,672
2029 Projection	2,201	38,385	81,803	2029 Projection	818	15,188	31,346
Δ 2010-2020	5.98%	8.12%	10.90%	Δ 2010-2020	3.75%	8.57%	10.59%
Δ 2020-2024	31.69%	4.92%	3.72%	Δ 2020-2024	29.25%	5.36%	4.28%
Δ 2024-2029	(1.74%)	1.42%	1.04%	Δ 2024-2029	(0.49%)	2.45%	2.20%
Total Daytime Population	7,458	51,672	93,542	HOUSEHOLDS BY INCOME (2024 ESTIMATE)			
HOUSING UNITS				<\$15,000	1.0%	6.3%	6.3%
Total (2024 Estimate)	861	15,788	32,244	\$15,000 - \$24,999	11.8%	7.3%	5.4%
Owner Occupied	59.8%	51.9%	61.7%	\$25,000 - \$34,999	5.8%	6.6%	5.2%
Renter Occupied	35.7%	42.0%	33.4%	\$35,000 - \$49,999	10.2%	9.6%	9.6%
Vacant Housing Units	4.5%	6.1%	4.9%	\$50,000 - \$74,999	28.8%	20.3%	18.4%
Total (2029 Projection)	866	16,130	32,945	\$75,000 - \$99,999	8.2%	11.5%	11.9%
Owner Occupied	62.4%	54.6%	63.9%	\$100,000 - \$149,999	13.4%	19.9%	21.1%
Renter Occupied	32.0%	39.6%	31.2%	\$150,000 - \$199,999	14.2%	7.0%	9.4%
Vacant Housing Units	5.5%	5.8%	4.9%	\$200,000+	6.7%	11.6%	12.7%
AVERAGE HOUSEHOLD INCOME				AVERAGE HOUSEHOLD SIZE			
2024 Estimate	\$98,107	\$107,481	\$114,921	2024 Estimate	2.73	2.47	2.57
2029 Projection	\$113,604	\$123,669	\$131,320	2029 Projection	2.69	2.44	2.54
Δ 2024-2029	15.80%	15.06%	14.27%	Δ 2024-2029	(1.47%)	(1.21%)	(1.17%)
MEDIAN HOUSEHOLD INCOME				MEDIAN HOME VALUE			
2024 Estimate	\$65,931	\$74,994	\$84,062	2024 Estimate	\$428,462	\$390,257	\$373,445
2029 Projection	\$72,695	\$85,493	\$97,595	2029 Projection	\$536,990	\$455,588	\$429,314
Δ 2024-2029	10.26%	14.00%	16.10%	Δ 2024-2029	25.33%	16.74%	14.96%
PER CAPITA INCOME				AVERAGE HOME VALUE			
2024 Estimate	\$36,257	\$42,047	\$43,634	2024 Estimate	\$453,544	\$424,234	\$408,914
2029 Projection	\$42,501	\$48,898	\$50,410	2029 Projection	\$523,336	\$501,343	\$485,912
Δ 2024-2029	17.22%	16.29%	15.53%	Δ 2024-2029	15.39%	18.18%	18.83%

Source: Sites To Do Business Online

Population

The estimate provided by ESRI for the current 2024 population within the subject neighborhood's 3 mile radius is 37,847 representing a 4.92% change since 2020. ESRI's 2020 population estimate for the subject's 5 mile radius is 80,963, which represents a 3.72% change since 2020.

Looking forward, ESRI estimates that the population within the subject neighborhood's 3 mile radius is forecasted to change to 38,385 by the year 2029. As for the broader area, ESRI forecasts that the population within the subject's 5 mile radius will change to 81,803 over the next five years. The population estimates for the next five years within the subject's 5 mile radius represents a 1.04% change as well as a (1.74%) change within the subject's 1 mile radius for the same period.

Households

The estimates provided by ESRI indicate that the number of households within the subject neighborhood's 3 mile radius is 14,825, which is a 5.36% change since 2020. Within the subject's broader 5 mile radius, ESRI estimates that the number of households is 30,672, a 4.28% change over the same period of time.

By the year 2029, the estimates provided by ESRI indicate that the number of households within the subject neighborhood's 3 mile radius will change by 2.45% to 15,188 households. Additionally, ESRI's estimate for total households over the next five years within the subject's broader 5 mile radius indicates an expected change of 2.20% which will result in a total household estimate of 31,346.

Looking back, the number of households in the subject neighborhood's 3 mile radius changed 8.57% during the ten-year period of 2010 to 2020. Since then, it has changed by 5.36%.

Income

Income estimates provided by ESRI for the subject neighborhood's 3 mile radius indicates that the median household income is \$74,994 and that the average household income is \$107,481. Further, the estimates provided by ESRI indicate that, for the subject's broader 5 mile radius the median household income is \$84,062, and the average household income is \$114,921. Given that there are reportedly 30,672 households in the subject's 5 mile radius, it is estimated that the local effective buying income is around \$3,524,856,912.

CONCLUSION

Based on our observation and the data provided by ESRI, it is perceived that the income and population demographics for the subject neighborhood exhibit above average characteristics in terms of reported income levels. As previously mentioned, the population growth for the subject's 3 mile radius has increased 4.92% since 2020 and based on the projections provided by ESRI, it is expected to continue to increase another 1.42% during the next 5 years. Lastly, we perceive that, since average household incomes are above the national average (\$107,481, for the subject's 3 mile radius) and given that the area is well-populated (14,825 households in a 3 mile radius), developments like the subject should be adequately supported.

SURROUNDING LAND USES

The following tables and maps highlight the development in and around the subject.

LOCAL AREA OFFICE - 1.75-MILE RADIUS				
CLASS	RBA	YEAR BUILT	PERCENT LEASED	PROPERTIES
A	295,000 SF	2016	100.0	3
B	350,911 SF	1990	99.6	22
C	108,623 SF	1989	100.0	16
TOTAL	754,534 SF	2000	99.8	41

Source: CoStar



PIN	NAME	ADDRESS, CITY	DIST TO SUBJ	RBA	BUILT	CLASS	%LEASED
A		190 Security Dr, Winchester	1.6 mi	246,000	2019	A	100
B		385 Battaile Dr, Winchester	1.3 mi	67,098	1967	B	100
C		138 Branch Banking Dr, Winchester	1.6 mi	65,571	2013	B	100
D		3102 Shawnee Dr, Winchester	1.6 mi	40,074	1984	B	100
E	Dominion Square	158 Front Royal Pike, Winchester	1.0 mi	30,000	1980	B	95.89
F		280 Victory Rd, Winchester	1.3 mi	25,000	1997	A	100
G	Pegasus II	600 Pegasus Ct, Winchester	0.3 mi	24,000	1999	A	100
H		2264 Papermill Rd, Winchester	1.4 mi	20,645	1972	C	100
I	Bldg A	307-329 Hope Dr, Winchester	1.7 mi	19,573	2007	B	100
J		2301-2325 Valor Dr, Winchester	1.7 mi	15,000	2009	B	100

Source: CoStar

LOCAL AREA INDUSTRIAL - 1.75-MILE RADIUS				
TYPE	RBA	YEAR BUILT	PERCENT LEASED	PROPERTIES
Flex	841,311 SF	1994	98	25
Gen-Ind <25,000 FT	396,117 SF	1982	100	38
Gen-Ind >25,000 FT	6,194,333 SF	1995	76	37
TOTAL	7,431,761 SF	1994	80.0	100

Source: CoStar



PIN	NAME	ADDRESS, CITY	DIST TO SUBJ	RBA	BUILT	TYPE	%LEASED
A	One Logistics Park Building 2	1251 Coverstone Dr, Winchester	0.8 mi	1,023,120	2025	Industrial	0
B	One Logistics Park Lot 6	1251 Coverstone Dr, Winchester	0.8 mi	589,680	N/A	Industrial	100
C		2410 Papermill Rd, Winchester	1.4 mi	427,000	1941	Industrial	100
D		300 Admiral Byrd Dr, Winchester	0.6 mi	420,000	1997	Industrial	100
E	One Logistics Park Building 1	1251 Coverstone Dr, Winchester	0.7 mi	364,934	2027	Industrial	0
F	One Logistics Park Lot 7	1251 Coverstone Dr, Winchester	1.0 mi	339,660	N/A	Industrial	100
G		181 Battaile Dr, Winchester	1.5 mi	308,217	1962	Industrial	100
H		2983 S Pleasant Valley Rd, Winchester	1.4 mi	260,435	1970	Industrial	100
I		3124 Valley Ave, Winchester	1.7 mi	259,560	1990	Flex	100
J	One Logistics Park Lot 8	1251 Coverstone Dr, Winchester	1.1 mi	234,360	N/A	Industrial	100

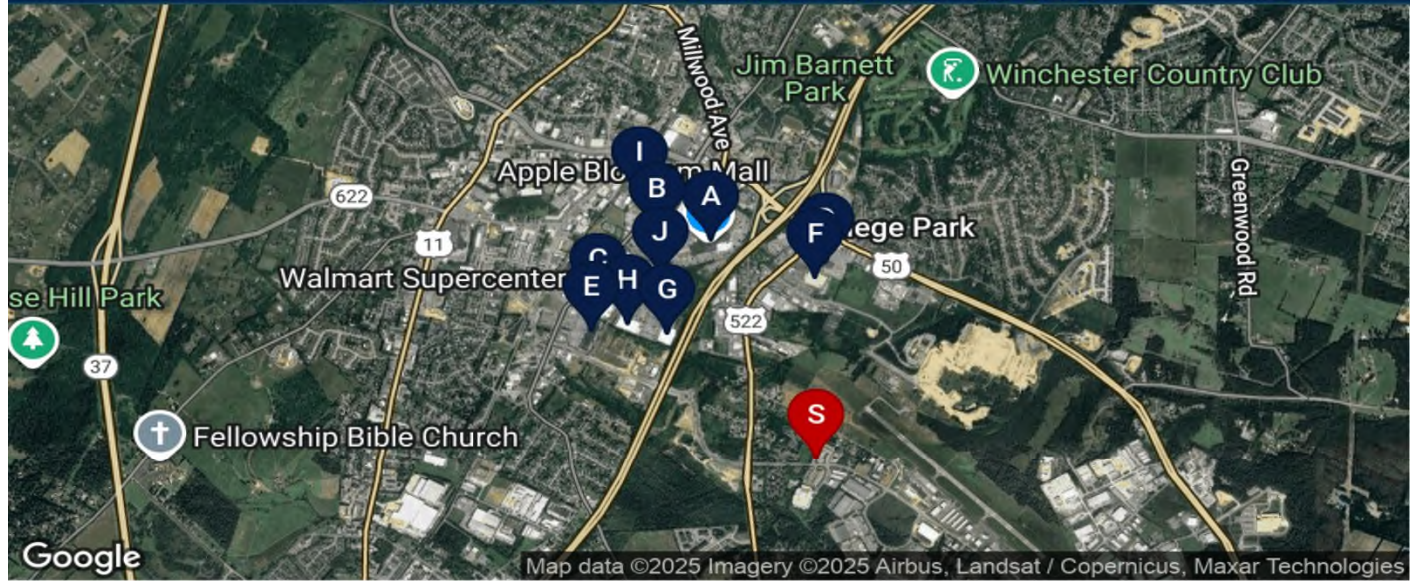
Source: CoStar

LOCAL AREA RETAIL - 1.75-MILE RADIUS

SIZE	RBA	YEAR BUILT	PERCENT LEASED	PROPERTIES
<5,000 FT	139,113 SF	1981	100.0	50
>5,000 FT-<20,000 FT	699,293 SF	1996	96.9	63
>20,000 FT	2,405,607 SF	1990	98.5	26
TOTAL	3,244,013 SF	1991	98.3	143

Source: CoStar

LARGEST RETAIL DEVELOPMENTS - 1.75-MILE RADIUS



PIN	NAME	ADDRESS, CITY	DIST TO SUBJ	RBA	BUILT	CLASS	%LEASED
A	Apple Blossom Mall	1850 Apple Blossom Dr, Winchester	1.1 mi	400,468	1982	B	100
B		2190 S Pleasant Valley Rd, Winchester	1.3 mi	242,703	1990	C	100
C	Walmart Supercenter	2300-2350 S Pleasant Valley Rd, Winchester	1.2 mi	180,000	1996	C	100
D		130-190 Delco Plz, Winchester	0.9 mi	173,865	1973	C	95.68
E	Winchester Station	2420-2580 S Pleasant Valley Rd, Winchester	1.1 mi	152,070	2005	A	98.99
F		251 Front Royal Pike, Winchester	0.9 mi	127,840	1995	B	100
G		2340 Legge Blvd, Winchester	0.9 mi	122,945	1999	C	100
H	Home Depot	2350 Legge Blvd, Winchester	1.0 mi	114,900	1998	B	100
I	Pleasant Valley Marketplace	2021-2065 S Pleasant Valley Rd, Winchester	1.5 mi	104,703	1995	B	100
J	Lowe's	2200 S Pleasant Valley Rd, Winchester	1.1 mi	99,440	1998	B	100

Source: CoStar

LOCAL AREA MULTI-FAMILY - 1.75-MILE RADIUS				
CLASS	RBA	YEAR BUILT	UNITS	PROPERTIES
A	0 SF	-	-	0
B	1,838,290 SF	2007	1,688	14
C	412,184 SF	1978	551	20
TOTAL	2,250,474 SF	2002	2,269	34

Source: CoStar



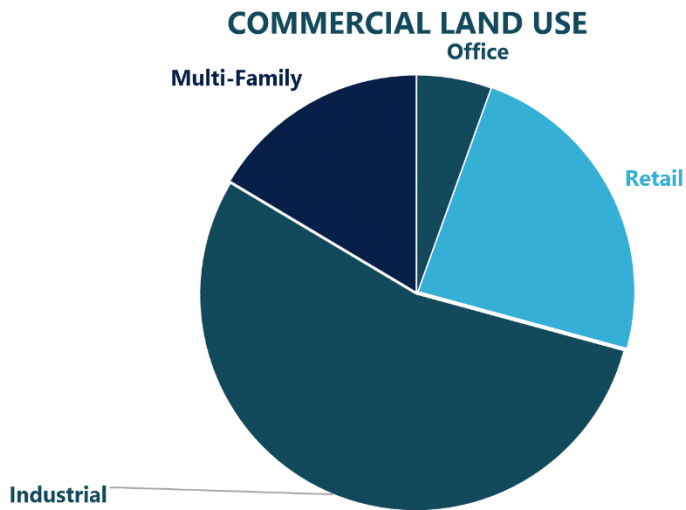
PIN	NAME	ADDRESS, CITY	DIST TO SUBJ	RBA	BUILT	CLASS	STORIES
A	The Local	230 Spring St, Winchester	1.7 mi	388,713	2025	B	4
B	Preston Place Apartments and Townh	124 Castlebridge Ct, Winchester	0.1 mi	275,000	1993	B	3
C	Madison Village	110 Bulmer Loop, Winchester	0.6 mi	220,748	2020	B	4
D		357 David Dr, Winchester	1.0 mi	200,000	2021	B	1
E	Peppertree Apartment Homes	221 Peppertree Ln, Winchester	1.7 mi	177,942	1987	B	3
F	Blue Ridge Apartments	2260 Wilson Blvd, Winchester	1.6 mi	176,500	1989	B	2
G	Orchardcrest Apartments	2524 Wilson Blvd, Winchester	1.5 mi	133,170	1974	C	3
H	Preston Place	113 Brigstock Dr, Winchester	0.1 mi	72,748	1995	B	3
I	Harrison Plaza	2310 Valor Dr, Winchester	1.7 mi	66,201	2023	B	2
J	Treetops Park	400 Treetops Ln, Winchester	1.7 mi	64,736	1990	B	2

Source: CoStar



Source: CoStar

The land use in the subject’s immediate neighborhood consists of a significant amount of commercial property, comprising of a mix of many property types. Commercial uses in the area include the retail, multi-family, industrial, and office. The following chart illustrates the concentration of multifamily and office compared to industrial and retail properties.



RECENT DEVELOPMENT

Based on CoStar's research, there appears to be 7 projects that have been recently developed. All of these projects are perceived to be within 1.7 miles of the subject. The range in size of developments is 3,900 SF to the largest development of 1,023,120 SF. Overall, the average size of recent developments in the area is 186,889 SF.

The following table details our findings:



PIN	NAME	ADDRESS, CITY	DIST TO SUBJ	RBA	TYPE	CLASS
A	One Logistics Park Building 2	1251 Coverstone Dr, Winchester	0.8 mi	1,023,120	Industrial	A
B	Airport Parc Building F	371 Admiral Byrd Dr, Winchester	0.6 mi	116,000	Industrial	A
C	Harrison Plaza	2310 Valor Dr, Winchester	1.7 mi	66,201	Multi-Family	B
D		2500 Trex Way, Winchester	0.8 mi	64,000	Flex	0
E		230 Hope Dr, Winchester	1.6 mi	20,000	Retail	B
F		741-1 Airport Rd, Winchester	0.9 mi	15,000	Specialty	B
G	Hang 10 Car Wash	301 Crossover Blvd, Winchester	0.9 mi	3,900	Specialty	B

Source: CoStar

DEVELOPMENT PIPELINE

Under Construction

Based on CoStar's research, there appears to be 5 projects that are currently under construction. All of these projects are perceived to be within 1.7 miles of the subject. The range in size of developments when completed is 3,500 SF to the largest development of 388,713 SF. Overall, the average size of future developments in the area is 92,143 SF.

The following table details our findings:



PIN	NAME	ADDRESS, CITY	DIST TO SUBJ	RBA	TYPE	CLASS
A	The Local	230 Spring St, Winchester	1.7 mi	388,713	Multi-Family	B
B	Home2 Suites by Hilton Winchester	240 Crossover Blvd, Winchester	0.9 mi	45,000	Hospitality	B
C	Rutter's	1486 Millwood Pike, Winchester	1.1 mi	13,500	Retail	B
D	The Learning Experience	175 Crossover Blvd, Winchester	1.1 mi	10,000	Retail (Strip Cer B	
E	Navy Federal Credit Union	185 Crossover Blvd, Winchester	1.1 mi	3,500	Retail (Strip Cer B	

Source: CoStar

Proposed

Based on CoStar's research, there appears to be 10 projects that are proposed for construction. All of these projects are perceived to be within 1.7 miles of the subject. The range in size of proposed developments is 6,000 SF to the largest proposed development of 589,680 SF. Overall, the average size of proposed developments in the area is 176,014 SF.

The following table details our findings:



PIN	NAME	ADDRESS, CITY	DIST TO SUBJ	RBA	TYPE	CLASS
A	One Logistics Park Lot 6	1251 Coverstone Dr, Winchester	0.8 mi	589,680	Industrial	0
B	One Logistics Park Building 1	1251 Coverstone Dr, Winchester	0.7 mi	364,934	Industrial	A
C	One Logistics Park Lot 7	1251 Coverstone Dr, Winchester	1.0 mi	339,660	Industrial	0
D	One Logistics Park Lot 8	1251 Coverstone Dr, Winchester	1.1 mi	234,360	Industrial	0
E	One Logistics Park Lot 5	1251 Coverstone Dr, Winchester	0.8 mi	170,100	Industrial	0
F		140 Weems Ln, Winchester	1.7 mi	26,000	Multi-Family	B
G		741 Airport Rd, Winchester	1.1 mi	15,600	Specialty	0
H	SHOPPES AT CROSSOVER	201 Crossover Blvd, Winchester	1.0 mi	7,810	Retail	B
I	Wawa	200 E Crossover Blvd, Winchester	1.0 mi	6,000	Retail	B
J	Wawa	200 E Crossover Blvd, Winchester	1.0 mi	6,000	Retail	B

Source: CoStar

ECONOMIC INFLUENCES

The local area economic status is important to recognize as the measurement of income levels provides an indication of the ability of the area population to buy, rent and maintain property. The economic status of an area also provides an indication of the population's appetite for goods and services. Relevant economic information includes income levels, property ownership vs. rent, property rent levels, rent level trends, property vacancy and new construction.

The vast majority of the housing units within the area are owner-occupied, which contrasts with relative similarity to other parts of Winchester.

GOVERNMENT INFLUENCE

Governmental considerations relate to zoning, building codes, regulations, flood plain restrictions, special assessment, property tax and empowerment zones.

Zoning in the area is mixed, including commercial, residential and industrial designations. Zoning code is enforced by the municipality and enforcement in all areas of Frederick County is considered to be strong. Rezoning is typically discouraged and requires public input in all municipalities. Building codes are in force and require a certain standard of construction quality and design. This is a typical influence on properties similar to the subject and falls in line with the zoning classification.

Property taxes in the area are established by Frederick County and are assessed based on valuation. Considering broad authority of the county administration, the assessments in the neighborhood are similar to other neighborhoods in the metropolitan area. There are no known special assessments that affect property in the neighborhood.

ACCESS/PUBLIC TRANSPORTATION

With the existing transportation system, most areas of metropolitan Winchester and Frederick County are accessible from the subject neighborhood and access is considered good for the area.

ENVIRONMENTAL INFLUENCES

The subject area is considered to be a typical neighborhood with average building size and density. There are no extraordinary topographical features, nuisances or hazards. Public utilities are available in most all areas in quantities from public and private sources. The area has both public and private schools in adequate supply and quality.

LOCAL AREA SUMMARY

The market benefits from a diverse blend of residential, commercial, and community uses and close proximity to many recreational activities. Although the area suffered during the recession of the late 2000's and into the 2010's, the market has been strengthening since roughly 2011-2012, due to the good livability factors associated with the region. Commercial property like the subject have been steadily appreciating the past several years.

The outlook for this market area is good into the foreseeable future.

SITE DESCRIPTION

The subject consists of ten hypothetical parcels with each parcel averaging 11,000 SF, which is based on information obtained from GIS measurement performed by the appraiser. For the purposes of this report, we have relied on this site area and reserve the right to amend our analysis upon receipt of a formal legal plan.

Number of Hypothetical Parcels	10
Assessor Parcels	64A-45D (Building A), 64A-45D (Building B), 64A-45D (Building C), 64A-45D (Building D), 64A-45D (Building E), 64A-45D (Building F), 64A-45D (Building G), 64A-45D (Building H), 64A-45D (Building I), 64A-45D (Building J)
Land Area	Square Feet Acres
Economic Unit (Primary) Site Size	110,000 2.5
Usable Site Size	110,000 2.5
Total Land Area	110,000 2.5
Improved Parcels	3 (Building A, Building B, and Building J)
Unimproved Parcels	7 (All are Finished)
Permitted Building Height	35'
Floor Area Ratio (FAR)	1.00 Permitted
Site Topography	Level to Sloping At street grade
Site Shape	Generally Rectangular
Site Grade	At street grade
Site Quality	Good
Site Access	Good
Site Exposure	Average
Site Utility	Above Average
Utilities	
Water	Public
Sewer	Public
Electricity	Public
Garbage	Private
Adjacent Properties	
North	Residential Single Family/Airport
South	Office
East	Office/Airport
West	Opens Space
Accessibility	Access to the subject site is considered good overall.

SITE INFORMATION (HYPOTHETICAL)				
APN Number	PRIMARY		TOTAL	
	SF	ACRES	SF	ACRES
64A-45D (Building A)	11,000	0.25	11,000	0.25
64A-45D (Building B)	11,000	0.25	11,000	0.25
64A-45D (Building C)	11,000	0.25	11,000	0.25
64A-45D (Building D)	11,000	0.25	11,000	0.25
64A-45D (Building E)	11,000	0.25	11,000	0.25
64A-45D (Building F)	11,000	0.25	11,000	0.25
64A-45D (Building G)	11,000	0.25	11,000	0.25
64A-45D (Building H)	11,000	0.25	11,000	0.25
64A-45D (Building I)	11,000	0.25	11,000	0.25
64A-45D (Building J)	11,000	0.25	11,000	0.25

STREET & TRAFFIC DETAIL

Street Improvements	Type	Direction	Lights	Curbs	Sidewalks	Signals	Median	Parking	Center Lane	Bike Lane
Aviator Place	Neighborhood street	Two-Way		x	x			x		
Pilot Circle	Cul-de-sac	Two-Way		x	x			x		
Airman Way	Neighborhood street	Two-Way		x	x			x		

**Exposure & Visibility
Zoning**

Exposure of the subject is average overall.

General Business District (B-2); The intent of this district is to provide large areas for a variety of business, office and service uses. General business areas are located on arterial highways at major intersections and at interchange areas. Businesses allowed involve frequent and direct access by the general public but not heavy truck traffic on a constant basis other than that required for delivery of retail goods. General business areas should have direct access to major thoroughfares and should be properly separated from residential areas. Adequate frontage and depth should be provided, and access should be properly controlled to promote safety and orderly development. Nuisance factors are to be avoided. The North American Industry Classification System (NAICS) may be used to assist the Zoning Administrator in classifying the permitted uses.

ZONING	
Designation	General Business District (B-2)
Zoning Authority	Frederick County
Permitted Uses	<ul style="list-style-type: none"> •Veterinary services with all activities and animals kept within the fully enclosed primary structure, excluding livestock •Pet Care (excluding Veterinary) Services, with all activities and animals kept within fully enclosed primary structure •Wired and Wireless Telecommunication Carriers (excluding Satellite) •Broadcasting and Content Providers •Building Materials and Garden Equipment Supplies Dealers •Retail Trade excluding Manufactured (Mobile Home) Dealers and Tire Dealers •Food and Beverage Retailers, excluding Fruit and Vegetable Stands •Motor Vehicle and Parts Dealers •Gasoline Stations with or without Convenience Stores, excluding Fuel Dealers •Automotive Oil Change and Lubrication Shops •Food services, Restaurants and Other Eating Places •Offices of Real Estate, Finance, and Insurance •Hotels and Motels, Dormitories, Rooming/Boarding Houses, and Travelers accommodations excluding RV Parks and Camps •Personal Care Services including Hair, Nail, Beauty Salon, and Barber Shops, excluding Escort Services; Turkish Baths; and Steam Baths •Coin-Operated Laundries and Drycleaners •Death Care Services excluding Cemeteries •Professional, Scientific, and Technical Services, excluding the following: Outdoor Display Advertising, Research and Development Services, and Test Laboratories including General Business Offices •Services to Building and Dwellings including Pest Control, Janitorial Services, and Carpet Cleaning Services excluding Landscape Service and Product Sterilization •Car washes •Personal and Household Goods Repair and Maintenance excluding Motorcycle Repair •Consumer Goods Rental excluding Lawn and Garden equipment •Movie Theaters, excluding Drive-In Theatres •Amusement, Arts, Gambling, and Recreation Industries excluding Amusement Parks, Theme Parks, and Outdoor Shooting •Commercial Sport and Recreation Clubs (as defined) •Health Care Services including Skilled Nursing Facilities •Adult and Child Day-Care facilities •Model Homes Sales Offices •Self-Service Storage Facilities •Public Administration and Government Support Buildings, including Fire and Ambulance Services •Public Utilities excluding energy-generating facilities •Residential uses which are accessory to allowed business uses •Parks •Religious, Grantmaking, Civic, Professional, and Similar Organizations •Libraries •Household Appliances and Electrical and Electronic Goods Merchant Wholesalers excluding accessory outdoor storage •Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers excluding
Zoning URL	https://ecode360.com/13804443#13804443
Current Use	Low-Rise Office & Vacant Sites
Current Use Legally Permitted	Yes
Conforming Use	Yes
Zoning Change	Not Likely
Max Permitted Height	35'
Max Permitted Floor Area Ratio (FAR)	1.00
Min Permitted Landscaped Area (% of lot area)	15%
Min Permitted Yard Setbacks	
Front (Feet)	50' on primary or arterial highways : 35' on collector or minor streets
Rear (Feet)	None Stated
Side (Feet)	None Stated

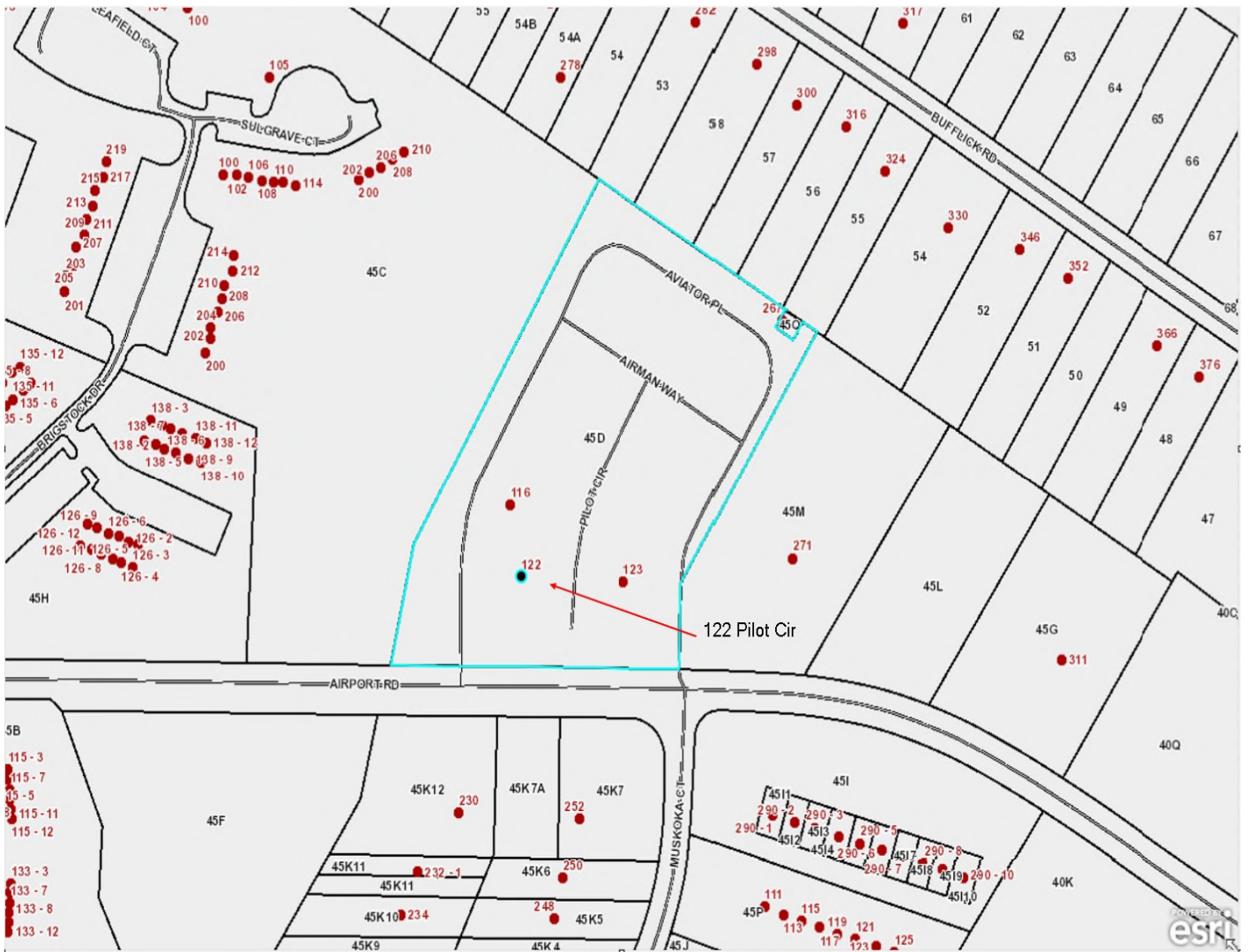
Source: Frederick County Planning & Zoning Department

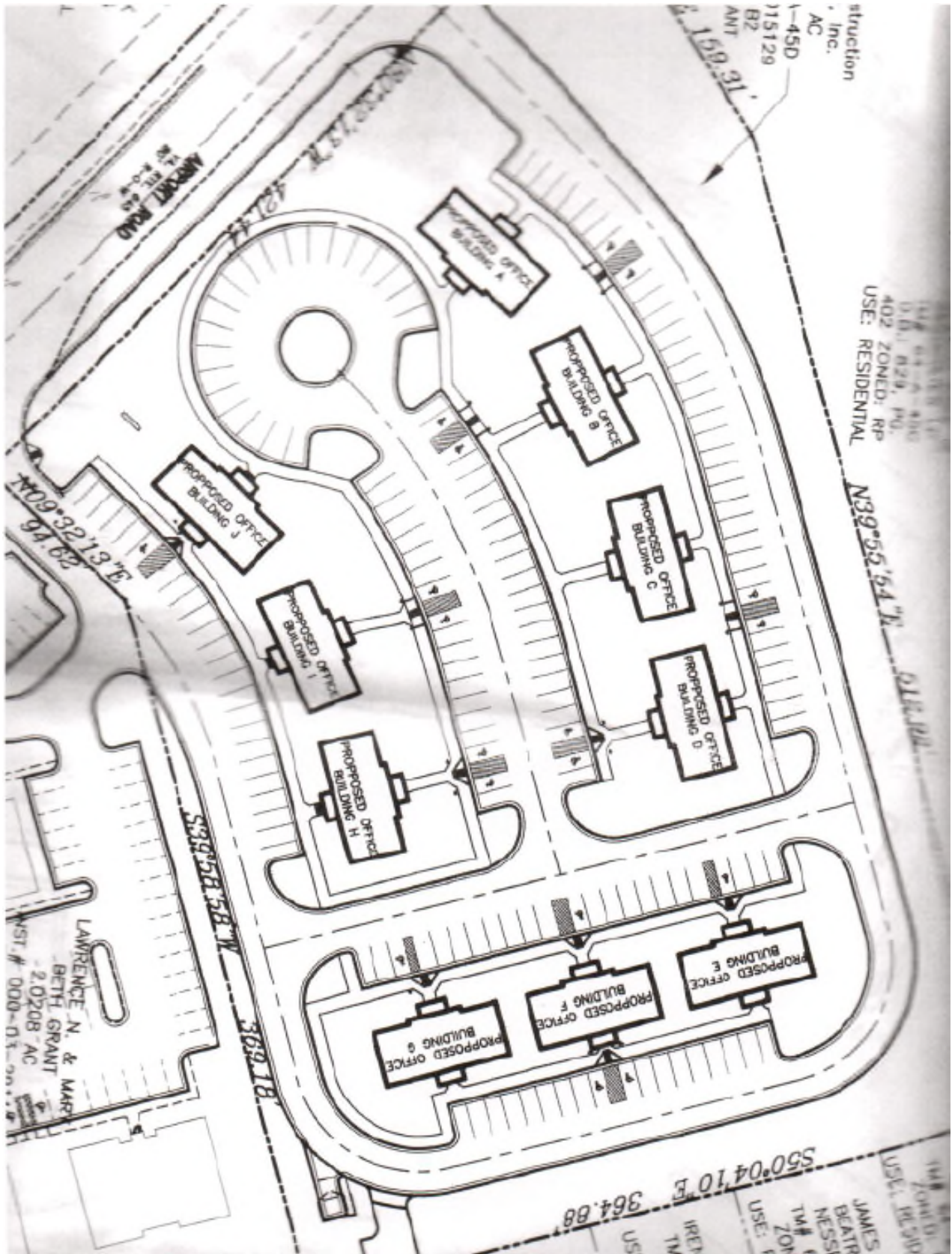
Flood Plain Zone X (Unshaded). This is referenced by Panel Number 0219E, dated January 29, 2021. Zone X (unshaded) is a moderate and minimal risk area. Areas of moderate or minimal hazard are studied based upon the principal source of flood in the area. However, buildings in these zones could be flooded by severe, concentrated rainfall coupled with inadequate local drainage systems. Local storm water drainage systems are not normally considered in a community's flood insurance study. The failure of a local drainage system can create areas of high flood risk within these zones. Flood insurance is available in participating communities, but is not required by regulation in these zones. Nearly 25% of all flood claims filed are for structures located within these zones. Minimal risk areas outside the 1% and 0.2% annual chance floodplains. No BFEs or base flood depths are shown within these zones. (Zone X (unshaded) is used on new and revised maps in place of Zone C.)

Easements A preliminary title report was not available for review. During the property inspection, no adverse easements or encumbrances were noted. This appraisal assumes that there are no adverse easements present. If questions arise, further research is advised.

Soils	A detailed soils analysis was not available for review. Based on the development of the subject, it appears the soils are stable and suitable for the existing improvements.
Hazardous Waste	I have not conducted an independent investigation to determine the presence or absence of toxins on the subject. If questions arise, the reader is strongly cautioned to seek qualified professional assistance in this matter. Please see the Assumptions and Limiting Conditions for a full disclaimer.
Site Rating	Overall, the subject hypothetical sites are considered good as finished office sites in terms of their location, access to employment, education and shopping centers, based on its location southeast of the City of Winchester and just west of Winchester Regional Airport.

GIS MAP

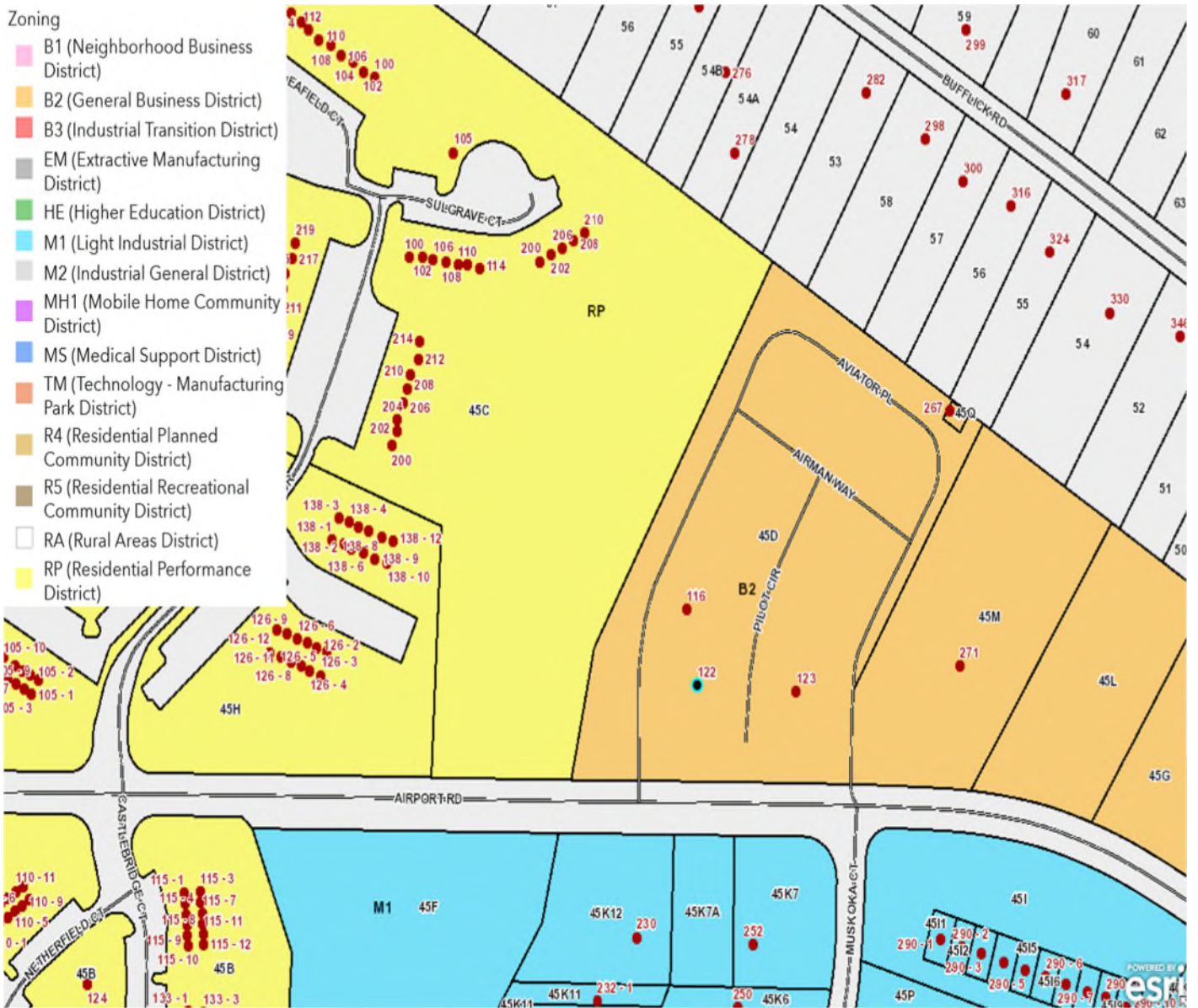




ZONING MAP

Zoning

- B1 (Neighborhood Business District)
- B2 (General Business District)
- B3 (Industrial Transition District)
- EM (Extractive Manufacturing District)
- HE (Higher Education District)
- M1 (Light Industrial District)
- M2 (Industrial General District)
- MH1 (Mobile Home Community District)
- MS (Medical Support District)
- TM (Technology - Manufacturing Park District)
- R4 (Residential Planned Community District)
- R5 (Residential Recreational Community District)
- RA (Rural Areas District)
- RP (Residential Performance District)



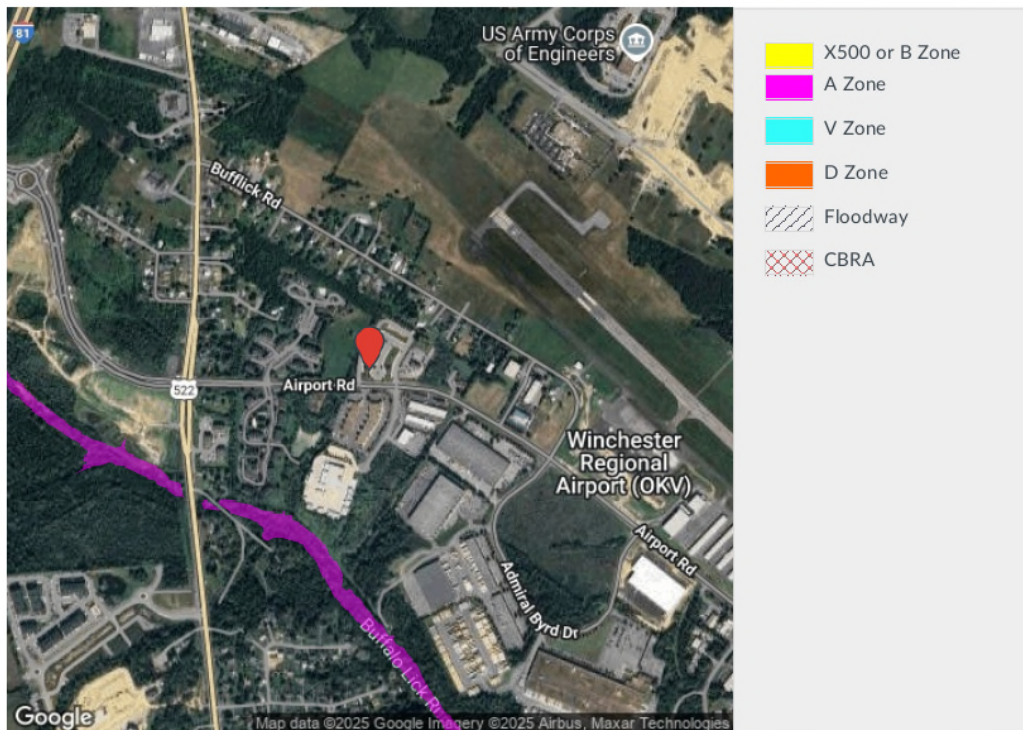
122 PILOT CIR WINCHESTER, VA 22602-7343

LOCATION ACCURACY: 📍 Excellent

Flood Zone Determination Report

Flood Zone Determination: **OUT**

COMMUNITY	510063	PANEL	0219E
PANEL DATE	January 29, 2021	MAP NUMBER	51069C0219E



IMPROVEMENT DESCRIPTION

The information presented below is a basic description of the existing improvements on three of the hypothetical sites that is used in the valuation of the property. Reliance is placed on information provided by sources deemed dependable for this analysis. It is assumed that there are no hidden defects, and that all structural components are functional and operational, unless otherwise noted. If questions arise regarding the integrity of the improvements or their operational components, it may be necessary to consult additional professional resources.

Overview

Property Type	Three Low-Rise Office Buildings
Tenancy	Each Building is Owner-Occupied
Net Rentable Area (NRA)	9,660
Gross Building Area (GBA)	9,660
Ground Floor SF	5,796
Total Buildings	3
Floors	1 - 2
Year Built	2008 - 2012; (2010 weighted)
Age/Life Analysis	
Actual Age	15
Effective Age	5
Economic Life	45
Remaining Economic Life	40
Overall Building Quality	Good
Overall Building Condition	Good
Overall Building Appeal	Good
Parking Ratio	4.3 / 1,000 SF NRA

Size The net rentable area (NRA) and gross building area (GBA) are taken from public records and confirmed during site inspection.

BUILDING INFORMATION									
BUILDING	GBA	NRA	YEAR BUILT	YEAR REN.	ACT. AGE	EFF. AGE	ECON. LIFE	REM. LIFE	STRC TYPE
Building A	3,864	3,864	2008	2008	17	5	45	40	Office
Building J	1,932	1,932	2008	2008	17	5	45	40	Office
Building B	3,864	3,864	2012	2012	13	5	45	40	Office
TOTAL	9,660	9,660	2008 - 2012	2008 - 2012	15	5	45	40	

Foundation	All buildings are constructed on concrete foundations. Buildings A and B are two-story office structures, each featuring walkouts on both levels due to the sloped topography of the site. Building J is a single-story office structure.
Exterior Walls	Brick/Wood
Roof	Gable Style
Elevator	None. Both two-level buildings have walkouts on both levels.
Heating, Ventilation, & Air Conditioning (HVAC)	HVAC

Insulation	Assumed to be standard and to code for both walls and ceilings
Lighting	Combination of suspended and flush mounted fluorescent lighting
Electrical	Assumed adequate and to code
Interior Walls	Drywall w/ molding
Doors and Windows	Glass/Metal exterior doors with Wood interior doors & Double Hung windows
Ceilings	Drywall
Plumbing	Each office building features break rooms with stove/range and refrigerators, and multiple bathrooms.
Floor Covering	A variety of commercial floor coverings including LVP, tile, and carpet.
Fire Protection	No wet/dry system
Interior Finish/Build-Out	The buildings have good quality finishes and are in good condition. Each building has private offices, conference rooms, bullpen area, bathrooms, break rooms, reception area, and utility rooms.
Site Improvements	The subject development has paved circulation roads and paved and striped parking. There are porticos at each level entrance and each improved site has water and sewer taps.
Landscaping	A variety of trees, shrubbery, and grass.
Parking	The business park has 4.3 spaces per 1,000 square feet of NRA. All parking and roadways are in-place as of the effective date.
Deferred Maintenance	There were no signs of deferred maintenance at the time of inspection.
Functional Design	<p>The buildings have functional low-rise office designs with typical site coverage and adequate off-street parking.</p> <p>Although some properties appear to be comparable, the design and layout of the interior can significantly affect the usability and subsequent marketability of the subject. Additionally, if the improvements are spread out among several buildings can negatively or positively affect marketability as well. The subject is fairly flexible and could be used for a number of different specific office end uses. The design appears adequate for the subject's current use. There is nothing worth noting besides nominal elements that would be deemed as "functional obsolescence."</p>
Hazardous Materials	A Phase I report was not provided. This appraisal assumes that the improvements are constructed free of all hazardous waste and toxic materials, including (but not limited to) unseen asbestos and mold. Please refer to the Assumptions and Limiting Conditions section regarding this issue.

MARKET ANALYSIS

In this section, market conditions which influence the subject are analyzed. An overview of office supply and demand conditions for the Winchester, VA-WV market and Frederick County submarket are presented. Key supply and demand statistics for the most recent quarter, last year and historical averages over the past 10 years are summarized in the tables below.

OFFICE MARKET AND SUBMARKET DATA SUMMARY (10 YEARS)					
		INVENTORY SUPPLY (SF)		VACANCY (%)	
QTR	YEAR	MARKET	SUBMARKET	MARKET	SUBMARKET
Q1	2025	3,673,848	1,333,186	4.7%	6.5%
Q4	2024	3,673,848	1,333,186	4.9%	7.0%
Q3	2024	3,673,848	1,333,186	4.4%	6.3%
Q2	2024	3,673,848	1,333,186	3.7%	5.7%
	2024	3,673,848	1,333,186	4.9%	6.0%
	2023	3,673,848	1,333,186	3.9%	6.1%
	2022	3,673,848	1,333,186	1.3%	1.4%
	2021	3,673,848	1,333,186	3.0%	2.4%
	2020	3,673,848	1,333,186	3.1%	3.5%
	2019	3,673,848	1,333,186	2.7%	2.4%
	2018	3,427,848	1,087,186	5.0%	5.1%
	2017	3,307,848	967,186	1.7%	0.7%
	2016	3,299,448	958,786	2.2%	1.4%
	2015	3,307,839	967,177	4.0%	5.5%

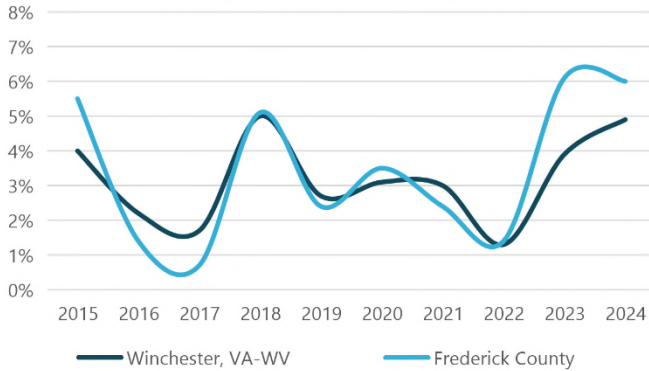
		RENT \$/SF		NET ABSORPTION (SF)	
QTR	YEAR	MARKET	SUBMARKET	MARKET	SUBMARKET
Q1	2025	\$20.86	\$20.61	8,628	6,934
Q4	2024	\$20.74	\$20.35	(18,812)	(9,099)
Q3	2024	\$21.43	\$22.32	(24,892)	(8,132)
Q2	2024	\$22.03	\$22.45	(1,168)	3,513
	2024	\$20.74	\$22.45	(38,241)	(11,897)
	2023	\$21.27	\$21.98	(94,169)	(63,522)
	2022	\$23.36	\$24.31	60,833	13,371
	2021	\$19.22	\$15.26	6,001	14,768
	2020	\$17.83	\$17.66	(17,505)	(14,510)
	2019	\$16.16	\$18.93	319,921	269,634
	2018	\$17.91	\$19.60	6,281	71,353
	2017	\$16.33	\$16.26	19,998	15,395
	2016	\$16.16	\$15.14	51,505	31,115
	2015	\$15.94	\$15.36	2,559	(2,203)

Source: CoStar Property®

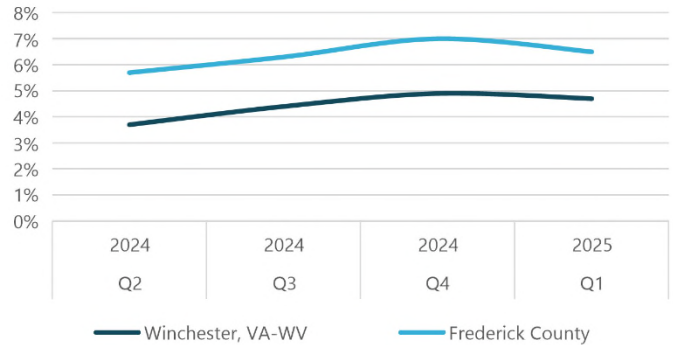
VACANCY

The following tables provide visual illustration of the long term and short term office vacancy for the Winchester, VA-WV market and Frederick County submarket.

LONG TERM VACANCY



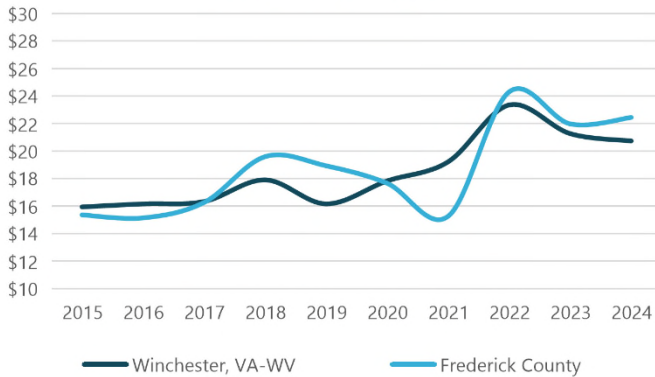
SHORT TERM VACANCY



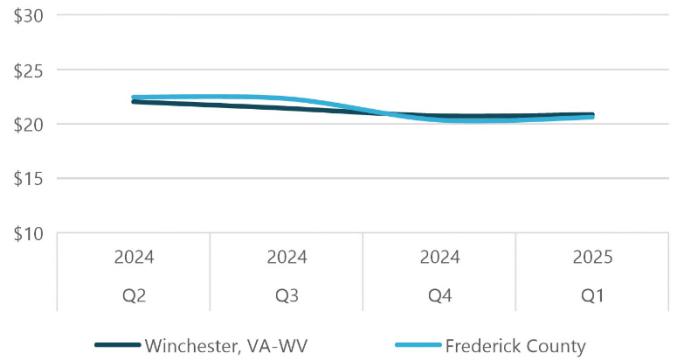
RENTAL RATES

The following tables provide a visual illustration of rental office trends for the Winchester, VA-WV market and Frederick County submarket in the short and long term:

LONG TERM RENT



SHORT TERM RENT



DELIVERIES

The following tables provides the recently delivered and under construction office supply for the Winchester, VA-WV market and Frederick County submarket:

DELIVERIES (SF)						
QTR	YEAR	MARKET	% OF TOTAL	SUBMARKET	% OF TOTAL	
Q1	2025	0	0.0%	0	0.0%	
Q4	2024	0	0.0%	0	0.0%	
Q3	2024	0	0.0%	0	0.0%	
Q2	2024	0	0.0%	0	0.0%	
	2024	0	0.0%	0	0.0%	
	2023	0	0.0%	0	0.0%	
	2022	0	0.0%	0	0.0%	
	2021	0	0.0%	0	0.0%	
	2020	0	0.0%	0	0.0%	

UNDER CONSTRUCTION (SF)						
QTR	YEAR	MARKET	BUILDINGS	SUBMARKET	BUILDINGS	
Q1	2025	0	0	0	0	
Q1	2024	0	0	0	0	
Q1	2023	0	0	0	0	
Q1	2022	0	0	0	0	
Q1	2021	0	0	0	0	

CONCLUSION

Overall, owner-users and investors would recognize these general office conditions and the subject’s positioning in the immediate market area as having a positive overall influence when contemplating purchase of the subject.

SUBJECT PROPERTY ANALYSIS

The subject consists of ten hypothetically divided sites, with an average estimated site area of approximately 11,000 square feet. Site areas were approximated using the Frederick County GIS mapping system's measuring tool. Three of the sites are improved with low-rise office buildings, while the remaining sites are finished and include finished curb and surface parking. The three office buildings collectively contain 9,660 square feet of Net Rentable Area (NRA) and are configured as either one- or two-story structures. The subject is located in Winchester, Frederick County, Virginia. The improved sites are currently owner-occupied and reflect an analyzed occupancy level of 100.0%. The unimproved sites are not in use and are vacant.

The market generally classifies the subject improved and unimproved sites as good quality office buildings and office sites, that if exposed to the open market would command good interest from local buyers that are actively pursuing similar properties in the subject's price range. Currently there is steady buyer demand, while there is limited availability for this property type on the supply side.

Based on the above factors the subject is considered to have above average investment appeal. Further, the subject is considered to have good overall tenant appeal with a typical competitive position for attracting and retaining tenants.

The following SWOT Analysis chart summarizes the major property strengths and weaknesses while outlining potential opportunities or threats to the subject's competitive position and overall marketability.

STRENGTHS, WEAKNESSES, OPPORTUNITIES & THREATS

STRENGTHS

The subject improvements have been well-maintained and are in good condition. Additionally, the two-level structures can be used for single or multi-tenancy with little to no work.

The subject lots as divided, and the improved parcels are in a pricing range that is marketable to a large buying pool of owner-users.

The subject is located adjacent to the Winchester Regional Airport southeast of the City of Winchester.

WEAKNESSES

No significant weaknesses noted.

OPPORTUNITIES

The area has a strong growing median household income, which is expected to continue into the foreseeable future (please see the "Local Area Analysis" Section).

THREATS

No significant threats noted.

HIGHEST & BEST USE ANALYSIS INTRODUCTION

The highest and best use of the subject provides the foundation for the valuation section. Highest and best use is defined in the 6th edition of *The Dictionary of Real Estate Appraisal* (Appraisal Institute, Chicago, 2015), as follows:

The reasonably probable use of property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity.

Highest and best use analysis uses the following steps for the subject:

- ▶ Highest & Best Use As-Vacant
- ▶ Determination of the ideal improvements
- ▶ Highest & Best Use As-Improved
- ▶ Conclusion of the Highest & Best Use

The analysis of highest and best use can be thought of as the logical end of a spectrum of market analysis procedures, running from the macroeconomic overview of a general market study, through more detailed marketability studies and analyses of financial feasibility, to the formal analysis of highest and best use. In theory, the highest and best use is commonly described as that reasonable and most profitable use that will support its highest present value. The highest and best use, or most profitable use, must be legally permissible, physically possible, financially feasible, and maximally productive.

This section develops the highest and best use of the subject As-Vacant and As-Improved. The unimproved sites are analyzed as-vacant only.

AS VACANT ANALYSIS

In this section the highest and best use of the subject sites as-vacant is concluded after taking into consideration financial feasibility, maximal productivity, marketability, legal, and physical factors.

Legally Permissible

Private restrictions, zoning, building codes, historic district controls, and environmental regulations are considered, if applicable to the subject site. The legal factors influencing the highest and best use of the subject site are primarily government regulations such as zoning ordinances. Permitted uses of the subject's General Business District (B-2) include a large array of office, retail, and general commercial use projects. See the "Zoning" Section for a full list of by-right uses. No zoning change is anticipated for the subject; therefore, uses outside of those permitted by the B-2 zoning are not considered moving forward in the as-vacant analysis.

Physical Possible

The test of what is physically possible for the subject site considers physical and locational characteristics that influence its highest and best use. In terms of physical features, the subject sites would total 2.5-acres (110,000 SF and 11,000 SF on average), they would be generally rectangular in shape and have a level to sloping topography. The sites have average exposure within an office park and good overall access. The subject is within a suburban location of Winchester, Virginia that is experiencing slower but relatively steady population growth. There are no physical limitations that would prohibit development of any of the by-right uses on the site.

Financial Feasibility

Based on the analysis of the subject's market and an examination of costs, newly constructed buildings similar to the subject buildings would have a value commensurate with their cost.

Maximum Productivity

There is only one use that creates value and at the same time conforms to the requirements of the first three tests. Financial feasibility, maximal productivity, marketability, legal, and physical factors have been considered and the highest and best use of the subject sites as-vacant concluded to be hold the sites for future office development or develop for an identified user.

AS IMPROVED ANALYSIS

The legal factors influencing the highest and best use of the subject are primarily governmental regulations such as zoning and building codes. The subject's improvements were constructed in 2008 - 2012; (2010 weighted) and are a legal, conforming use. The physical and location characteristics of the subject improvements have been previously discussed in this report. The project is of good quality construction and in good condition, with adequate parking ratios. Therefore, the improved properties as-improved, meet the physical and location criteria as the highest and best use of the properties.

In addition to legal and physical considerations, analysis of the subject as-improved requires consideration of alternative uses. The five possible alternative treatments of the property are demolition (not warranted as the improvements contribute substantial value to the site), expansion (not warranted, no excess or surplus land on each respective hypothetical site), renovation (not warranted), conversion (not applicable), and continued use "as-is".

Among the five alternative uses, as-improved with the division of ten sites is the Highest and Best Use of the subject As-Improved.

MOST PROBABLE BUYER

Based on the type of property and the predominant occupancy, an owner-user is the most likely buyer for both the improved and unimproved hypothetical sites.

COST APPROACH

The Cost Approach has limited applicability as the improvements were constructed 15 and 17 years ago and lack of market-based data to support an estimate of accrued depreciation. Based on the preceding information, the Cost Approach will not be presented.

IMPROVED SALES COMPARISON APPROACH

Considering the applicability of this approach in relation to the subject property's characteristics, we consider the application of this approach to be warranted for the three improved site (hypothetically divided) and the seven unimproved sites (hypothetically divided).

INCOME APPROACH

The subject property type is not typically analyzed on an income basis by buyers and sellers, reducing the applicability of this valuation technique. Therefore, the Income Approach is not developed.

Based on the agreed upon scope with the client, the subject's specific characteristics and the interest appraised, this appraisal developed the Sales Comparison Approach for the improved and unimproved hypothetical sites. The values presented represent the As-Divided (Fee Simple). This appraisal does not develop the Cost and Income Approaches, the impact of which is addressed in the reconciliation section.

The Valuation will be presented in the following order:

- ▶ Sales Comparison Approach – Vacant Sites
- ▶ Sales Comparison Approach – Improved Sites
- ▶ Reconciliation of Value Conclusions

SITE VALUATION INTRODUCTION

This section values the subject site by comparing it with substitute land sales or listings within the local market area or in competitive areas throughout the region. Land value is influenced by a number of factors; most notably development and use potential. These factors, as well as others, are factored in the following analysis.

Unit of Comparison - The most relevant unit of comparison for competing office land is the \$/SF. All of the comparable sales presented in this section were reported on this basis.

Adjustments - Adjustments to the comparable sales were considered and made when warranted for expenditures after purchase, property rights transferred, conditions of sale, financing terms, and market conditions.

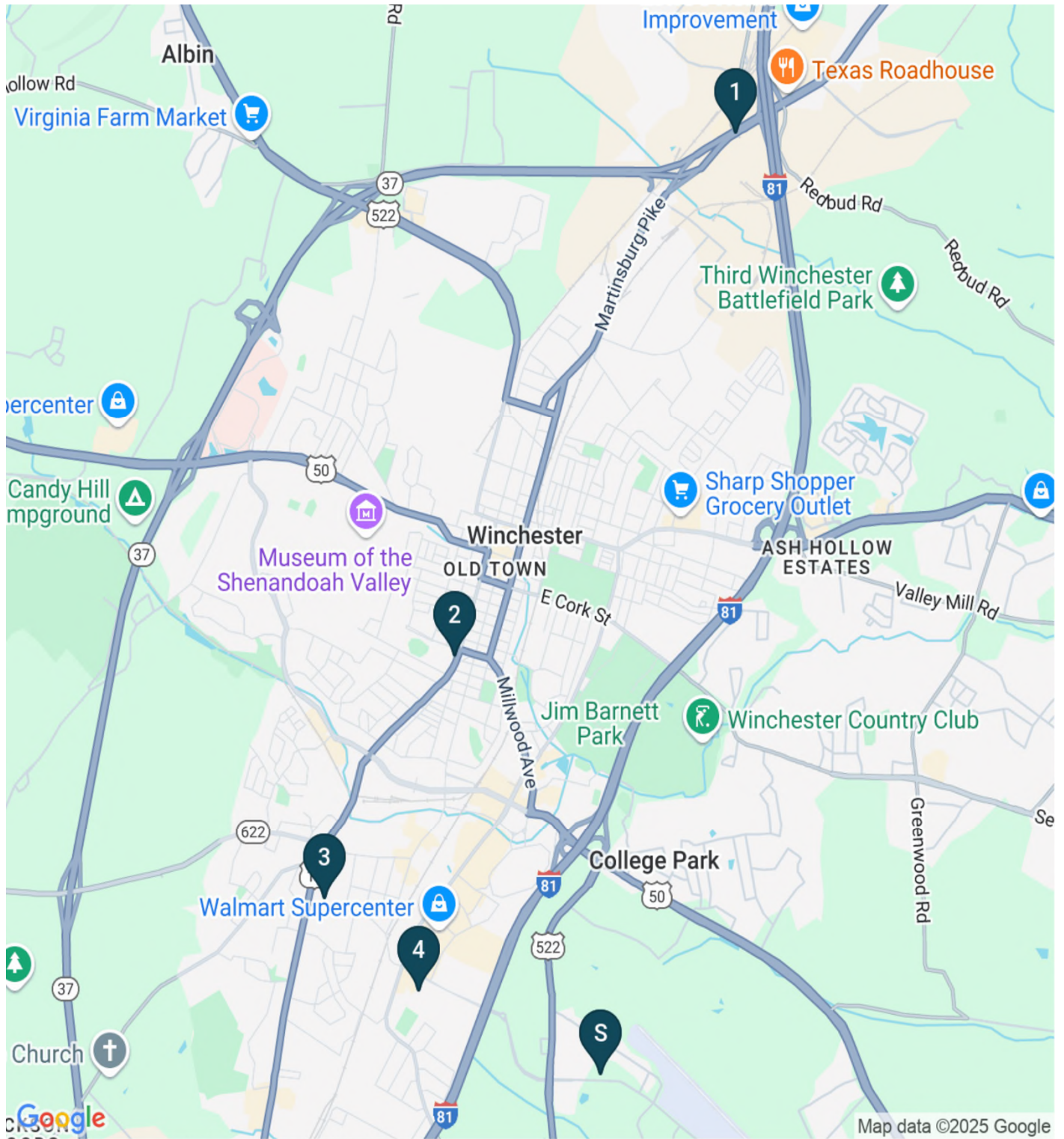
1. **Property Rights** – No property rights adjustments were needed.
2. **Financing** - The sales all reflected typical cash equivalent, lender-financed transactions and no adjustments were required for financing terms.
3. **Sale Conditions** - None of the comparables required a condition of sale adjustment, as all were confirmed to be arm's length transactions.
4. **Expenditures After Sale** - Expenses that the buyer incurs after purchase (demolition, cleanup costs, etc.). No adjustments are warranted based on review of the land sales and listing.
5. **Market Conditions (Time)** - Based on the analysis performed, which includes research and interpretation of value trends of the comparables presented herein, a market conditions adjustment of 5% is applied on an annual basis reflecting the relatively consistent appreciation that occurred between the oldest comparable sale date up through the effective valuation date.

Quantitative Adjustment Process - Quantitative percentage adjustments are also made for location and physical characteristics such as size, location quality, access, exposure, as well as other applicable elements of comparison. Where possible the adjustments applied are based on paired data or other statistical analysis.

Comparable Selection - A thorough search was made for similar land sales in the area. The parameters of the survey were highest and best use, zoning, proximity to the subject, size, and date of sale. In selecting comparables, emphasis was placed on confirming recent sales of sites that are similar to the subject in terms of location and physical characteristics. Overall, the sales used represent the best comparables available for this analysis.

Presentation - The following Land Sales Comparison Table, location map and exhibits summarize the sales data. Following these items, the sales are adjusted for applicable elements of comparison and the site value is concluded.

LAND SALES COMPARISON TABLE										
SUBJECT		COMP 1		COMP 2		COMP 3		COMP 4		
Address	Pilot/Airman/Aviator	Loc 48C, Amoco Ln		301 Crossover Blvd		330 Hope Dr (Lot 1)		Lot 3C, 2600 S Pleasant Valley Rd		
City	Winchester	Winchester		Winchester		Winchester		Winchester		
State	VA	VA		VA		VA		VA		
Zip	22602	22603		22601		22601		22601		
County	Frederick	Frederick		Winchester		Winchester City		Winchester City		
Submarket	Frederick County	Frederick County		Winchester City		Winchester City		Winchester City		
Parcel(s)	Multiple	43-A-48C		292-02- - 2K-		270-06-1		292-02-3C		
SALE INFORMATION										
Transaction Price		\$995,000		\$1,525,000		\$975,000		\$800,000		
Transaction Price \$/SF		\$23.07		\$24.14		\$8.61		\$20.87		
Property Rights ¹		Fee Simple		Fee Simple		Fee Simple		Fee Simple		
Financing ²		Cash Equivalent		Cash Equivalent		Cash Equivalent		Cash Equivalent		
Sale Conditions ³		Active Listing		Arm's Length		Arm's Length		Arm's Length		
Expenditures After Sale ⁴		\$0		\$0		\$0		\$0		
Market Conditions ⁵		Listing		6/24/2022 14%		1/31/2024 6%		3/22/2024 6%		
Sale Status		Listing		Recorded		Recorded		Recorded		
Recording Number		-		000000001570		000000000176		000000000491		
Marketing Status		Open Market		Off Market		Open Market		Open Market		
Total Transactional Adjustments		\$0.00 0%		\$3.46 14%		\$0.54 6%		\$1.17 6%		
Adjusted \$/SF		\$23.07		\$27.60		\$9.15		\$22.04		
PHYSICAL INFORMATION										
Square Feet	10,000 SF Ave	43,124 10%		63,162 20%		113,256 30%		38,333 10%		
Location	Good	Good		Good		Good		Good		
Access	Good	Good		Good		Good		Good		
Exposure	Average	Good (15%)		Very Good (25%)		Good (15%)		Good (15%)		
Shape	Rectangular	Slightly Irregular 0%		Triangular 0%		Rectangular 0%		Rectangular 0%		
Development State	Finished w/ Parking	Finished 10%		Finished 10%		Finished 10%		Finished		
Topography	Level to Sloping	Generally Level		Level to Sloping		Level		Generally Level		
Zoning	B-2	B-2		CM-1		B-2		CM-1		
Total Physical Adjustments		\$1.15 5%		\$1.38 5%		\$2.29 25%		(\$1.10) (5%)		
Adjusted \$/SF		\$24.22		\$28.98		\$11.44		\$20.94		

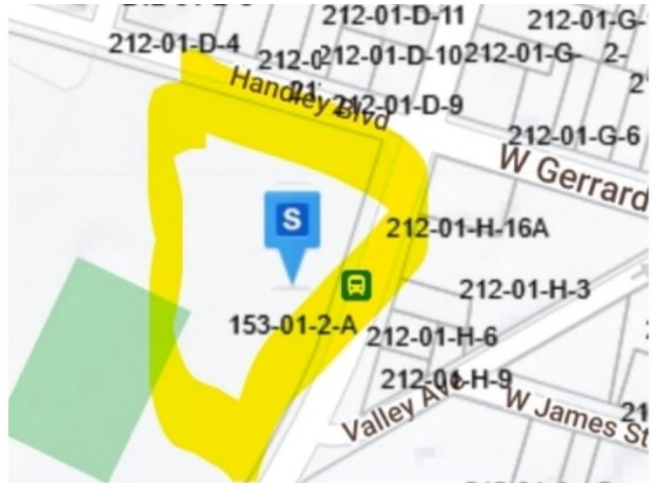


COMPARABLE	LABEL	ADDRESS	MILES FROM SUBJECT
COMPARABLE 1	1	Loc 48C, Amoco Ln, Winchester, VA, 22603	4.9
COMPARABLE 2	2	301 Crossover Blvd, Winchester, VA, 22601	2.3
COMPARABLE 3	3	330 Hope Dr (Lot 1), Winchester, VA, 22601	1.8
COMPARABLE 4	4	Lot 3C, 2600 S Pleasant Valley Rd, Winchester, VA, 22601	1.1

LAND SALE EXHIBITS



COMPARABLE 1



COMPARABLE 2



COMPARABLE 3



COMPARABLE 4

Sales Adjustment Discussion - The comparable land sales and listing indicate an overall unadjusted value range from \$8.61/SF to \$24.14/SF, and average of \$19.17/SF. After adjustments, the comparables indicate a range for the subject sites between \$11.44/SF and \$28.98/SF with an average of \$21.40/SF. The point of central tendencies lies in the \$20/SF to \$24/SF area. The adjustment process is described below.

Listing 1 (\$24.22/SF Adjusted) – This commercial parcel in Winchester, VA is listed for sale with an asking price of \$995,000. It is slightly irregular, generally level, and is zoned B-2. It is a newer, finished lot just north of Winchester City. This is an open market offering listed by Brett Haynes of OakCrest Commercial Real Estate. This comparable is adjusted downward for superior exposure and upward for a much larger size site and the site is finished but lacks finished curb and parking.

Sale 2 (\$28.98/SF Adjusted) – 301 Crossover Blvd in Winchester, VA sold on June 24, 2022, with a sales price of \$1,525,000. The 63,162 SF site was finished and has very good exposure. This comparable is adjusted downward for superior exposure and upward for the date of sale, it is a much larger site, and the site is finished less the curb and parking.

Sale 3 (\$11.44/SF Adjusted) – This B-2 zoned parcel on Hope Dr in the City of Winchester, VA sold on January 31, 2024, with a sales price of \$975,000. The lot is finished with utilities at-site. The parcel has retail in the immediate area and abuts two strip centers to the east and west. This was an open market transaction listed by Gillian Greenfield of Coldwell Banker Commercial. This comparable is adjusted downward for superior exposure and upward for the date of sale, a much larger site, and the site is finished less the curb and parking.

Sale 4 (\$20.94/SF Adjusted) – This parcel is identified as Lot 3C of 2600 S Pleasant Valley Rd in Winchester, VA. It was a new lot in a retail area at Crossover Blvd and S Pleasant Valley Rd. The parcel is fully paved and has been used for additional parking for other nearby retail tenants in the interim. Although the lot has an S Pleasant Valley Rd address, it does not have direct frontage. This was an open-market transaction listed by Andrew Segall of Segall Group. He is also noted as the buyer broker. This comparable is adjusted downward for superior exposure and upward for the date of sale and larger site size.

LAND VALUE CONCLUSIONS

The comparables indicate a unit value, based on a general bracketing analysis, between \$11.44/SF and \$28.98/SF. Based on the subject's overall locational and physical features, a unit value conclusion of \$22/SF is supported. The mean and median are close to the estimate and eliminating the high and low of the adjusted values, the general range of value is \$20/SF to \$24/SF. The following table summarizes the comparable land sales and listing analysis and applies the unit value conclusion to the site areas to provide an indication each site's As-Divided value.

LAND SALES COMPARISON APPROACH CONCLUSION (SF)							
TRANSACTION	PRICE	ADJUSTMENT			FINAL	NET ADJ	GROSS ADJ
		TRANSACTIONAL ¹	ADJUSTED	PROPERTY ²			
1	\$23.07	0%	\$23.07	5%	\$24.22	5%	35%
2	\$24.14	14%	\$27.60	5%	\$28.98	20%	69%
3	\$8.61	6%	\$9.15	25%	\$11.44	33%	61%
4	\$20.87	6%	\$22.04	(5%)	\$20.94	0%	31%
HIGH	\$24.14	14%	\$27.60	25%	\$28.98	33%	69%
AVG	\$19.17	7%	\$20.47	8%	\$21.40	15%	49%
MED	\$21.97	6%	\$22.56	5%	\$22.58	13%	48%
LOW	\$8.61	0%	\$9.15	(5%)	\$11.44	0%	31%
		SUBJECT SF		\$/SF	ROUNDED VALUE		
64A-45D (Building C)		11,000	x	\$22	\$240,000		
64A-45D (Building D)		11,000	x	\$22	\$240,000		
64A-45D (Building E)		11,000	x	\$22	\$240,000		
64A-45D (Building F)		11,000	x	\$22	\$240,000		
64A-45D (Building G)		11,000	x	\$22	\$240,000		
64A-45D (Building H)		11,000	x	\$22	\$240,000		
64A-45D (Building I)		11,000	x	\$22	\$240,000		

SALES COMPARISON APPROACH INTRODUCTION

In the Sales Comparison Approach, the value of a property is estimated by comparing it with similar, recently sold properties in the surrounding or competing areas. Inherent in this approach is the principle of substitution, which holds that when a property is replaceable in the market, its value tends to be set by the cost of buying an equally desirable property, assuming that no costly delay occurs in making the substitution. Through the analysis of sales of verified arm's-length transactions, market value and price trends are identified. The sales utilized are comparable to the subject in physical, functional, and economic characteristics.

Comparable Selection - Comparable sales are presented, which were selected due to their similarity in physical, locational, and qualitative attributes. They represent the most recent and relevant comparable sale available for this analysis. Emphasis was given to the subject's location and similarly positioned properties.

Unit of Comparison - The most relevant unit of comparison is the price per SF of GBA. This best reflects the unit of comparison used by buyers and sellers in this market for the subject type.

Adjustments - Adjustments to the comparable sales were considered and made when warranted for expenditures after purchase, property rights transferred, conditions of sale, financing terms, and market conditions.

1. **Property Rights** - No property rights adjustments were needed.
2. **Financing** - The sales all reflected typical cash equivalent, lender-financed transactions and no adjustments were required for financing terms.
3. **Sale Conditions** - None of the comparables required a condition of sale adjustment, as all were confirmed to be arm's length transactions.
4. **Expenditures After Sale** - Expenses that the buyer incurs after purchase (deferred maintenance, HVAC repairs, etc.). No adjustments are warranted based on review of the sales.
5. **Market Conditions (Time)** - Based on the analysis performed, which includes research and interpretation of value trends of the comparables presented herein, a market conditions adjustment of 5% is applied on an Annual basis reflecting the relatively consistent appreciation that occurred between the oldest comparable sale date up through the effective valuation date.

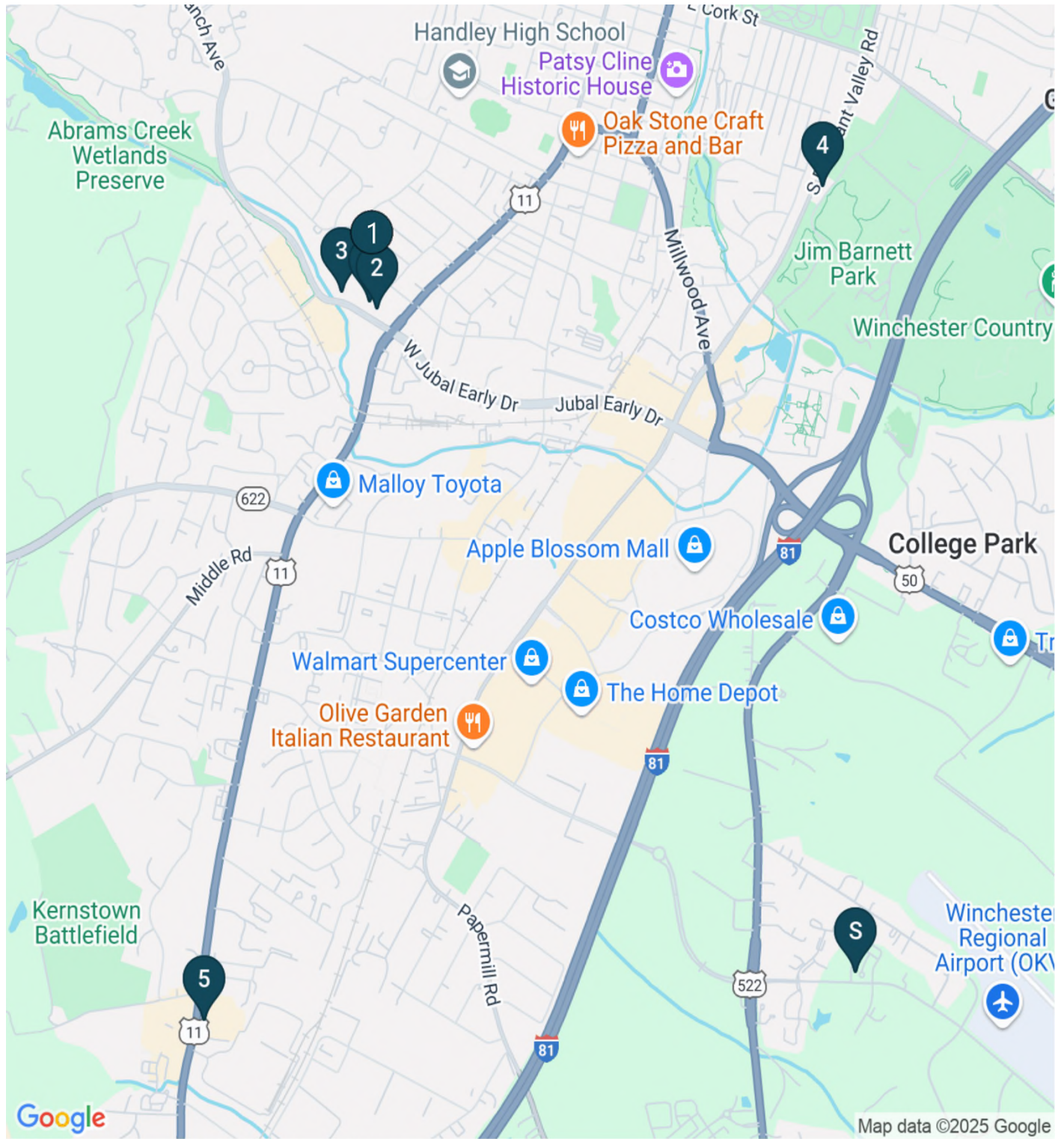
Quantitative Adjustment Process - Quantitative percentage adjustments are also made for location and physical characteristics such as size, age, site and parking ratios, access, exposure, quality and condition, as well as other applicable elements of comparison. Where possible the adjustments applied are based on paired data or other statistical analysis.

Presentation - The subject and comparable property attributes are presented on the following Improved Sales Comparison Table, location map and photographs. This is followed by analysis of the subject and comparable sales and the value conclusion indicated using the Sales Comparison Approach.

SALES COMPARISON APPROACH – IMPROVED SITES

(CONTINUED)

IMPROVED SALES COMPARISON TABLE										
SUBJECT	COMP 1	COMP 2	COMP 3	COMP 4	COMP 5					
Address	Aviator Pl/Pilot Cir/Airman Wy	440 W Jubal Early Dr, Unit 260	420 W Jubal Early Dr, Unit 105	500 W Jubal Early Dr, Unit 200	900 S Pleasant Valley Rd	3046 Valley Ave, Unit 101				
City	Winchester	Winchester	Winchester	Winchester	Winchester	Winchester				
State	VA	VA	VA	VA	VA	VA				
Zip	22602	22601	22601	22601	22601	22601				
County	Frederick	Winchester City	Winchester City	Winchester City	Winchester City	Winchester City				
Submarket	Frederick County	Winchester City	Winchester City	Winchester City	Winchester City	Winchester City				
Parcel Numbers	64A-45D	231/01 / 31/4/	231-01-35-105	231-01-36-100	214-08- - 2-	330-01- - 2-E101				
SALE INFORMATION										
Transaction Price	\$550,000	\$335,000	\$360,000	\$1,200,000	\$439,000					
Transaction Price \$/SF NRA	\$183	\$184	\$183	\$275	\$255					
Property Rights ¹	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple					
Financing ²	Cash Equivalent	Cash Equivalent	Cash Equivalent	Cash Equivalent	Cash Equivalent					
Sale Conditions ³	Arm's Length	Arm's Length	Arm's Length	Arm's Length	Arm's Length					
Expenditures After Sale ⁴	\$0	\$0	\$0	\$0	\$0					
Market Conditions ⁵	10/13/2023 8.1%	12/19/2024 1.9%	11/8/2024 2.5%	7/16/2024 4.1%	5/21/2025					
Sale Status	Recorded	Recorded	Recorded	Recorded	Recorded					
Marketing Status	Open Market	Open Market	Open Market	Open Market	Open Market					
Total Transactional Adjustments	\$15 8%	\$3 2%	\$5 3%	\$11 4%	\$0 0%					
Adjusted \$/SF (NRA)	\$198	\$187	\$188	\$286	\$255					
PHYSICAL INFORMATION										
NRA (SF)	3,220 SF (Ave)	3,000	1,823	1,969	4,368	1,723 (3%)				
Year Built/Ren	2008 - 2012; (2010 weighted)	2004	2004	2004	2007	2005				
Location	Good	Good	Good	Good	Good	Good				
Access	Good	Good	Good	Good	Good	Good				
Exposure	Average	Average	Average	Average	Average	Good (10%)				
Quality	Good	Good	Good	Good	Good	Good				
Condition	Good	Good	Good	Good	Good	Good				
Parking Ratio	4.3	3.7 3%	3.3 5%	3.6 3%	3.0 7%	3.5 3%				
Levels	1-2, All Walkouts	1, Walkout	1, Walkout	2, No Walkout 15%	1, Walkout	1, Walkout				
Office Buildout	Conventional	Conv. Medical 0%	Conv. Medical	Conv. Medical	Medical/Dental (10%)	Conventional				
Condominium	No	Yes 10%	Yes 10%	Yes 10%	No 0%	Yes 10%				
Other	None	None	None	None	4,000 SF Unfinished (20%)	None				
Zoning	B-2	PC	PC	B-2	RO1	B-2				
Total Physical Adjustments	\$26 13%	\$28 15%	\$53 28%	(\$66) (23%)	\$0 0%					
Adjusted \$/SF (NRA)	\$224	\$215	\$241	\$220	\$255					



COMPARABLE	LABEL	ADDRESS	MILES FROM SUBJECT
COMPARABLE 1	1	440 W Jubal Early Dr, Unit 260, Winchester, VA, 22601	2.2
COMPARABLE 2	2	420 W Jubal Early Dr, Unit 105, Winchester, VA, 22601	2.2
COMPARABLE 3	3	500 W Jubal Early Dr, Unit 200, Winchester, VA, 22601	2.3
COMPARABLE 4	4	900 S Pleasant Valley Rd, Winchester, VA, 22601	2.0
COMPARABLE 5	5	3046 Valley Ave, Unit 101, Winchester, VA, 22601	1.8

IMPROVED SALES PHOTOGRAPHS



COMPARABLE 1



COMPARABLE 2



COMPARABLE 3



COMPARABLE 4



COMPARABLE 5

Analysis of Comparable Sales - The comparable sales indicate an overall unadjusted unit value range from \$183/SF to \$275/SF, and an average of \$216/SF. After adjustments, the comparables indicate a range for the subject from \$215/SF to \$255/SF, and \$231/SF on average. The adjustment process is summarized below.

Sale No. 1 (\$224/SF Adjusted) - 440 W Jubal Early Drive, Unit 260 sold on October 13, 2023, with a sales price of \$550,000. The unit is built-out with standard medical office build (non-dental). The unit entrance is at-grade despite being on the upper level of the building due to sloping topography. This was an open market transaction that was listed by Paige Manuel of OakCrest Commercial Real Estate. This comparable is adjusted upward for the date of sale, a lower parking ratio, and the property is a condominium. The use was medical office, but there were little to no additional features or fixtures superior to the subject improved properties.

Sale No. 2 (\$215/SF Adjusted) - 420 W Jubal Early Dr, Unit 105 in Winchester City, VA sold on December 19, 2024, with a sales price of \$335,000. This was a first level medical office condominium unit built in 2004, and containing 1,823 SF of NRA. This was an open-market transaction listed by Eric Kronenweiter of Re/Max Roots. This comparable is adjusted upward for the date of sale, a lower parking ratio, and the property is a condominium.

Sale No. 3 (\$241/SF Adjusted) - 500 W Jubal Early Dr, Unit 200 in Winchester, VA sold on November 8, 2024, with a sales price of \$360,000. This was a second floor, medical office condominium built in 2004, and containing 1,969 SF of NRA. This was an open-market transaction that was listed by Dave Spence of Icon Real Estate. This comparable is adjusted upward for the date of sale, a lower parking ratio, the property is a condominium, and the building had two levels, of which the second level had no walkout.

Sale No. 4 (\$220/SF Adjusted) - 900 S Pleasant Valley Rd in Winchester, VA sold on July 17, 2024, with a sales price of \$1,200,000. This is a freestanding, medical office (dental) building totaling 4,368 SF. There is an upper level with an additional 4,000 SF of unfinished area. The site totals 30,017 SF with 22 on-site parking spaces. This was an open-market transaction listed by Gillian Greenfield of Coldwell Banker Premium. This comparable is adjusted upward for the date of sale and a lower parking ratio. The sale is adjusted downward for more premium dental office buildout and there was an additional 4,000 SF of unfinished area on the second level.

Sale No. 5 (\$255/SF Adjusted) - 3046 Valley Ave, Unit 101 in Winchester, VA sold on May 21, 2025, with a sales price of \$439,000. The improvements, per the city record, contains 1,723 SF. The unit is built-out with conventional office space and was built in 2005. This was an open-market transaction listed by Jason Song of Cottonwood Commercial, LLC. This comparable is adjusted downward for much smaller improvement size and there is good exposure along Valley Ave. The sale is adjusted upward for a lower parking ratio and the property is a condominium.

SALES COMPARISON APPROACH CONCLUSION

Based on general bracketing, the comparable sales support an adjusted unit value range from \$215/SF to \$255/SF, with a unit value of \$240/SF concluded for the subject. This is close to the mean and median adjusted values. The following table summarizes the analysis of the comparables, reports the reconciled price per SF value conclusion, and presents the concluded values of the subject improved sites by the Sales Comparison Approach.

IMPROVED SALES COMPARISON APPROACH CONCLUSION (NRA)

	TRANSACTION	ADJUSTMENT				NET	GROSS
	PRICE	TRANSACTIONAL ¹	ADJUSTED	PROPERTY ²	FINAL	ADJ	ADJ
1	\$183	8%	\$198	13%	\$224	22%	11%
2	\$184	2%	\$187	15%	\$215	17%	7%
3	\$183	3%	\$188	28%	\$241	32%	20%
4	\$275	4%	\$286	(23%)	\$220	(20%)	21%
5	\$255	0%	\$255	0%	\$255	0%	16%
HIGH	\$275	8%	\$286	28%	\$255	32%	21%
AVG	\$216	3%	\$223	7%	\$231	10%	15%
MED	\$184	3%	\$198	13%	\$224	17%	16%
LOW	\$183	0%	\$187	(23%)	\$215	(20%)	7%
		SUBJECT SF (NRA)		\$/SF CONCLUSION		ROUNDED VALUE	
Building A		3,864	x	\$240 =		\$930,000	
Building B		3,864	x	\$240 =		\$930,000	
Building J		1,932	x	\$240 =		\$460,000	

¹Cumulative ²Additive

RECONCILIATION OF VALUE CONCLUSIONS

Based on the agreed upon scope with the client, the subject's specific characteristics and the interest appraised, this appraisal developed Sales Comparison Approach. The values presented represent the As-Divided (Fee Simple).

The Reconciliation of Value Conclusions is the final step in the appraisal process and involves the weighing of the individual valuation techniques in relationship to their substantiation by market data, and the reliability and applicability of each valuation technique to the subject. Below, the individual strengths and weaknesses of each approach are analyzed.

As previously discussed, the **Cost Approach** was presented in this analysis. This approach has good application due to the newer age of the improvements and presence of land sales; albeit limited. Additionally, buyers typically place some emphasis on replacement cost in establishing value for similar properties.

The price per square foot method has been presented in the **Sales Comparison Approach**. There have been limited recent sales of properties similar to the subject in the market area in the current market conditions; however, there was a sufficient number in which to develop a credible estimate of value. The most likely buyer for the subject would most likely be an owner-user and consequently, this approach is given primary weight for the improved and unimproved parcels.

The **Income Approach** to value is generally considered to be the best and most accurate measure of the value of income-producing properties. The subject property type is not typically analyzed on an income basis by buyers and sellers, reducing the applicability of this valuation technique. Therefore, the Income Approach is not developed.

After considering all factors relevant to the valuation of the subject, all emphasis is placed on the Sales Comparison Approach in the following As-Divided value estimates.

RECONCILIATION OF VALUES

VALUATION SCENARIOS	AS-DIVIDED
Interest	Fee Simple
Date	May 5, 2025

FINAL VALUE CONCLUSIONS

FINAL VALUE CONCLUSION		
64A-45D (Building A)	Improved	\$930,000
64A-45D (Building B)	Improved	\$930,000
64A-45D (Building C)	Unimproved	\$240,000
64A-45D (Building D)	Unimproved	\$240,000
64A-45D (Building E)	Unimproved	\$240,000
64A-45D (Building F)	Unimproved	\$240,000
64A-45D (Building G)	Unimproved	\$240,000
64A-45D (Building H)	Unimproved	\$240,000
64A-45D (Building I)	Unimproved	\$240,000
64A-45D (Building J)	Improved	\$460,000

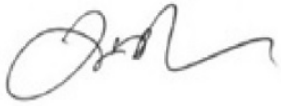
CERTIFICATION

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 analyses, opinions, and conclusions of the signer are limited only by the reported assumptions and limiting conditions, and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- ▶ The signer of this report has no present or prospective interest in the property that is the subject of this report, and no personal interest with respect to the parties involved.
- ▶ Andy Ruffner, MAI, SRA has performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report with the three-year period immediately preceding the agreement to perform this assignment.
- ▶ The signer is not biased with respect to the property that is the subject of this report or to the parties involved with this assignment.
- ▶ The engagement in this assignment was not contingent upon developing or reporting predetermined results.
- ▶ The compensation for completing this assignment is not contingent upon the development or reporting of 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 reported analysis, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the *Code of Professional Ethics and Standards of Professional Appraisal Practice* of the Appraisal Institute, and the *Uniform Standards of Professional Appraisal Practice*, as set forth by the Appraisal Standards Board of the Appraisal Foundation.
- ▶ Andy Ruffner, MAI, SRA inspected the property that is the subject of this report.
- ▶ No one provided significant real property appraisal assistance to the appraisers signing the certification.
- ▶ The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- ▶ As of the date of this report, Andy Ruffner, MAI, SRA has completed the continuing education program for Designated Members of the Appraisal Institute.

MARKET VALUE CONCLUSIONS

PROPERTY	VALUATION SCENARIO	INTEREST APPRAISED	EFFECTIVE DATE	VALUE
64A-45D (Building A, Improved)	As-Divided	Fee Simple	May 5, 2025	\$930,000
64A-45D (Building B, Improved)	As-Divided	Fee Simple	May 5, 2025	\$930,000
64A-45D (Building C, Unimproved)	As-Divided	Fee Simple	May 5, 2025	\$240,000
64A-45D (Building D, Unimproved)	As-Divided	Fee Simple	May 5, 2025	\$240,000
64A-45D (Building E, Unimproved)	As-Divided	Fee Simple	May 5, 2025	\$240,000
64A-45D (Building F, Unimproved)	As-Divided	Fee Simple	May 5, 2025	\$240,000
64A-45D (Building G, Unimproved)	As-Divided	Fee Simple	May 5, 2025	\$240,000
64A-45D (Building H, Unimproved)	As-Divided	Fee Simple	May 5, 2025	\$240,000
64A-45D (Building I, Unimproved)	As-Divided	Fee Simple	May 5, 2025	\$240,000
64A-45D (Building J, Improved)	As-Divided	Fee Simple	May 5, 2025	\$460,000



June 3, 2025
Date



Andy Ruffner, MAI, SRA
Certified General Real Estate Appraiser
Virginia License No. 4001004013
Expiration Date 10/31/2025

ASSUMPTIONS & LIMITING CONDITIONS

- ▶ Information presented in this report has been obtained from reliable sources, and it is assumed that the information is accurate.
- ▶ This analysis assumes that the information provided for this appraisal accurately reflect the current condition of the subject.
- ▶ This report shall be used for its intended purpose only, and by the party to whom it is addressed. Possession of this report does not include the right of publication.
- ▶ The appraiser may not be required to give testimony or to appear in court by reason of this appraisal, with reference to the property in question, unless prior arrangements have been made.
- ▶ The statements of value and all conclusions shall apply as of the dates shown herein.
- ▶ There is no present or contemplated future interest in the property by the appraiser which is not specifically disclosed in this report.
- ▶ Without the written consent or approval of the author neither all, nor any part of, the contents of this report shall be conveyed to the public through advertising, public relations, news, sales, or other media. This applies particularly to value conclusions and to the identity of the appraiser and the company with which the appraiser is connected.
- ▶ This report must be used in its entirety. Reliance on any portion of the report independent of others, may lead the reader to erroneous conclusions regarding the property values. Unless approval is provided by the author no portion of the report stands alone.
- ▶ We assume no responsibility for matters legal in character, nor do we render any opinion as to title, which is assumed to be marketable. All existing liens, encumbrances, and assessments have been disregarded, unless otherwise noted, and the property is appraised as though free and clear, under responsible ownership, and competent management.
- ▶ The appraisal has provided exhibits to assist the client(s)/intended user(s) to understand from a graphical standpoint some of the salient issues which impact the subject. We have made no survey of the property and if further verification is required, a survey by a registered surveyor is advised.
- ▶ The appraiser assumes no responsibility for determining if the property requires environmental approval by the appropriate governing agencies, nor if it is in violation thereof, unless otherwise noted herein. This analysis assumes that no asbestos or other hazardous materials are stored or found in or on the subject. If evidence of hazardous materials of any kind occurs, the reader should seek qualified professional assistance. If hazardous materials are discovered and if future market conditions indicate an impact on value and increased perceived risk, a revision of the concluded values may be necessary.
- ▶ The valuation stated herein assumes professional management and operation of the buildings throughout the lifetime of the improvements, with an adequate maintenance and repair program.
- ▶ The liability of RSG Commercial, Inc., its principals, agents, and employees is limited to the client. Further, there is no accountability, obligation, or liability to any third party. If this report is placed in the hands of anyone other than the client, the client shall make such party aware of all limiting conditions and assumptions of the assignment and related discussions. The appraiser is in no way responsible for any costs incurred to discover or correct any deficiency in the property.
- ▶ The appraiser is not qualified to detect the presence of toxic or hazardous substances or materials which may influence or be associated with the property or any adjacent properties, has made no investigation or analysis as to the presence of such materials, and expressly disclaims any duty to note the degree of fault. RSG Commercial, Inc. and its principals, agents, employees, shall not be liable for any costs, expenses, assessments, or penalties, or diminution in value, property damage, or personal injury (including death) resulting from or otherwise attributable to toxic or hazardous substances or materials, including without limitation hazardous waste, asbestos material, formaldehyde, or any smoke, vapors, soot, fumes, acids, alkalis, toxic chemicals, liquids, solids or gasses, waste materials or other irritants, contaminants or pollutants.
- ▶ The appraiser assumes no responsibility for determining if the subject complies with the *Americans with Disabilities Act (ADA)*. RSG Commercial, Inc., its principals, agents, and employees, shall not be liable for any costs, expenses, assessments, penalties or diminution in value resulting from non-compliance.
- ▶ This appraisal assumes that the subject meets an acceptable level of compliance with *ADA* standards; if the subject is not in compliance, the eventual renovation costs and/or penalties would negatively impact the present value of the subject. If the magnitude and time of the cost were known today, they would be reduced from the reported value conclusion.
- ▶ Unless otherwise noted herein, a detailed soils study was not provided for this analysis. The subject's soils and sub-soil conditions are assumed to be suitable based upon a visual inspection of the subject and surrounding properties, which did not indicate evidence of excessive settling or unstable soils. No certification is made regarding the stability or suitability of the soil or sub-soil conditions.

ADDENDA

Property Record

Sales Exhibit

Qualifications of Appraiser

Appraiser Licenses

Engagement Letter

PROPERTY RECORD

122 PILOT CIR

Location	122 PILOT CIR	Mblu	64/ A/ 45/ D/
Acct#	8032665	Owner	DA HOLDINGS LLC
Class	COMMERCIAL/INDUSTRIA	Total Market Va...	\$2,471,250
Appraisal	\$2,471,250	PID	32665
Building Count	3	Legal Description	4.85 ACRES
Water	Public	Sewer	Public Sewer
District	04: SHAWNEE		

Current Value

Appraisal			
Valuation Year	Improvements	Land	Total
2025	\$1,647,350	\$823,900	\$2,471,250
Assessment			
Valuation Year	Improvements	Land	Total
2025	\$1,647,350	\$823,900	\$2,471,250

Owner of Record

Owner	DA HOLDINGS LLC	Sale Price	\$925,000
Co-Owner		Certificate	2011
Address	PO BOX 181 WINCHESTER, VA 22604-0181	Book & Page	10029/0
		Sale Date	11/10/2011
		Instrument	00

Ownership History

Ownership History					
Owner	Sale Price	Certificate	Book & Page	Instrument	Sale Date
DA HOLDINGS LLC	\$925,000	2011	10029/0	00	11/10/2011
BANK OF CLARKE COUNTY	\$911,000	2011	3261/0	00	04/13/2011
HEPLER CONSTRUCTION CO INC	\$690,800	2004	15129/0	00	08/02/2004
ADAMS FAMILY LTD PR	\$0	0	826/479	00	08/29/1994
ADAMS, C DOUGLAS & FERN L	\$0	0	727/206	00	01/01/1900

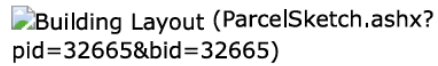
Building Information

Building 1 : Section 1

Year Built: 2008
 Living Area: 0

Building Attributes	
Field	Description
Section Style	Office
Model	Commercial
Grade	Grade B
Stories	2.0
Heat System	HEAT PUMP
Interior Wall 1	DRYWALL
Interior Wall 2	
Garage Type	NONE
Extra Fixture(s)	0
Fireplace(s)	0
Extra Kitchen(s)	0
Total Room(s)	6
Carport Type	NONE
Interior Floor 3	
Frame Type	BRICK
Roof Cover	COMP SHINGLE
Roof Type	GABLE
AC Type	100%
Exterior Wall 2	N/A
Full Bath(s)	0
Foundation	CONCRETE
Exterior Wall 1	BRICK
Basement	NONE
Bedroom(s)	0
Section Factor	
Num Units	0
Gas Fireplace(s)	0
Flue(s)	0
Metal Flue(s)	0
Heat Fuel	ELECTRIC
Inop Flue/FPL	0
Interior Floor 1	CARPET
Interior Floor 2	CONCRETE
Half Bath(s)	2
Stacked Fireplace(s)	0
Num Cars - Carport	0

Building Layout

 Building Layout (ParcelSketch.ashx?pid=32665&bid=32665)

Building Sub-Areas (sq ft)			Legend
Code	Description	Gross Area	Living Area
B01B	OFFICE-BRICK - B	3,864	0
POR	PORCH	252	0
		4,116	0

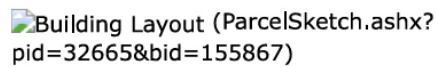
Num Cars - Garage	0
Num Cars - Built In	0
Fin Bsmt Area	0
Garage Type 2	NONE
Num Cars - Garage 2	0
Split Foyer	No
Split Level	No
Grade Adjust	0
Basement Area	0

Building 2 : Section 1

Year Built: 2008
Living Area: 0

Building Attributes : Bldg 2 of 3	
Field	Description
Section Style	Office
Model	Commercial
Grade	Grade B
Stories	1,0
Heat System	FORCED AIR
Interior Wall 1	DRYWALL
Interior Wall 2	
Garage Type	NONE
Extra Fixture(s)	0
Fireplace(s)	0
Extra Kitchen(s)	0
Total Room(s)	5
Carport Type	NONE
Interior Floor 3	
Frame Type	BRICK
Roof Cover	COMP SHINGLE
Roof Type	GABLE
AC Type	100%
Exterior Wall 2	N/A
Full Bath(s)	0
Foundation	CONCRETE
Exterior Wall 1	BRICK
Basement	SLAB
Bedroom(s)	0

Building Layout

 Building Layout (ParcelSketch.ashx?pid=32665&bid=155867)

Building Sub-Areas (sq ft)			Legend
Code	Description	Gross Area	Living Area
B01B	OFFICE-BRICK - B	1,932	0
POR	PORCH	168	0
		2,100	0

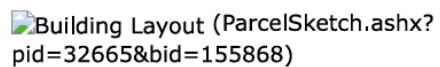
Section Factor	
Num Units	1
Gas Fireplace(s)	0
Flue(s)	0
Metal Flue(s)	0
Heat Fuel	GAS
Inop Flue/FPL	0
Interior Floor 1	WOOD
Interior Floor 2	
Half Bath(s)	2
Stacked Fireplace(s)	0
Num Cars - Carport	0
Num Cars - Garage	0
Num Cars - Built In	0
Fin Bsmt Area	0
Garage Type 2	NONE
Num Cars - Garage 2	0
Split Foyer	No
Split Level	No
Grade Adjust	0
Basement Area	0

Building 3 : Section 1

Year Built: 2012
 Living Area: 0

Building Attributes : Bldg 3 of 3	
Field	Description
Section Style	Office
Model	Commercial
Grade	Grade B
Stories	2.0
Heat System	HEAT PUMP
Interior Wall 1	DRYWALL
Interior Wall 2	
Garage Type	NONE
Extra Fixture(s)	0
Fireplace(s)	0
Extra Kitchen(s)	0
Total Room(s)	6

Building Layout



Building Sub-Areas (sq ft)			Legend
Code	Description	Gross Area	Living Area
B01B	OFFICE-BRICK - B	3,864	0
POR	PORCH	252	0
		4,116	0

Carport Type	NONE
Interior Floor 3	
Frame Type	BRICK
Roof Cover	COMP SHINGLE
Roof Type	GABLE
AC Type	100%
Exterior Wall 2	N/A
Full Bath(s)	0
Foundation	CONCRETE
Exterior Wall 1	BRICK
Basement	NONE
Bedroom(s)	0
Section Factor	
Num Units	0
Gas Fireplace(s)	0
Flue(s)	0
Metal Flue(s)	0
Heat Fuel	ELECTRIC
Inop Flue/FPL	0
Interior Floor 1	CARPET
Interior Floor 2	CONCRETE
Half Bath(s)	2
Stacked Fireplace(s)	0
Num Cars - Carport	0
Num Cars - Garage	0
Num Cars - Built In	0
Fin Bsmt Area	0
Garage Type 2	NONE
Num Cars - Garage 2	0
Split Foyer	No
Split Level	No
Grade Adjust	0
Basement Area	0

Extra Features

Extra Features	Legend
No Data for Extra Features	

Land

Land Use

Use Code 400C
 Description COMMERCIAL/INDUSTRIA - COM
 Zone B2
 Neighborhood
 Alt Land Appr No
 Category

Land Line Valuation

Size (Acres) 4.85
 Frontage 0
 Depth 0
 Total Market Land \$823,900
 Appraised Value \$823,900

Outbuildings

Outbuildings				Legend
Code	Description	Size	Value	Bldg #
PAVMT	Pavement	112225.00 UN	\$224,450	1

Valuation History

Appraisal			
Valuation Year	Improvements	Land	Total
2025	\$1,647,350	\$823,900	\$2,471,250
2024	\$1,390,900	\$716,200	\$2,107,100
2023	\$1,390,900	\$716,200	\$2,107,100

Assessment			
Valuation Year	Improvements	Land	Total
2025	\$1,647,350	\$823,900	\$2,471,250
2024	\$1,390,900	\$716,200	\$2,107,100
2023	\$1,390,900	\$716,200	\$2,107,100

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SALES EXHIBIT



Loc 48C, Amoco Ln
Comparable 1

Sale Information

Transaction Status	Listing	
Sale Price	\$995,000	\$23.07 /SF Land
Analysis Price	\$995,000	\$23.07 /SF Land
Rights Transferred	Fee Simple	
Financing	Cash Equivalent	
Conditions of Sale	Active Listing	

Property

Land Area	0.99 Acres (43,124 SF)
Number of Parcels	1
Zoning	B-2
Shape	Irregular
Topography	Generally Level
Corner	No
Utilities	Public
Flood Zones	Zone X (Unshaded)

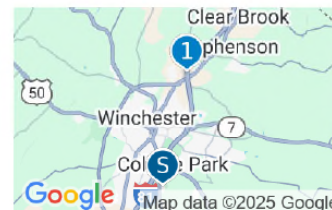


Loc 48C, Amoco Ln
Winchester, VA 22603

County
Frederick

Submarket
Frederick County

APN
43-A-48C



Remarks

This commercial parcel in Winchester, VA is listed for sale with an asking price of \$995,000. It is slightly irregular, generally level, and is zoned B-2. It is a newer, finished lot just north of Winchester City. This is an open market offering listed by Brett Haynes of OakCrest Commercial Real Estate.

Prepared by Andy Ruffner, MAI, SRA
5714367958
andy@rsgcommercial.com



RSG | PROPERTY ADVISORS
COMMERCIAL

301 Crossover Blvd

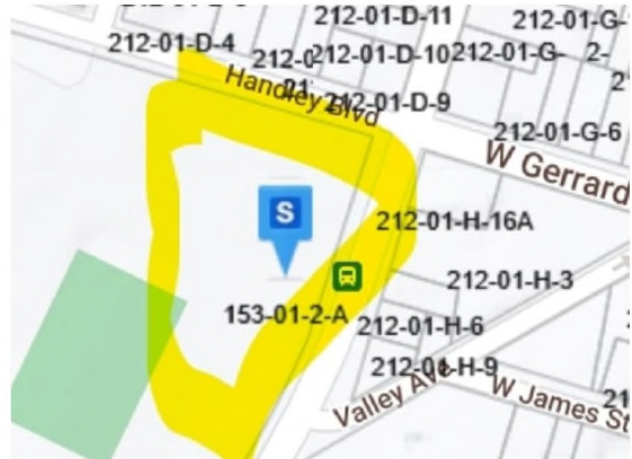
Comparable 2

Sale Information

Buyer	Htlc-1 Llc	
Seller	Glaize Developments Inc	
Sale Date	6/24/2022	
Transaction Status	Recorded	
Sale Price	\$1,525,000	\$24.14 /SF Land
Analysis Price	\$1,525,000	\$24.14 /SF Land
Recording Number	000000001570	
Rights Transferred	Fee Simple	
Financing	Cash Equivalent	
Conditions of Sale	Arm's Length	

Property

Land Area	1.45 Acres (63,162 SF)
Number of Parcels	1
Zoning	CM-1
Shape	Triangular
Topography	Level to Sloping
Corner	Yes
Utilities	Public
Flood Zones	Zone X (Unshaded)

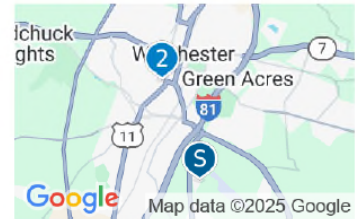


301 Crossover Blvd
Winchester, VA 22601

County
Winchester

Submarket
Winchester City

APN
292-02 - 2K-



Prepared by Andy Ruffner, MAI, SRA
5714367958
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330 Hope Dr (Lot 1)

Comparable 3

Sale Information

Buyer	Winchester Acquisition Partners Llc	
Seller	Direct Partners Llc	
Sale Date	1/31/2024	
Transaction Status	Recorded	
Sale Price	\$975,000	\$8.61 /SF Land
Analysis Price	\$975,000	\$8.61 /SF Land
Recording Number	000000000176	
Rights Transferred	Fee Simple	
Financing	Cash Equivalent	
Conditions of Sale	Arm's Length	
Marketing Time	0 days	

Property

Land Area	2.6 Acres (113,256 SF)
Number of Parcels	1
Zoning	B-2
Shape	Rectangular
Topography	Level
Corner	No
Utilities	Public
Flood Zones	Zone X (Unshaded)

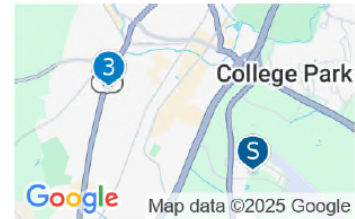


330 Hope Dr (Lot 1)
Winchester, VA 22601

County
Winchester City

Submarket
Winchester City

APN
270-06-1



Remarks

This B-2 zoned parcel on Hope Dr in the City of Winchester, VA sold on January 31, 2024, with a sales price of \$975,000. The lot is finished with utilities at-site. The parcel has retail in the immediate area and abuts two strip centers to the east and west. This was an open market transaction listed by Gillian Greenfield of Coldwell Banker Commercial.

Prepared by Andy Ruffner, MAI, SRA
5714367958
andy@rsgcommercial.com



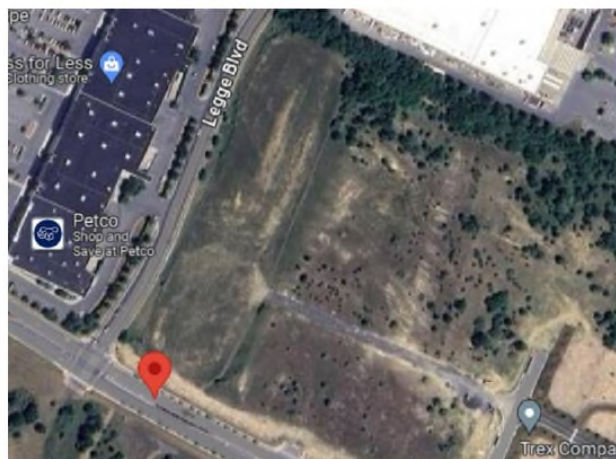
Lot 3C, 2600 S Pleasant Valley Rd
Comparable 4

Sale Information

Buyer	Ganges Winchester Llc	
Seller	Glaize Developments Incorporated	
Sale Date	3/22/2024	
Transaction Status	Recorded	
Sale Price	\$800,000	\$20.87 /SF Land
Analysis Price	\$800,000	\$20.87 /SF Land
Recording Number	00000000491	
Rights Transferred	Fee Simple	
Financing	Cash Equivalent	
Conditions of Sale	Arm's Length	

Property

Land Area	0.88 Acres (38,333 SF)
Number of Parcels	1
Zoning	CM-1
Shape	Rectangular
Topography	Generally Level
Corner	No
Utilities	Public
Flood Zones	Zone X (Unshaded)

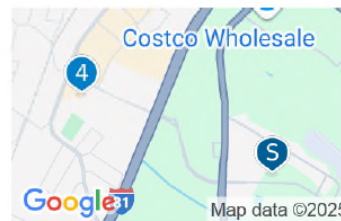


Lot 3C, 2600 S Pleasant Valley Rd
Winchester, VA 22601

County
Winchester City

Submarket
Winchester City

APN
292-02-3C



Remarks

This parcel is identified as Lot 3C of 2600 S Pleasant Valley Rd in Winchester, VA. It was a new lot in a retail area at Crossover Blvd and S Pleasant Valley Rd. The parcel is fully paved and has been used for additional parking for other nearby retail tenants in the interim. Although the lot has a S Pleasant Valley Rd address, it does not have direct frontage. This was an open-market transaction listed by Andrew Segall of Segall Group. He is also noted as the buyer broker.

Prepared by Andy Ruffner, MAI, SRA
5714367958
andy@rsgcommercial.com



RSG
COMMERCIAL

PROPERTY ADVISORS

440 W Jubal Early Dr, Unit 260

Comparable 1

Sale Information

Buyer	Appalachian Mountain Holdings, LLC	
Seller	Jark, LC	
Sale Date	10/13/2023	
Transaction Status	Recorded	
Sale Price	\$550,000	\$183 /SF NRA
Analysis Price	\$550,000	\$183 /SF NRA
Recording Number	2023/1775	
Rights Transferred	Fee Simple	
Financing	Cash Equivalent	
Conditions of Sale	Arm's Length	
Marketing Time	150 days	



Property

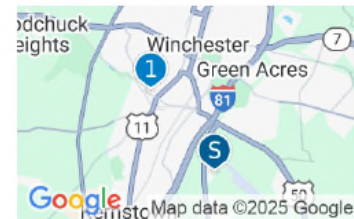
Type	Office, Office Condominium Unit
Net Rentable Area (NRA)	3,000 SF
Buildings	1 Building, 1 Floor
Parking	11 Spaces (3.7/1,000 SF NRA)
Year Built	2004
Zoning	PC
Topography	Level to Sloping
Corner	No
Flood Zones	Zone X (Unshaded)
Building Class	B

440 W Jubal Early Dr, Unit 260
Winchester, VA 22601

County
Winchester City

Submarket
Winchester City

APN
231/ 01 / 31/ 4/



Remarks

440 W Jubal Early Drive, Unit 260 sold on October 13, 2023, with a sales price of \$550,000. The unit is built-out with standard medical office build (non-dental). The unit entrance is at-grade despite being on the upper level of the building due to sloping topography. This was an open market transaction that was listed by Paige Manuel of OakCrest Commercial Real Estate.

Prepared by Andy Ruffner, MAI, SRA
5714367958
andy@rsgcommercial.com



420 W Jubal Early Dr, Unit 105

Comparable 2

Sale Information

Sale Date	12/19/2024	
Transaction Status	Recorded	
Sale Price	\$335,000	\$184 /SF NRA
Analysis Price	\$335,000	\$184 /SF NRA
Rights Transferred	Fee Simple	
Financing	Cash Equivalent	
Conditions of Sale	Arm's Length	

Property

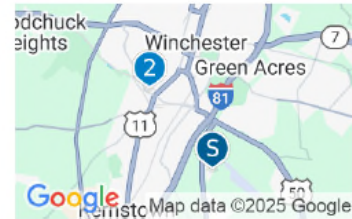
Type	Office, Medical Office Condominium
Net Rentable Area (NRA)	1,823 SF
Buildings	1 Building, 1 Floor
Parking	3.3/1,000 SF NRA
Year Built	2004
Zoning	PC
Topography	Level to Sloping
Corner	No
Flood Zones	Zone X (Unshaded)
Building Class	B



420 W Jubal Early Dr, Unit 105
Winchester, VA 22601

County
Winchester City

Submarket
Winchester City



APN
231-01-35-105

Remarks

420 W Jubal Early Dr, Unit 105 in Winchester City, VA sold on December 19, 2024, with a sales price of \$335,-000. This was a first level medical office condominium unit built in 2004, and containing 1,823 SF of NRA. This was an open-market transaction listed by Eric Kronenweiter of Re/Max Roots.

Prepared by Andy Ruffner, MAI, SRA
5714367958
andy@rsgcommercial.com



500 W Jubal Early Dr, Unit 200

Comparable 3

Sale Information

Sale Date	11/8/2024	
Transaction Status	Recorded	
Sale Price	\$360,000	\$183 /SF NRA
Analysis Price	\$360,000	\$183 /SF NRA
Rights Transferred	Fee Simple	
Financing	Cash Equivalent	
Conditions of Sale	Arm's Length	
Marketing Time	81 days	

Property

Type	Office, Medical Office Condominium
Net Rentable Area (NRA)	1,969 SF
Buildings	1 Building, 1 Floor
Parking	7 Spaces (3.6/1,000 SF NRA)
Year Built	2004
Land Area	0.13 Acres (5,663 SF)
FAR	0.00
Zoning	B-2
Topography	Level to Sloping
Flood Zones	Zone X (Unshaded)
Building Class	B

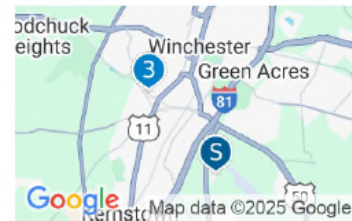


500 W Jubal Early Dr, Unit 200
Winchester, VA 22601

County
Winchester City

Submarket
Winchester City

APN
231-01-36-100



Remarks

500 W Jubal Early Dr, Unit 200 in Winchester, VA sold on November 8, 2024, with a sales price of \$360,000. This was a second floor, medical office condominium built in 2004, and containing 1,969 SF of NRA. This was an open-market transaction that was listed by Dave Spence of Icon Real Estate.

Prepared by Andy Ruffner, MAI, SRA
5714367958
andy@rsgcommercial.com



900 S Pleasant Valley Rd

Comparable 4

Sale Information

Sale Date	7/16/2024	
Transaction Status	Recorded	
Sale Price	\$1,200,000	\$275 /SF NRA
Analysis Price	\$1,200,000	\$275 /SF NRA
Rights Transferred	Fee Simple	
Financing	Cash Equivalent	
Conditions of Sale	Arm's Length	
Marketing Time	10 days	

Property

Type	Office, Medical Office (Dental)
Gross Building Area (GBA)	4,368 SF
Net Rentable Area (NRA)	4,368 SF
Buildings	1 Building, 2 Floors
Parking	13 Spaces (3.0/1,000 SF NRA)
Year Built	2007
Land Area	0.6891 Acres (30,017 SF)
Site Coverage Ratio	14.55%
FAR	0.15
Zoning	RO1
Topography	Generally Level
Corner	No
Flood Zones	Zone X (Unshaded)
Building Class	B

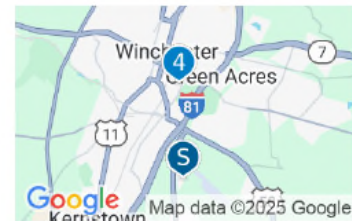


900 S Pleasant Valley Rd
Winchester, VA 22601

County
Winchester City

Submarket
Winchester City

APN
214-08- - 2-



Remarks

900 S Pleasant Valley Rd in Winchester, VA sold on July 17, 2024, with a sales price of \$1,200,000. This is a freestanding, medical office (dental) building totaling 4,368 SF. There is an upper level with an additional 4,000 SF of unfinished area. The site totals 30,017 SF with 22 on-site parking spaces. This was an open-market transaction listed by Gillian Greenfield of Coldwell Banker Premium.

Prepared by Andy Ruffner, MAI, SRA
5714367958
andy@rsgcommercial.com



3046 Valley Ave, Unit 101

Comparable 5

Sale Information

Buyer	Appalachian Mountain Holdings, LLC	
Sale Date	5/21/2025	
Transaction Status	Recorded	
Sale Price	\$439,000	\$255 /SF NRA
Analysis Price	\$439,000	\$255 /SF NRA
Rights Transferred	Fee Simple	
Financing	Cash Equivalent	
Conditions of Sale	Arm's Length	
Marketing Time	83 days	



Property

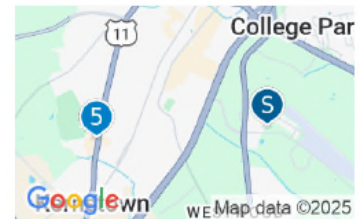
Type	Office, Office Condominium Unit	
Gross Building Area (GBA)	1,723 SF	
Net Rentable Area (NRA)	1,723 SF	
Buildings	1 Building, 1 Floor	
Parking	6 Spaces (3.5/1,000 SF NRA)	
Year Built	2005	
Zoning	B-2	
Topography	Level to Sloping	
Corner	No	
Flood Zones	Zone X (Unshaded)	
Building Class	B	

3046 Valley Ave, Unit 101
Winchester, VA 22601

County
Winchester City

Submarket
Winchester City

APN
330-01- - 2-E101



Remarks

3046 Valley Ave, Unit 101 in Winchester, VA sold on May 21, 2025, with a sales price of \$439,000. The improvements, per the city record, contains 1,723 SF. The unit is built-out with conventional office space and was built in 2005. This was an open-market transaction listed by Jason Song of Cottonwood Commercial, LLC.

Prepared by Andy Ruffner, MAI, SRA
5714367958
andy@rsgcommercial.com

QUALIFICATIONS OF APPRAISER



ANDY RUFFNER

Principal, MAI, SRA | 571.436.7958 | Andy@RSGCommercial.com

EXPERIENCE & QUALIFICATIONS

Experience & Qualifications Highlights

- 29 Years of Appraising Experience
- B.S.B.A.: Economics, Shippensburg State University of Pennsylvania
- Graduate Student: Real Estate, MSRE, Georgetown University
- Qualified Expert Witness in several municipalities in Virginia and US Federal Bankruptcy Court
- Member of the Appraisal Institute, MAI & SRA designated
- Passed all MAI & SRA designation requirements including Comprehensive Exam, Demonstration of Knowledge Report, all MAI & SRA Education, and Experience Screening

PROFESSIONAL LICENSURE

Real Estate Appraiser Licenses

- Virginia, Certified General Appraiser, #4001 004103
- Maryland, Certified General Appraiser, #11041
- The District of Columbia, General Appraiser, #GA11303
- West Virginia, Certified General Appraiser, #CG477

APPRAISAL-SPECIFIC EDUCATION

The Appraisal Institute

- Course 310: Basic Income Capitalization w/ exam
- Course 320: General Applications w/ exam
- Course 330: Apartment Appraisal, Concepts & Apps. w/ exam
- Course 510: Advanced Income Capitalization w/ exam
- General Market Analysis & Highest & Best w/ exam
- Course 530: Advanced Sales & Cost Approach w/ exam
- Course 540: Report Writing and Valuation Analysis, w/ exam
- Course 550: Advanced Applications w/ exam
- USPAP, 15-Hour AQB Approved Course w/ exam
- Business Practices & Ethics, 8 hours w/ exam
- Appraising Convenience Stores, 7 hours
- Forecasting Revenues, 7 hours

Andy Ruffner, MAI, SRA | 571.436.7958 | Andy@RSGCommercial.com | 11130 Fairfax Blvd, Suite 315, Fairfax, VA 22030



- Analyzing Operating Expenses, 7 hours
- GIS: The Executive Overview, 7 hours

APPRAISAL-SPECIFIC EDUCATION (CONT'D)

The Appraisal Institute

- The Discounted Cash Flows Model: Concepts, Issues, and Applications, 7 hours
- General Demonstration Appraisal Report Writing, 7 hours
- FHA Appraisal, 7 hours
- Data Verifications and Methods, 7 hours
- Subdivision Valuation, 7 hours
- Eminent Domain and Condemnation, 7 hours
- USPAP, 7-Hour Update 2016-2017

Other Seminars and Courses

- Real Estate Appraisal, 45 hours w/ exam
- USPAP, 15 hours w/ exam
- Principles of Real Estate, 60 hours w/ exam
- Advanced Appraisal Concepts, 30 hours w/ exam
- An FHA Single Family Appraisal, 15 hours w/ exam
- Residential Construction & Inspection, 15 hours w/ exam
- Appraisal of Land Subject to Ground Leases 7 hours
- Appraisal of Owner-Occupied Commercial Properties 7 hours
- Basic Hotel Appraising – Limited Service Hotels 7 hours

Andy Ruffner, MAI, SRA | 571.436.7958 | Andy@RSGCommercial.com | 11130 Fairfax Blvd, Suite 315, Fairfax, VA 22030

APPRAISER LICENSES

COMMONWEALTH of VIRGINIA
 Department of Professional and Occupational Regulation
 9960 Mayland Drive, Suite 400, Richmond, VA 23233
 Telephone: (804) 367-8500

EXPIRES ON

10-31-2025


NUMBER

4001004103

REAL ESTATE APPRAISER BOARD
CERTIFIED GENERAL REAL ESTATE APPRAISER



JAMES ANDREW RUFFNER
 11501 WARREN LN
 FAIRFAX, VA 22030




Kishore S. Thota, Director

Status can be verified at <http://www.dpor.virginia.gov>

(SEE REVERSE SIDE FOR PRIVILEGES AND INSTRUCTIONS) DPOR-LIC (02/2017)

State of West Virginia
 WV Real Estate Appraiser Licensing & Certification Board

This is to certify that

Certified General CG477
Expiration: 9/30/2025
James Andrew Ruffner
11501 WARREN LANE
FAIRFAX, VA 22030

has met the requirements of the law, and is authorized to appraise real estate and real property in the State of West Virginia.



Executive Director



LICENSE * REGISTRATION * CERTIFICATION * PERMIT

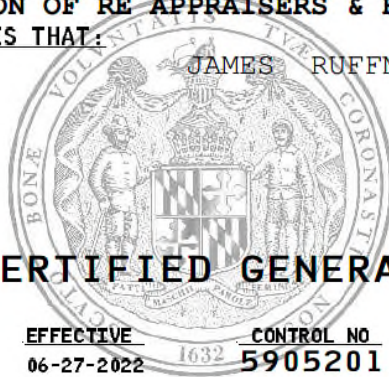
Lawrence J. Hogan, Jr.
Governor

Boyd K. Rutherford
Lt. Governor

Tiffany P. Robinson
Secretary

STATE OF MARYLAND
MARYLAND DEPARTMENT OF LABOR

COMMISSION OF RE APPRAISERS & HOME INSPECTORS
CERTIFIES THAT:



JAMES RUFFNER

IS AN AUTHORIZED: **04 - CERTIFIED GENERAL**

LIC/REG/CERT
11041

EXPIRATION
07-11-2025

EFFECTIVE
06-27-2022

CONTROL NO
5905201

Signature of Bearer

Secretary

WHERE REQUIRED BY LAW THIS MUST BE CONSPICUOUSLY DISPLAYED IN OFFICE TO WHICH IT APPLIES



The Department of Licensing and Consumer Protection grants this license, in support of and under the authority of the:
District of Columbia Real Estate Appraisers

To: JAMES RUFFNER

As a: Appraiser Certified General

Affiliated With:

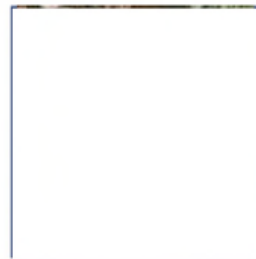
11501 WARREN LANE
FAIRFAX, VA 22030

License Number:
GA11303

Issuance Date:
9/21/2007

Expiration Date:
2/28/2026

Tiffany Crowe
Director
Department of Licensing and Consumer Protection



ENGAGEMENT LETTER

AGREEMENT FOR PROFESSIONAL VALUATION SERVICES

DATE OF PROPOSAL: 05/04/2025

PARTIES TO AGREEMENT:

Client: Adam Huddleston, Attention: Brandy Spaid, DA Holdings, LLC, 122 Pilot Circle, Winchester, VA 22602

Appraisal Company: James A Ruffner, 11501 Warren Lane, Fairfax, VA 22030, Phone 703.273.9106, E-mail Andy@RSGCommercial.Com, Appraiser: Andy Ruffner, MAI, SRA

Client hereby engages Appraiser to complete an appraisal assignment as follows:

PROPERTY IDENTIFICATION

122 Pilot Circle Winchester, VA 22602 Tax Map# 64/ A/ 45/ D/

INTEREST VALUED

Leased Fee

INTENDED USERS

DA Holdings, LLC and professionals employed to assist in the intended use

INTENDED USE OF APPRAISAL

For a possible sale of the subject

EFFECTIVE DATE OF VALUE

Inspection Date

APPRAISAL REPORT OPTION

Appraisal Report – Narrative conforming to USPAP and reported under Standard 2-2(a), effective January 1, 2024

DELIVERY DATE.

21 calendar days from acceptance

DELIVERY METHOD

E-mail/ .PDF file format

PAYMENT TO APPRAISER

\$3,500 which includes all expenses

By Appraiser:

[Handwritten signature of Andy Ruffner]

(Signature)

Andy Ruffner, MAI, SRA (Printed name)

05/04/2025 (date)

By Client:

[Handwritten signature of Adam Huddleston]

(Signature)

Adam Huddleston (Printed name)

5/5/2025 (date)