

CBRE VALUATION & ADVISORY SERVICES

# APPRAISAL REPORT

MIAMI BEACH MARINA  
344-400 ALTON ROAD  
MIAMI BEACH, FLORIDA 33139  
CBRE FILE NO. 20-341SE-4425-1

CITY OF MIAMI BEACH, FLORIDA

**CBRE**

July 13, 2020

Mr. Mark M. Millisits, RPA  
Division Director  
CITY OF MIAMI BEACH, FLORIDA  
1833 Bay Road, 2nd Floor  
Miami Beach, Florida 33139

RE: Appraisal of: Miami Beach Marina  
344-400 Alton Road  
Miami Beach, Miami-Dade County, Florida 33139  
CBRE, Inc. File No. 20-341SE-4425-1

Dear Mr. Millisits, RPA:

At your request and authorization, CBRE, Inc. has prepared an appraisal of the market value of the referenced property. Our analysis is presented in the following Appraisal Report (Self-Contained).

The subject property is a 41.42-acre, government use zoned site with deep water ocean access and located along the west side of Alton Road in the South of 5<sup>th</sup> neighborhood on Miami Beach and fronting Biscayne Bay. Of the 41.42-acres, approximately 3.56-acres is improved uplands, while the remaining 37.85-acres is submerged land improved with a 354-wet slip marina with 20,509-linear feet of fixed pier & floating docks.

The subject property was originally developed in 1985 as a public marina with an existing 3-story, mixed-use retail/restaurant & office building totaling 68,009-SF of rentable area, a 4,769-SF office at the base of the Icon condominium and a surface parking lot on the 3.56-acres of uplands. The uplands area is being considered for redevelopment of a new 44,880-SF retail/restaurant & office building with new green space as part of a new marina lease agreement being negotiated with the existing tenant operator identified as Miami Beach Marina Associates, Ltd. As part of the new marina lease negotiations Terra Group is negotiating to purchase 275,000-SF of residential development air rights over & above the proposed retail/restaurant & office building that is subject to a citywide voter referendum, a comprehensive land use modification and rezoning from GU, Government Use to C-PS-4, Intensive Mixed-Use Phased Bayside Commercial district.

As of May 2020, the concept design for the residential air rights over & above the proposed mixed-use retail/office building is for a 285-foot, high-rise tower with 21 floors (385-feet total

height including mixed-use retail/office & parking podium), a 0.75-acre park plaza and a 1.25-acre park that runs from 2<sup>nd</sup> Street to the bay and increased view corridors on each side.

Therefore, at the specific request of the client, we have estimated the fair market value of the residential development air rights, excluding the proposed 44,880-SF retail/restaurant & office building and new green space. We have also been requested to estimate the fair market value of the marina lease including total submerged land and uplands; and, the allocated fair market rent for the uplands.

Based on the analysis contained in the following report, the market value of the subject is concluded as follows:

MARKET VALUE CONCLUSION			
Appraisal Premise	Interest Appraised	Date of Value	Market Rent/ Value Conclusion
Fair Market Rent of Marina - Area 2	Leasehold Interest	May 7, 2020	10.00%
Fair Market Rent of Uplands - Areas 1 & 4	Fee Simple Estate	May 7, 2020	10.00%
Fair Market Rent of Parking Garages - Areas 3 & 4	Fee Simple Estate	May 7, 2020	35.00%
Fair Market Rent - Fuel Sales Per Gallon	Fee Simple Estate	May 7, 2020	\$0.04
Fair Market Rent of Marina	Leasehold & Fee Simple	May 7, 2020	\$1,999,000
Fair Market Rent - Allocated to Uplands Area 1 & 4	Fee Simple Estate	May 7, 2020	\$338,200
Net Present Value of Marina Fair Market Rent for 32-Years	Leasehold & Fee Simple	May 7, 2020	\$35,200,000
Net Present Value of Marina Fair Market Rent for 99-Years	Leasehold & Fee Simple	May 7, 2020	\$48,800,000
Fair Market Value of Residential Development Rights	Fee Simple Estate	May 7, 2020	\$87,000,000
Compiled by CBRE			

The report, in its entirety, including all assumptions and limiting conditions, is an integral part of, and inseparable from, this letter.

**As of the date of value and the date of this report, the nation, region, and market area are impacted by the COVID-19 pandemic. This could have a prolonged effect on macroeconomic conditions, though at this time the length of duration is unknown. The perceived impact on real estate varies on several factors including asset class, use, tenancy, and location. Our analysis considers available information as of the effective date.**

The following appraisal sets forth the most pertinent data gathered, the techniques employed, and the reasoning leading to the opinion of value. The analyses, opinions and conclusions were developed based on, and this report has been prepared in conformance with, the guidelines and recommendations set forth in the Uniform Standards of Professional Appraisal Practice (USPAP), and the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.

The intended use and user of our report are specifically identified in our report as agreed upon in our contract for services and/or reliance language found in the report. As a condition to being granted the status of an intended user, any intended user who has not entered into a written agreement with CBRE in connection with its use of our report agrees to be bound by the terms and conditions of the agreement between CBRE and the client who ordered the report. No other use or user of the report is permitted by any other party for any other purpose. Dissemination of this report by any party to any non-intended users does not extend reliance to any such party, and CBRE will not be responsible for any unauthorized use of or reliance upon the report, its conclusions or contents (or any portion thereof).

Mr. Mark M. Millisits, RPA  
July 13, 2020  
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It has been a pleasure to assist you in this assignment. If you have any questions concerning the analysis, or if CBRE can be of further service, please contact us.

Respectfully submitted,

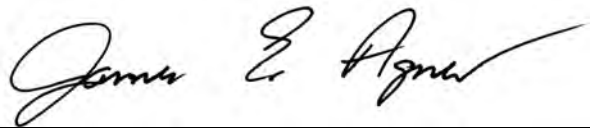
CBRE - VALUATION & ADVISORY SERVICES



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Cert Gen RZ1074

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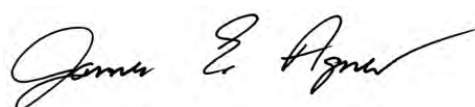
## Certification

We certify to the best of our knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are our personal, impartial and unbiased professional analyses, opinions, and conclusions.
3. We have no present or prospective interest in or bias with respect to the property that is the subject of this report and have no personal interest in or bias with respect to the parties involved with this assignment.
4. Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
5. Our 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.
6. This appraisal assignment was not based upon a requested minimum valuation, a specific valuation, or the approval of a loan.
7. Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice, as well as the requirements of the State of Florida.
8. The reported analyses, 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.
9. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
10. As of the date of this report, Stuart J. Lieberman, MAI and James E. Agner, MAI have completed the continuing education program for Designated Members of the Appraisal Institute.
11. Stuart J. Lieberman, MAI has and James E. Agner, MAI has not made a personal inspection of the property that is the subject of this report.
12. No one provided significant real property appraisal assistance to the persons signing this report.
13. Valuation & Advisory Services operates as an independent economic entity within CBRE, Inc. Although employees of other CBRE, Inc. divisions may be contacted as a part of our routine market research investigations, absolute client confidentiality and privacy were maintained at all times with regard to this assignment without conflict of interest.
14. Stuart J. Lieberman, MAI and James E. Agner, MAI have not provided any services regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.



Stuart J. Lieberman, MAI  
Cert Gen RZ1074



James Agner, MAI, AI-GRS, SGA, MRICS  
Cert Gen RZ382

## Subject Photographs



Aerial View



Aerial View – Zoom Out to Government Cut





Marketing Aerial – As Is





Concept Residential Tower



Photo 1 – View from Alton Road



Photo 2 – View along Baywalk



Photo 3 – NW View from Alton Road



Photo 4 – SW View from Alton Road



Photo 5 – SE View of from Biscayne Bay



Photo 6 – NE View from Biscayne Bay





Photo 7 – Baywalk Looking North



Photo 8 – Baywalk Looking South



Photo 9 – Monty's Restaurant Tenant



Photo 10 – Monty's Patio Seating Area



Photo 11 – Ships Store



Photo 12 – Salon Tenant





Photo 13 – Allied Marine Office - Exterior



Photo 14 – Allied Marine Office - Interior

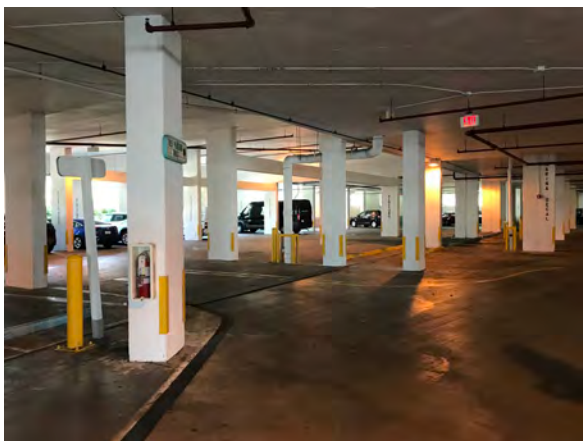


Photo 15 – Murano Grande/ICON Garage



Photo 16 – Murano at Portofino Garage



Photo 17 – Fuel Tank Farm (USTs)



Photo 18 – Existing Surface Parking Lot



# Executive Summary

**Property Name**

Miami Beach Marina

**Location**

344-400 Alton Road  
Miami Beach, Miami-Dade County, FL 33139

**Client**

City of Miami Beach, Florida

**Highest and Best Use**

As If Vacant

Mixed-use residential, retail/office &amp; deepwater marina

As Improved

Existing deepwater marina, retail/office &amp; proposed multi-family residential uses

**Property Rights Appraised**

Leasehold Interest &amp; Fee Simple Estate

**Date of Report**

July 13, 2020

**Date of Inspection**

May 7, 2020

**Estimated Exposure Time**

3 - 9 Months

**Estimated Marketing Time**

3 - 9 Months

**Submerged Land Area - Leasehold Interest**

37.85 AC 1,648,937 SF

**Uplands Land Area - Fee Simple Interest**

3.56 AC 155,200 SF

**Submerged & Uplands - Leasehold Interest & Fee Simple Estate**

41.42 AC 1,804,137 SF

**Zoning - Existing**

GU, Government Use District

**Rezoning - Proposed**

C-PS-4, Intensive Mixed-Use Phased Bayside Commercial

**Improvements - Existing**

Property Type

Retail/Office

Number of Buildings

1

Number of Stories

3

Gross Building Area - Area 1

81,002 SF

Net Rentable Building Area - Area 1

68,009 SF

Usable Building Area - Area 1

49,625 SF

Net Rentable Building Area - Area 4 - Icon Condominium Office

4,769 SF

Year Built

1985 Renovated: 1994

Condition

Average

**Wet Slip Marina - Existing**

Wet Slips

354 Slips

Year Built/Renovated

1985 Renovated: 1994

Condition

Good

**Improvements - Proposed Retail/Office**

Property Type

Retail/Office

Number of Buildings

1

Number of Stories

3

Gross Building Area

49,310 SF

Net Rentable Building Area

44,880 SF

**Improvements - Proposed Residential Condominium Tower**

Property Type

Multifamily Residential Condominium Tower

Number of Buildings

1 Tower

Number of Stories

21 Stories (over mixed-use parking podium)

Gross Building Area

275,000 SF

Total Units

60 Units

Total Sellable Area

220,000 SF

Average Unit Size

3,667 SF

**VALUATION**

<b>Fair Market Rent of Marina On</b>	<b>May 7, 2020</b>	<b>Total</b>	<b>PSF of Site</b>	<b>Per Slip</b>
Income Approach - Market Rent		\$1,999,000	\$1.11	\$5,646.89
<b>Fair Market Rent Allocation On</b>	<b>May 7, 2020</b>	<b>Total</b>	<b>PSF of Site</b>	<b>PSF of FAR</b>
Income Approach - Allocated Market Rent to Uplands Areas 1 & 4		\$338,200	\$2.18	\$7.54
<b>Fair Market Value of Residential Development Rights On</b>	<b>May 7, 2020</b>	<b>Total</b>		<b>PSF of FAR</b>
Sales Comparison Approach		\$86,000,000		\$390.91
Income Approach - Residual Land Analysis		\$88,000,000		\$400.00

**CONCLUDED MARKET VALUE**

<b>Appraisal Premise</b>	<b>Interest Appraised</b>	<b>Date of Value</b>	<b>Market Rent/ Value Conclusion</b>
Fair Market Rent of Marina - Area 2	Leasehold Interest	May 7, 2020	10.00%
Fair Market Rent of Uplands - Areas 1 & 4	Fee Simple Estate	May 7, 2020	10.00%
Fair Market Rent of Parking Garages - Areas 3 & 4	Fee Simple Estate	May 7, 2020	35.00%
Fair Market Rent - Fuel Sales Per Gallon	Fee Simple Estate	May 7, 2020	4.00%
Fair Market Rent of Marina	Leasehold & Fee Simple	May 7, 2020	\$1,999,000
Fair Market Rent - Allocated to Uplands Area 1 & 4	Fee Simple Estate	May 7, 2020	\$338,200
Net Present Value of Marina Fair Market Rent for 32-Years	Leasehold & Fee Simple	May 7, 2020	\$35,200,000
Net Present Value of Marina Fair Market Rent for 99-Years	Leasehold & Fee Simple	May 7, 2020	\$48,800,000
Fair Market Value of Residential Development Rights	Fee Simple Estate	May 7, 2020	\$87,000,000

Compiled by CBRE

**STRENGTHS, WEAKNESSES, OPPORTUNITIES AND THREATS (SWOT)****Strengths/ Opportunities**

- The subject property is part of a high density, barrier island & resort community.
- The subject property is deep water, ocean access location fronting Biscayne Bay with strategic proximity to Government Cut and the Atlantic Ocean.
- The wet slip marina has upside potential from increased services and fuel sales.
- The upland retail/office improvements are being considered for high-rise residential condominium tower, subject to voter referendum, and new mixed-use retail/office redevelopment.
- The proposed residential tower height is concept designed up to 385-feet with Biscayne Bay & Atlantic Ocean view corridors.
- The re-opening of businesses in the wake of Covid-19 is well underway.

**Weaknesses/ Threats**

- Management and maintenance intensive investment property.
- Lingering uncertainty and risk associated with COVID-19.

**COVID-19 WARNING STATEMENT- MARKET UNCERTAINTY CLAUSE**

The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organization as a "Global Pandemic" on the 11th March 2020, has impacted global financial markets. Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors. As at the valuation date, we consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value. Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgement. Consequently, less certainty – and a higher degree of caution – should be

attached to our valuation than would normally be the case. Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that you keep the valuation of [this property] under frequent review. For the avoidance of doubt, the inclusion of the 'material valuation uncertainty' declaration above does not mean that the valuation cannot be relied upon. Rather, the declaration has been included to ensure transparency of the fact that – in the current extraordinary circumstances – less certainty can be attached to the valuation than would otherwise be the case. The material uncertainty clause is to serve as a precaution and does not invalidate the valuation.

### **EXTRAORDINARY ASSUMPTIONS**

An extraordinary assumption is defined as “an assignment-specific assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser’s opinions or conclusions.”<sup>1</sup>

- Our value estimates and conclusions assume mechanical & structural integrity sufficient for continued operation and income production as a wet slip marina and there are no environmental concerns or hazards.
- The use of these extraordinary assumptions may have affected the assignment results.

### **HYPOTHETICAL CONDITIONS**

A hypothetical condition is defined as “a condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results but is used for the purposes of analysis.”<sup>2</sup>

- None noted

### **OWNERSHIP AND PROPERTY HISTORY**

Title to the subject property uplands is currently vested in the names of the City of Miami Beach and the Miami Beach Redevelopment Agency. The City of Miami Beach has been the owner since at least 1972. The submerged land owned in fee simple estate by the Board of Trustees of the Internal Improvement Trust Fund of the State of Florida and is leased to the City of Miami Beach and the Miami Beach Redevelopment Agency via a submerged land lease, as summarized on the following page.

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<sup>1</sup> The Appraisal Foundation, *USPAP*, 2020-2021

<sup>2</sup> The Appraisal Foundation, *USPAP*, 2020-2021

**SUBMERGED LAND LEASE SUMMARY**

Lessor	Board of Trustees of the Internal Improvement Trust Fund of the State of Florida		
Lessee	City of Miami Beach & Miami Beach Redevelopment Agency		
Size (SF)			1,648,937
Commence Date			4/28/2010
Expiration Date (Base Lease)			1/21/2036
Remaining Lease Term (Base Lease)			188 Months
No. & Term of Options			2 options @ 5 years
Expiration Date (Base + All Options)			12/31/2018
Remaining Lease Term (Base + All Options)			16 Months
Contract Rental Rate	<u>Total \$/Yr.</u>		<u>\$/SF/Yr.</u>
Base Rent - 2020	\$207,731		\$0.13
Escalations			Annual CPI
Use of Property	Operate existing 368-slip & 48 transient slip docking facility with boat lifts and a 3-story non-water dependent building, exclusively for mooring of commercial & recreational vessels, upland commercil marina with fueling facilities, a sewage pumpout facility, subject to Florida DEP or Dept. of Health requirements, and liveaboards.		
Change of Use	Obtain a regulatory permit/modified permit.		
Percentage Rent	Waived.		
Assignment of Lease	Requires written consent of the lessor.		
Renewal Provisions	At the sole option of the lessor.		
Source: Lease & Lease Modification			

Miami Beach Marina including the submerged land and uplands is leased to Miami Beach Marina Associates, Ltd. and is operated pursuant to a Lease Agreement dated June 24, 1983 and its subsequent First through Fourth amendments dated between October 23, 1991 and April 15, 1998. It should also be noted, the initial base term of the marina lease expires on January 1, 2022 and there is one, 30-year renewal option with an outside expiration date of December 31<sup>st</sup>, 2052. Miami Beach Marina Associates, Ltd., d/b/a Suntex Marinas acquired the leasehold interest of the property from RCI Group for an undisclosed price in the 1<sup>st</sup> quarter 2018.

As of the effective date of this appraisal and in conjunction with the scope of work, Miami Beach Marina Associates, Ltd. has requested an extension of the current marina lease term to extend from date of the prospective closing of the purchase and sale of the residential development air rights for a period of 60 years thereafter.

The residential development air rights are being negotiated with Terra Group who intends to develop 60 residential condominium units within a 275,000 gross square foot residential tower on top of the mixed-use retail/office & parking podium. The development concept includes the proposed 45,000-SF +/- of new retail/restaurant & office space plus two (2) acres +/- of publicly accessible open green space, including a one (1) acre at grade park, subject to the amendment & restatement of the marina lease; the agreement for purchase & sale of the residential development air rights, the voter referendum approval, comprehensive plan amendment and



rezoning process. The proposed purchase price of the residential development air rights is reported to be \$55,000,000 in cash plus \$15,000,000 in non-cash consideration for resiliency and infrastructure improvements and is subject to a public voter referendum.

In addition, the submerged lands lease with TIF is expected to be extended to coincide with the extended term of the marina lease. However, this a separate negotiation between the City of Miami Beach and TIF with no guarantees.

## EXPOSURE/MARKETING TIME

Current appraisal guidelines require an estimate of a reasonable time period in which the subject could be brought to market and sold. This reasonable time frame can either be examined historically or prospectively. In a historical analysis, this is referred to as exposure time. Exposure time always precedes the date of value, with the underlying premise being the time a property would have been on the market prior to the date of value, such that it would sell at its appraised value as of the date of value. On a prospective basis, the term marketing time is most often used. The exposure/marketing time is a function of price, time, and use. It is not an isolated estimate of time alone. In consideration of these factors, we have analyzed the following:

- exposure periods for comparable sales used in this appraisal;
- exposure/marketing time information from the PwC Real Estate Investor Survey; and
- the opinions of market participants.

In light of the COVID-19 pandemic, we would anticipate a slightly longer marketing period relative to the exposure period. The following table presents information derived from various sources and our conclusion. The following table presents the information derived from these sources.

EXPOSURE/MARKETING TIME DATA				
Investment Type	Exposure/Mktg. (Months)			
	Range		Average	
Comparable Sales Data - Land Sales	Off-Market	-	9.0	12.0
<i>PwC National Land Development</i>				
National Data	1.0	-	36.0	12.0
Local Market Professionals	3.0	-	9.0	6.0
CBRE Exposure Time Estimate	3 - 9 Months			
CBRE Marketing Period Estimate	3 - 12 Months			
Source: , CBRE National Investor Survey & RealtyRates.com Survey				

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## Scope of Work

This Appraisal Report is intended to comply with the reporting requirements set forth under Standards Rule 2 of USPAP. The scope of the assignment relates to the extent and manner in which research is conducted, data is gathered, and analysis is applied.

### INTENDED USE OF REPORT

This appraisal is to be used for buy/sell/exchange and no other use is permitted.

### CLIENT

The client is City of Miami Beach, Florida.

### INTENDED USER OF REPORT

This appraisal is to be used by City of Miami Beach, Florida, and no other user may rely on our report unless as specifically indicated in the report.

Intended Users - the intended user is the person (or entity) who the appraiser intends will use the results of the appraisal. The client may provide the appraiser with information about other potential users of the appraisal, but the appraiser ultimately determines who the appropriate users are given the appraisal problem to be solved. Identifying the intended users is necessary so that the appraiser can report the opinions and conclusions developed in the appraisal in a manner that is clear and understandable to the intended users. Parties who receive or might receive a copy of the appraisal are not necessarily intended users. The appraiser's responsibility is to the intended users identified in the report, not to all readers of the appraisal report.<sup>3</sup>

### PURPOSE OF THE APPRAISAL

The purpose of this appraisal is to estimate the market value of the subject property.

### DEFINITION OF VALUE

The current economic definition of market value agreed upon by agencies that regulate federal financial institutions in the U.S. (and used herein) is as follows:

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. buyer and seller are typically motivated;

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<sup>3</sup> Appraisal Institute, The Appraisal of Real Estate, 14th ed. (Chicago: Appraisal Institute, 2013), 50.

2. both parties are well informed or well advised, and acting in what they consider their own best interests;
3. a reasonable time is allowed for exposure in the open market;
4. payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
5. the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale. <sup>4</sup>

## INTEREST APPRAISED

The value estimated represents the Fee Simple Estate of the uplands and the Leasehold Interest in the submerged land as defined below:

*Fee Simple Estate* - 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. <sup>5</sup>

*Leased Fee Interest* - The ownership interest held by the lessor, which includes the right to receive the contract rent specified in the lease plus the reversionary right when the lease expires<sup>6</sup>

*Leasehold Interest* - The tenant's possessory interest created by a lease. <sup>7</sup>

## Extent to Which the Property is Identified

The property is identified through the following sources:

- postal address
- assessor's records
- legal description

## Extent to Which the Property is Inspected

The extent of the inspection included the following: interior and exterior areas and the surrounding environ.

## Type and Extent of the Data Researched

CBRE reviewed the following:

- applicable tax data
- zoning requirements
- flood zone status
- demographics
- income and expense data
- comparable sale, listing & rental data

<sup>4</sup> Interagency Appraisal and Evaluation Guidelines; December 10, 2010, Federal Register, Volume 75 Number 237, Page 77472.

<sup>5</sup> Appraisal Institute, The Dictionary of Real Estate Appraisal, 6<sup>th</sup> ed. (Chicago: Appraisal Institute, 2015), 90.

<sup>6</sup> Dictionary of Real Estate Appraisal, 128.

<sup>7</sup> Dictionary of Real Estate Appraisal, 128.



## Type and Extent of Analysis Applied

CBRE, Inc. analyzed the data gathered through the use of appropriate and accepted appraisal methodology to arrive at a probable value indication via each applicable approach to value. The steps required to complete each approach are discussed in the methodology section.

## Data Resources Utilized in the Analysis

DATA SOURCES	
Item:	Source(s):
<b>Site Data</b>	
Size	Legal description, survey, submerged land lease, marina operator lease and declaration of condominium (for parking)
<b>Improved Data</b>	
Building Area	Floor plan measurements by Florida Measures
No. Bldgs.	Property inspection, survey and declaration of condominium (for parking)
Parking Spaces	Survey, field count and declaration of condominium
Year Built/Developed	Public records
<b>Economic Data</b>	
Deferred Maintenance:	Property inspection
Building Costs:	Marshall Valuation Service (MVS)
Income Data:	Revenue audit, marina rent roll & rate sheet, retail/office rent roll and market data
Expense Data:	Market data
Compiled by CBRE	

## APPRAISAL METHODOLOGY

In appraisal practice, an approach to value is included or omitted based on its applicability to the property type being valued and the quality and quantity of information available.

### Cost Approach

The cost approach is based on the proposition that the informed purchaser would pay no more for the subject than the cost to produce a substitute property with equivalent utility. This approach is particularly applicable when the property being appraised involves relatively new improvements that represent the highest and best use of the land, or when it is improved with relatively unique or specialized improvements for which there exist few sales or leases of comparable properties.

### Sales Comparison Approach

The sales comparison approach utilizes sales of comparable properties, adjusted for differences, to indicate a value for the subject. Valuation is typically accomplished using physical units of comparison such as price per square foot, price per unit, price per floor, etc., or economic units of comparison such as gross rent multiplier. Adjustments are applied to the physical units of comparison derived from the comparable sale. The unit of comparison chosen for the subject is then used to yield a total value. Economic units of comparison are not adjusted, but rather analyzed as to relevant differences, with the final estimate derived based on the general comparisons.

### Income Capitalization Approach

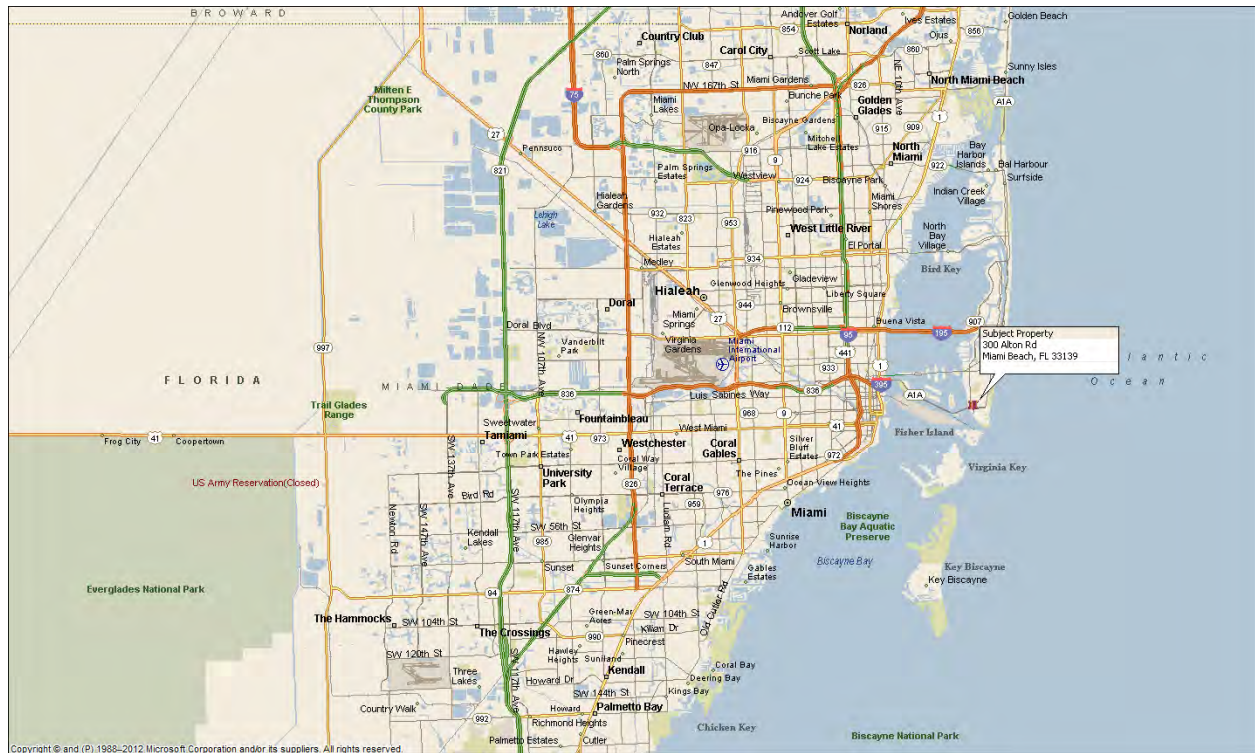
The income capitalization approach reflects the subject's income-producing capabilities. This approach is based on the assumption that value is created by the expectation of benefits to be derived in the future. Specifically estimated is the amount an investor would be willing to pay to receive an income stream plus reversion value from a property over a period of time. The two common valuation techniques associated with the income capitalization approach are direct capitalization and the discounted cash flow (DCF) analysis.

### Methodology Applicable to the Subject

At the specific request of the client, we have estimated the fair market value of the residential development air rights via the sales comparison approach and residual land analysis via the income approach. We have also employed the income approach for valuing the fair market rent of the marina lease.

The cost approach is not applicable in valuing the leasehold interest of the marina lease because the leasehold improvements belong to the tenant, not the fee simple or leased fee property owner. The exclusion of said approach(s) is not considered to compromise the credibility of the results rendered herein.

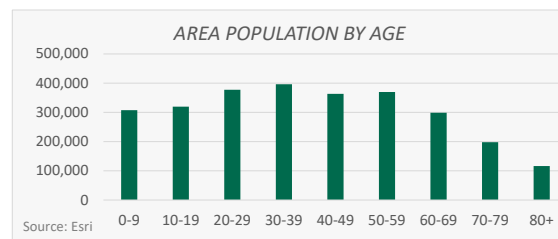
## Area Analysis



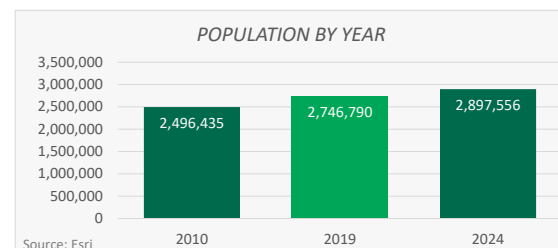
The subject is located in Miami-Dade County. Key information about the area is provided in the following tables.

### POPULATION

The area has a population of 2,746,790 and a median age of 39, with the largest population group in the 30-39 age range and the smallest population in 80+ age range.

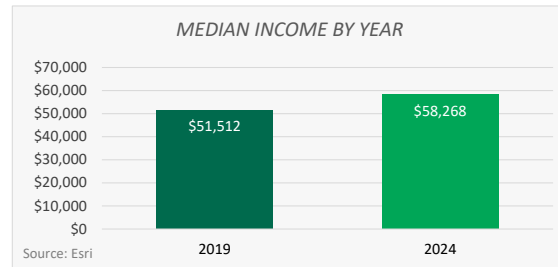


Population has increased by 250,355 since 2010, reflecting an annual increase of 1.1%. Population is projected to increase by an additional 150,766 by 2024, reflecting 1.1% annual population growth.



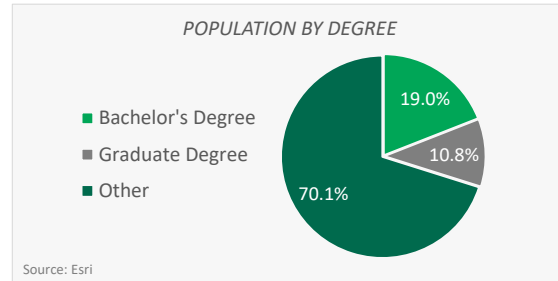
## INCOME

The area features an average household income of \$77,008 and a median household income of \$51,512. Over the next five years, median household income is expected to increase by 13.1%, or \$1,351 per annum.

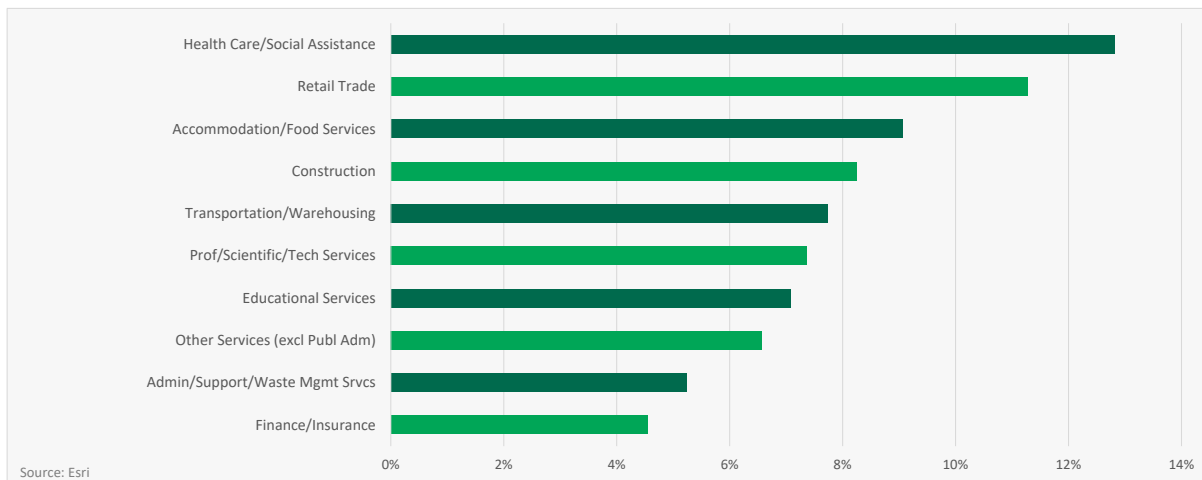


## EDUCATION

A total of 29.9% of individuals over the age of 24 have a college degree, with 19.0% holding a bachelor's degree and 10.8% holding a graduate degree.

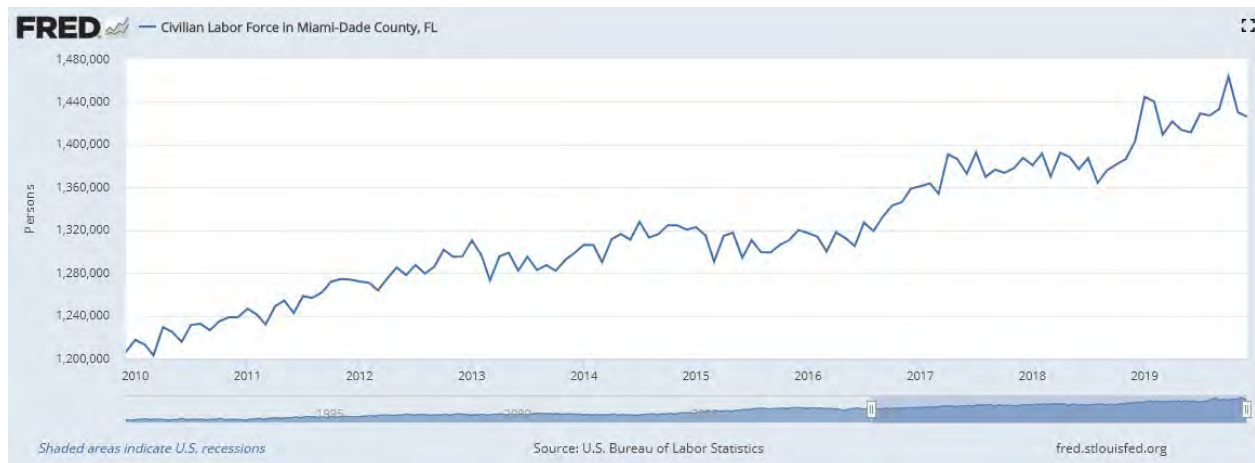


## EMPLOYMENT



The area includes a total of 1,389,050 employees and has a 4.4% unemployment rate. The top three industries within the area are Health Care/Social Assistance, Retail Trade and Accommodation/Food Services, which represent a combined total of 33% of the population.

## MIAMI-DADE COUNTY LABOR MARKET





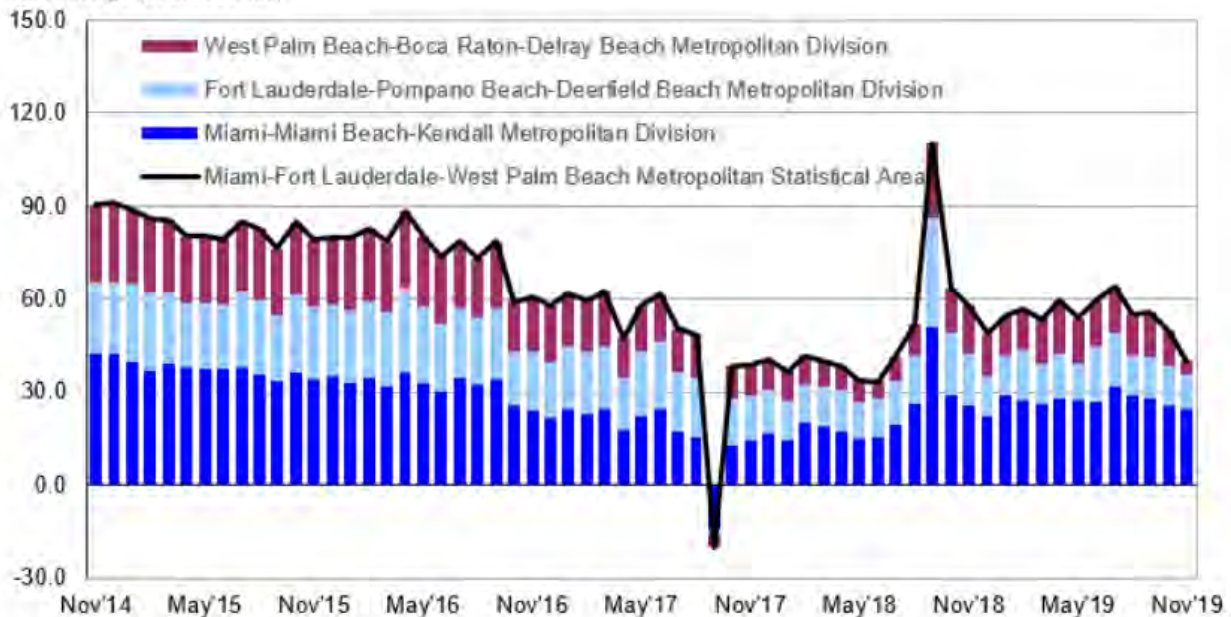
## MIAMI-FORT LAUDERDALE-WEST PALM BEACH MSA EMPLOYMENT

### Miami Area Employment – November 2019 Local Rate of Employment Growth Similar to the National Average

Total nonfarm employment for the Miami-Fort Lauderdale-West Palm Beach, FL Metropolitan Statistical Area stood at 2,775,100 in November 2019, up 40,100, or 1.5 percent, over the year, the U.S. Bureau of Labor Statistics reported today. During the same period, the national rate of job growth was 1.5 percent. Regional Commissioner Janet S. Rankin noted that the Miami area has had over-the-year employment gains exceeding 40,000 each month since July 2018. (See [chart 1](#) and [table 1](#); the [Technical Note](#) at the end of this release contains metropolitan area definitions. All data in this release are not seasonally adjusted; accordingly, over-the-year analysis is used throughout.)

**Chart 1. Total nonfarm employment, over-the-year net change in the Miami metropolitan area and its divisions, November 2014–November 2019**

Net change (in thousands)



Source: U.S. Bureau of Labor Statistics.

The Miami area is made up of three metropolitan divisions—separately identifiable employment centers within the larger metropolitan area. All three divisions gained jobs over the year. Miami-Miami Beach-Kendall, the largest of the three divisions with 45 percent of the area's employment, added 24,700 jobs from November a year ago. The Fort Lauderdale-Pompano Beach-Deerfield Beach Division, which accounted for 32 percent of Miami area's workforce, gained 11,200 jobs, while the West Palm Beach-Boca Raton-DeLray Beach Division added 4,200 jobs over the 12-month period.



### Industry employment

Three industry supersectors accounted for almost three-quarters of the jobs gained in the Miami area from November 2018 to November 2019: education and health services, professional and business services, and government. Miami's education and health services industry had the largest over-the-year increase in the local area in November 2019, adding 17,200 jobs, a 4.2-percent rate of job growth. All three metropolitan divisions gained jobs in this industry since November 2018, with the largest increase in the Miami metropolitan division (+13,000). Nationally, employment in education and health services was up 2.9 percent over the year. (See [chart 2](#).)

**Chart 2. Total nonfarm and selected industry supersector employment, over-the-year percent change, United States and the Miami metropolitan area, November 2019**



Source: U.S. Bureau of Labor Statistics.

The professional and business services sector in the Miami area added 7,300 jobs, a 1.6-percent gain over the 12-month period. All three metropolitan divisions gained jobs in this sector from November 2018 to November 2019. Nationally, the rate of job growth in professional and business services was 2.0 percent.

Miami's government sector added 5,300 jobs in November 2019, up 1.7 percent. Over the year, two of the three metropolitan divisions gained jobs in this sector. Nationally, employment in government was up 0.7 percent.

Since November 2018, two industry supersectors in the Miami area each lost 1,000 or more jobs: manufacturing (-2,700; -2.9 percent) and information (-1,000; -1.9 percent). Nationally, employment rose in manufacturing and information, up 0.6 percent and 0.4 percent, respectively.

### Employment in the 12 largest metropolitan areas

Miami-Fort Lauderdale-West Palm Beach was 1 of the nation's 12 largest metropolitan statistical areas in November 2019. All 12 areas had over-the-year job growth during the period, with the rates of job growth in 8 areas at or above the national average of 1.5 percent. Dallas-Fort Worth-Arlington had the fastest rate of

job growth, up 3.2 percent, followed by Houston-The Woodlands-Sugar Land (+2.7 percent), and Phoenix-Mesa-Scottsdale (+2.6 percent). Chicago-Naperville-Elgin (+0.6 percent) had the slowest rate of job growth. (See [chart 3](#) and [table 2](#).)

**Chart 3. Total nonfarm employment, over-the-year percent change, United States and 12 largest metropolitan areas, November 2019**



Source: U.S. Bureau of Labor Statistics

Dallas added the largest number of jobs over the year, 120,700, followed by New York-Newark-Jersey City with 99,400 jobs. Chicago had the smallest employment gain over the year, adding 28,600 jobs, followed by Philadelphia-Camden-Wilmington with 29,000 jobs. Annual job gains in the remaining eight metropolitan areas ranged from 96,000 in Los Angeles-Long Beach-Anaheim to 39,000 in Boston-Cambridge-Nashua.

Over the year, education and health services added the most jobs in seven areas: Atlanta-Sandy Springs-Roswell, Boston, Chicago, Los Angeles, Miami, New York, and Phoenix. Professional and business services added the most jobs in the five remaining areas: Dallas, Houston, Philadelphia, San Francisco-Oakland-Hayward, and Washington-Arlington-Alexandria.

The information sector lost the most jobs in three areas: Houston, Phoenix, and Washington. Atlanta and Dallas were the only areas to have no job losses in any supersector from November 2018 to November 2019.

**Table 1. Employees on nonfarm payrolls by industry supersector, United States and the Miami metropolitan area and its components, not seasonally adjusted (numbers in thousands)**

Area and Industry	Nov 2018	Sept 2019	Oct 2019	Nov 2019(p)	Nov 2018 to Nov 2019(p)	
					Net change	Percent change
<b>United States</b>						
Total nonfarm.....	151,375	152,016	153,002	153,624	2,249	1.5
Mining and logging.....	751	754	760	747	-4	-0.5
Construction.....	7,457	7,697	7,715	7,602	145	1.9
Manufacturing.....	12,783	12,884	12,819	12,862	79	0.6
Trade, transportation, and utilities.....	28,387	27,703	27,914	28,500	113	0.4
Information.....	2,854	2,822	2,828	2,865	11	0.4
Financial activities.....	8,609	8,705	8,732	8,728	119	1.4
Professional and business services.....	21,444	21,625	21,825	21,869	425	2.0
Education and health services.....	24,089	24,349	24,652	24,784	695	2.9
Leisure and hospitality.....	16,182	16,922	16,806	16,601	419	2.6
Other services.....	5,859	5,933	5,945	5,942	83	1.4
Government.....	22,960	22,622	23,006	23,124	164	0.7
<b>Miami-Fort Lauderdale-West Palm Beach, FL Metropolitan Statistical Area</b>						
Total nonfarm.....	2,735.0	2,730.9	2,755.3	2,775.1	40.1	1.5
Mining and logging.....	0.7	0.7	0.7	0.7	0.0	0.0
Construction.....	141.6	144.8	144.9	145.0	3.4	2.4
Manufacturing.....	92.0	90.0	89.7	89.3	-2.7	-2.9
Trade, transportation, and utilities.....	625.4	606.3	614.4	626.2	0.8	0.1
Information.....	51.7	49.9	50.3	50.7	-1.0	-1.9
Financial activities.....	186.1	187.4	188.5	189.3	3.2	1.7
Professional and business services.....	454.6	463.0	463.4	461.9	7.3	1.6
Education and health services.....	407.7	419.1	424.5	424.9	17.2	4.2
Leisure and hospitality.....	332.6	326.6	330.5	336.4	3.8	1.1
Other services.....	124.5	125.5	126.1	127.3	2.8	2.2
Government.....	318.1	317.6	322.3	323.4	5.3	1.7
<b>Miami-Miami Beach-Kendall, FL Metropolitan Division</b>						
Total nonfarm.....	1,220.9	1,225.1	1,235.5	1,245.6	24.7	2.0
Mining and logging.....	0.5	0.5	0.5	0.5	0.0	0.0
Construction.....	54.0	56.2	55.4	55.7	1.7	3.1
Manufacturing.....	42.4	40.9	40.1	39.9	-2.5	-5.9
Trade, transportation, and utilities.....	306.8	301.4	305.1	310.8	4.0	1.3
Information.....	20.3	19.8	19.9	20.1	-0.2	-1.0
Financial activities.....	81.2	79.5	79.9	80.8	-0.4	-0.5
Professional and business services.....	182.4	185.9	186.3	185.0	2.6	1.4
Education and health services.....	190.5	198.7	201.9	203.5	13.0	6.8
Leisure and hospitality.....	145.2	145.1	146.5	148.6	3.4	2.3
Other services.....	52.3	53.4	53.0	53.1	0.8	1.5
Government.....	145.3	143.7	146.9	147.6	2.3	1.6
<b>Fort Lauderdale-Pompano Beach-Deerfield Beach, FL Metropolitan Division</b>						
Total nonfarm.....	868.3	866.5	874.4	879.5	11.2	1.3
Construction.....	48.8	49.0	49.0	48.9	0.1	0.2
Manufacturing.....	28.6	28.3	28.5	28.1	-0.5	-1.7
Trade, transportation, and utilities.....	197.7	188.8	191.9	196.3	-1.4	-0.7
Information.....	20.5	20.0	20.2	20.3	-0.2	-1.0
Financial activities.....	61.7	64.0	64.1	64.0	2.3	3.7
Professional and business services.....	156.5	157.3	158.8	159.3	2.8	1.8
Education and health services.....	113.6	116.6	117.8	116.9	3.3	2.9
Leisure and hospitality.....	95.1	95.5	95.9	96.7	1.6	1.7
Other services.....	39.2	41.3	41.8	42.6	3.4	8.7
Government.....	106.5	105.6	106.3	106.3	-0.2	-0.2

Note: See footnotes at end of table.

**Table 1. Employees on nonfarm payrolls by industry supersector, United States and the Miami metropolitan area and its components, not seasonally adjusted (numbers in thousands) - Continued**

Area and Industry	Nov 2018	Sept 2019	Oct 2019	Nov 2019(p)	Nov 2018 to Nov 2019(p)	
					Net change	Percent change
<b>West Palm Beach-Boca Raton-Delray Beach, FL Metropolitan Division</b>						
Total nonfarm.....	645.8	639.3	645.4	650.0	4.2	0.7
Construction .....	38.8	39.6	40.5	40.4	1.6	4.1
Manufacturing.....	21.0	20.8	21.1	21.3	0.3	1.4
Trade, transportation, and utilities .....	120.9	116.1	117.4	119.1	-1.8	-1.5
Information .....	10.9	10.1	10.2	10.3	-0.6	-5.5
Financial activities .....	43.2	43.9	44.5	44.5	1.3	3.0
Professional and business services .....	115.7	119.8	118.3	117.6	1.9	1.6
Education and health services .....	103.6	103.8	104.8	104.5	0.9	0.9
Leisure and hospitality.....	92.3	86.0	88.1	91.1	-1.2	-1.3
Other services .....	33.0	30.8	31.3	31.6	-1.4	-4.2
Government.....	66.3	68.3	69.1	69.5	3.2	4.8

## Footnotes

(p) Preliminary

## MIAMI-DADE COUNTY TOP PRIVATE EMPLOYERS

COMPANY	NO. OF EMPLOYEES	INDUSTRY
Baptist Health South Florida	11,353	Health Care
University of Miami	12,818	Education
American Airlines	11,031	Aviation
Florida Power & Light Company	3,011	Utility
Carnival Cruise Lines	3,500	Hospitality and Tourism
Mount Sinai Medical Center	3,321	Health Care
Miami Childrens Hospital	3,500	Health Care
Royal Caribbean International/Celebrity Cruises	2,989	Hospitality and Tourism
Bank of America Merrill Lynch	2,000	Banking and Finance
Wells Fargo	2,050	Banking and Finance
LATAM Airlines/Lan Cargo	900	Aviation
AAR Corp.- Aircraft Services	1,160	Aviation
N.C.L. Corporation	1,049	Hospitality and Tourism
Federal Express	1,161	Trade and Logistics
Eulen America	1,205	Professional Services
Ryder Integrated Logistics	1,106	Trade and Logistics
Miami Herald Publishing Co.	635	Publishing
CitiBank	1,000	Banking and Finance
Fountainbleau Miami Beach	1,987	Hospitality & Tourism

Source: The Beacon Council



## MIAMI-DADE COUNTY TOP PUBLIC EMPLOYERS

COMPANY	NO. OF EMPLOYEES	INDUSTRY
Miami-Dade County Public Schools	33,477	Education
Miami-Dade County	25,502	Local Government
Federal Government	19,200	National Government
Florida State Government	17,100	State Government
Jackson Health System	9,797	Health Care
Florida International University	3,534	Education
Miami Dade College	2,390	Education
City of Miami	3,997	Local Government
Homestead AFB	3,250	Military
Miami VA Healthcare System	2,500	Health Care
City of Miami Beach	1,971	Local Government
U.S. Southern Command	1,600	Military
City of Hialeah	1,578	Local Government
City of North Miami Beach	420	Local Government
City of Coral Gables	730	Local Government



## OPENING DAY

Growth in nonresidential construction jobs will also be robust because groundbreakings on major projects have become routine in MIA. Phase one of the MiamiCentral train station, which will eventually connect a new intercity train line with local transit options, debuted in May. Adjacent to the station, the \$2 billion Miami Worldcenter is transforming 27 acres of parking lots into a vast collection of residential, retail, office and hotel buildings. Over the next few years, the "tallest building in Florida" distinction will pass among multiple skyscrapers in downtown Miami. And county commissioners recently gave final approval to a \$4 billion mega-mall that will be America's largest shopping complex if it is completed as planned.

## CONCLUSION

The economy in Miami-Dade County will continue to experience an increase in population, an increase in household income, and an increase in household values. In addition, MIA's international character and its high-skilled, bilingual workforce will help it exceed the U.S. in income growth over the long term.



## LAND USE

Land uses within the subject neighborhood consist of a wide variety of commercial and residential developments. Residential uses are largely concentrated west of Washington Avenue, with retail and office uses clustered along the Alton Road, 5th Street and Dade Boulevard/Venetian Causeway corridors, as well as the pedestrian-only areas of Lincoln Road Mall. Hotels, condominiums, restaurants and retail are primarily concentrated along Collins Avenue and Ocean Drive with additional retail uses, nightclubs and restaurants on Washington Avenue. Residential uses in the neighborhood are primarily multifamily in design, with smaller buildings housing from eight to 80 units in one- to eight-story buildings. The exception to this situation is found along the Atlantic Ocean/beach and Biscayne Bay shorelines, where several large-scale multifamily residential projects are located, including rental apartments and condominiums.

Land uses in the immediate vicinity of the subject include high density, residential condominium towers including the Murano Grande at Portofino (2003), Icon South Beach (2005), The Yacht Club (1999) and Murano Portofino (2002), which line the west side of Alton Road and front Biscayne Bay. Across the street from the subject property on the east side of Alton Road is the South Pointe Elementary School, several blocks of low-to-mid-rise residential apartment, condominium and hotel properties than Ocean Drive and the Atlantic Ocean front with beach front resort hotels.

The subject location is also identified as the South of Fifth submarket (a.k.a. SoFi) and is an affluent neighborhood in South Beach that spans from South Pointe Park north to fifth street and east-west from Biscayne Bay to the Atlantic Ocean.

Several notable features of the neighborhood include the South Pointe Park, a 17-acre park and bay front promenade that features a play area, open green space and walkways for outdoor exercising and direct access to the beach. There are also several well-known restaurants including the historic Smith & Wollensky, Joe's Stone Crab, Prime 112, Prime Italian and Milos.

The South of Fifth residential condominium tower is well known for luxury with Glass, Portofino Tower, Apogee South Beach, Icon, Murano Grande, Murano at Portofino, Continuum Towers, Ocean House, South Pointe Tower and the Yacht Club at Portofino.

The Miami Beach market north of 5<sup>th</sup> Street is anchored by the Lincoln Road Mall. The Lincoln Road pedestrian mall runs east-west from Collins Avenue to Alton Road between 16th and 17th Streets with storefronts on Lincoln Road and to a lesser extent along the side streets.



Since the capital improvement project in 1996, Lincoln Road has experienced substantial changes in tenant mix, including more restaurants and sidewalk cafes, and a shift to traditional retail shopping. At the west end of the mall, Regal Cinema opened an 18-screen stadium style movie theater in 1999. This development was strongly supported by the local municipality and has proved vital in attracting national retailers, such as Banana Republic, Pottery Barn, Williams-Sonoma, Bebe, Swatch, Victoria's Secret's, Ann Taylor Loft, Sunglass Hut, Anthropologie, Books & Books, Chicos, Foot Locker, I. Strada, Morgan Miller, Payless ShoeSource, Quicksilver, White House/Black Market and Express to the pedestrian promenade. The addition of the Regal Cinemas solidified the Lincoln Road redevelopment and began to make it very attractive to the national retailers and high-end restaurateurs. While Lincoln Road is in and of itself a destination location, the cinemas also serve to attract year-round Miami-Dade residents to Lincoln Road. The Regal Cinemas is one of the most heavily patronized cinemas in South Florida.

Anchoring the east end of Lincoln Road Mall was the former New World Symphony which was housed within the subject property, also known as the Lincoln Theatre building. Established in 1987 under the artistic direction of Michael Tilson Thomas, the New World Symphony provides an instructional program to prepare graduates of distinguished music programs for leadership positions in orchestras and ensembles around the world. The New World Symphony recently relocated to 500 17th Street, just north of the subject's Lincoln Theatre location into a Frank Gehry designed concert hall and a 7,000 square foot projection wall on which concerts, video art

and films are shown free-of-charge to audiences in Soundscape, a 2.5-acre public park, designed by Dutch architectural firm West 8.

Other primary influences in close proximity to the subject also include the Miami Beach Convention Center which provides about one million square feet of exhibition space and meeting hall facilities and is rated as one of the top convention centers in the United States; the Jackie Gleason Theater of the Performing Arts at the intersection of Washington Avenue and 17<sup>th</sup> Street; Alton Road, a commercially oriented, north-south primary arterial street; and the aforementioned Lincoln Road Pedestrian Mall which provides retail shops, restaurants, cafés and a movie theater complex located at Lincoln Road and Alton Road, just southwest of the subject property.

To the east is Ocean Drive, which runs parallel to the Atlantic Ocean and South Beach and is one of the area's premier attractions. The pristine beaches and warm waters of the Atlantic Ocean are to the east side of Ocean Drive, while a host of al fresco dining establishments and some of Florida's most luxurious, high-end hotels such as the Ritz-Carlton, The Delano, The Setai, The Shore Club and The Tides.

## ACCESS

Overall, access to and throughout the subject neighborhood is considered good. The major east-west thoroughfares providing direct access to the subject area from the Miami mainland include the Venetian Causeway that becomes 17<sup>th</sup> Street, located immediately north of the subject; 5th Street/MacArthur Causeway (US Highway No. 41/State Road A1A), located roughly two miles south of the subject property; and Arthur Godfrey/Julia Tuttle Causeway (I-195 located approximately two miles north of the subject property). The Miami Tunnel opened in 2014 to alleviate congestion from PortMiami along the MacArthur Causeway. These arteries connect South Beach to mainland Miami to the west, as well as intersect with the primary north-south arteries of Alton Road, Collins Avenue, Washington Avenue and Ocean Drive.

Interstate 95 is the major north-south expressway providing direct access to Miami-Dade County, as well as points north along the eastern seaboard. Biscayne Boulevard (U.S. Highway No. 1) is a well-traveled artery providing north-south access from S.E. 3rd street in downtown Miami to the Broward County line to the north. Direct access to the subject property is provided via Lenox Avenue which acts as the subject's western boundary line and is a two-way, two-lane, north-south city street. The immediate subject area has average access via the local artery/highway network, and good access to the area business and commercial community.

In addition to the existing access points, there is a proposal to connect Miami Beach with downtown Miami via a monorail line. The elevated monorail would include three (3) stations and run along the south side of the MacArthur Causeway. One station would be built on the Miami side of the line and close to where the causeway begins, while the other two stations would be on Miami Beach near the end of the causeway, and the other at the intersection of Washington Avenue and 5th Street.

## DEMOGRAPHICS

Selected neighborhood demographics in 1-, 3- and 5-mile radius from the subject are shown in the following table:

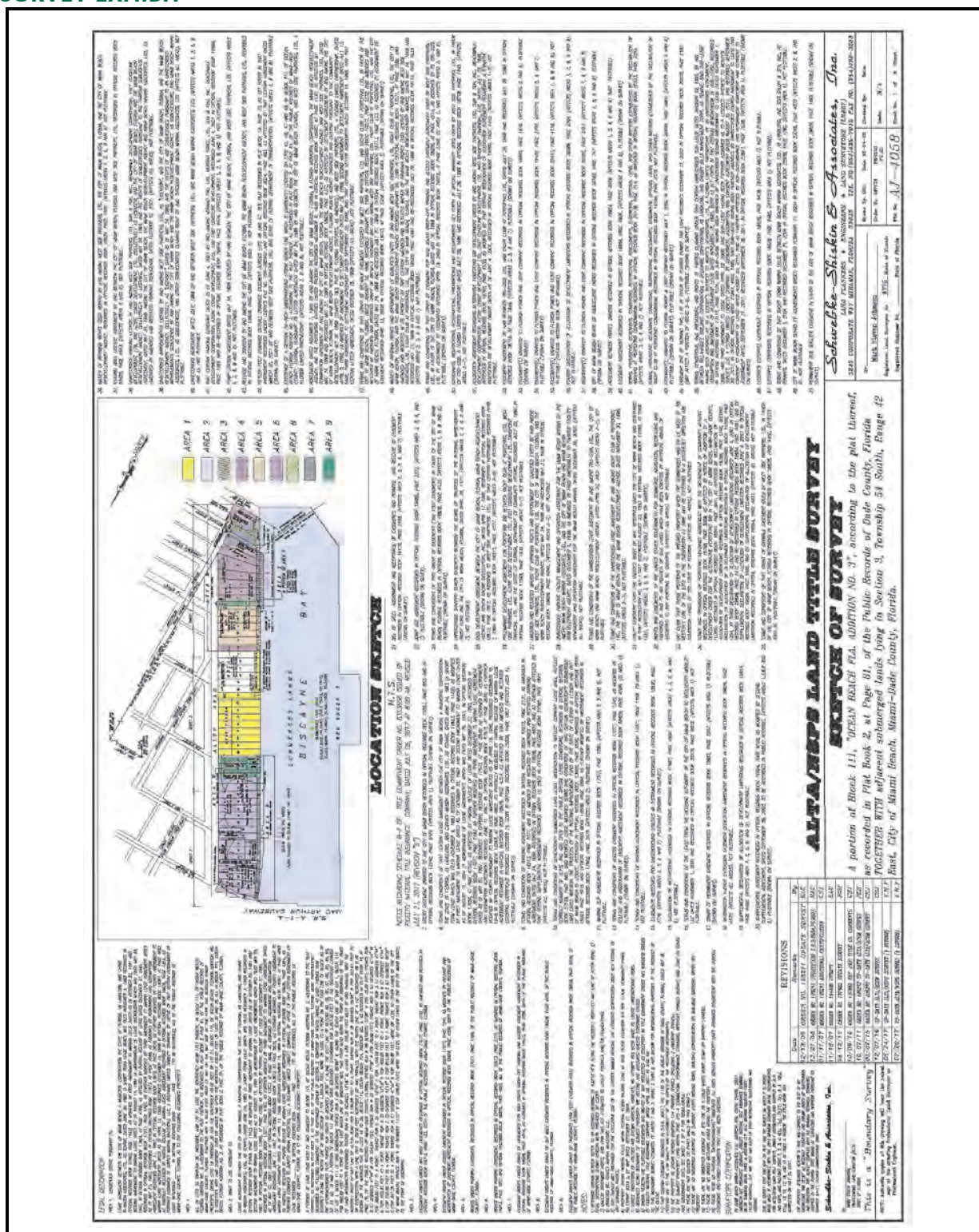
SELECTED NEIGHBORHOOD DEMOGRAPHICS						
344-400 Alton Road Miami Beach, FL 33139	1 Mile Radius	3 Mile Radius	5 Mile Radius	33139 - Miami Beach	Florida	Miami-Dade County
<b>Population</b>						
2024 Total Population	22,558	57,478	256,547	41,746	22,730,808	2,897,556
2019 Total Population	21,809	55,483	231,768	40,375	21,239,528	2,746,790
2010 Total Population	20,851	52,803	190,676	38,623	18,801,310	2,496,435
2000 Total Population	20,808	49,114	159,277	38,343	15,982,378	30,982
Annual Growth 2019 - 2024	0.68%	0.71%	2.05%	0.67%	1.37%	1.07%
Annual Growth 2010 - 2019	0.50%	0.55%	2.19%	0.49%	1.36%	1.07%
Annual Growth 2000 - 2010	0.02%	0.73%	1.82%	0.07%	1.64%	N/A
<b>Households</b>						
2024 Total Households	13,593	32,828	126,075	24,910	8,856,707	997,645
2019 Total Households	13,216	31,880	113,893	24,224	8,299,404	947,594
2010 Total Households	12,851	30,848	92,596	23,514	7,420,802	867,352
2000 Total Households	12,841	28,872	73,467	23,415	6,337,929	776,774
Annual Growth 2019 - 2024	0.56%	0.59%	2.05%	0.56%	1.31%	1.03%
Annual Growth 2010 - 2019	0.31%	0.37%	2.33%	0.33%	1.25%	0.99%
Annual Growth 2000 - 2010	0.01%	0.66%	2.34%	0.04%	1.59%	1.11%
<b>Income</b>						
2019 Median Household Income	\$48,063	\$59,343	\$52,799	\$54,892	\$54,238	\$51,512
2019 Average Household Income	\$80,120	\$98,342	\$86,444	\$90,459	\$78,335	\$77,008
2019 Per Capita Income	\$48,625	\$56,542	\$42,684	\$54,363	\$30,703	\$26,621
2019 Pop 25+ College Graduates	9,337	25,311	82,685	17,883	4,644,912	581,909
Age 25+ Percent College Graduates - 2019	50.0%	55.0%	46.3%	52.1%	30.3%	29.9%
Source: ESRI						

## CONCLUSION

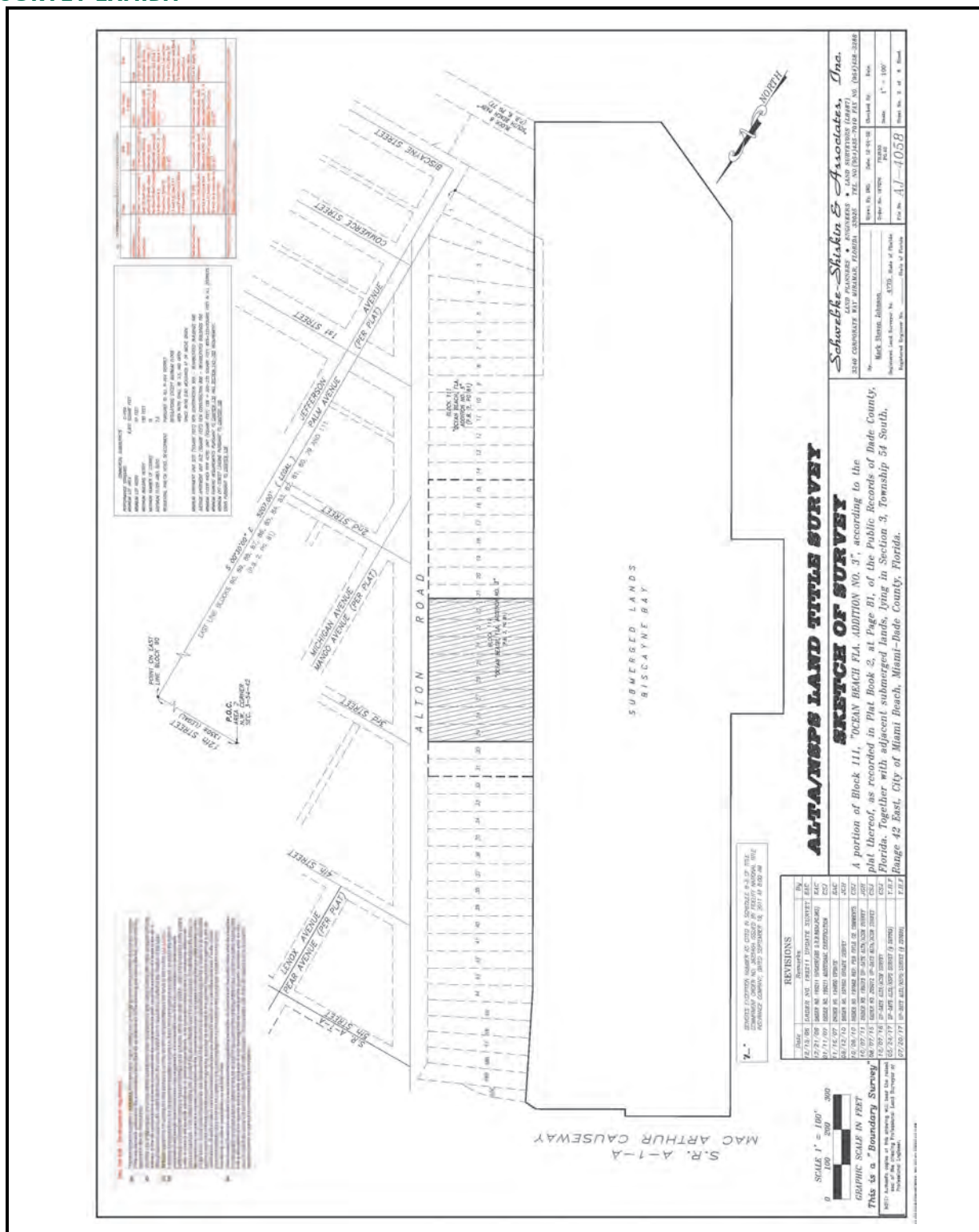
The neighborhood is expected to have growth in population and households through high density, in-fill redevelopment opportunities and reflects a middle-to-upper-middle-income demographic profile. The outlook for the neighborhood is for favorable performance over the foreseeable future. Many neighborhood improvements are new and in good-to-excellent condition. Access to the neighborhood is good and utility services are adequate. Supporting commercial uses are good and surrounding land uses are compatible. Overall, it is our opinion that the subject neighborhood will continue to remain a very desirable area, with continued potential for appreciation. In addition, the Miami Beach submarket is a destination resort community and international "hot spot" that continues to flourish over the long term despite adverse macro-economic cycles.



## SURVEY EXHIBIT

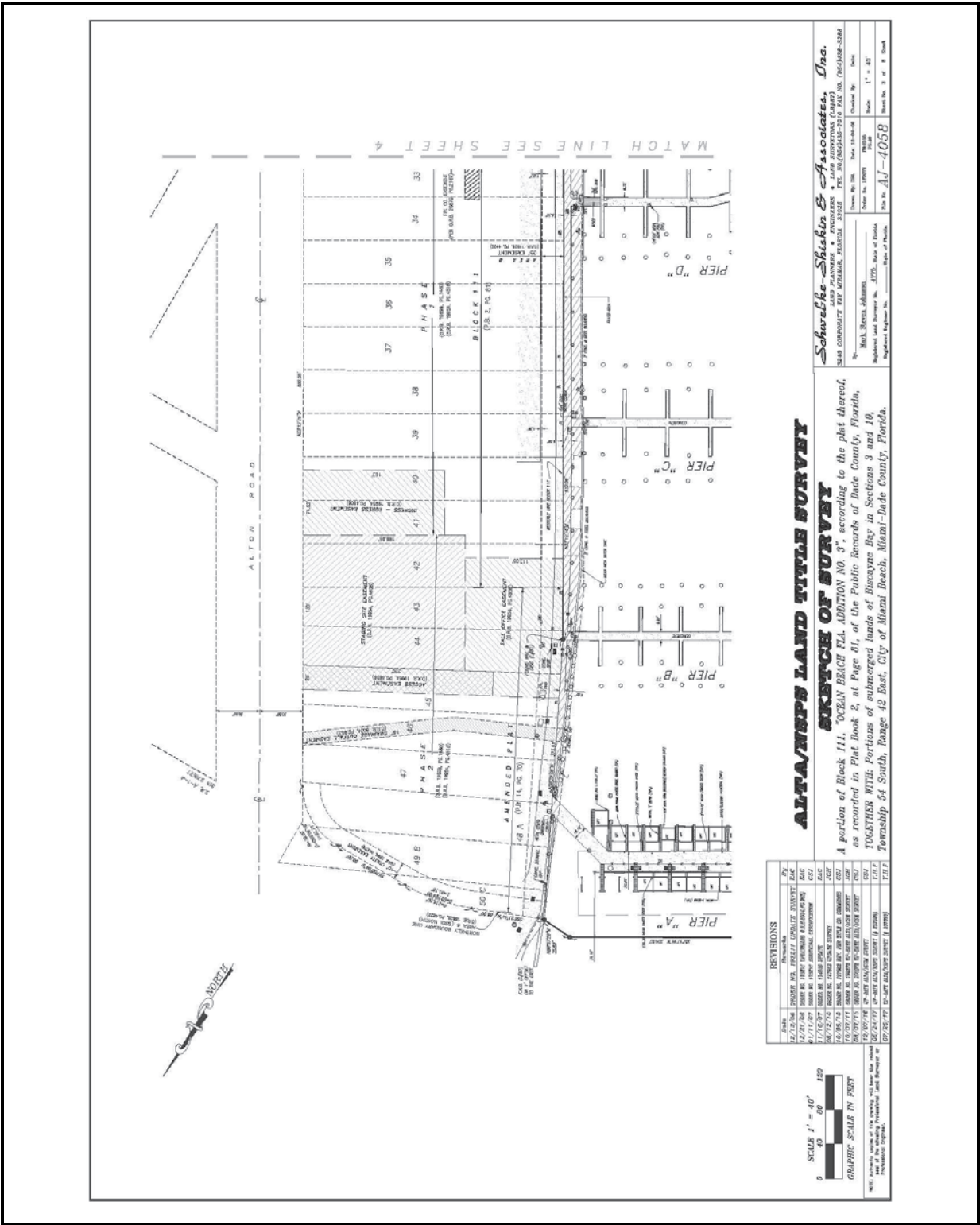


## SURVEY EXHIBIT

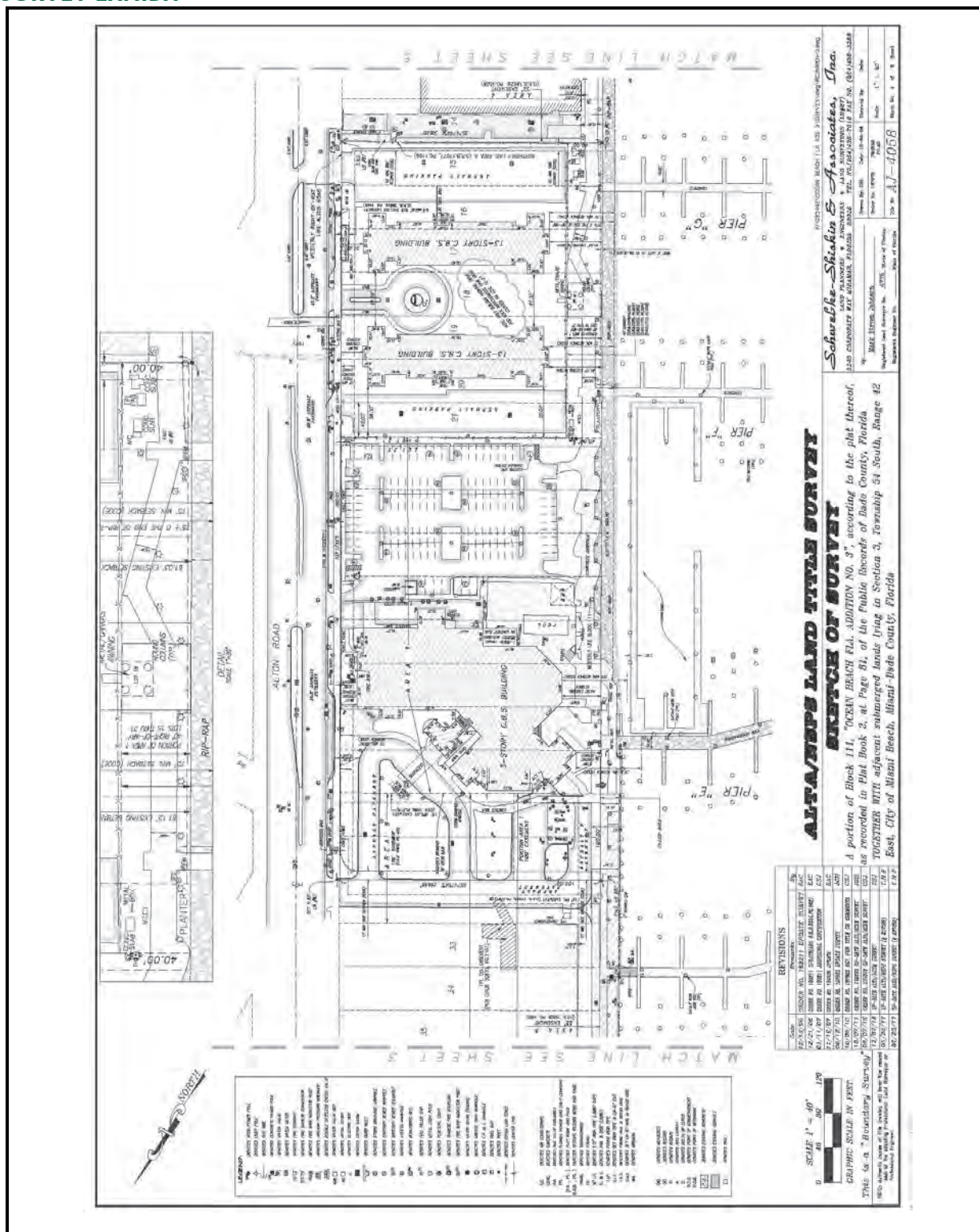




SURVEY EXHIBIT



## SURVEY EXHIBIT

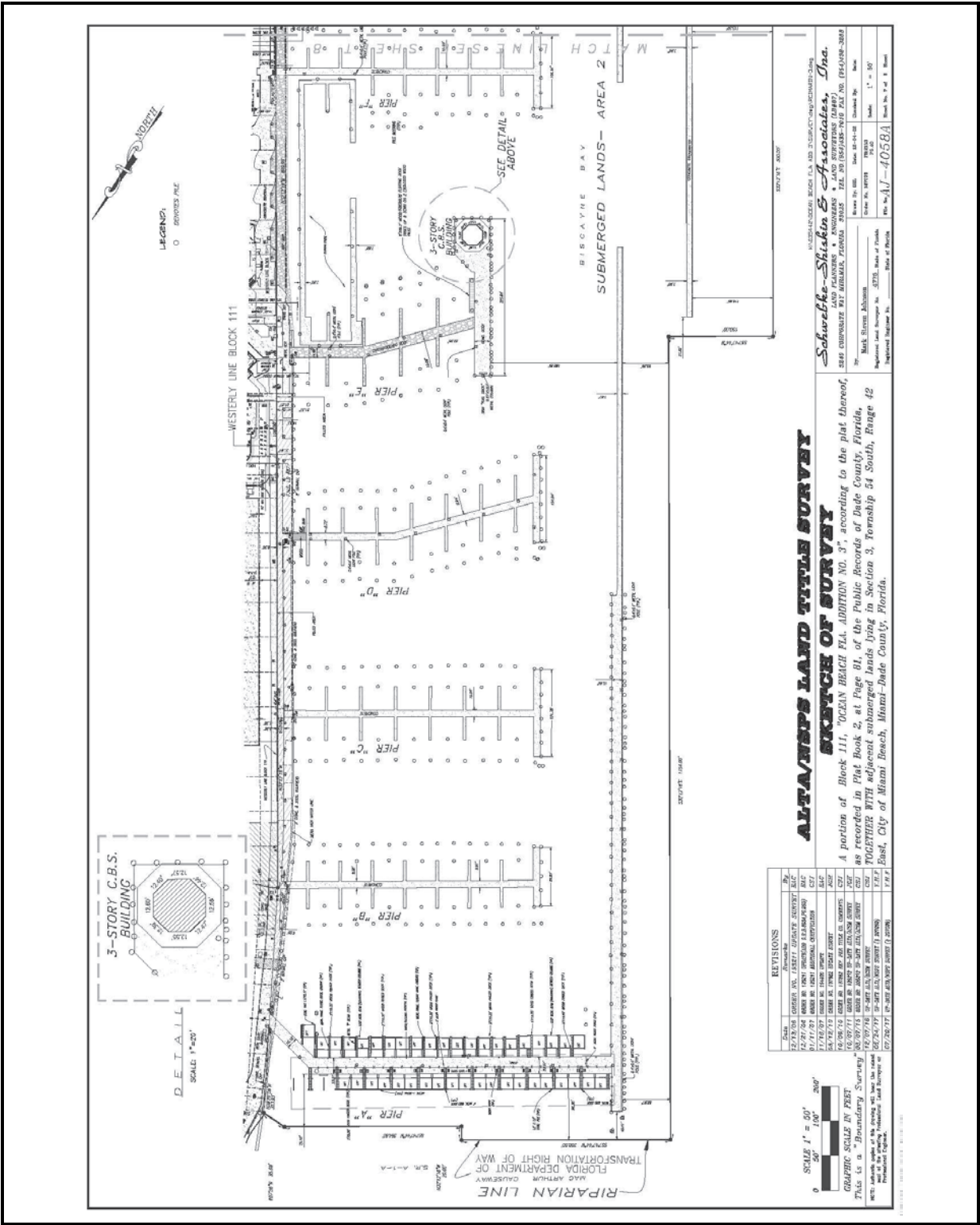




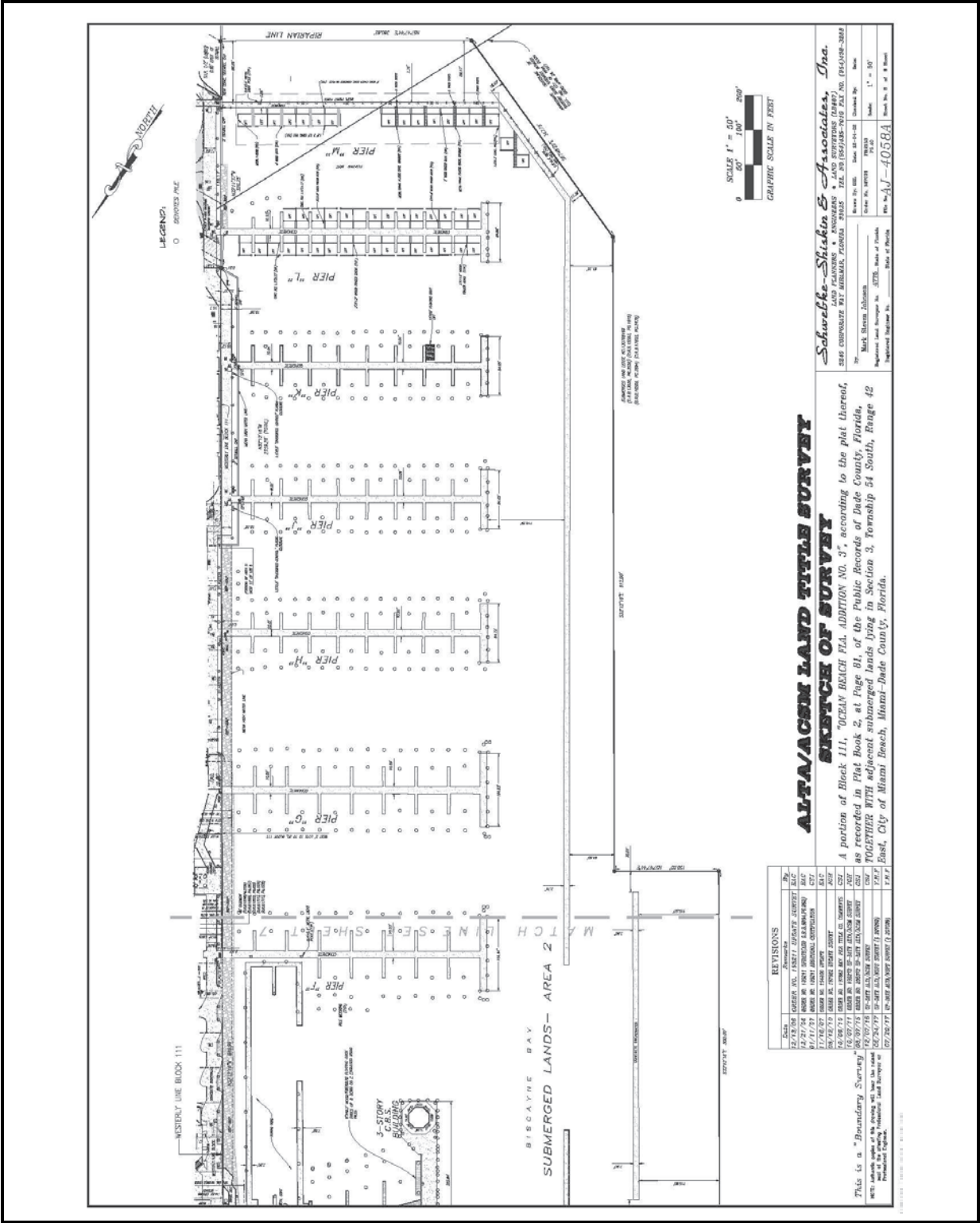




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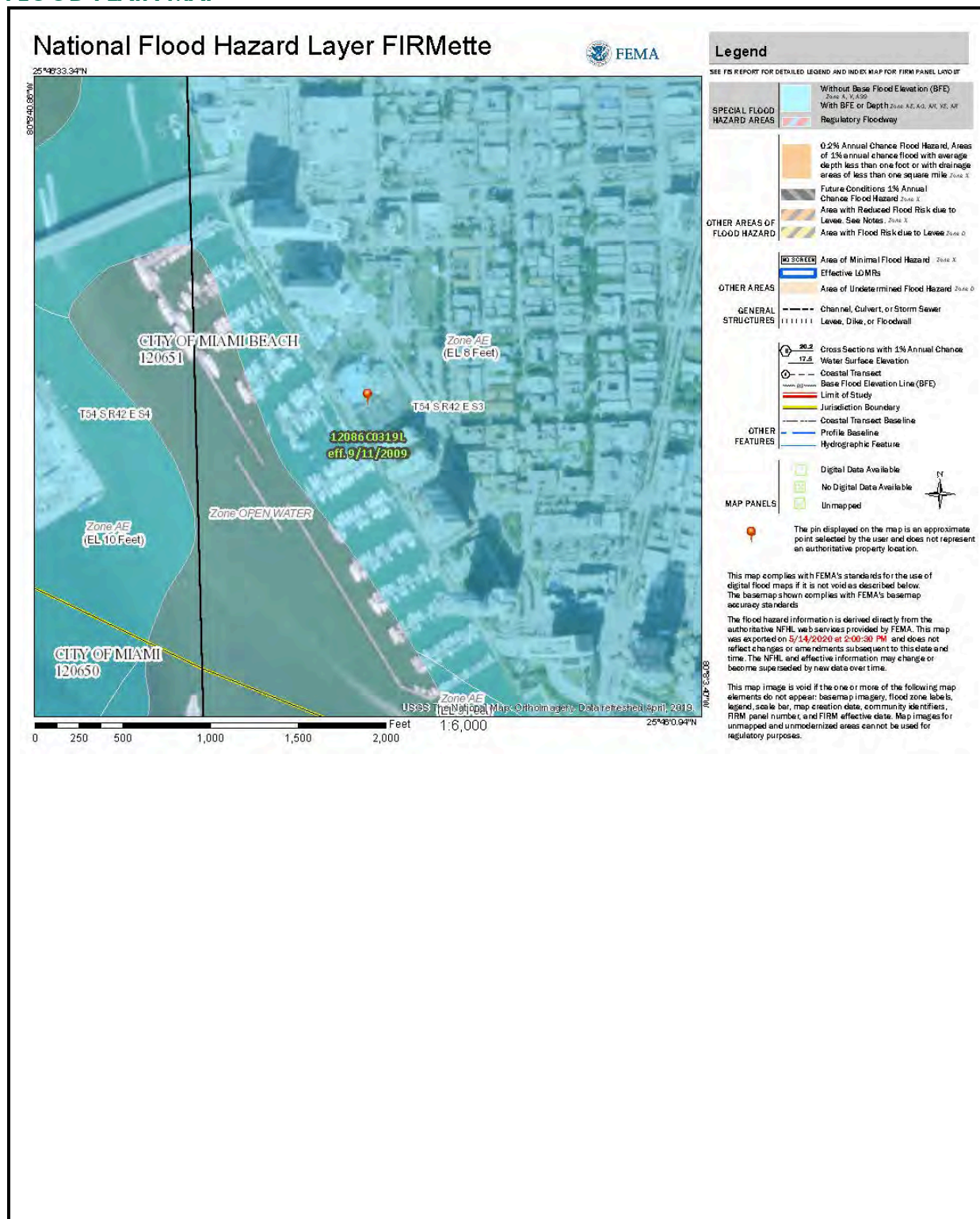


SURVEY EXHIBIT





## FLOOD PLAIN MAP





## Site Analysis

The following chart summarizes the salient characteristics of the subject site.

SITE SUMMARY AND ANALYSIS		
Physical Description		
Submerged Land Area - Leasehold Interest	37.85 Acres	1,648,937 Sq. Ft.
Uplands Area - Fee Simple Estate	3.56 Acres	155,200 Sq. Ft.
Total Land Area - Submerged & Uplands	41.42 Acres	1,804,137 Sq. Ft.
Primary Road Frontage	Alton Road	550 Feet
Deep Water Frontage	Marina Basin	2,914 Linear Feet
Shape	Rectangular	
Topography	6' to 13' below grade and improved to road grade	
Zoning District - Existing	GU, Government Use District	
Zoning District - Proposed	C-PS-4, Intensive Mixed-Use Phased Bayside Commercial	
Flood Map Panel No. & Date	12086C0319L	11-Sep-09
Flood Zone	Zone AE	
Comparative Analysis		Rating
Visibility	Good from MacArthur Causeway, Alton Road & Biscayne Bay	
Functional Utility	Good	
Traffic Volume	Neighborhood, commuter & heavy seasonal traffic	
Adequacy of Utilities	Assumed adequate	
Water Quality	Saltwater	
Water Depth	6 foot to 13 foot draft	
Landscaping	Good	
Drainage	Assumed adequate	
Utilities	Provider	Availability
Water	City of Miami Beach	Yes
Sewer	City of Miami Beach	Yes
Natural Gas	Contract service	Yes
Electricity	FPL	Yes
Telephone	ATT land lines	Yes
Mass Transit	Miami-Dade Transit (MDT) Metrobus service & Miami Beach Trolley	Yes
Other	Yes	No
		Unknown
Detrimental Easements		X
Encroachments	See Comments	
Deed Restrictions	See Comments	
Reciprocal Parking Rights	See Comments	
Source: Various sources compiled by CBRE		

## INGRESS/EGRESS

Ingress and egress is available to the site via shared driveway with Murano Grande at Portofino fronting Alton Road and an improved driveway to the owned surface parking lot. Marine vessel access via deep water frontage along Biscayne Bay and within 0.25 miles from Government Cut.

Street improvements include four (4) lanes of north-south bound traffic lanes on Alton Road median divider with deceleration turn lanes, concrete curbs, gutters and sidewalks, and street lighting.

Bay front improvements include concrete seawall and bulkhead, large stone bank, floating docks, fixed wharf and a public bay walk/linear park.

## AIR RIGHTS

As per the draft term sheet, dated May 6, 2020, the proposed residential development air rights will not be located at ground level and will be located above a portion of the proposed retail/restaurant & office components of the proposed project. According to the developer's concept design, the surface & sub-surface uplands site area would include 3-levels of retail/office area at a height of 47'4" and subterranean parking area, while the proposed residential development air rights would commence an elevation of 78'4". As such, a vertical subdivision will be created with the City of Miami Beach, the marina lessee and the residential developer & purchaser of the air rights will enter into a reciprocal easement and operating agreement ("REA") granting reciprocal easements and imposing covenants, including the following:

1. Access, ingress and egress easements, including, without limitation, pedestrian, vehicular and service;
2. Parking easements;
3. Easements of structural support and foundation easements;
4. Utility easements;
5. Easements for all required back of house support facilities for each party; and
6. Covenants for the long-term operation, maintenance and cost sharing of all applicable areas, and creation of association(s) or other entity through which such operation, maintenance and cost sharing shall occur.

## EASEMENTS AND ENCROACHMENTS

In addition to the proposed residential air rights development, the subject property shares ground level parking garages and the bay walk/linear park areas with four (4) residential condominium towers including the Yacht Club at Portofino, Murano at Portofino, Murano Grande at Portofino and Icon.

The Baywalk is a system of public pedestrian pathways along the Biscayne Bay shoreline that spans from 5th Street to Lincoln Road, linking residential and commercial areas, public street-end parks and other existing pedestrian and bicycle facilities including beach walk. The Baywalk system is part of the larger Atlantic Greenway Network as well as a component of the Blueways Master Plan and the Bicycle Pedestrian Master Plan.

There are no other known easements or encroachments impacting the site that are considered to affect the marketability or highest and best use. It is recommended that the client/reader obtain a current title policy outlining all easements and encroachments on the property, if any, prior to making a business decision.

## COVENANTS, CONDITIONS AND RESTRICTIONS

There are no other known covenants, conditions or restrictions impacting the site that are considered to affect the marketability or highest and best use. It is recommended that the client/reader obtain a copy of the current covenants, conditions and restrictions, if any, prior to making a business decision.

## ENVIRONMENTAL ISSUES

According to the Environmental Assessment prepared by EMG, dated May 17, 2017, there was no evidence of recognized environmental conditions (RECs), historical recognized environmental conditions (HRECs), controlled recognized environmental conditions (CRECs), significant data gaps or significant business environmental risks in connection with the property. However, the assessment did reveal evidence of a Historical Recognized Environmental Condition and a potential Business Environmental Risk in connection with the subject property and the entire report should be referenced and considered in its entirety.

The existence of hazardous materials or underground storage tanks may affect the value of the property. For this appraisal, CBRE, Inc. has specifically assumed that the property is not affected by any hazardous materials that may be present on or near the property.

## ADJACENT PROPERTIES

The adjacent land uses are summarized as follows:

North:	Murano Grande at Portofino, Icon and the MacArthur Causeway
South:	Rebecca Towers, Yacht Club at Portofino, Murano at Portofino, Government Cut and Fisher Island
East:	Alton Road and South Pointe Elementary School
West:	Biscayne Bay and the US Coast Guard station on Causeway Island

The adjacent properties are reflective of a high quality residential and recreational lifestyle.

## CONCLUSION

The site is strategically located along Biscayne Bay with deep water, ocean access, as well as, being located within the affluent, high density residential community South of 5<sup>th</sup> in South Beach.

EXISTING RETAIL/OFFICE IMPROVEMENTS

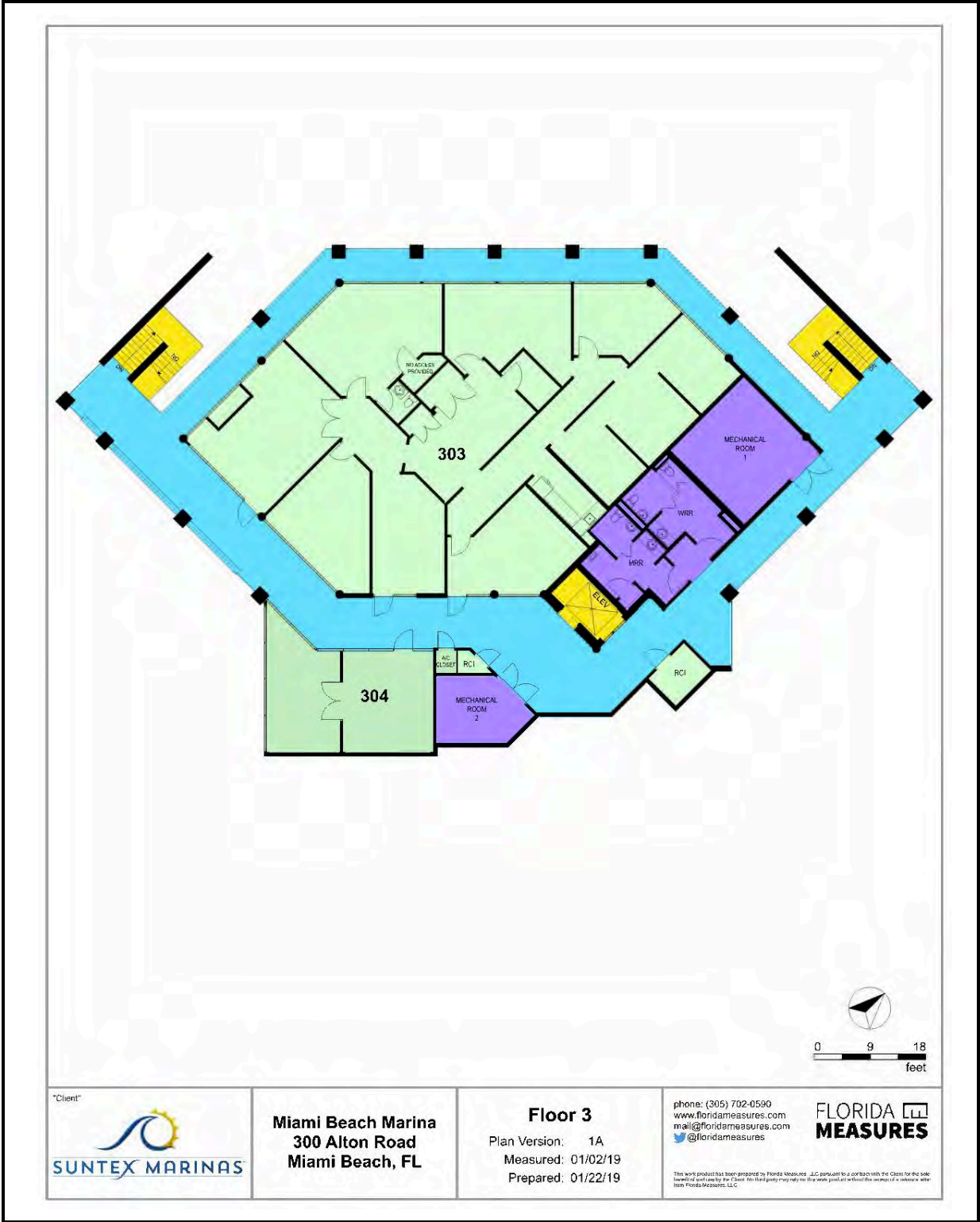


EXISTING RETAIL/OFFICE IMPROVEMENTS

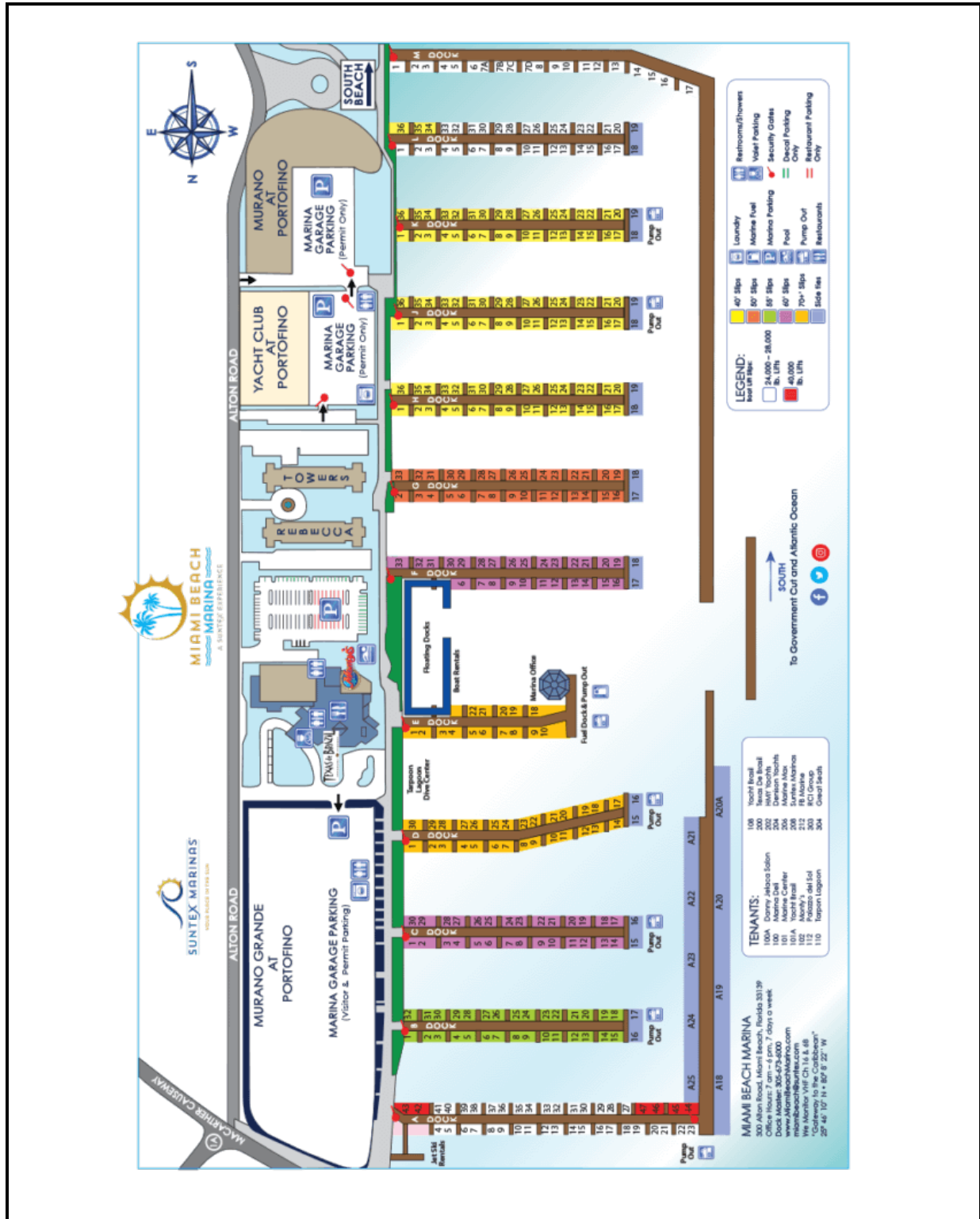




EXISTING RETAIL/OFFICE IMPROVEMENTS



## EXISTING MARINA LAYOUT



## IMPROVEMENTS ANALYSIS - EXISTING

The following chart shows a summary of the existing improvements.

IMPROVEMENTS SUMMARY - EXISTING			
Property Type	Retail/Office		
Number of Buildings	1		
Number of Stories	3		
Year Built	1985	Renovated:	1994
Gross Building Area - Area 1	81,002 SF		
Net Rentable Area - Area 21	68,009 SF		
Usable Building Area - Area 1	49,625 SF		
Net Rentable Building Area - Area 4	4,769 SF		
Area Breakdown - Existing Retail/Office			
Retail Area	13,344 SF		
Restaurant Area	24,429 SF		
Office Area	11,852 SF		
Icon Condominium Office	4,769 SF		
Major Tenants			
Monty's	5,988 SF	(+7,728-SF of outdoor patio area)	
Texas De Brazil	18,442 SF	(+800-SF of outdoor patio area)	
Site Coverage	4.9%		
Land-to-Building Ratio	2.28 : 1	(based on existing NRA & Uplands)	
Floor Area Ratio (FAR)	0.44	(based on existing NRA & Uplands)	
Parking Improvements	Surface parking & condominium garage parking		
Surface Parking Lot	115 Spaces		
Condominium Garage Parking	<u>571 Spaces</u>		
Parking Spaces - Total:	686 Spaces		
Parking Ratio (per 1,000 SF GBA )	10.09		
Source: Various sources compiled by CBRE			

## MARINA IMPROVEMENTS - EXISTING

The Miami Beach Marina is entitled for 368-slips and 48-transient slips for a total of 416-wet slips, of which the marina operator has consolidated to 354-wet slips based on current market demand and boat size.

The marina is currently improved with fixed concrete pier and floating docks that can accommodate vessels up to 250 feet with a minimum 6-foot draft. The improvements & services feature a dockmaster office building (2-story/1,250-SF), fuel tank farm with four (4) underground fuel tanks for diesel (9,450 gallons x 2) and Rec-90 (5,745 gallons x 2) non-ethanol gasoline, pump-out services, dock attendants, security patrol, & surveillance camera, indoor/outdoor restaurant & tiki bar with pool & sundeck, marine store, cable TV, Onspot WiFi service, air-conditioned restrooms and laundry facilities, 1000+/- feet of floating pier, 30 amp, 50 amp, 100 amp single phase service and 100 amp, 3-phase, 480 volt electric service, 40,000 lbs. boat lifts and secure storage.

## PARKING GARAGE IMPROVEMENTS - EXISTING

The Miami Beach Marina is supported through long term parking agreements with the following condominium properties:

- 1) Yacht Club at Portofino Condominium, 90 Alton Road, consisting of approximately 115 parking spaces on the ground floor, as well as permanent laundry, lavatory and shower facilities.
- 2) Murano at Portofino Condominium, 1000 South Pointe Drive, consisting of approximately 108 parking spaces, as well as permanent laundry, lavatory and shower facilities.
- 3) Murano Grande at Portofino Condominium, 400 Alton Road, consisting of approximately 142 parking spaces, as well as permanent laundry, lavatory and shower facilities, a trash room and a maintenance room.
- 4) Icon Condominium, 450 Alton Road, consisting of approximately 206 parking spaces, as well as permanent office space (approximately 4,769 square feet) on corner with visibility from the MacArthur Causeway & 5<sup>th</sup> Street, and an electric room.

## IMPROVEMENTS ANALYSIS - PROPOSED

The following chart shows a summary of the proposed new improvements.

IMPROVEMENTS SUMMARY - PROPOSED		
Property Type	Retail/Office	
Number of Buildings	1	
Number of Stories	3	
Year Built	Proposed	
Gross Building Area	49,310 SF	
Net Rentable Area	44,880 SF	
Area Breakdown - Existing Retail/Office		
Retail Area	26,600 SF	
Restaurant Area	10,000 SF	
Office Area	8,280 SF	
Land-to-Building Ratio	3.46 : 1	(based on proposed NRA & Uplands)
Floor Area Ratio (FAR)	0.29	(based on proposed NRA & Uplands)
Parking Improvements	Surface parking & condominium garage parking	
Surface Parking Lot	Demolished	
Condominium Garage Parking	<u>571 Spaces</u>	
Parking Spaces - Total:	571 Spaces	
Parking Ratio (per 1,000 SF GBA )	12.72	
Source: Various sources compiled by CBRE		

The residential development air rights are being negotiated with Terra Group who intends to develop 60 residential condominium units within a 275,000 gross square foot high-rise residential tower with 270-space parking garage at grade & below grade.

The most recent concept design is for the residential air rights over & above the proposed mixed-use retail/office building to be a 285-foot tower with 21 floors (385-feet total height including mixed-use retail/office & parking podium), a 0.75-acre park plaza and a 1.25-acre park that runs from 2nd Street to the bay and increased view corridors on each side.

The overall redevelopment concept includes the proposed 45,000-SF +/- of new retail/restaurant & office space plus two (2) acres +/- of publicly accessible open green space, including a one (1) acre at grade park, subject to the amendment & restatement of the marina lease; the agreement for purchase & sale of the residential development air rights, the voter referendum approval, comprehensive plan amendment and rezoning process.

## FURNITURE, FIXTURES & EQUIPMENT (FF&E)

There is limited F,F&E on the premises which contributes nominal value.

## DEFERRED MAINTENANCE

The subject was developed in 1985, renovated in 1994 and well maintained. Therefore, no items of deferred maintenance were observed. Furthermore, the site and building improvements are classified as leasehold improvements that are the responsibility of the marina tenant.



## ECONOMIC AGE AND LIFE

CBRE, Inc.'s estimate of the subject improvements effective age and remaining economic life is depicted in the following chart:

ECONOMIC AGE AND LIFE	
Actual Age	35 Years
Effective Age	35 Years
MVS Expected Life	45 Years
Remaining Economic Life	10 Years
Accrued Physical Incurable Depreciation	77.8%
Compiled by CBRE	

The remaining economic life is based upon our on-site observations and a comparative analysis of typical life expectancies as published by Marshall and Swift, LLC, in the Marshall Valuation Service cost guide. While CBRE, Inc. did not observe anything to suggest a different economic life, a capital improvement program could extend the life expectancy.

## CONCLUSION

The improvements are in average-to-good overall condition. Overall, there are no known factors that adversely impact the marketability of the improvements.

## MARINA PARK CONCEPT SITE PLAN



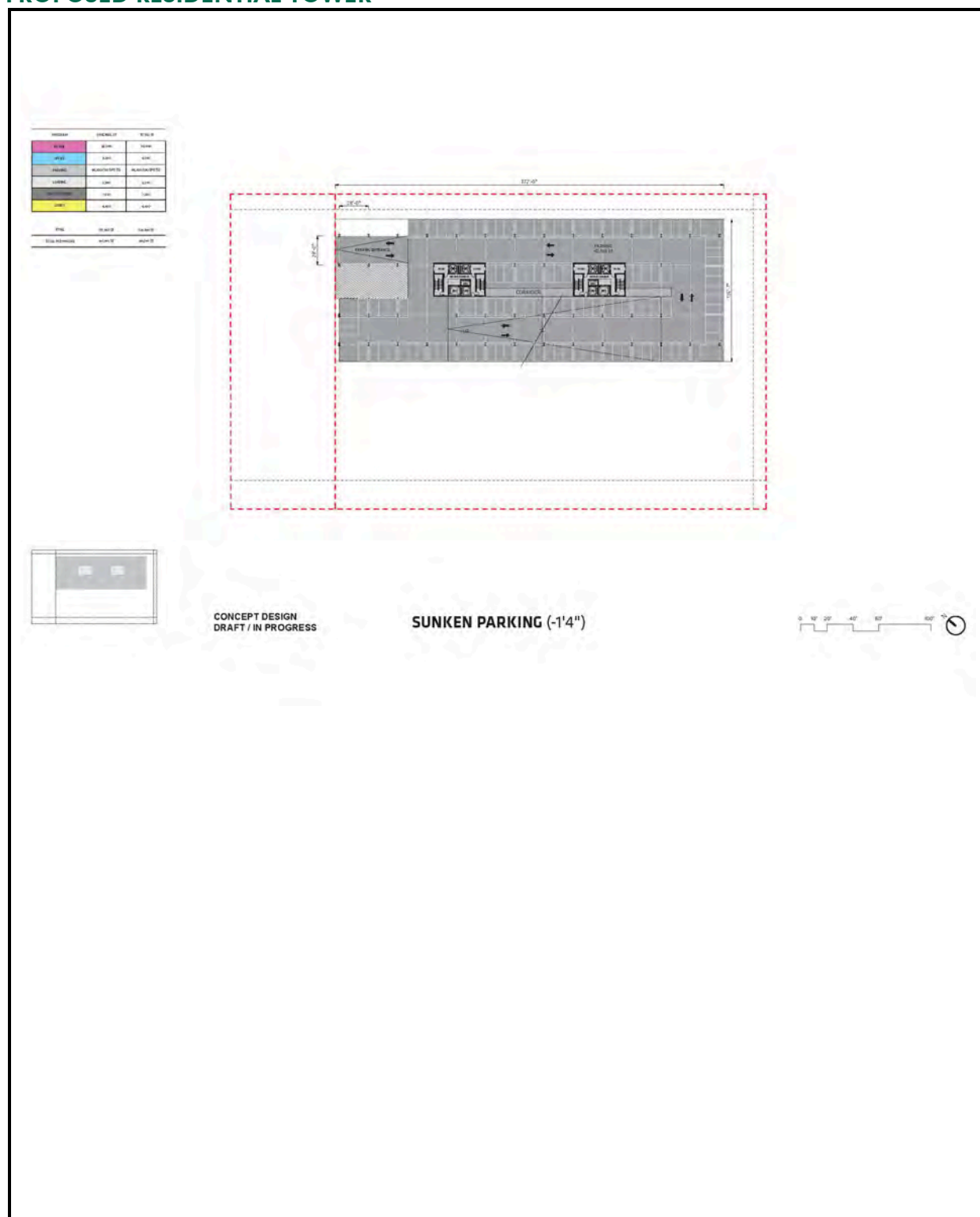
## PROPOSED RESIDENTIAL TOWER



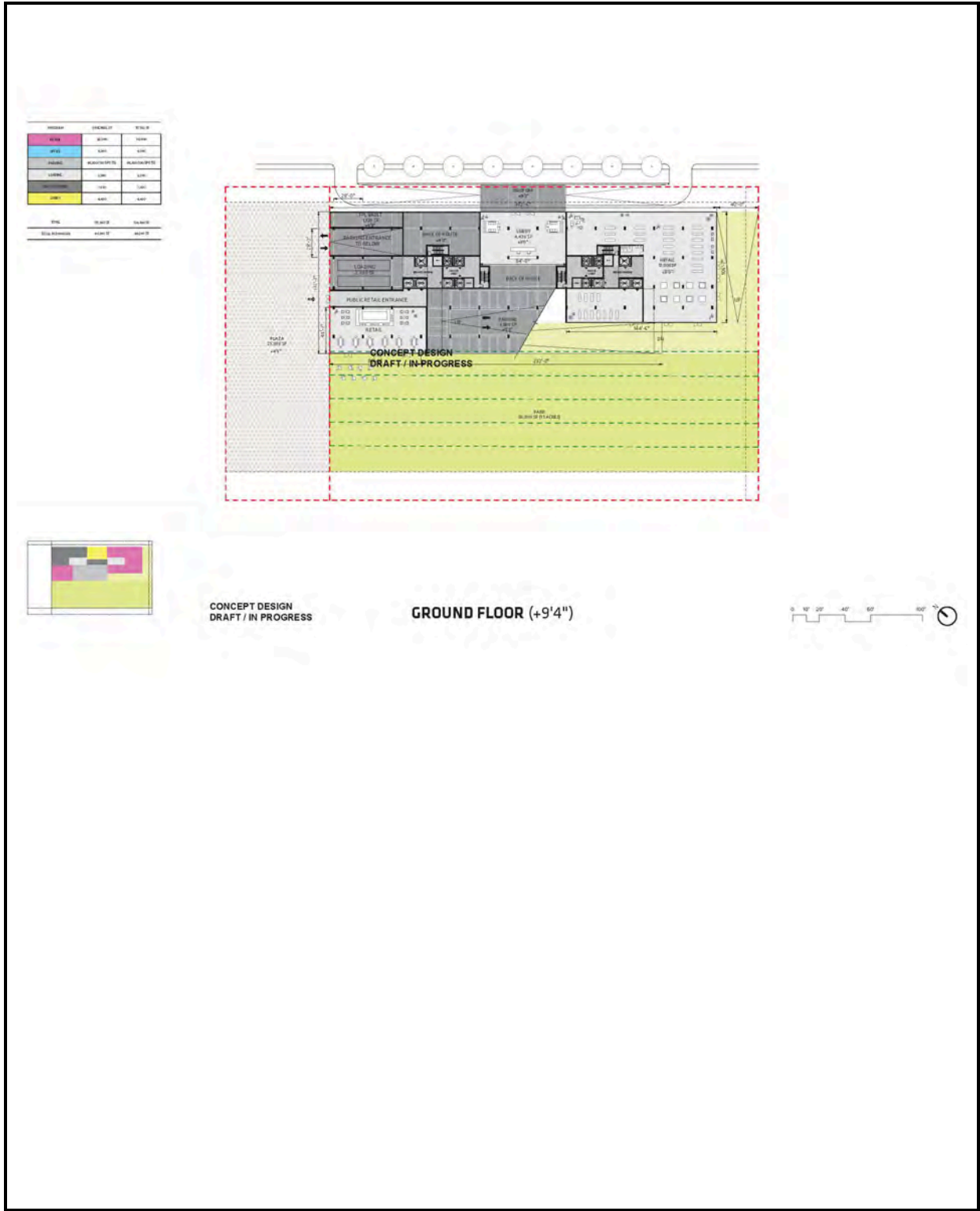




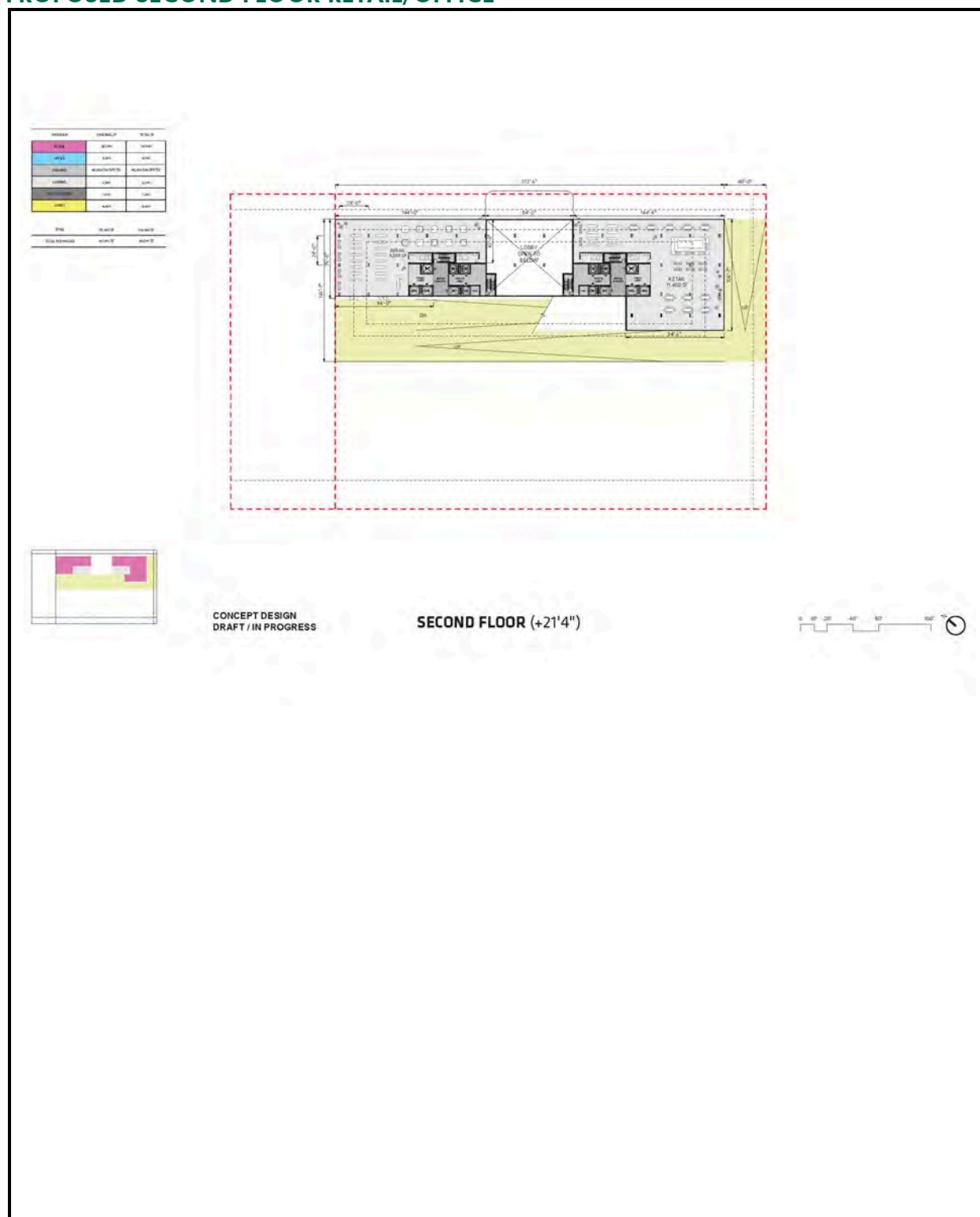
## PROPOSED RESIDENTIAL TOWER



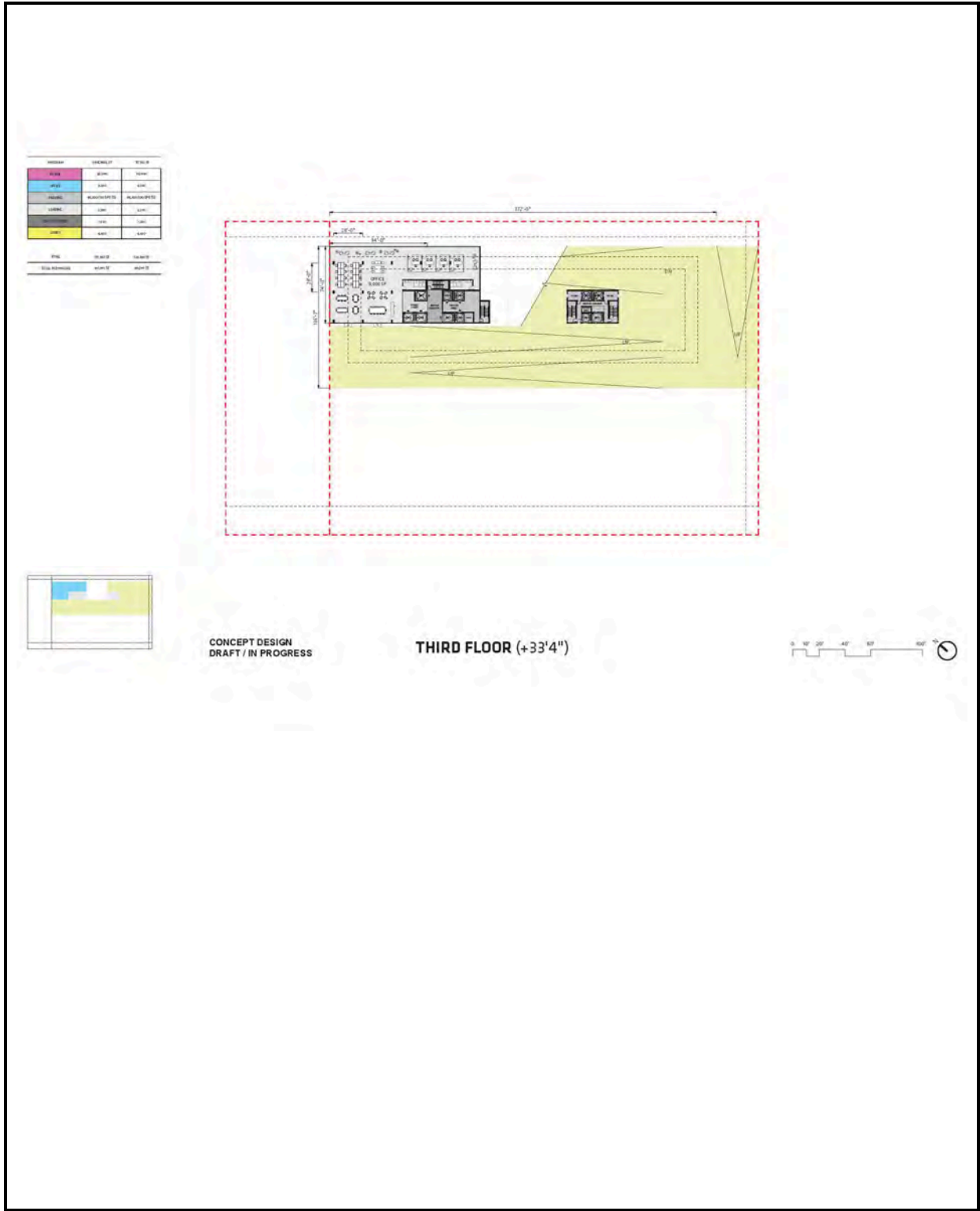
PROPOSED GROUND LEVEL RETAIL/OFFICE



## PROPOSED SECOND FLOOR RETAIL/OFFICE

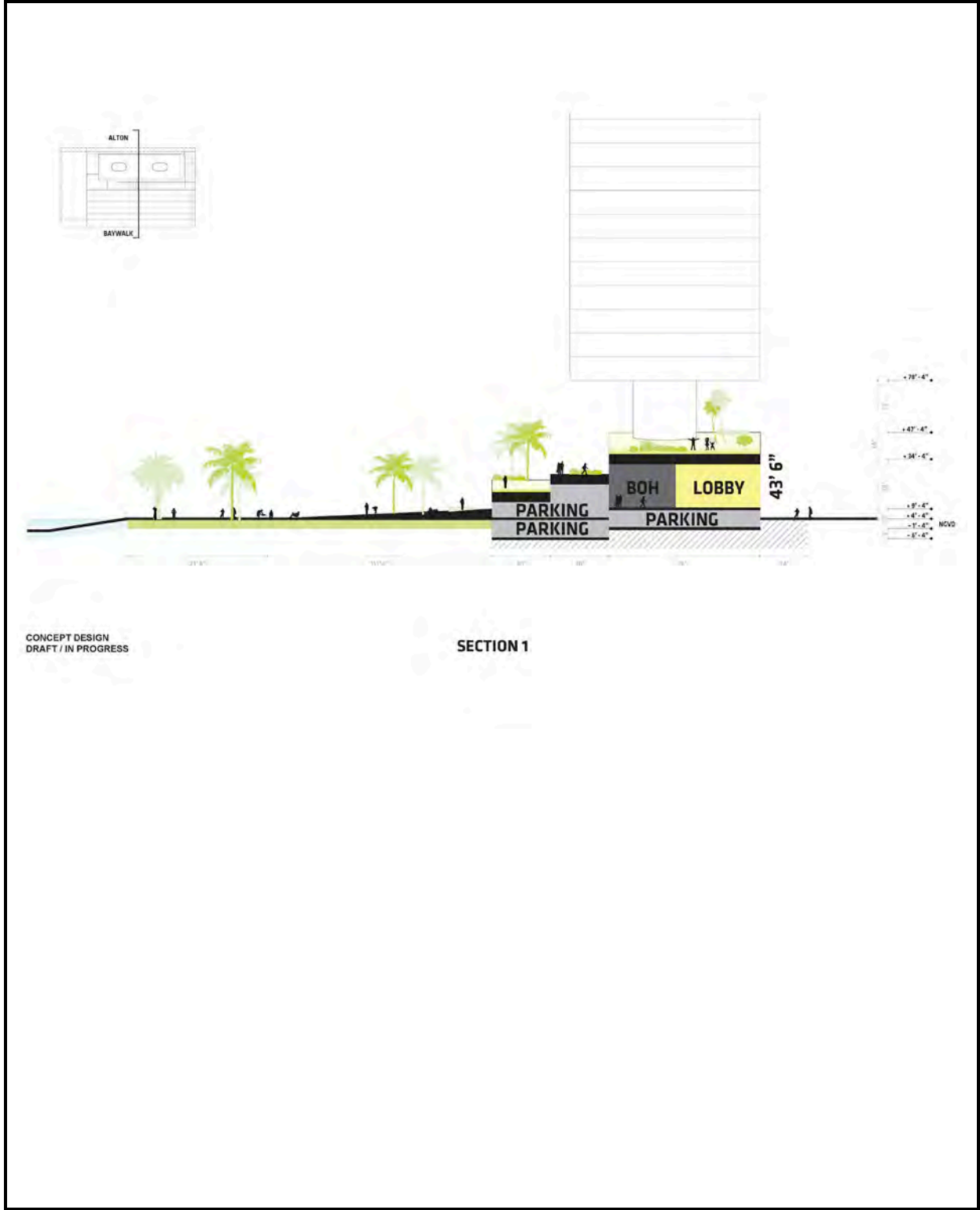


PROPOSED THIRD FLOOR RETAIL/OFFICE

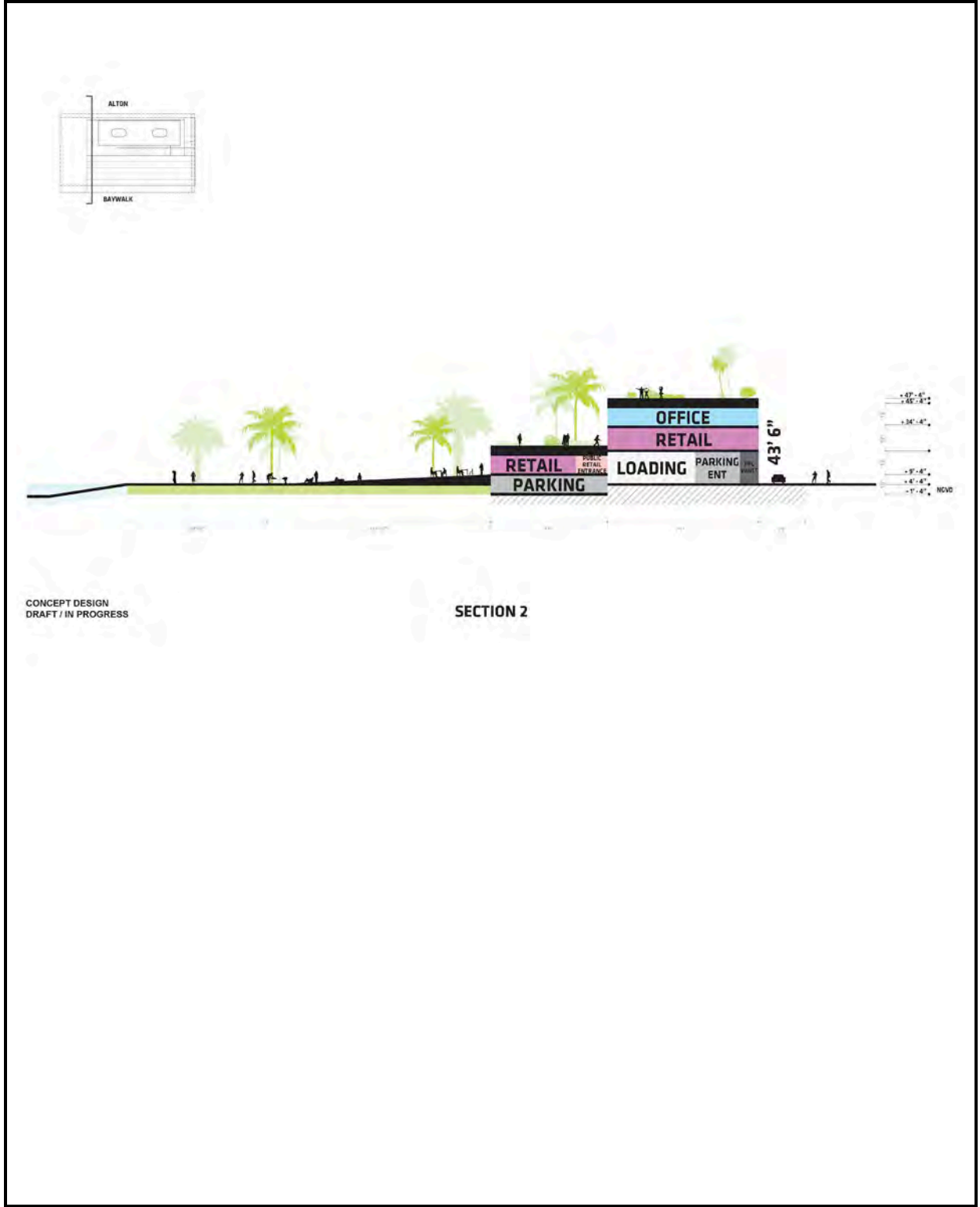




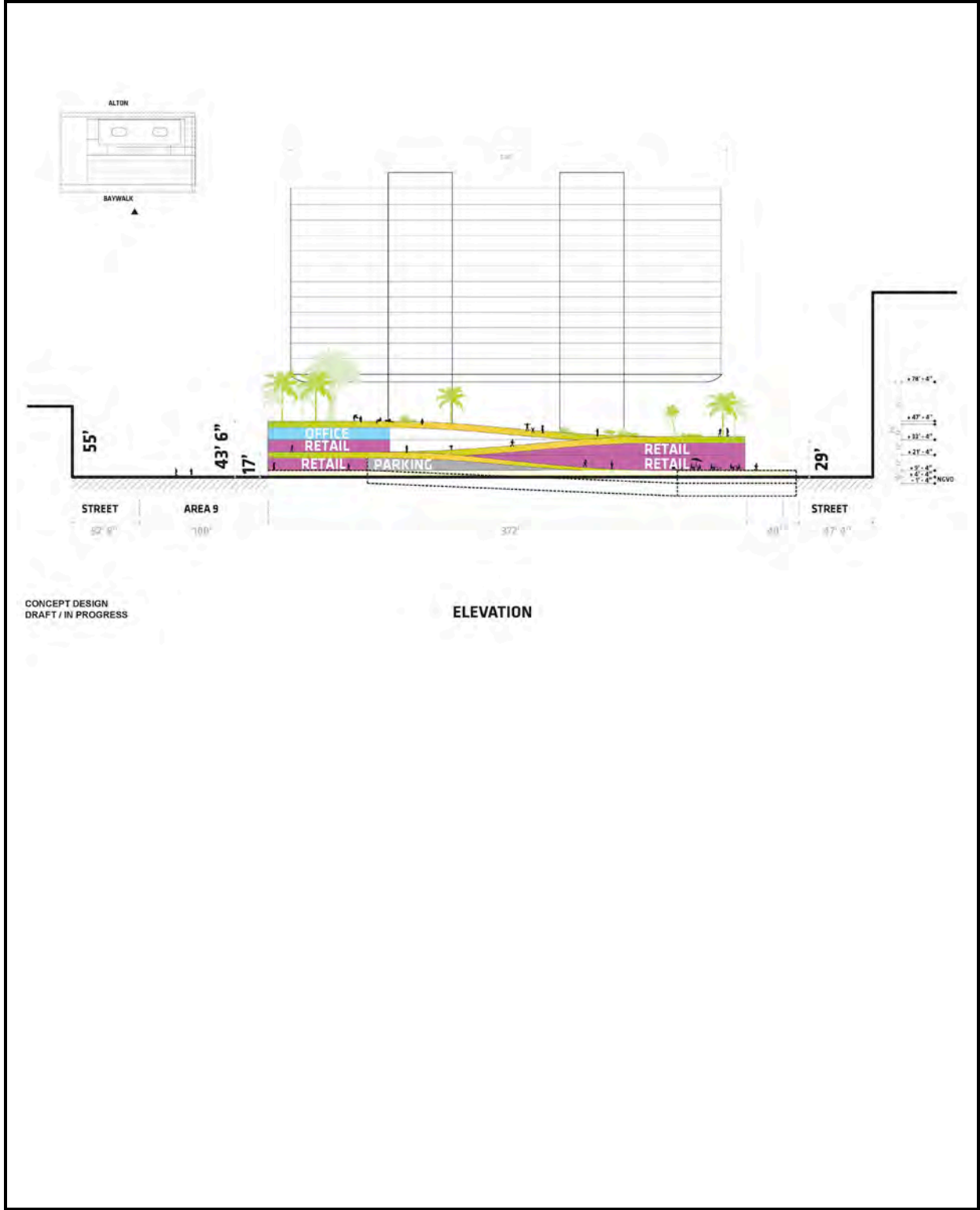
PROPOSED RETAIL/OFFICE BUILDING SECTION



PROPOSED RETAIL/OFFICE BUILDING SECTION



PROPOSED RETAIL/OFFICE BUILDING SECTION



## Zoning

The following chart summarizes the subject's existing zoning regulation.

ZONING SUMMARY	
Current Zoning	GU, Government Use District
Intent & Purpose	Any land or air rights owned by or leased to the city or other governmental agency for no less than an initial term of 20 years shall automatically convert to a GU government use district.
Uses Permitted	The main permitted uses in the GU government use district are government buildings and uses, including but not limited to parking lots and garages; parks and associated parking; schools; performing arts and cultural facilities; monuments and memorials. Any use not listed above shall only be approved after the city commission holds a public hearing. See subsection 142-425(e) for public notice requirements.
Private Uses	Private or joint government/private uses in the GU government use district, including air rights, shall be reviewed by the planning board prior to approval by the city commission. See subsection 142-425(e) for public notice requirements.
Accessory Uses	Accessory uses in the GU government use district are as required in section 142-903.
Development Regulations	<p>(a) The development regulations (setbacks, floor area ratio, signs, parking, etc.) in the GU government use district shall be the average of the requirements contained in the surrounding zoning districts as determined by the planning and zoning director, which shall be approved by the city commission.</p> <p>Upon the sale of GU property, the zoning district classification shall be determined, after public hearing with notice pursuant to Florida Statutes, by the city commission in a manner consistent with the comprehensive plan. Upon the (b) expiration of a lease to the city or other government agency, the district shall revert to the zoning district and its regulations in effect at the initiation of the lease.</p> <p>(c) Setback regulations for parking lots and garages when they are the main permitted use are listed in subsection 142-1132(n).</p> <p>(d) Following a public hearing, the development regulations required by these land development regulations, except for the historic preservation and design review processes, may be waived by a five-sevenths vote of the city commission for developments pertaining to governmental owned or leased buildings, uses and sites which are wholly used by, open and accessible to the general public, or used by not-for-profit, educational, or cultural organizations, or for convention center hotels, or convention center hotel accessory garages, or city utilized parking lots, provided they are continually used for such purposes. Notwithstanding the above, no GU property may be used in a manner inconsistent with the comprehensive plan. In all cases involving the use of GU property by the private sector, or joint government/private use, development shall conform to all development regulations in addition to all applicable sections contained in these land development regulations and shall be reviewed by the planning board prior to approval by the city commission. All such private or joint government/private uses are allowed to apply for any permittee variances and shall not be eligible to waive any regulations as described in this paragraph. However, not-for-profit, educational, or cultural organizations as forth herein, shall be eligible for a city commission waiver of development regulations as described in this paragraph, except for the historic preservation and design review processes. Additionally, private uses on the GU lots fronting Collins Avenue between 79th and 87th Streets approved by the city commission for a period of less than ten years shall be eligible for a city commission waiver of the development regulations as described in this paragraph, for temporary structures only. Such waivers applicable to GU lots fronting Collins Avenue between 79th and 87th Streets may include, but not be limited to, the design review process, provided the city commission, as part of the waiver process, evaluates and considers all applicable design review requirements and criteria in chapter 118 of the land development regulations.</p> <p>(e) When a public hearing is required to waive development regulations before the city commission, the public notice shall be advertised in a newspaper of general paid circulation in the city at least 15 days prior to the hearing. Fifteen days prior to the public hearing date, both a description of the request and the time and place of such hearing shall be posted on the property, and notice shall also be given by mail to the owners of land lying within 375 feet of the property. A five-sevenths vote of the city commission is required to approve a waiver or use that is considered under this regulation.</p>
Source: City of Miami Beach Planning & Zoning Dept.	



The following chart summarizes the subject's proposed rezoning regulation.

<b>ZONING SUMMARY</b>	
<b>Current Zoning</b>	PS, Performance Standard District
<b>District</b>	C-PS-4, Intensive Mixed-Use Phased Bayside Commercial
<b>Performance Standards</b>	The commercial performance standards districts are designed to accommodate a range of business, commercial, office and hotel uses, as well as medium to high density residential development pursuant to performance standards which control the permissible type, density or intensity, and mix of development. Performance standards development will allow for modification of requirements affecting certain individual lots; greater flexibility, particularly for large-scale development; large commercial, medium to high density residential and mixed use developments in phases over time where the overall development at a single point in time or in a single instance by private owners would not be practical; providing incentives for provision of certain amenities and for conformance with specified objectives, thereby encouraging more flexible and innovative design and development in accordance with the goals and objectives of the comprehensive plan and the redevelopment plan.
<b>Uses Permitted</b>	Single family, townhome, apartment, apartment hotel, hotel & suite hotels, hostel, commercial *Religious institutions in R-PS1-4 and C-PS1-4 districts shall be permitted as a matter of right up to 199 occupancy, and over that occupancy shall be a conditional use.
<b>Conditional Uses</b>	Institutional, neighborhood impact establishments, and video game arcades. New construction of structures 50,000 square feet and over in the C-PS1, 2 3, and 4 districts (even when divided by a district boundary line) shall be considered as a conditional use, which review shall be the first step in the process before the review by any of the other land development boards.
<b>Accessory Uses</b>	Accessory outdoor bar counters, provided that the accessory outdoor bar counter is not operated or utilized between midnight and 8:00 a.m.; however, for an accessory outdoor bar counter which is adjacent to a property with an apartment unit, the accessory outdoor bar counter may not be operated or utilized between 8:00 p.m. and 8:00 a.m.
<b>Alcoholic Beverage Establishments South of 5th Street</b>	The following additional regulations shall apply to alcoholic beverage establishments, whether as a main use, conditional use, or accessory use, that are located south of 5th Street: <ul style="list-style-type: none"> <li>(i) Operations shall cease no later than 2:00 a.m., except as otherwise provided herein.</li> <li>(ii) Operations in outdoor or open air areas of an alcoholic beverage establishment shall cease no later than 12:00 a.m., except as otherwise provided herein.</li> <li>(iii) Alcoholic beverage establishments with sidewalk cafe permits shall only serve alcoholic beverages at sidewalk cafes during hours when food is served, shall cease sidewalk cafe operations no later than 12:00 a.m. (except as otherwise provided herein), and shall not be permitted to have outdoor speakers.</li> <li>(iv) Outdoor bar counters shall be prohibited.</li> <li>(v) No special events permits shall be issued.</li> <li>(vi) The provisions of this subsection (i)(1) shall not apply, to the extent the requirements of this subsection are more restrictive, to an alcoholic beverage establishment with a valid business tax receipt that is in application status or issued prior to June 28, 2016; or an establishment that has obtained approval for an alcoholic beverage establishment from a land use board, and which land use board order is active and has not expired prior to June 28, 2016.</li> </ul> <p>a. Existing sidewalk cafes issued a sidewalk cafe permit as of June 28, 2016, for alcoholic beverage sales after 12:00 a.m., with food service, may continue to be renewed, but shall not serve alcoholic beverages later than 1:30 a.m., and alcoholic beverages may not be consumed at sidewalk cafes after 2:00 a.m.</p> <p>b. Should an alcoholic beverage establishment with a sidewalk cafe permit under (A), above, be delinquent in a payment obligation to the city, and/or receive two final adjudications of violations of section 12-5 (special event permit), section 46-152 (noise ordinance), or chapter 82, article IV, division 5 (sidewalk cafe ordinance), that alcoholic beverage establishment shall only be allowed to serve alcoholic beverages at its sidewalk cafe until 12:00 a.m. for a 12-month period.</p> <p>In the C-PS districts, all floors of a building containing parking spaces shall incorporate the following:</p> <ol style="list-style-type: none"> <li>1) Residential or commercial uses, as applicable, at the first level along every facade facing a street, sidewalk or waterway. For properties not having access to an alley, the required residential space shall accommodate entrance and exit drives.</li> <li>2) Residential or commercial uses above the first level along every facade facing a waterway.</li> <li>3) For properties less than 60 feet in width, the total amount of commercial space at the first level along a street side shall be determined by the design review or historic preservation board, as applicable. All facades above the first level, facing a street or sidewalk, shall include a substantial portion of residential or commercial uses; the total amount of residential or commercial space shall be determined by the design review or historic preservation board, as applicable, based upon their respective criteria.</li> </ol>

Source: City of Miami Beach Planning & Zoning Dept.

**ZONING SUMMARY - Continued**

Minimum Lot Size	6,000 square feet
Minimum Lot Width	50 feet
Maximum Height	150 Feet
	Notwithstanding the above, the design review board or historic preservation board, in accordance with the applicable review criteria, may allow up to an additional five feet of height, as measured from the base flood elevation plus maximum freeboard, to the top of the second floor slab. This provision shall not apply to existing historic districts or existing overlay districts (existing as of 7/26/2017), or commercial buildings immediately adjacent to residential district not separated by a street. However, an applicant may seek approval from the historic preservation board or design review board, as may be applicable, to increase height in accordance with the foregoing within any historic district or overlay district created after 7/26/2017.
Maximum Floor Area Ratio	2.5
Residential and/or Hotel Development	Pursuant to all R-PS4 district regulations, except maximum floor area ratio shall be 2.5, and open space ratio 0.60 measured at or above grade
Minimum Apartment Unit Size (SF)	New construction—550 Rehabilitated buildings—400 Non-elderly and elderly low and moderate income housing—400 Workforce housing—400
Average Apartment Unit Size (SF)	New construction—800 Rehabilitated buildings—550 Non-elderly and elderly low and moderate housing—400 Workforce housing—400
Minimum Floor Area Per Hotel Unit (SF)	15% = 300—335 square feet; 85% = 335 + square feet in all districts.
Minimum Setbacks;	
Subterranean	0 feet
Pedestal & Tower (Non-Oceanfront)	10 feet when abutting a residential district, otherwise—5 feet; 3.5 feet for the Block 1 Properties, Block 51 Properties (except lots 11 and 12), Block 51 Swap Property and Block 52 Properties; unless separated by a waterway—None
Pedestal and tower (oceanfront)	25% of lot depth, 75 feet minimum
Parking Lots & Garages	If located on the same lot as the main structure the above setbacks shall apply, if primary use the setbacks are listed in section 142-1132(n).
	a) All required setbacks shall be considered as minimum requirements except for the pedestal front yard setback and the pedestal side yard facing a street setback, which shall be considered as both a minimum and maximum requirements, except for the Goodman Terrace and Hinson Parcels.
	b) For lots greater than 100 feet in width the front setback shall be extended to include at least one open court with a minimum area of three square feet for every linear foot of lot frontage, except for those properties located in the C-PS1 district described in section 142-698(a).
Mixed-Use Buildings	The calculation of setbacks and floor area ratio for mixed use buildings shall be as follows: 1) Setbacks: When more than 25 percent of the total area of a building in a C-PS district is used for residential or hotel units, any floor containing such units shall follow the R-PS1, 2, 3, 4 setback regulations. 2) Floor area ratio: When at least 75 percent of the linear frontage of the building at the ground floor level is used for commercial uses, the floor area ratio shall follow the range of the commercial district in which the building is located. In all other instances the floor area ratio range shall follow the floor area ratios as follows: In the C-PS1 district, the floor area ratio as set forth in the R-PS1 district; in the C-PS2 district, the floor area ratio as set forth in the R-PS2 district; in the C-PS3 district, the floor area ratio as set forth in the R-PS3 district; in the C-PS4 district, the floor area ratio as set forth in the R-PS4 district. 3) Notwithstanding the above, the properties defined in section 142-698(a), except the retail parcel, shall be governed by the development regulations in sections 142-698 and 142-699.

Source: City of Miami Beach Planning &amp; Zoning Dept.

**ZONING SUMMARY - Continued**

Open Space	<p>Minimum required yards in relation to minimum open space ratio:</p> <ol style="list-style-type: none"> <li>1) Open space ratio in the PS performance standard district refers to a percentage calculated as the area of open space, including required yards, at grade to the gross lot area of a parcel.</li> <li>2) Open space is that part of a lot in the performance standard district, including courts and yards which: <ol style="list-style-type: none"> <li>a. Is open and unobstructed from its lowest level upward;</li> <li>b. Is generally accessible to all residents of the building on the lot without access restrictions, except as may be required for public safety. However, for lots in the RPS districts that are 60 feet in width or less, private spaces accessible only by residents of individual units, excluding balconies, may be considered open space despite not being generally accessible to all residents; and</li> <li>c. Is not occupied by off-street parking, streets, drives, or other surfaces for vehicles. Open space is, in general, that part of a lot available for entry and use by the occupants of the building or buildings on the premises, but may include space located and treated to enhance the amenity of the development by providing landscaping, screening for the benefit of the occupants or neighboring areas, or a general appearance of openness. Open space may include water surfaces that comprise not more than ten percent of total open space, and may include landscaped roofs and decks pursuant to conditions contained in the district regulations.</li> </ol> </li> </ol>
Open Space Calculation	<p>In all cases, except as otherwise provided herein, an applicant shall comply with both minimum required yard and minimum open space requirements.</p> <ol style="list-style-type: none"> <li>1) The open space ratio may include open space on roof top decks which are 50 feet or less above grade. At least 25 percent of the roof top deck shall constitute living landscape material.</li> <li>2) Required yards and open space, whether at or above grade in the C-PS4 and RM-PS1 districts may also be utilized for drives and off-street parking spaces, except that if drives are ramped, they shall be at least seven and one-half feet from the front property line and not more than ten feet or one level above grade at their highest point; the total length of an elevated drive shall not exceed 40 percent of that portion of the lot facing the adjacent street.</li> <li>3) Required yards adjacent to Biscayne Bay in the C-PS4 district may be utilized for open and unenclosed decks, platforms, planters, canopies, canvas type awnings, bay walks or removable furniture such as tables and chairs. Required side yards in the C-PS4 district may have public walkways that are partially covered.</li> <li>4) Up to 50 percent of the open space required by these land development regulations may be fulfilled by payment of an in-lieu-of fee into the South Pointe Streetscape Fund. Notwithstanding the above, in no case shall the open space provided at grade be less than the total area resulting from the required setbacks. The in-lieu-of payment as described above shall be made at the rate as provided in appendix A per square foot of open space not provided. Such fee shall be paid in full at the time of application for the building permit. The fee shall be refunded if construction does not commence prior to the expiration of the building permit.</li> <li>5) No variances shall be granted from the requirements of this section, except that variances may be sought as to subsection (b)(4) above, only for major cultural institutions within local historic districts, which only achieve no more than 80 percent of the total allowable FAR and can demonstrate that the open space cannot be provided on the roof top.</li> </ol>
Supplemental Parking Regulations	<p>In C-PS3 and C-PS4 districts:</p> <ol style="list-style-type: none"> <li>1) One (1) and one-quarter (1/4) spaces per apartment unit, one (1) space per hotel unit, and two (2) and one-half (1/2) spaces per 1,000-SF of commercial space except as otherwise specifically provided in subsection 142-706(b)(2) Required parking for hotel, hotel accessory uses and club uses may be satisfied through the provision of valet parking spaces. 20% of required apartment unit parking spaces may be satisfied through the provision of valet parking spaces.</li> <li>2) Four (4) spaces per 1,000-SF of commercial space for all of the C-PS3 or C-PS4 properties of which any portion is located south of 2nd Street and west of Washington Avenue or west of the southern theoretical extension of Washington Avenue</li> </ol>

Source: City of Miami Beach Planning & Zoning Dept.

**ZONING SUMMARY - Continued**

Parking Requirements;	
Alcoholic Beverage Establishment and-or Bar	1 space per 4 seats + 1 space per 60-SF of area not utilized for seating.
Apartment Units	1.5 spaces per unit for units between 550 and 999 square feet; 1.75 spaces per unit for units between 1,000 and 1,200 square feet; 2 spaces per unit for units above 1,200 square feet. Developments of 20 units or less shall have no designated guest parking requirements. Multi-family buildings and suites-hotels with more than 20 units shall be required to provide supplemental designated guest parking equal to 10% of the required residential parking spaces.
Outdoor Café	1 space per 4 seats
Sidewalk Café	No parking requirement
Entertainment Establishment	1 space per 4 seats + 1 space per 60-SF of area not utilized for seating.
Grocery Store	1 space per every 250-SF of floor area
Hotels - South of 5th Street	1 space per unit
Marina	1 space per every 2 wet slips; 1 space per every 10 slips in dry dock storage facility
Office	1 space per 400-SF of floor area; however, offices located on the ground floor shall provide 1 per 300-SF
Restaurants	1 space per every 4 seats; take out restaurant with no seats: 1 space per every 300-SF of floor area; take out restaurant and home delivery with no seats: 1 space per every 200-SF of floor area. Parking requirements for restaurants offering a combination of services shall be cumulative. Restaurants that have an occupational license for an alcoholic beverage establishment, dance hall or entertainment establishment shall meet the parking requirement indicated for those uses.
Retail	One space per every 300 square feet of floor area.

Source: City of Miami Beach Planning & Zoning Dept.

**ANALYSIS AND CONCLUSION**

The existing improvements represent a legally-conforming use and the third party developer is proposing a redevelopment program of the air rights over & above the uplands area with a preliminary concept plan comprising 60-units in a twenty (21) story, high-rise residential tower with 220,000-square feet of sellable area or FAR.

The proposed redevelopment plan for the uplands appears to be a legally-conforming use, subject to a citywide voter referendum, a comprehensive land use modification and rezoning from GU, Government Use to C-PS-4, Intensive Mixed-Use Phased Bayside Commercial district necessary for the proposed multi-family residential tower height and dwelling unit density as intended.

Additional information may be obtained from the City of Miami Beach Planning & Zoning Department. For purposes of this appraisal, CBRE has assumed the information obtained is correct.



## Tax and Assessment Data

The following summarizes the local assessor's estimate of the subject's market value, assessed value, and taxes, and does not include any furniture, fixtures or equipment. The CBRE estimated tax obligation is also shown.

AD VALOREM TAX INFORMATION					
Parcel	Assessor's Parcel No.	Parcel Description	2019	2020	Multi-Family Residential Development Rights
1	02-4203-000-0010	Surface Parking Lot	6,000,000	19,500,000	\$87,000,000
2	02-4203-009-9210	Existing Retail/Office & Surface Parking Lot	17,850,000	17,850,000	
3	02-4203-009-9250	Shared Main Entrance & Fuel Farm (USTs)	2,029,920	2,021,640	
Subtotal			\$25,879,920	\$39,371,640	\$87,000,000
Less: Municipal Exemption (Parcel #3)			(2,029,920)	(2,021,640)	---
Non-Exempt Assessment			23,850,000	37,350,000	\$87,000,000
Assessed Value @			100%	100%	85%
			23,850,000	37,350,000	87,000,000
General Tax Rate (per \$100 A.V.)			1.937850	1.937850	1.937850
<b>Total Taxes</b>			<b>\$462,177</b>	<b>\$723,787</b>	<b>\$1,685,930</b>
<b>Less: 4% Early Pay Discount</b>			<b>\$443,690</b>	<b>\$694,835</b>	<b>\$1,618,492</b>
Source: Assessor's Office					

The local Assessor's methodology for valuation is sales comparison and income approaches to value. The next re-assessment of the subject was scheduled for January 1, 2021 but has not yet been posted or certified on the tax roll. If the subject sold for the value estimate in this report, a reassessment at that value could occur based on the "just value" statute, less cost of sale.

According to the "just value" statute for all Counties within the State of Florida, the assessment for taxation purposes, is supposed to reflect 100% of market value, less cost of sale, i.e. marketing & real estate commissions, transaction & mortgage recording fees, etc., which typically equates to 65% to 85% of a recorded sale price and/or a market value estimate.

According to a representative of Miami-Dade County Revenue Collector, there are no delinquent property taxes encumbering the subject.

## Market Analysis

The market analysis forms a basis for assessing market area boundaries, supply and demand factors, and indications of financial feasibility. Primary data sources utilized for this analysis include ESRI, Inc., Reinhold P. Wolff Economic Research, Inc., CBRE Econometrics and MLS (Multiple Listing Services).

### DEMOGRAPHIC ANALYSIS

Demand for residential properties is a direct function of demographic characteristics analyzed on the following pages.

#### Housing, Population and Household Formation

The following table illustrates the population and household changes for the subject neighborhood with primary focus on the 1-, 3- and 5-mile radius in comparison to the State & County demographic profile.

POPULATION AND HOUSEHOLD PROJECTIONS						
	1 Mile Radius	3 Mile Radius	5 Mile Radius	33139 - Miami Beach	Florida	Miami-Dade County
<b>Population</b>						
2024 Total Population	22,558	57,478	256,547	41,746	22,730,808	2,897,556
2019 Total Population	21,809	55,483	231,768	40,375	21,239,528	2,746,790
2010 Total Population	20,851	52,803	190,676	38,623	18,801,310	2,496,435
2000 Total Population	20,808	49,114	159,277	38,343	15,982,378	2,253,362
Annual Growth 2019 - 2024	0.68%	0.71%	2.05%	0.67%	1.37%	1.07%
Annual Growth 2010 - 2019	0.50%	0.55%	2.19%	0.49%	1.36%	1.07%
Annual Growth 2000 - 2010	0.02%	0.73%	1.82%	0.07%	1.64%	1.03%
<b>Households</b>						
2024 Total Households	13,593	32,828	126,075	24,910	8,856,707	997,645
2019 Total Households	13,216	31,880	113,893	24,224	8,299,404	947,594
2010 Total Households	12,851	30,848	92,596	23,514	7,420,802	867,352
2000 Total Households	12,841	28,872	73,467	23,415	6,337,929	776,774
Annual Growth 2019 - 2024	0.56%	0.59%	2.05%	0.56%	1.31%	1.03%
Annual Growth 2010 - 2019	0.31%	0.37%	2.33%	0.33%	1.25%	0.99%
Annual Growth 2000 - 2010	0.01%	0.66%	2.34%	0.04%	1.59%	1.11%

Source: ESRI

As shown, the subject's neighborhood is experiencing positive increases in both population and households based on high density, in-fill redevelopment projects.

#### Income Distributions

Household income available for expenditure on housing and other consumer items is a primary factor in determining the price/rent level of housing demand in a market area. In the case of this study, projections of household income, particularly for renters, identifies in gross terms the market from which the subject submarket draws. The following table illustrates estimated household income distribution for the subject neighborhood.

HOUSEHOLD INCOME DISTRIBUTION						
Households by Income Distribution (2019)	1 Mile Radius	3 Mile Radius	5 Mile Radius	33139 - Miami Beach	Florida	Miami-Dade County
< \$15,000	19.70%	14.66%	18.07%	15.82%	11.12%	14.38%
\$15,000 - \$24,999	10.34%	8.83%	9.59%	9.18%	10.09%	10.71%
\$25,000 - \$34,999	9.79%	8.94%	8.69%	9.73%	10.08%	9.87%
\$35,000 - \$49,999	11.30%	11.31%	11.38%	11.40%	14.36%	13.50%
\$50,000 - \$74,999	14.24%	13.71%	14.73%	14.88%	18.48%	17.41%
\$75,000 - \$99,999	10.36%	10.39%	10.17%	10.48%	12.33%	10.90%
\$100,000 - \$149,999	11.25%	13.54%	12.59%	12.64%	12.80%	12.36%
\$150,000 - \$199,999	5.61%	7.57%	5.86%	6.25%	5.01%	4.82%
\$200,000+	7.40%	11.06%	8.92%	9.60%	5.72%	6.05%

Source: ESRI

The following table illustrates the median and average household income levels for the subject neighborhood.

HOUSEHOLD INCOME LEVELS						
Income	1 Mile Radius	3 Mile Radius	5 Mile Radius	33139 - Miami Beach	Florida	Miami-Dade County
2019 Median Household Income	\$48,063	\$59,343	\$52,799	\$54,892	\$54,238	\$51,512
2019 Average Household Income	\$80,120	\$98,342	\$86,444	\$90,459	\$78,335	\$77,008
2019 Per Capita Income	\$48,625	\$56,542	\$42,684	\$54,363	\$30,703	\$26,621

Source: ESRI

An analysis of the income data indicates that the submarket is generally comprised of middle and upper-middle income economic cohort groups, which include the target groups to which the subject is oriented.

## Employment

An employment breakdown typically indicates the working-class characteristics for a given market area. The specific employment population within the indicated radii of the subject is as follows:

EMPLOYMENT BY INDUSTRY						
Occupation (2019)	1 Mile Radius	3 Mile Radius	5 Mile Radius	33139 - Miami Beach	Florida	Miami-Dade County
Agric/Forestry/Fishing/Hunting	0.25%	0.21%	0.21%	0.28%	0.96%	0.63%
Construction	4.16%	4.10%	7.54%	3.92%	8.32%	8.58%
Manufacturing	3.19%	3.41%	3.66%	3.00%	5.21%	4.66%
Wholesale Trade	2.73%	3.48%	3.92%	3.69%	2.81%	3.92%
Retail Trade	8.59%	7.98%	9.26%	8.32%	12.61%	11.73%
Transportation/Warehousing	6.82%	5.29%	5.33%	5.73%	5.27%	8.06%
Information	2.72%	2.99%	2.54%	3.03%	1.77%	1.88%
Finance/Insurance	5.12%	6.30%	6.38%	4.85%	5.02%	4.73%
Prof/Scientific/Tech Services	12.72%	13.86%	12.04%	12.77%	7.67%	7.67%
Mgmt of Companies/Enterprises	0.10%	0.16%	0.11%	0.12%	0.10%	0.09%
Admin/Support/Waste Mgmt Svcs	3.50%	3.37%	4.31%	3.57%	5.49%	5.45%
Educational Services	7.47%	6.30%	5.43%	6.66%	7.79%	7.37%
Health Care/Social Assistance	7.53%	9.91%	11.17%	9.28%	14.18%	13.34%
Arts/Entertainment/Recreation	4.57%	4.07%	3.29%	4.07%	3.11%	2.14%
Accommodation/Food Services	23.06%	21.76%	15.28%	23.95%	9.40%	9.44%
Other Services (excl Publ Adm)	5.39%	4.75%	7.06%	4.81%	5.88%	6.84%
Public Administration	2.10%	2.08%	2.48%	1.97%	4.39%	3.47%

Source: ESRI

The previous table illustrates the employment character of the submarket, indicating a predominantly middle and upper-middle income employment profile, with the majority of the population holding retail trade, financial/insurance, professional, health care and hospitality related jobs.

### Outlook

Based on this analysis, the immediate area surrounding the subject is projected to experience positive growth relative to households and population into the near future. Given the area demographics, it appears that demand for both comparable surrounding area residential units and the subject will be favorable.

### RESIDENTIAL HOUSING MARKET IN BRIEF

The housing market of Miami-Dade County increased considerably from the third quarter of 2019 to the fourth quarter of 2019 as measured by new housing absorption.

During the fourth quarter of 2019 a total of 2,402 new multi-family housing units were absorbed in Miami-Dade County, 39.7% higher than the 1,719 absorbed in the third quarter of 2019 and 88.8% greater than the 1,272 absorbed in the fourth quarter of 2018. Used housing sales declined with the 8,646 units resold in the fourth quarter of 2019 representing a 10.1% decline over the 9,620 of the third quarter of 2019 and a 11.8% increase over the 7,736 of the fourth quarter of 2018.

The 143 new condominium units sold (deeded) during the fourth quarter of 2019 was 13.5% higher than sales of the third quarter of 2019 and 11.7% higher than in the fourth quarter of 2018. During the fourth quarter of 2019 condominium developments experienced an average of 4.3 sales per month and the median price of new units sold, \$703,570 was 8.5% less than the median of the third quarter of 2019.

A total of 3,743 condominium units were resold during the fourth quarter of 2019, down 8.8% over sales in the third quarter of 2019 but 5.1% higher than in the fourth quarter of 2018. The median price of units resold during the fourth quarter of 2019 was \$239,638, up 3.3% from the median of the third quarter of 2019 and 6.7% greater than the median of the fourth quarter of 2018.

During the fourth quarter of 2019 the 4,903 single family homes resold represented a 11.1% decline over the third quarter of 2019 and was 17.4% greater than in the fourth quarter of 2018. The median price of homes resold in the fourth quarter of 2019, \$334,948, was 3.2% lower than the median of the third quarter of 2019 and 3.7% more than the median one year earlier.

During the fourth quarter of 2019 a total of 2,259 new rental apartments were absorbed in Miami-Dade County while 2,382 were completed and 2,549 units were started under construction.

The vacancy rate in apartment developments declined from 3.4% to 3.2% from November 2019 to February 2020. The February 2020 vacancy rate was considerably lower than the 3.7% rate in, February 2019. The overall average rent for apartments declined by \$29 from November 2019 to February 2020 and the \$2,069 average is 9.0% greater than the average of one year ago.

A total of 1,997 new housing units were authorized by building permits in Miami- Dade County during the fourth quarter 2019, 49.0% less than the level of the third quarter of 2019 and 1.2% less than in the fourth quarter of 2018. Multi-family housing permitted during the fourth quarter of 2019 was 55.2% less than in the third quarter of 2019 and single family units permitted was 14.9% less.

Housing starts in 2019 totaled 10,724 units, 4.5% greater than the total for 2018. In 2020 starts are forecast to total about 14,680 units representing a 36.9% increase over the level of 2019. Multi-family housing starts in 2020 are forecast to increase by 27.6%.

In 2019 the 2,435 single family housing starts represented a 0.5% increase over the level of 2018. In 2020 single family starts are forecast to total 2,390, 1.8% less than in 2019.

## NEW CONSTRUCTION ACTIVITY

### Total New Housing Authorized

During the fourth quarter of 2019 a total of 1,997 new housing units were authorized by building permits in Miami-Dade County, 49.0% less than the 3,914 units permitted in the third quarter of 2019 and 1.2% less than the 2,022 of the fourth quarter of 2018. The total housing permitted during 2019, 12,068 units, was 17.6% greater than the 10,268 permitted during 2018.

### Multi-Family Authorizations

A total of 1,482 multi-family housing units were permitted during the fourth quarter of 2019, 55.2% less than in the third quarter of 2019 and 1.5% less the 1,504 permitted in the fourth quarter of 2018. The 9,633 multi-family units permitted during 2019 was 22.8% greater than the 7,843 permitted during the same period of 2018.

### Single Family Authorizations

New single family homes authorized during the fourth quarter of 2019 totaled 515 units, 14.9% less than the 605 permitted during the third quarter of 2019 and 0.6% less than the 518 permitted in the fourth quarter of 2018. The 2,435 single family homes permitted during 2019 was 0.5% greater than the 2,422 permitted during 2018.

### Forecast of Building Activity

A total of 10,724 housing units were started in Miami-Dade County during 2019 representing an increase of 4.5% over the 10,260 started during 2018. In 2020 it is forecast that starts will total 14,680 units, up 36.9% over the total for 2019.



Multi-family housing starts totaled 9,633 units during 2019 representing an increase of 22.9% over the 7,838 of 2018. It is forecast that a total of 12,290 multi-family housing units will be started in 2020, 27.6% greater than the level of 2019.

A total of 2,435 single family homes were started in Miami-Dade County during 2019 representing a 0.5% increase over the 2,422 of 2018. It is forecast that about 2,390 single family homes will be started in 2020, 1.8% less than in 2019.

The following table illustrates the new single family and multiple family housing starts (including condominium & town homes):

<b>TOTAL HOUSING &amp; MULTIPLE FAMILY HOUSING STARTS</b>			
<b>Year</b>	<b>Total Housing Starts</b>	<b>New Multiple Family Housing Starts</b>	<b>Single-Family Housing Starts</b>
2000	12,256	6,485	5,771
2001	13,445	7,138	6,307
2002	13,150	6,500	6,600
2003	13,520	6,297	7,223
2004	20,983	11,940	9,043
2005	27,212	15,684	11,528
2006	16,536	10,180	6,356
2007	7,931	4,240	3,691
2008	4,026	2,865	1,161
2009	1,150	585	565
2010	2,297	1,367	930
2011	2,657	1,684	973
2012	5,064	3,160	1,904
2013	10,179	8,087	2,092
2014	13,843	11,361	2,482
2015	16,421	13,649	2,772
2016	13,732	10,777	2,955
2017	9,731	7,460	2,271
2018	10,265	7,843	2,422
2019	12,068	9,633	2,435
Percentage Change:			
2017 vs. 2016	-23.1%	-30.8%	-29.1%
2018 vs. 2017	+6.6%	+5.1%	+5.5%
2019 vs. 2018	+0.5%	+22.8%	+17.6%
Reinhold P. Wolff Economic Research, Inc.			

As shown above, the Miami-Dade County Single Family and Multiple Family Housing Market peaked in 2004 to 2005 and declined for several years in the wake of the subprime meltdown, credit freeze and economic recession, which ended in June 2009. However, positive gains have been made in the past 5 to 7 years, while an impending cooling off appears to be occurring in the last 1-to-2 years with a pullback in single family housing and multi-family housing starts.

### New Condominium Sales Activity

A total of 143 new condominium units were sold (deeded) in Miami-Dade

County during the fourth quarter of 2019. The fourth quarter sales were 13.5% greater than the 126 sold in the third quarter of 2019 and 11.7% greater than the 128 sold in the fourth quarter

of 2018. New condominium sales during 2019 totaled 539 units, 22.0% less than the 691 sold during 2018.

It should be noted that condominium sales based on deed recordings often lag notably behind contract sales. This results from the fact that deeds are often not recorded until all units in a building are sold and this can amount to a considerable period of time for mid-and high-rise developments.

During the fourth quarter of 2019 sales increased in five of the eleven areas by which the data is examined, declined in three areas and was unchanged in three areas. The highest level of sales, 66 units, was recorded in the Miami Shores/Northwest Miami areas followed by the North Beach areas at 46 units.

New condominium unit sales are examined by price groups in Table 19. During the fourth quarter of 2019 the \$900,000 plus price group had the greatest number of units sold with 43 sales. The second highest level of sales, 20 units, was in the \$250,000-\$349,999 plus price group.

New condominium developments in Miami-Dade County experienced an average monthly sales rate of 4.3 units per project during the fourth quarter of 2019, higher than the 3.8 rate of sales of the preceding quarter. The strongest rate of sales, 7.3 units per month, was found in the Miami Shores/Northwest Miami areas.

The strongest rate of monthly sales per project among the various price classes was 14.3 found in the over \$900,000 price range. An average of 6.7 sales per month was found in the \$250,000-\$349,000 plus price group.

The following table reflects corresponding sales of new condominium units, including town homes & villas that sold as condominiums, relative to median sale prices:

<b>NEW CONDOMINIUM SALES VOLUME</b>				
<b>Year</b>	<b>New Condo Sales</b>	<b>Increase</b>	<b>Median Sale Price</b>	<b>Increase</b>
2003	5,881	---	\$177,455	---
2004	7,789	+32.4%	\$173,968	-1.9%
2005	24,501	+214.5%	\$216,244	+24.3%
2006	19,654	-19.8%	\$233,484	+8.0%
2007	13,516	-31.2%	\$273,900	+17.3%
2008	9,602	-28.9%	\$365,927	+33.6%
2009	4,556	-52.5%	\$336,608	-8.0%
2010	3,701	-18.8%	\$328,798	-2.3%
2011	2,246	-39.3%	\$347,380	+5.6%
2012	1,332	-40.7%	\$327,557	-5.7%
2013	577	-56.7%	\$390,448	+19.2%
2014	827	+43.3%	\$402,196	+3.0%
2015	1,786	+116.3%	\$435,748	+8.3%
2016	1,027	-42.5%	\$424,447	-2.6%
2017	784	-23.7%	\$559,488	+31.8%
2018	691	-11.9%	\$609,676	+8.9%
2019	539	-22.0%	\$675,901	+10.9%

Reinhold P. Wolff Economic Research, Inc.

As shown above, the Miami-Dade County New Condominium Market also peaked in 2005 to 2006, followed by substantial, double digit declines in new sales volumes, while median sale pricing peaked in 2008. In 2009 through 2014, few new projects were delivered, and recent sales declined substantially compared to peak years. More recently, in 2013, 2014, 2015, 2016 & 2017, positive price gains appeared as new projects achieve delivery to market. However, 2016 is showing signs of a slow down with a decline in new condo sales volume, while median sale price continues to increase.

### Used Condominium Sales Activity

A total of 3,743 condominium units were resold in the fourth quarter of 2019, down 8.8% from the 4,103 resold in the third quarter of 2019 but 5.1% higher than the 3,561 resold in the fourth quarter of 2018. The 15,614 units resold during 2019 was 1.0% less than the 15,776 resold during 2018.

The overall average price of units resold in the fourth quarter of 2019 was \$239,638, up 3.3% from the \$231,949 median of the preceding quarter and 6.7% higher than the \$224,584 median of the fourth quarter of 2018.

The highest median resale price, over \$700,000, was found in the South Miami Beach area and Key Biscayne area. The lowest median resale price was \$99,999 found in the North Dade/Carol City area.

Historic used condominium sales volume and median sale price trends through the fourth quarter 2019 are presented in the following table:

<b>USED CONDOMINIUM SALES VOLUME</b>				
<b>Year</b>	<b>Used Condo Sales</b>	<b>Increase</b>	<b>Median Sale Price</b>	<b>Increase</b>
2002	21,384	---	\$102,732	---
2003	25,192	+17.8%	\$123,074	+19.8%
2004	28,489	+13.1%	\$154,572	+25.6%
2005	25,603	-10.1%	\$204,301	+32.2%
2006	20,441	-20.2%	\$234,959	+15.0%
2007	15,609	-23.6%	\$255,934	+8.9%
2008	9,293	-40.5%	\$244,332	-4.5%
2009	15,562	+67.5%	\$144,358	-40.9%
2010	23,723	+52.4%	\$104,506	-27.6%
2011	15,276	-35.6%	\$152,895	+46.3%
2012	16,289	+6.6%	\$183,700	+20.2%
2013	18,710	+14.9%	\$186,351	+1.4%
2014	22,115	+18.2%	\$189,978	+1.9%
2015	22,307	+0.9%	\$209,085	+10.1%
2016	21,951	-0.2%	\$227,681	+8.9%
2017	15,703	-28.5%	\$239,481	+5.2%
2018	15,776	+0.5%	\$240,822	+0.6%
2018 (thru Sept.)	12,215	-22.6%	\$214,524	-10.9%
2019 (thru Sept.)	11,871	-2.8%	\$231,949	-8.1%

Reinhold P. Wolff Economic Research, Inc.

As shown above, the Miami-Dade County Used Condominium Market experienced declines in sales volume from 2005 up through 2008, while price declines commenced in 2008 through 2010 when the national economic recession ended, and government stimulus plans were implemented. However, a very noticeable turn around has occurred in median sale prices as demand for used product increased and the market re-pricing had spiked and increased steadily since 2011 to present.

The following table reflects average monthly sales/absorption rates of used condominium unit's submarket, as of the third quarter 2018:

Used Condominium Unit Sales By Submarket								
Area	1st Qtr. 2018	2nd Qtr. 2018	3rd Qtr. 2018	1st Qtr. 2018	1st Qtr. 2019	2nd Qtr. 2019	3rd Qtr. 2019	4th Qtr. 2019
North Miami Beach	467	453	543	505	527	528	413	425
North Miami	112	98	128	112	96	96	122	103
North Dade/Carol City	96	92	65	52	56	79	80	68
Miami Lakes	223	117	177	124	156	155	232	143
Miami Shores/ N.E. Miami	138	72	189	193	191	256	226	235
Northwest Miami	373	820	422	419	340	514	42	454
Hialeah	155	112	145	138	164	169	103	156
Miami Springs/ West Airport	376	283	338	339	360	358	460	386
Central Miami	48	54	65	81	86	76	47	94
North Gables	48	50	66	54	52	60	66	46
Bayshore/Brickell	81	111	116	102	101	135	139	102
South Gables	53	44	47	49	49	63	46	46
South Miami	5	11	17	11	9	9	7	12
West Miami	82	48	59	64	40	46	80	59
Sunset	65	55	66	52	56	73	98	47
Northwest Kendall Lakes	84	31	50	37	35	32	101	44
East Kendall	150	108	152	101	126	130	127	126
Central Kendall	42	28	32	27	25	39	25	28
West Kendall	142	94	90	118	98	95	129	102
Howard	44	36	42	43	26	39	59	68
Tamiami Airport Area	55	7	4	7	10	6	65	6
West Dade	39	24	36	12	23	36	55	25
Perrine/Goulds	309	134	175	160	155	179	384	167
Homestead	49	28	27	40	21	37	51	35
Key Biscayne	34	65	53	47	34	59	53	55
South Miami Beach	269	345	312	297	326	394	285	278
North Miami Beach	40	63	55	56	51	53	48	67
N. Miami Beach/N. Bay Village	142	176	202	159	202	192	365	178
Surfside/Indian Creek	39	18	17	13	25	26	0	14
Bal Harbour/ Golden Beach	190	189	161	149	170	224	195	174
<b>Total Miami-Dade County</b>	<b>3,950</b>	<b>4,414</b>	<b>3,851</b>	<b>3,561</b>	<b>3,610</b>	<b>4,158</b>	<b>4,103</b>	<b>3,743</b>
Reinhold P. Wolff Economic Research, Inc.								

As shown, the overall Miami-Dade County market and the subject submarket reflect an stable velocity of used condo unit sales as the low interest rate environment continues to produce brisk absorption.



## CONCLUSION

The subject neighborhood & submarket reflects a very desirable beach & ocean front resort location with good-to-excellent quality and high-density residential condominium tower developments.

Overall, it is our opinion that the high-rise condominium apartment unit ownership will continue to remain very desirable within the submarket despite currency exchange fluctuations, political uncertainty, concerns of overbuilding and-or market slowdowns.

## COMPARABLE CONDOMINIUM APARTMENT PROJECTS

Because the survey data reported from Reinhold P. Wolff is trailing and somewhat dated, we have also provided an analysis of real time comparable condominium apartment unit resale's and active listing data from the local Realtors MLS. We have selected condominium apartment unit sales within the Miami Beach market area and the South of 5<sup>th</sup> submarket based on unit sizes, floor plans, project amenities, view amenity and year built in the following section.

### Condominium Apartment Listings, Pending Sales & Closed Sales

In the following table, we have summarized the comparable units, i.e. 2,000-SF & up, non-oceanfront units that are actively listed and pending sales based on size, floor plan, view amenity and year built:

## MIAMI BEACH - SOUTH OF 5TH CONDOMINIUM UNITS - ACTIVE LISTINGS

Status	Address	Condominium	Year Built	# Beds	# FB	# HB	Living Area	List Price	List Price PSF
A	800 S Pointe Dr Unit#1904	Apogee	2008	4	4	0	4,154	\$16,950,000	\$4,080.40
A	800 S Pointe Dr Unit#2004	Apogee	2008	4	3	1	4,154	\$16,950,000	\$4,080.40
A	800 S Pointe Dr Unit#804	Apogee	2008	4	3	2	3,731	\$13,900,000	\$3,725.54
A	800 S Pointe Dr Unit#701	Apogee	2008	4	4	1	4,154	\$13,500,000	\$3,249.88
A	520 West Avenue Unit#PH-B	The Bentley Bay	2004	5	5	1	6,112	\$10,499,000	\$1,717.77
A	800 S Pointe Dr Unit#801	Apogee	2008	3	3	1	3,731	\$10,400,000	\$2,787.46
A	800 S Pointe Dr Unit#1602	Apogee	2008	3	3	1	3,102	\$8,950,000	\$2,885.24
A	300 Collins Ave Unit#PH3	Three Hundred Collins	2018	4	4	1	3,705	\$8,500,000	\$2,294.20
A	800 S Pointe Dr Unit#2003	Apogee	2008	3	3	1	3,102	\$8,500,000	\$2,740.17
A	400 Alton Road Unit#PH-B	Murano Grande at Portofino	2003	3	3	0	4,379	\$8,500,000	\$1,941.08
A	800 S Pointe Dr Unit#1202	Apogee	2008	3	3	1	2,756	\$7,980,000	\$2,895.50
A	800 S Pointe Dr Unit#702	Apogee	2008	3	3	1	2,756	\$7,400,000	\$2,685.05
A	800 S Pointe Dr Unit#703	Apogee	2008	3	3	1	3,104	\$7,190,000	\$2,316.37
A	1 Collins Avenue Unit#707	One Ocean	2015	4	4	1	3,110	\$6,990,000	\$2,247.59
A	520 West Ave Unit#PH-A	The Bentley Bay	2004	4	4	1	5,000	\$6,990,000	\$1,398.00
A	1 Collins Ave Unit#406	One Ocean	2016	4	4	1	3,528	\$6,950,000	\$1,969.95
A	801 S Pointe Dr Unit#PH4	Marea Condominium	2015	4	4	1	3,022	\$6,950,000	\$2,299.80
A	400 Alton Rd Unit#3601	Murano Grande	2003	4	5	1	3,979	\$6,900,000	\$1,734.10
A	1000 S Pointe Dr Unit#3201	Murano Portofino	2002	3	3	1	3,365	\$6,825,000	\$2,028.23
A	1000 S Pointe Dr Unit#3201	Murano Portofino	2002	3	3	1	3,365	\$6,575,000	\$1,953.94
A	400 Alton Rd Unit#606 & 607	Murano Grande	2003	5	4	1	2,024	\$6,500,000	\$3,211.46
A	1300 Monad Terrace Unit#3A	Monad Terrace	2019	4	4	1	3,302	\$6,100,000	\$1,847.37
A	226 Ocean Dr Unit#7F/7G	Ocean Place	2003	4	3	0	2,786	\$5,995,000	\$2,151.83
A	1000 S Pointe Dr Unit#P2803	Murano at Portofino	2002	3	2	1	2,008	\$5,900,000	\$2,938.25
A	1000 S Pointe Dr Unit#2602	Murano at Portofino	2002	3	3	1	2,618	\$5,600,000	\$2,139.04
A	1300 Monad Terrace Unit#3F	Monad Terrace	2019	3	3	1	2,658	\$5,550,000	\$2,088.04
A	801 S Pointe Dr Unit#PH3	Marea Condominium	2015	3	3	1	2,898	\$5,495,000	\$1,896.14
A	1 COLLINS AV. Unit#307	One Ocean	2016	4	5	1	3,041	\$5,450,000	\$1,792.17
A	1000 S Pointe Dr Unit#1802	Murano at Portofino	2002	3	3	1	2,618	\$4,296,750	\$1,641.23
A	300 Collins Ave Unit#2A	Three Hundred Collins	2018	3	3	1	2,532	\$4,250,000	\$1,678.52
A	400 Alton Rd Unit#3103	Murano Grande	2003	3	3	1	3,058	\$4,240,000	\$1,386.53
A	400 Alton Rd Unit#2604	Murano Grande at Portofino	2003	4	4	1	2,974	\$3,995,000	\$1,343.31
A	400 Alton Rd Unit#LPH3	Murano Grande at Portofino	2003	3	3	1	3,284	\$3,990,000	\$1,214.98
A	450 Alton Rd Unit#2901	Icon South Beach	2005	3	3		2,145	\$3,975,000	\$1,853.15
A	400 Alton Rd Unit#2003	Murano Grande at Portofino	2003	3	3	1	3,058	\$3,950,000	\$1,291.69
A	400 Alton Rd Unit#2403	Murano Grande at Portofino	2003	3	3	1	3,058	\$3,950,000	\$1,291.69
A	450 Alton Rd Unit#3404	Icon South Beach	2005	5	5	0	3,694	\$3,900,900	\$1,056.01
A	400 Alton Rd Unit#2104	Murano Grande	2003	3	3	1	2,974	\$3,895,000	\$1,309.68
A	801 S Pointe Dr Unit#306	Marea Condominium	2015	3	3	1	2,533	\$3,895,000	\$1,537.70
A	400 Alton Rd Unit#1510/1511	Murano Grande at Portofino	2003	4	4	1	3,197	\$3,875,000	\$1,212.07
A	400 Alton Rd Unit#3503	Murano Grande at Portofino	2003	3	3	1	3,284	\$3,777,900	\$1,150.40
A	400 Alton Road Unit#1203	Murano Grande at Portofino	2003	3	3	1	3,058	\$3,690,000	\$1,206.67
A	450 Alton Rd Unit#2003	Icon South Beach	2005	3	3	0	2,158	\$3,490,000	\$1,617.24
A	1300 Monad Terrace Unit#9D	Monad Terrace	2020	3	3	1	2,496	\$3,360,000	\$1,346.15
A	450 Alton Rd Unit#3401	Icon South Beach	2004	3	3	1	2,145	\$3,295,000	\$1,536.13
A	300 Collins Ave Unit#2F	Three Hundred Collins	2018	3	3	1	2,397	\$3,250,000	\$1,355.86
A	300 Collins Ave Unit#4A	Three Hundred Collins	2018	4	4	1	2,216	\$3,240,000	\$1,462.09
A	450 Alton Rd Unit#3001	Icon South Beach	2005	3	3	1	2,145	\$3,200,000	\$1,491.84
A	450 Alton Rd Unit#2301	Icon South Beach	2005	3	3	1	2,145	\$3,095,000	\$1,442.89
A	1000 S Pointe Dr Unit#1104	Murano at Portofino	2002	3	3	0	2,190	\$2,820,000	\$1,287.67
A	400 Alton Rd Unit#2506	Murano Grande at Portofino	2003	3	3	0	2,024	\$2,700,000	\$1,333.99
A	450 Alton Rd Unit#2203	Icon South Beach	2005	3	3	0	2,158	\$2,695,000	\$1,248.84
A	400 Alton Rd Unit#1801	Murano Grande at Portofino	2003	3	2	1	2,003	\$2,495,000	\$1,245.63
Averages							3,041	\$6,100,180	\$2,005.79

Source: MLS

As presented above, the list prices for 2,000-SF & up, non-oceanfront units are reported to be in the range of \$2,495,000 to \$16,950,000, or \$1,056.01 to \$4,080.40 per square foot of living area or an overall average of \$2,005.79-PSF of living area for new, 1<sup>st</sup> generation & 2<sup>nd</sup> or 3<sup>rd</sup> generation resale units. Typically, new, first generation developer unit sales are priced 20% to 30% higher than the resale market. Therefore, the average prospective list price for new, 1<sup>st</sup> generation developer units should be in the **\$2,400 to \$2,600** per square foot range, which is well supported by the mid-to-upper end of the active listings presented in the foregoing table.

We also have summarized the comparable apartment unit closed sales over 2,000-SF & up, non-oceanfront units, as follows:

MIAMI BEACH - SOUTH OF 5TH CONDOMINIUM UNITS - CLOSED SALES										
Status	Address	Condominium	Year Built	# Beds	# FB	# HB	Living Area	Closed Date	Sale Price	Sale Price PSF
CS	800 S Pointe Drive Unit#2104	Apogee	2008	4	3	1	3,731	2/28/2018	\$14,800,000	\$3,966.76
CS	800 S Pointe Drive Unit#1604	Apogee	2008	4	3	1	3,731	5/1/2018	\$13,500,000	\$3,618.33
CS	800 S Pointe Drive Unit#1004	Apogee	2008	4	3	1	3,731	2/27/2018	\$12,000,000	\$3,216.30
CS	800 S Pointe Drive Unit#1201	Apogee	2008	4	3	1	3,731	2/7/2019	\$11,300,000	\$3,028.68
CS	1000 S Pointe Drive Unit#3501	Murano at Portofino	2002	3	3	1	3,365	5/31/2019	\$9,300,000	\$2,763.74
CS	120 Ocean Drive Unit#1500	GLASS	2015	3	3	1	3,389	9/17/2019	\$7,500,000	\$2,213.04
CS	800 S Pointe Drive Unit#1702	Apogee Condo	2008	3	4	1	3,103	5/17/2019	\$7,250,000	\$2,336.45
CS	800 S Pointe Drive Unit#1203	Apogee Condo	2008	3	3	1	2,756	3/5/2018	\$7,000,000	\$2,539.91
CS	120 Ocean Drive Unit#1200	GLASS	2015	3	3	1	3,389	5/28/2020	\$6,750,000	\$1,991.74
CS	1 Collins Avenue Unit#701	One Ocean	2016	5	5	1	3,344	2/28/2018	\$6,500,000	\$1,943.78
CS	801 S Pointe Drive Unit#602	Marea	2015	3	3	1	2,778	5/10/2018	\$5,995,000	\$2,158.03
CS	1000 S Pointe Drive Unit#3802	Murano at Portofino	2002	3	3	1	2,618	12/17/2018	\$5,500,000	\$2,100.84
CS	1000 S Pointe Drive Unit#1001	Murano at Portofino	2002	3	4	1	3,365	3/30/2018	\$5,350,000	\$1,589.90
CS	311 Meridian Ave Unit#303/304	Louver House	2017	6	6	1	4,137	12/2/2019	\$5,350,000	\$1,293.21
CS	1000 S Pointe Drive Unit#2801	Murano at Portofino	2002	3	4	1	3,365	8/20/2019	\$5,000,000	\$1,485.88
CS	1000 S Pointe Drive Unit#1401	Murano at Portofino	2002	3	4	1	3,365	1/30/2018	\$5,000,000	\$1,485.88
CS	1000 S Pointe Drive Unit#501	Murano at Portofino	2002	3	3	1	3,365	2/28/2020	\$4,800,000	\$1,426.45
CS	400 Alton Road Unit#2501	Murano Grande at Portofino	2003	4	5	1	3,979	4/2/2020	\$4,710,500	\$1,183.84
CS	1 Collins Avenue Unit#704	One Ocean	2016	3	3	1	2,569	8/4/2018	\$4,700,000	\$1,829.51
CS	1000 S Pointe Drive Unit#501	Murano at Portofino	2002	3	3	1	3,365	2/27/2020	\$4,645,000	\$1,380.39
CS	311 Meridian Ave Unit#PH1	Louver House	2017	3	3	1	2,224	1/31/2020	\$3,900,000	\$1,753.60
CS	400 Alton Road Unit#3403	Murano Grande at Portofino	2003	3	3	1	3,284	11/15/2019	\$3,850,000	\$1,172.35
CS	1000 S Pointe Drive Unit#2604	Murano at Portofino	2002	3	3	0	2,190	11/26/2018	\$3,850,000	\$1,757.99
CS	1 Collins Avenue Unit#306	One Ocean	2016	5	5	1	3,242	5/22/2019	\$3,537,500	\$1,091.15
CS	1000 S Pointe Drive Unit#801	Murano at Portofino	2002	3	4	1	3,365	5/6/2020	\$3,500,000	\$1,040.12
CS	400 Alton Road Unit#2904	Murano Grande at Portofino	2003	3	3	1	2,974	12/30/2019	\$3,400,000	\$1,143.24
CS	801 S Pointe Drive Unit#506	Marea	2015	3	2	1	2,154	5/11/2018	\$3,320,000	\$1,541.32
CS	1000 S Pointe Drive Unit#2104	Murano at Portofino	2002	3	3	1	2,190	2/1/2019	\$3,275,000	\$1,495.43
CS	311 Meridian Ave Unit#304	LOUVER HOUSE	2017	3	3	1	2,163	11/26/2019	\$3,200,000	\$1,479.43
CS	1 Collins Avenue Unit#505	One Ocean	2016	3	3	1	1,924	1/19/2018	\$3,100,000	\$1,611.23
CS	311 Meridian Ave Unit#204	Louver House	2017	3	3	1	2,163	3/17/2020	\$2,950,000	\$1,363.85
CS	450 Alton Road Unit#1503	Icon South Beach	2005	3	3	0	2,158	4/15/2020	\$2,875,000	\$1,332.25
CS	450 Alton Road Unit#1504	Icon South Beach	2005	2	2	0	1,536	4/15/2020	\$2,875,000	\$1,871.74
CS	400 Alton Road Unit#2406	Murano Grande at Portofino	2003	2	2	1	2,024	8/12/2019	\$2,825,000	\$1,395.75
CS	1000 S Pointe Drive Unit#2403	Murano at Portofino	2002	2	2	1	2,008	5/1/2019	\$2,550,000	\$1,269.92
CS	311 Meridian Ave Unit#PH2	Louver House	2017	3	3	1	1,974	2/7/2019	\$2,500,000	\$1,266.46
CS	300 Collins Ave Unit#2C	300 Collins	2018	2	2	1	1,860	10/1/2019	\$2,500,000	\$1,344.09
CS	450 Alton Road Unit#3902	Icon South Beach	2005	2	2	1	1,933	4/30/2020	\$2,500,000	\$1,293.33
CS	450 Alton Road Unit#2803	Icon South Beach	2005	3	3	0	2,158	9/13/2019	\$2,375,000	\$1,100.56
CS	300 Collins Ave Unit#4D	300 Collins	2018	2	2	1	1,699	2/25/2019	\$2,275,000	\$1,339.02
CS	300 Collins Ave Unit#3D	300 Collins	2018	2	2	1	1,402	2/26/2019	\$2,000,000	\$1,426.53
Averages							2,776		\$5,124,585	\$1,846.28

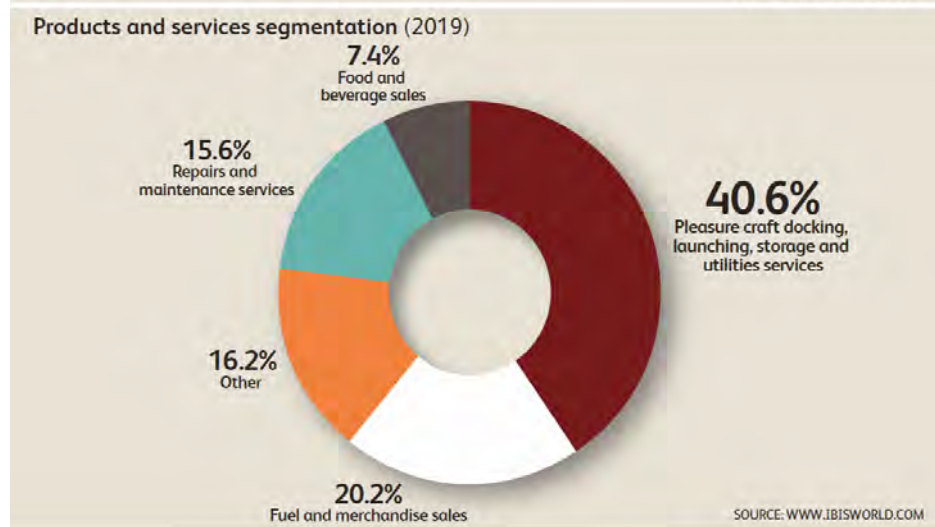
Source: MLS & Public Records

The closed sale prices for the 2,000-SF & up, non-oceanfront units were reported to be in the range of \$2,000,000 to \$14,800,000 or \$1,040.12 to \$3,966.76 per square foot of living area, or an overall average of \$1,846.28 per square foot of living area for new, 1<sup>st</sup> generation & 2<sup>nd</sup> or 3<sup>rd</sup> generation resale units. Typically, new, first generation developer unit sales are priced 20% to 30% higher than the resale market. Therefore, the average prospective sale price for new, 1<sup>st</sup> generation developer units should be in the **\$2,200 to \$2,400** per square foot range, which is well supported by the mid-to-upper end of the active listings presented in the foregoing table.

The foregoing presentation and analysis will be employed in the Highest & Best Use and Residual Land Analysis section of this appraisal report.

## US Marina Market Analysis

Over the past five years, the Marinas industry has been sailing along with increased revenue growth and rising profit. Marinas provide storage for small, recreational boats through the rental of slips and moorings, in addition to maintenance, sport and recreation equipment rental, food and beverage services.



As shown by increased boat building activity, consumers have been more financially capable of spending on nonessential activities, such as boating and water sports. Rising recreational spending and declining fuel prices have also created positive conditions for the Marinas industry, which is estimated to rise at an annualized rate of 1.0% over the five years to 2019. Total industry revenue is expected to reach \$5.2 billion, growing an anticipated 0.4% in 2019 alone.



## KEY EXTERNAL DRIVERS

### Per capita disposable income

Boating expenditures generally increase as household disposable income levels rise. Higher levels of boating participation lead to greater demand for marina berths. Per capita disposable income is expected to increase in 2019, presenting a potential opportunity for the industry.

### Demand from boat building

As demand for new boats continues to grow, the marina business will increase with the rise in consumers needing storage for their watercraft. Discretionary income fuels demand for luxury purchases, such as a new boat. The Boat Building industry is expected to increase in 2019.

Households earning more than \$100,000 Although many boat owners are not in this income group, the industry earns a significant amount of revenue from households with an average annual income exceeding \$100,000. This group tends to own larger boats or yachts, which generate greater slip fee revenue. These boats also use more of the premium services offered by marinas. Therefore, an increase in the number of households in this group will support higher demand and revenue for marinas. Households earning more than \$100,000 are expected to increase in 2019.

Time spent on leisure and sports Participation in recreational activities such as boating typically increases as leisure time rises. Likewise, this growth will potentially lead to greater demand for marina facilities and services. Time spent on leisure and sports is expected to remain stagnant in 2019.

### Consumer Confidence Index

The consumer confidence index is a survey concerning household finances, income, business conditions and economic outlook. Consumers will generally postpone big-ticket purchases, such as boats, when consumer sentiment is low, thus affecting demand for docking and storage provided by marinas. Consumer confidence is expected to fall in 2019, representing a potential threat to the industry.

### World price of crude oil

The world price of crude oil heavily influences the costs of owning and using a boat for boat owners, which will have an effect on the volume of customers for a marina. Fuel is also sold by marinas and can influence revenue if the prices are too high for boat owners to want to use their boat on a regular basis. The world price of crude oil is expected to fall in 2019.

## INDUSTRY PERFORMANCE

While the waters were a little choppy, the Marinas industry benefited from increased participation and expenditures by consumers over the five years to 2019, and more operators in the industry started reporting increases in occupancy rates, boosting industry revenue. Growth in per capita disposable income has enabled consumers to trade up to luxury goods for recreation, such as

boats for water sports and fishing, bringing more boat owners back to the waters and increasing business for the marinas. A marina's primary source of revenue is the storage of recreational boats. Speedboats, fishing boats and yachts are more readily available for use if they are stored in the water and docked at a marina, a convenience to boat owners looking to save time. In addition to increasing disposable income, the rising rate of the number of households earning more than \$100,000 and a rise in the Consumer Confidence Index indicate consumers' increased abilities for recreational spending. Experts estimate industry revenue to increase at an annualized rate of 1.0% to \$5.2 billion over the five years to 2019. With increasing demand for new boats, expansion within the Marinas industry is expected and the number of operators is anticipated to rise. Profitability has also increased for both small and large operators in the industry over the five years to 2019.

### Favorable consumers

Recreational boating is an expensive activity at most levels. The cost of entry to owning a boat and undertaking boating as an activity is high. In addition to the price of a boat, fuel and storage are substantial costs a boat owner needs to consider. The improving economy over the five years to 2019 brought rising disposable income and increased consumer confidence to perpetuate leisure spending, which favors the Marinas industry. In addition to providing space and storage for recreational boats through slips (dockside spaces) and moorings (anchored buoys), marinas can expand operations to include sporting equipment rentals and food and beverage sales to attract both transient and regular boaters. These additions increase the possible sources of revenue for a marina. Yacht clubs, restaurants and bars are incorporated into many marina businesses and are often a part of the social scene for many coastal and lake localities; consumers of these amenities may also use the marina's docking services, providing industry operators with additional revenue. US boat sales have grown over the five years to 2019. Alongside growing per capita disposable income, industry revenue is expected to increase 0.4% in 2019 alone.

### Location, regulation and externalities

Seasonal changes and the amount of time consumers spend on recreational boating are large factors in the flow of revenue for marinas. The geographic spread of marinas naturally follows the coastlines and large bodies of water across the United States. The greatest concentration of marinas is located in the Southeast region, accounting for an estimated 29.3% of all locations. This is largely due to the climate advantage over the Northeast, which has inclement weather and freezing temperatures that prevent most recreational boating activities.

However, marinas in the Northeast offer dry storage facilities, which have led revenue to flow through the off-months. An estimated one-third of revenue generated by marinas in the Northeast is from dry storage facilities.

Over the five years to 2019, the Marinas industry has been contending with increased voluntary and mandatory compliance regulation from various industry associations, state and federal

agencies. The most prominent ongoing initiative being undertaken by the Association of Marina Industries is called the Clean Marinas initiative, which has gained traction among federal and state regulatory agencies, and among industry operators. The program's aim is not only to help marinas navigate changing state and federal regulations, but also undertake several voluntary programs to potentially attain cost-savings for the operators in the industry. Upon completion of these programs, a certification is awarded to the operators in the industry. However, industry magazine Marina Dock Age carried out a survey in 2019 regarding the experiences of marinas in implementing the Clean Marinas initiative. The survey stated that the number of clean marinas grew by 20.0% since end of 2017. However, respondents cited funding constraints as the primary reason for not being actively involved in the initiative. According to the survey, 20.0% of respondents did not receive any funding.

Externalities such as hurricanes and other severe weather conditions affect revenue in the industry in several regions. Hurricanes that affected several regions, such as Hurricanes Maria and Irma in Puerto Rico and Houston, respectively, severely affected revenue of the marinas in the region. Operators in the industry have responded by undertaking a series of steps in curtailing damage to their properties because of inclement natural events.

## INDUSTRY STRUCTURE

The number of operators in the industry has increased slightly, at an annualized rate of 0.9% to 12,095 over the five years to 2019. Many of the current operators endured the slow business conditions that occurred after the downturn, such as low customer volumes and limited tourist traffic around marinas. An estimated 12,151 marina establishments in 2019 falls in line with the number of operators, indicating there are few industry players that operate multiple establishments. While there are no major players accounting for more than 5.0% of industry revenue, larger businesses, such as Westrec Marinas and Suntex Ventures LLC, own a portfolio of marinas across different states, letting customers travel between locations with their boats.

However, the majority of businesses in the industry are local operations with only one establishment. These marinas typically require only a few employees to service customers and keep facilities in shape. According to the US Census, 79.6% of establishments employ fewer than 10 workers. The total number of industry employees is estimated to reach 36,491 workers in 2019, growing at an annualized rate of 1.0% during the five-year period. As marinas need supplementary workers to respond to the rising demand for services offered by them during important holiday seasons, including repairs, launching assistance and restaurants, they are expected to have enough additional revenue to handle any unexpected increase in employment and wages. Wages as a proportion of revenue are quite considerable for marinas, accounting for an expected 24.6% of revenue in 2019.

## INDUSTRY OUTLOOK

Gradual revenue growth is expected for the Marinas industry over the five years to 2024, with industry revenue projected to rise at an annualized rate of 0.1% to \$5.2 billion. Transporting and launching a boat oneself can be an arduous task and take considerable daylight away from the activity itself. Over the five years to 2024, time spent on leisure and sports by consumers is estimated to increase slightly, which will likely lead to more value being placed on the limited time consumers have for recreational activities and the need for time-saving strategies. The increasing number of boats being built will also secure revenue for the future, as demand for storage services will increase.

### Growing consumer economy and personalized services

Recreational boating will continue to be an expensive hobby, and thus demand for marinas depends on the amount of discretionary income consumers have for recreational activities. Per capita disposable income is forecast to rise over the next five years, encouraging consumers to purchase boats and marina memberships, given the increased financial security. Falling fuel prices, decreasing unemployment and rising trends in the Consumer Confidence Index is expected to keep industry revenue growing over the next five years.

Additionally, the primary revenue generator for the industry is providing storage and dockage services for all types of boats. Moving forward, marinas that focus on increasing add-on services will benefit the most. For example, some marinas provide country-club-style concierge services, such as boats and yachts that are fueled, cleaned and stocked with all necessary utilities, including food and drinks, before consumers even board their boats. These types of personal services will help operators in the industry differentiate themselves and generate higher revenue and, subsequently, profit. The number of households expected to earn more than \$100,000 a year is also expected to rise during the period. While wealth is not the sole determinant in being a boat owner, this income bracket purchases newly built boats, and is more inclined to use these types of services and amenities at a marina or yacht club.

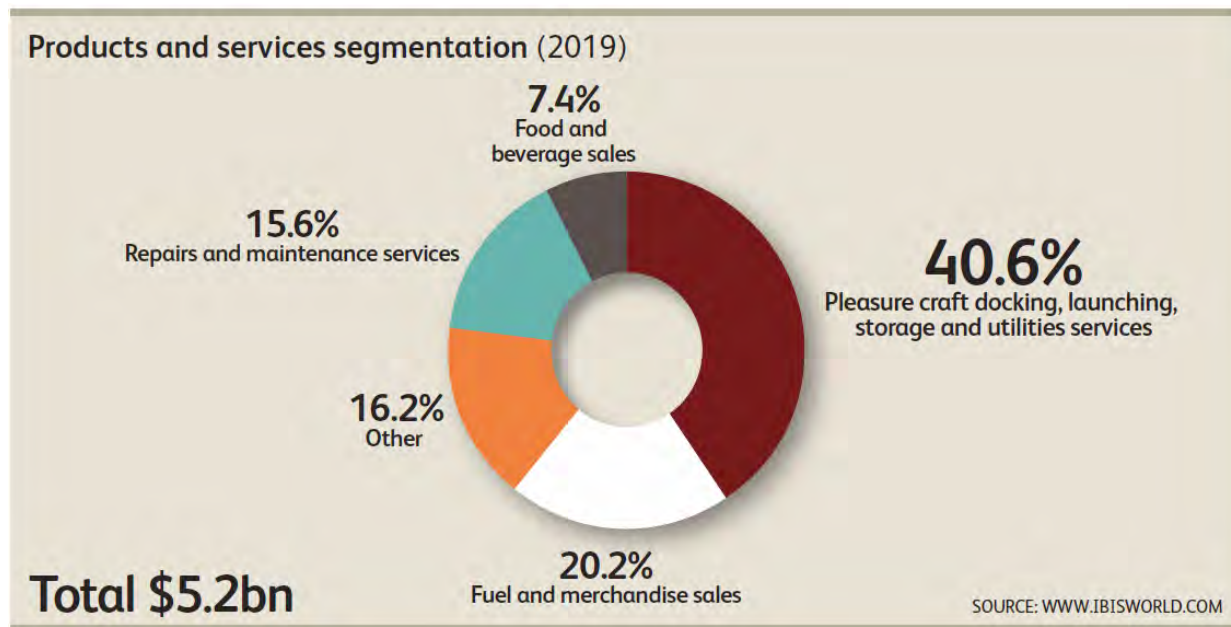
As consumers continue to embrace boating, the industry will likely expand its infrastructure to meet demand. The number of marina establishments is expected to grow at an annualized rate of 0.6% over the next five years, to reach 12,510 in 2024. The number of industry operators is forecast to increase at an annualized rate of 0.6%, suggesting most businesses will enter the industry as a single-marina operator, with some business expansion from existing marina operators. Employment is expected to increase at a steady pace over the next five years, rising at an annualized rate of 0.3% to 37,097 workers. During this period, wages are also expected to increase at an annualized rate of 0.3% to \$1.3 billion. As more marinas expand their facilities, they will need more employees to handle increased customer volume.

While the industry is active across the United States, the Southeast has the largest amount of industry establishments at 29.3%. The warmer waters and year-round boating weather attract businesses that do not want to deal with seasonal changes in weather and customer volume. This

trend is expected to continue and will increase competition for marinas in popular coastline locations. Similar to the real-estate market, the value of marina properties depends largely on a location's available supply and level of demand.

Higher prices can deter potential businesses without enough capital. Environmental protection laws will also restrict the development of new marinas in certain coastal regions, as a result of increased conscientiousness of oil pollution. Clean marina programs are state-by-state initiatives for marinas to follow national guidelines on keeping facilities and employees updated with environmentally friendly practices for boat handling and storage.

## PRODUCTS & SERVICES



Marinas industry operators can offer a variety of products and services, but their primary service is to provide space for small, recreational boats, or pleasure crafts, through the rental of boat slips (dockside spaces) and moorings (anchored buoys). A typical marina has 50 to 100 slips; however, this can range anywhere from 10 to 1,500 slips.

Depending on their revenue and capacity, a marina can afford to provide additional services to storage such as craft maintenance, and the selling of sport and recreation equipment, food and beverage and other merchandise.

### Pleasure craft docking, launching, storage and utilities services

According to the US Census, these services account for the largest proportion of industry revenue, estimated at 40.6%. This segment includes the rental of slips and buoys, services to launch a boat from the marina and into open water, and the storage of boats (if offered) out of water, which includes fees for utilities used for boat maintenance. Fees are generally charged based on the size of the boat and naturally vary from marina to marina.



Marinas located in popular areas for boat owners will compete on the quality of services provided and price. Pleasure craft storage as a profit segment has been increasing over the five years to 2019, especially for large marinas.

### Fuel and merchandise sales

Fuel and merchandise sales make up a significant proportion of revenue, accounting for 20.2%. The resale of fuel to marina customers is estimated to account for 10.2% of industry revenue. Customers will purchase fuel from the marinas fuel station for the convenience, and if the marina chooses to offer discounts, price will be the factor.

However, revenue from fuel varies on the bases of location and larger facilities (more than 250 slips) are able to take advantage by offering discounts to customers and increase their share of revenue and profit from fuel sales.

Merchandise sales make up the rest of the portion of revenue from this segment. Merchandise revenue could vary by facilities. Some examples of Merchandise would be sports and recreational equipment, mooring equipment, dock boxes and accessories. This segment as a percentage of revenue has been increasing over the past five years to 2019, as more consumers purchase fuel directly from the marinas instead of buying themselves.

### Repairs and maintenance services

Repairs and maintenance services account for 15.6% of industry revenue. Just like automobiles, watercraft experience wear-and-tear over time, and occasionally accidents occur that cause significant damage. It is important to boat owners to maintain the value of one of their most sizeable assets. Large marinas provide a range of services such as rigging, woodworking and engine service and have trained personnel to assist customers. With better trained employees hired by marinas, this segment has seen an increase in revenue over the past five years to 2019 as operators in the industry now have the ability to provide better repair and service facilities.

### Food and beverage sales

Marinas often obtain a proportion of revenue from the sale of food and beverages, alcoholic and nonalcoholic. This segment has increased over the past five years to make up 7.4%. As marinas look for ways to boost income, they may offer food services, bars and snack shops. Marinas and yacht clubs are often used for social gatherings by boat owners and their families and friends, making it advantageous for a marina to foster a hospitality aspect. If a marina has the additional space, they can even establish a full-service restaurant for the public as another source of revenue. This move could consequently boost the value of a marina's boat storage services, as some boat owners seek popular areas to have their boats docked.

### Other

Other products and services offered by marinas include boat rental, equipment rental, membership fees, endorsement fees, lodgings and amusement machine receipts, among others.

This segment makes up 16.2%, a large proportion representing the great variety among marinas and the services they provide.

## DEMAND DETERMINANTS

Demand for Marinas industry facilities is based on several factors. Firstly, weather conditions tend to greatly affect demand. The number of visitors generally increases during the summer months, while severe storms reduce demand. Marina owners also cater to annual slip holders and transients, and although transients may be more profitable, their use of marinas is strongly affected by weather and the overall economy. Secondly, the types of boating and other facilities offered tend to affect demand. Many operators in this industry attempt to increase revenue by offering a full range of concierge services including retail, restaurants, cafes and bars, fuel stations, boating and sailing tuition, vessel rentals and full boat repair and maintenance services performed by qualified technicians. Location also serves as an important factor in determining demand for marinas. Great waterfront locations capitalize by providing space for special events such as weddings.

The level of boat ownership determines demand for the Marinas industry. Sales and ownership of powerboats and sailboats create demand for marina services. Economic factors also influence demand for marina services. Since boating is a discretionary recreational activity, it is vulnerable to shifts in regional and national economic conditions. Boat sales have historically been closely tied to consumer sentiment. Likewise, during times of low economic growth, the industry will typically experience lower demand for marina services.

Nonetheless, demand for marina services will remain as long as people own boats and need to store them. Boats need to be stored or docked when not in use and marinas provide boat owners with storage options. The size of the boat and the cost to store or dock the boat are factors a boat owner must consider. Marinas offer both slip rental and dry storage for boats, with dry boat storage as the less expensive option of the two. For boats that can be transported via trailers, owners have the option of storing them at their own property.

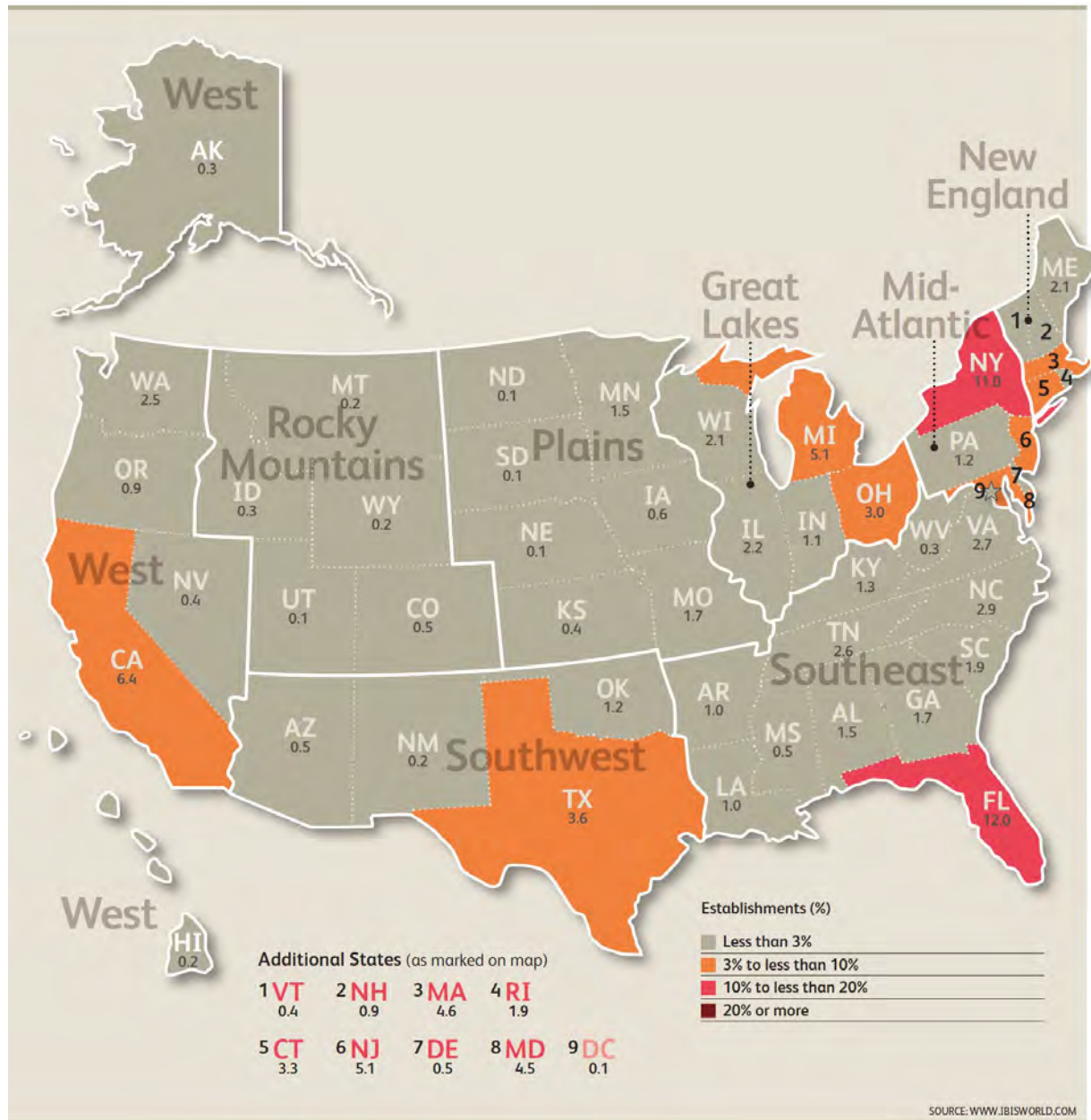
Finally, leisure time availability affects demand since a greater amount of leisure time will generally lead to a greater demand for industry services. Boating usually requires traveling some distance to water, which increases the time involved for the activity.

## BUSINESS LOCATIONS 2019

Unlike most industries, establishments in the Marinas industry do not follow population trends. Many of the states with a high number of establishments have coastal access, or Great Lake access for recreational boating. The top three regions for industry establishments are the Southeast, the Mid-Atlantic and the Great Lakes.

Accounting for 29.3% of industry establishments, the Southeast contains key locations for marinas such as Florida (12.0% of industry establishments), Virginia and North Carolina. The advantage

for many marinas in the Southeast is the limited off-season time for boating, enabling marinas to stay open and active throughout the year in comparison with states whose weather is highly affected by seasonal changes. The region is also prone to tropical hurricanes, a downside for many marinas in the Southeast that have to account for damages and loss of business from weather damage.



The Mid-Atlantic accounts for an estimated 22.3% of industry establishments. This region includes New York (11.0% of industry establishments) and New Jersey (5.1% of industry establishments), both of which are in the top 5 states for industry establishment locations. This region has the advantages of Atlantic Ocean access and major metropolitan areas with large amounts of people and wealth.

The Great Lakes region is the third- most popular region for marinas, accounting for 13.5% of industry establishments. The five lakes are all exposed to winter weather conditions, but many boaters are attracted to the fresh-water access a marina in a lake can provide. Although the Great Lakes are large, they pose less threats to personal safety and to the condition of a boat when it comes to boating in comparison with the open ocean.

## COMPETITIVE LANDSCAPE

### Market Share Concentration

The Marinas industry has a very low level of concentration. Experts estimates that the four largest companies operating in this industry account for less than 10.0% of industry revenue. There are a significant number of small players in this industry, adding to the industry's fragmented nature. An estimated 79.6% of establishments in the Marinas industry employ less than 10 people. The low level of concentration within the industry is not expected to change significantly over the next five years, due to the small size of most companies and the limited amount of real-estate for expansion.

Additionally, the industry does not include services from government establishments that use the coastline for port authority water transportation, further reducing concentration.

## KEY SUCCESS FACTORS

### Ability to accommodate environmental requirements

Operators must ensure that their marinas do not negatively affect the environment and that they comply with environmental regulations.

### Economies of scale

Larger marinas are able to reduce average cost per berth and take advantage of economies of scale.

### Ability to attract local support/patronage

Marinas that serve the local area can secure long-term clients. Easy access for clients Companies in the industry must have good transportation links and roads to reach coastal areas and lakes.

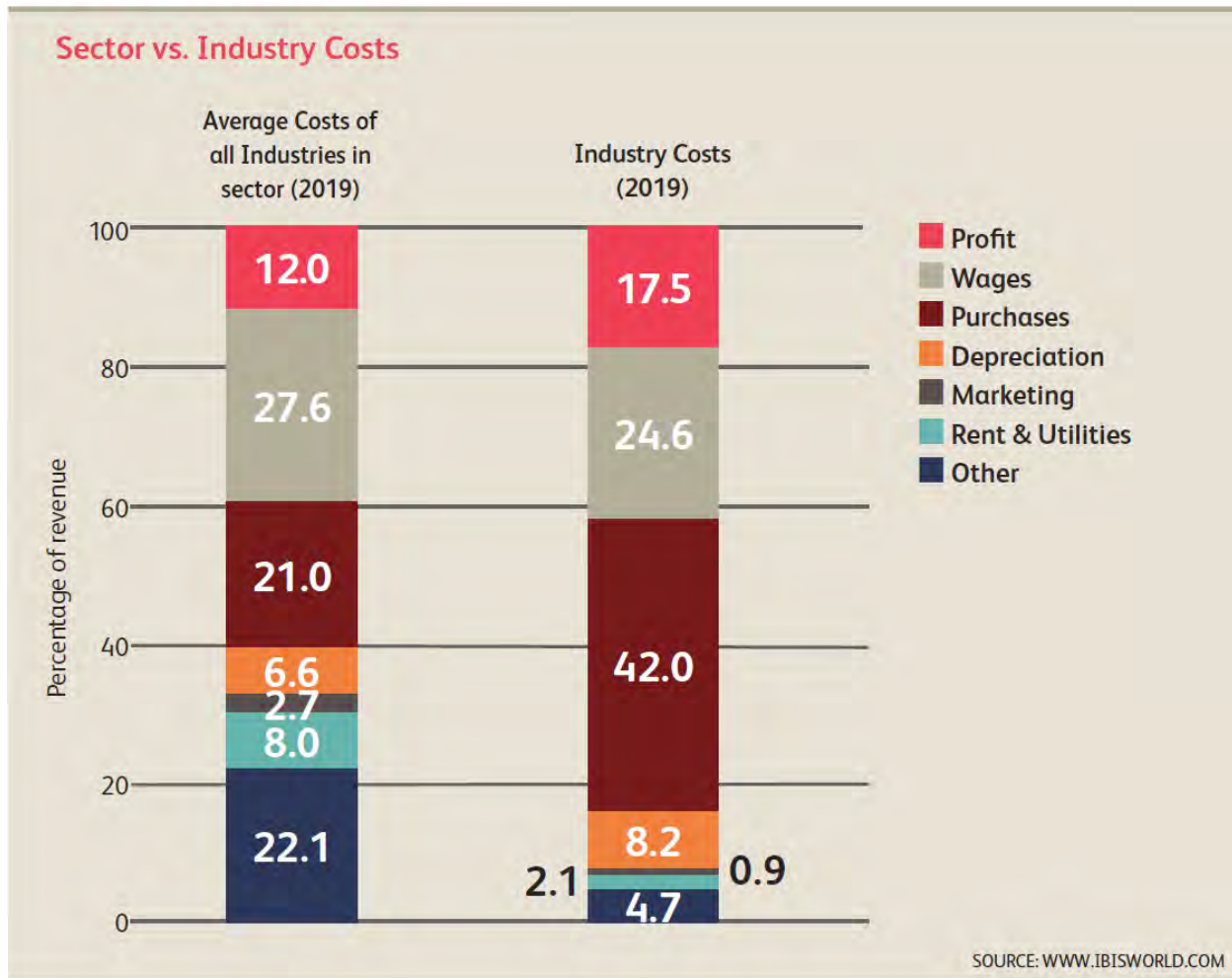
### Experienced work force

An experienced work force is required to instruct users and perform boat repairs and maintenance. Maintenance of excellent customer relations Marinas must maintain strong customer relations to achieve high customer retention rates.

## COST STRUCTURE BENCHMARKS

While the amount of discretionary income and demand for boats that consumers have creates the desire for Marinas industry services, the cost structure among marinas influences industry profit. The size and location of a marina will vary, but key costs will remain important for all industry

participants, such as lease and rental payments for the facilities, and equipment for boat maintenance servicing.



### Profit

Profit is expected to comprise an estimated 17.5% of industry revenue in 2019. While large marinas have a greater amount of slips and dock space for more consumers, there are small, exclusive marinas and yacht clubs in appealing locations that can charge more for its available spaces and memberships. Profit will fluctuate on a yearly basis given the economic climate and boat traffic. As most marinas obtain the majority of their revenue from storage and dockage services, revenue stream and profit are steady for the operators in the industry. However, operators in the industry can generate better profit by offering more active services and amenities such as retail, repair, food and drink to bring in more from existing customers.

Wealthy boat owners will pay more for exclusivity and personalized services as well, adding to profit. Therefore, Profit has generally increased over the five years to 2019 to 17.5% from 15.4% in 2014, primarily due to add-on services provided by industry operators.



## Wages

Wages make up a significant expense for this industry and account for 24.6% of industry revenue in 2019. The employees at a marina are a major part of the appeal of having one's boat stored at a marina. Cleaning, repairing and storing a boat takes manual labor than many boat owners would rather pay for someone else to do. The labor involved with launching and retrieving a boat is also the appeal of having a marina with staff that will do the work for boat owners. Industry associations such as Association of Marina Industries also offers several professional certifications such as Certified Marina Manager (CMM).

Employees with professional certifications can demand higher compensation and this adds to the cost for operators in the industry.

## Purchases

Fuel prices play the most important role in purchases in the industry. IBISWorld estimates that purchases will account for 42.0% of industry revenue in 2019.

Marinas often store and sell fuel to customers, as well as use fuel for its own boats. Gasoline and Diesel fuel are the primary fuels used to run the boats.

Diesel fuel and specialty fuels such as isobutanol are used in bigger boats. With fuel prices changing almost every day, fuel cost could vary significantly for the operators in the industry. Bigger marinas can take advantage of better prices by buying fuel and storing it and then selling the fuel at market prices.

## Depreciation

Depreciation is expected to account for 8.2% of industry revenue in 2019. The physical assets of a marina are critical to the value in services it provides and the reputation of the business. The docks, platforms, slips, buildings and walls of a marina are subject to severe weather conditions and must be formidable. At any sign of damage, they should be replaced, or else risk further damage to other assets, including customers' boats. As a result, depreciation is a significant cost in this industry.

## Marketing

IBISWorld estimates that marketing accounts for 0.9% of industry revenue. While some exclusive, club-oriented marinas rely on recommendations by current customers, larger industry players with many available spaces advertise more publicly online and through media catered to boat owners, such as magazines. Industry magazines such as Marina Dockage feature a different marina on their cover in every issue. Operators in the industry can take advantage by advertising their marina and market themselves to a broader audience. Boat shows can be a major marketing tool if a marina purchases space in their literature material or sends a representative to accrue interest.

## Rent

The primary service of a marina is space and proactive storage (cleaning, surveillance), consequently bringing rent costs up to an estimated 1.5% of revenue in 2019. Larger marinas with many buoyed boats will often have a boat for bringing boat owners and their guests out to their own boats from the docks.

## Utilities

For security, surveillance and guidance for night-time boating, marinas are usually well-lit and, in some cases, have a lighthouse that will stay lit through the night. Restaurants, bars and lounges will naturally incur more expenses for a marina in terms of utilities. Overall, utilities costs are expected to account for 0.6% of total industry revenue in 2019.

## Other

Repair and maintenance costs, and insurance are accounted for in this segment, which is estimated to account for 4.7% of revenue. Maintaining the facility and the boats of customers is a primary function of a marina, naturally making up a significant amount of its costs. In addition, damaging weather conditions and storms such as Hurricane Sandy, Irma, Maria and the recent drought in California which dried up not only the water but also revenue in popular rivers and lakes. This has increased the amount marinas need to spend on maintenance, reparations and insurance. These costs vary greatly among marinas, depending on the size and value.

## CONCLUSION

Over the past five years, consumer conditions have boosted demand for boat storage as the number of boat owners has increased as a result of rising disposable income and the growing number of households earning over \$100,000.

Although not all boat owners are affluent, consumers with more funds available for large expenses are more likely to have a recreational boat and purchase the services provided by marinas. Marinas profit most from customers that spend on nonessentials in addition to storage, such as cleaning, add-on personalized services and amenities. Higher profit is also generated from passing transient customers, such as tourists visiting the marinas for a short period of time, rather than longer-term clients that house their boats in the marinas throughout the year. These services will help sustain profit, which is estimated to account for 17.5% of revenue in 2019, up from 15.4% in 2014.

While many operators left the industry following the economic downturn, the businesses that stuck it out have experienced considerable revenue growth and will likely expand operations with their increased earnings. Marinas will seek to raise revenue through the addition of full-service restaurants and bars, equipment rental services and other merchandise sales. Boat repair and maintenance will continue to lift sales as the number of boat owners increases, according to the 2017 National Boating Statistics report published by the US Coast Guard. Consumer disposable

income and recreational expenditure are expected to rise over the five years to 2024. Forecast are for revenue to grow at an annualized rate of 0.1% to \$5.2 billion over the next five years.

## COMPETITIVE PROPERTIES

Comparable properties were surveyed in order to identify the current occupancy within the competitive market. The comparable data is summarized in the following table:

SUMMARY OF COMPARABLE WET SLIP MARINA RENTALS				
Comp. No.	Name	Location	Distance from Subject	Occupancy
1	Loggerhead Marina	1400 Marina Drive, Hollywood, FL	16.0 Miles	90%
2	Williams Island Marina	4100 Island Boulevard, Aventura, FL	11.7 Miles	88%
3	Sea Isle Marina & Yachting Center	1635 N. Bayshore Drive, Miami, FL	3.2 Miles	98%
4	Island Gardens Deep Harbour	888 MacArthur Causeway, Miami, FL	2.5 Miles	82%
5	Miamarina at Bayside	401 Biscayne Boulevard, Miami, FL	3.0 Miles	100%
6	Turnberry Isle Marina	19735 Turnberry Way, Aventura, FL	12.9 Miles	75%
7	Keystone Point Marina	1950 NE 135th Street, North Miami, FL	8.9 Miles	97%
8	Rickenbacker Marina	3301 Rickenbacker Causeway, Key Biscayne, FL	2.8 Miles	95%
Subject	Miami Beach Marina	344-400 Alton Road, Miami Beach, Florida	---	91%
Compiled by CBRE				

As presented, all of the comparables support an “in-season” occupancy of 75% to 100% or an overall average of 94%. Comparables 2, 4 & 6 fall below the average and near the lower end of the range due to larger capacity, i.e. 65-foot yachts and mega-yachts that are priced at a higher rental rate and tend to have longer, contractual obligations that are harder to secure.

## Occupancy

Based on the foregoing analysis, CBRE, Inc.’s conclusion of stabilized occupancy for the subject is illustrated in the following table. This estimate considers both the physical and economic factors of the market.

OCCUPANCY CONCLUSIONS - WET SLIP MARINAS	
Rent Comparables - Overall Average	93.9%
Rent Comparables - Overall Range	82% - 100%
Subject's Current Occupancy	91.2%
Subject's Stabilized Occupancy	92.0%
Compiled by CBRE	

## Highest and Best Use

In appraisal practice, the concept of highest and best use represents the premise upon which value is based. The four criteria the highest and best use must meet are:

- legally permissible;
- physically possible;
- financially feasible; and
- maximally productive.

The highest and best use analysis of the subject is discussed below.

### AS VACANT

#### Legally Permissible

The legally permissible uses were discussed in the Site Analysis and Zoning Sections.

#### Physically Possible

The subject properties are both adequately served by utilities, and has an adequate shape and size, sufficient access, etc., to be separately developable sites with some shared access and operating easements. In addition, the wet slip marina in its present state, is somewhat limited to marine uses. However, there is a possibility of back filling the marina basin for future development, subject to approval from the State of Florida trustees of the Internal Improvement Trust Fund and securing of Army Corp of Engineer, the Department of Natural Resource (DNR) fill permits and cost feasibility analysis.

Furthermore, existing structures on similar upland sites provide additional evidence for the physical possibility of residential condominium tower development.

#### Financially Feasible

The determination of financial feasibility is dependent primarily on the relationship of supply and demand for the legally probable land uses versus the cost to create the uses. As discussed in the Market Analysis section of this report, the subject residential condominium market is cooling down following a run-up in positive unit absorption and increased pricing. These factors indicate that it would be financially feasible to complete a new, multi-family residential project if the site acquisition cost was low enough to provide an adequate developer's profit.

However, it is important to note, there is now considerable competition from mixed-use and residential tower developers bidding up prices for multi-family residential development sites for both rental and "for sale" condominium product.

With regards to wet slip marinas, there has been a marked increase in acquisitions as the recreational and commercial boating community continues to be a favored asset class for consolidation. Regional and national operators are seeking well located and value-add facilities, as well as, competition from residential developers seeking prime waterfront sites.

With respect to the residential development air rights over & above the uplands site, we have considered the owner/developers draft investment scenario with market supported pricing for end units and a deduction for profit in order to derive the residual land value, presented as follows:

<b>Developer's Residential Scenario</b>	
Units	60
Avg. Unit Size	3,667
Total Sellable	220,000
 Avg. Unit Price	 \$7,516,667
Avg. Price PSF	\$2,050
<b>Total Sellout</b>	<b>\$451,000,000</b>
 Hard Cost	 \$225,520,838
Soft Cost	\$45,252,532
Sales Costs	\$44,435,600
Financing Cost	\$33,300,041
<b>Total Development Cost</b>	<b>\$348,509,010</b>
 <b>Net Profit Before Air Rights Purchase</b>	 <b>\$102,490,990</b>
Source: Terra Group - July 2020	

It should be noted, the most recent developer offer for the purchase of the residential development air rights is reported to be \$55,000,000 in cash plus \$15,000,000 in non-cash consideration for resiliency and infrastructure improvements and is subject to a public voter referendum. However, this offer appears to be below market based on the overstated development costs and understated average unit price.

We have compared the developer's cost budget to several recently & proposed residential condominium tower developments in the Miami Beach submarket, presented as follows:

<b>CONSTRUCTION COST COMPARABLES - RESIDENTIAL CONDOMINIUM</b>					
Comparable:	1	2	3	Average	Subject
Name/Location:	Miami Beach	Miami Beach	Miami Beach		Miami Beach
Property Type	Condominium	Condominium	Condominium		Condominium
Year of Cost Data	2017	2017	2020		2020
Size (Sellable SF):	137,249	67,319	153,837	119,468	220,000
Cost Component;					
Direct Cost	\$89,972,500	\$47,515,188	\$87,708,903	\$75,065,530	\$225,520,838
Indirect Cost	\$33,266,871	\$22,053,464	\$38,263,458	\$31,194,598	\$78,552,573
Marketing & Sales Commissions	\$11,503,345	\$3,364,305	\$13,314,152	\$9,393,934	\$44,435,600
Total Costs	\$134,742,716	\$72,932,957	\$139,286,513	\$115,654,062	\$348,509,011
Rounded	\$134,743,000	\$72,933,000	\$139,287,000	\$115,654,000	\$348,509,000
Cost Per SF	\$981.74	\$1,083.39	\$905.42	\$990.18	\$1,584.13
Compiled by CBRE					

In the foregoing presentation, it would appear that the developer's marketing & sales commission costs are overstated with the overall total costs being more than 5% to 10% overstated, while the developer's average unit pricing is 10% to 15% below market for new, first generation luxury condominium unit sales in the subject's South of 5<sup>th</sup> submarket. Therefore, we have recalculated



the residual land value of the residential development rights using a slightly reduced development cost, a market supported average unit sales price per square foot and a profit incentive more in-line with market expectations, presented as follows:

<b>RESIDUAL LAND ANALYSIS - RESIDENTIAL DEVELOPMENT RIGHTS</b>		
<b>Project Data</b>		
Building Area Component:	<u>Net Sellable SF</u>	
Multifamily Condominium Units	<u>220,000 SF</u>	
Total Building Area:	220,000 SF	
No. of Units:	60 Units	
Average Unit Size - SF	3,667 SF	
<b>Economic Projections (Net Sellable SF Basis)</b>		
Average Sale Price Estimate	<u>Sale Price \$/SF</u>	
Multifamily Condominium Units	<u>\$2,200.00</u>	
Average Sales Price PSF	\$2,200.00	\$484,000,000
<b>Development Costs</b>		
	<u>Cost \$/SF</u>	
Hard & Soft Construction Costs (\$/SF)	\$1,500.00	(\$330,000,000)
Entrepreneurial Profit	20.0%	(\$66,000,000)
Total		(\$396,000,000)
<b>Residual Land Value (Rounded)</b>		<b>\$88,000,000</b>
<b>Residual Land Value (\$/SF of FAR)</b>		<b>\$400.00</b>
Compiled by CBRE		

The above calculation and Residual Analysis produced an indicated land value of \$88,000,000 and is subject to market supported unit pricing, pre-construction marketing and pre-sales of 50 to 60 percent necessary for construction loan underwriting. Furthermore, we assume stable market conditions despite a cooling down effect, stable currency exchange rates and reduced threat or concern from Covid-19.

### Maximally Productive - Conclusion

The final test of highest and best use of the site as if vacant is that the use be maximally productive, yielding the highest return to the land. In the case of the subject as if vacant, the analysis has indicated that a new multi-family residential project could be appropriate, while a mixed-use residential & retail/office use and wet slip marina may be better suited in this submarket location.

## AS IMPROVED

### Legally Permissible

The submerged site has been improved with a wet slip marina and the uplands site has been improved with an existing mixed-use retail/office building that is a legal, conforming use.

### Physically Possible

The layout and positioning of the existing uplands retail/office building, surface parking and wet slip marina on the submerged land are considered functional. While it would be physically possible for a variety of uses, based on the legal restrictions and the design of the improvements,

the potential redevelopment of the property uplands with a new mixed-use retail/restaurant & office building and a luxury residential condominium tower could be a functional use, subject to shared access & utility easements, and off-street parking support.

### **Financially Feasible**

The financial feasibility of a retail/office building and wet slip marina property is based on the amount of rent which can be generated, less operating expenses required to generate that income; if a residual amount exists, then the land is being put to a productive use.

Based upon the existing retail/office building and wet slip marina operation, there is positive cash flow that contributes value. In addition, there is a developer who is proposing a 60-unit luxury, high-rise condominium tower development in the air rights space, subject to voter referendum, comprehensive plan modification and rezoning.

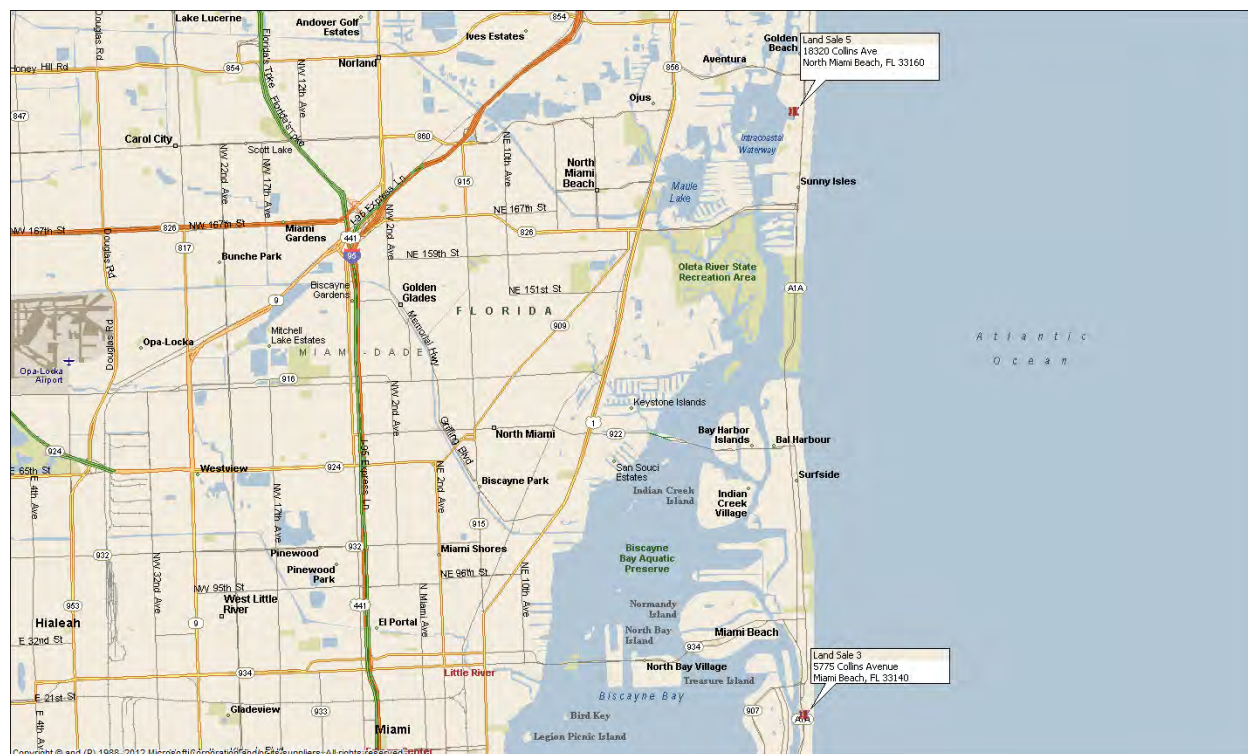
Therefore, the most obvious financially feasible use would be to continue the wet slip marina operation while exploring the residential development of the air rights for potential sell-off to a third party developer.

### **Maximally Productive - Conclusion**

As shown in the applicable valuation sections, the existing building and site improvements contribute value. However, if the uplands portion of the site can achieve a winning voter referendum, and the comprehensive plan modification and rezoning, the potential sell-off of the residential development air rights for a luxury condominium tower would maximize the value & use of the subject property given the Biscayne Bay frontage and affluent resort community location on Miami Beach.

## Land Value

The following map and table summarize the comparable data used in the valuation of the subject site. A detailed description of each transaction is included in the addenda.



SUMMARY OF COMPARABLE LAND SALES												
No.	Property Location	Transaction Type	Date	Proposed Use	Actual Sale Price	Adjusted Sale Price <sup>1</sup>	Size (Acres)	Size (SF)	Allowable Building (SF)	Indicated FAR	Price Per SF	Price Per SF (FAR)
1	1300 Monad Terrace Miami Beach, FL 33139	Sale	Jun-15	Residential condominium	\$51,165,000	\$55,620,428	1.61	70,316	137,249	1.95	\$791.01	\$405.25
2	601-685 Washington Avenue Miami Beach, FL 33139	Sale	Jun-15	Mixed-use retail, residential & parking	\$55,500,000	\$57,500,000	1.58	68,770	111,645	1.62	\$836.12	\$515.03
3	5775 Collins Avenue Miami Beach, FL 33140	Sale	Jun-16	70-Unit Condo	\$90,186,800	\$90,186,800	1.46	63,638	153,837	2.42	\$1,417.18	\$586.25
4	550 9th Street Miami Beach, FL 33139	Sale	Jan-18	Hotel	\$17,625,000	\$17,625,000	0.48	20,873	52,133	2.50	\$844.39	\$338.08
5	18320 Collins Avenue Sunny Isles Beach, FL 33160	Sale	Oct-18	High density residential	\$31,700,000	\$31,700,000	0.85	37,054	127,836	3.45	\$855.51	\$247.97
6	304-312 Ocean Drive Miami Beach, FL 33139	Sale	Dec-18	Apartments-Luxury Residential Condominiums	\$10,000,000	\$10,000,000	0.27	11,650	20,400	1.75	\$858.37	\$490.20
Subj.	344-400 Alton Road, Miami Beach, Florida	Offer	May-20	Multi-family residential condominium tower	\$55,000,000	\$70,000,000	3.51	152,981	220,000	1.44	\$457.57	\$318.18

<sup>1</sup> Adjusted sale price for cash equivalency and/or development costs (where applicable)  
Compiled by CBRE

The sales utilized represent the best data available for comparison with the subject and were selected from the greater Miami Beach submarket including comparable, high density residential communities with Biscayne Bay and Atlantic Ocean frontage. These sales were chosen based eastern in-fill locations, size, density/FAR and highest & best use.

## DISCUSSION/ANALYSIS OF LAND SALES

We have considered similarities and differences for each of the comparable land sales in direct comparison to the subject site. We have considered and-or applied adjustments to the comparable sales for differences in favorable financing terms, conditions of sale, i.e. seller motivations, i.e. distress and/or assemblage premiums, market conditions (time), size/value, shape/configuration, corner influence, frontage/access, topography/site conditions, location, view amenity and zoning/density when compared to the subject property.

### Land Sale One

This is the assembled sale of 15 individual parcels/ownerships for the proposed 59-unit Monad Terrace Condominium property located at 1300-1375 Monad Terrace in Miami Beach, Florida. The property will consist of two, 14-story condominium buildings are situated on a 1.61-acre site with a total gross building area of 336,356-SF including structured parking (75,000-SF), net sellable area of 137,249-SF plus 124,107-SF of common areas & amenities. The construction commenced in 2017 and were completed in 2019 with a 17-month construction period. The project is considered to be Class A+ based on Biscayne Bay frontage, Miami Beach address, common area amenities and quality of finishes. The assembled and recorded price was \$51,165,000; however, there was a \$4,455,428 assignment fee, indicating a total purchase price of \$55,620,428 or \$942,719/unit.

We adjusted Land Sale 1 downwards for superior property rights conveyed, i.e. fee simple surface, sub-surface & air rights versus the subject residential development air rights over &

above the proposed retail/restaurant & office building at grade. The downward adjustment is based on the FAR (floor-area-ratio) value contribution of the proposed retail/restaurant & office building. We also adjusted Land Sale 1 upwards for improving market conditions (time) between the sale transaction date and the effective date of this appraisal.

### Land Sale Two

This comparable land sale is improved with seven (7) existing 1 & 2 story retail store buildings fronting Washington Avenue between 6th Street and 7th Street in the Flamingo Park Historic District on Miami Beach that were owned or were "in contract" to Washington Squared, LLC, as part of an assemblage for mixed-use redevelopment for a total purchase price of \$40,210,436, including lease buyouts, exiting debt & real estate commission obligations to the buyer. The assembled site area totals 68,770 square feet of medium intensity zoned land area that is improved with approximately 63,601 square feet of obsolete retail store building area dating to 1934, 1936 & 1948. The proposed redevelopment is conceptually site planned for 55,120 square feet of ground floor retail, plus 66-residential condominium units with 56,525 square feet or an average of 856-SF of living area per unit in a 9-story tower and 2-levels of structured parking with 240 spaces. In addition, there are several other redevelopment scenario options including a potential hotel tower instead of the residential condominium units.

The majority of the contracts, excluding 619-627 Washington Avenue, all closed simultaneously in the third week of June 2015. In addition to the assemblage purchase price, the buyer/investor, Washington Squared, LLC was able to negotiate & execute a membership interest purchase & sale to IC 601 Washington LLC, dated May 27, 2015. The forward purchase price is \$55,500,000 for a 96.5% interest in a joint venture agreement between the seller & purchaser. The seller retains a 3.5% interest in the joint venture valued at \$2,000,000, for a total purchase price valued at \$57,500,000 for 100% interest in the joint venture partnership.

Part of the assemblage strategy was the Washington Avenue Vision and Master Plan being developed with a Washington Avenue Blue Ribbon Panel (WABRP) that was recommending to increase building height restrictions. The WABRP was recommending a FAR as high as 2.75, subject to municipal government approvals, versus the current zoning of CD-2, Commercial, Medium Intensity District permits a maximum floor area ratio (FAR) of 1.50, plus Code Section 142-307(d) 2.0 FAR where more than 25% of the building is used for residential or hotel units.

We adjusted Land Sale 2 upwards for improving market conditions (time) between the sale transaction date and the effective date of this appraisal. We also adjusted Land Sale 2 downwards for smaller size/value relationship and downwards for superior location in direct comparison to the subject property.

We adjusted Land Sale 2 downwards for superior property rights conveyed, i.e. fee simple surface, sub-surface & air rights versus the subject residential development air rights over & above the proposed retail/restaurant & office building at grade. The downward adjustment is



based on the FAR (floor-area-ratio) value contribution of the proposed retail/restaurant & office building. We also adjusted Land Sale 2 downwards for conditions of sale, i.e. buyer/developer premium for a multiple parcel assemblage, and upwards for improving market conditions (time) between the sale transaction date and the effective date of this appraisal.

### Land Sale Three

This is the sale of the former Marlborough House located along the east side of Collins Avenue, south of 63rd Street, in Miami Beach, Miami-Dade County, Florida. The Marlborough House is a 13-story condominium with 110 units and structured parking built in 1963 with a total of 113,083-SF of residential area. However, the improvements are physically & functionally obsolete given the high value of ocean front land on Miami Beach. The buyer, led by broker Edgardo Defortuna of Fortune International Group assembled each individual unit and purchased 100% of the units for a total consideration of \$90,186,800 (\$472.40/SF of building area, \$1,417.18/SF of land area and \$1,288,383/unit). The site is zone RM-3, which has a Floor Area Ratio (FAR) of 3.0, which indicates a total allowable building area of 190,914 SF, exclusive of garage area. The buyer dissolved the condominium on July 8, 2016. Subsequent to the sale, the property was approved with an 18-story luxury condominium building with 89 units, with some units being combined, decreasing the number of units to 70. The development, 57 Ocean will have a total net sellable area of 153,837 SF, a subterranean parking garage with 33,486 SF, and a total allowable building area of 190,910 SF (exclusive of the garage area). The development is scheduled to be completed by December 2021.

We adjusted Land Sale 3 downwards for superior property rights conveyed, i.e. fee simple surface, sub-surface & air rights versus the subject residential development air rights over & above the proposed retail/restaurant & office building at grade. The downward adjustment is based on the FAR (floor-area-ratio) value contribution of the proposed retail/restaurant & office building.

We also adjusted Land Sale 3 upwards for improving market conditions (time) between the sale transaction date and the effective date of this appraisal and downwards for superior ocean front & view amenity in direct comparison to the subject property.

### Land Sale Four

This comparable land sale is the former Oceanside Extended Care long-term care nursing facility that is vacant and broker listed by Cushman & Wakefield as a redevelopment opportunity. The existing improvements were built in 1966 square feet with 6-levels previously operated as a 196 bed, long-term care nursing facility. The property was zoned HD, Hospital District, which allows for medical, professional office and hospital uses. The buyer/developer was seeking & received approvals for rezoning to CD-2, Commercial Median Intensity District, which is consistent with the zoning of both abutting properties. CD-2 zoning allows for multifamily, short-term rental or hotel use. The site area is 20,873 square feet and includes 24 ground level parking spaces.

The property was in foreclosure with the U.S. District Court judge approving the sale. The buyer/developer co-owns the Clinton Hotel and the Red South Beach Hotel on Miami Beach and acquired the property for conversion to hotel. The seller was co-owned by Philip Esformes, who was a defendant in a \$1 billion Medicare fraud and money laundering case and the Oceanside Extended Care facility was shut down as a result of the indictment. The rezoning is intended to allow the existing 88-rooms to be converted to 110 hotel rooms averaging 250-SF for micro hotel rooms. In addition, the facade would be renovated, the hotel lobby would be built on the south end of the property plus a 20-seat cafe would be added on the first floor and a rooftop pool deck with a small cafe would be created. The 24 surface parking spaces would become valet only. The rezoning approval also required the Miami Beach's historic preservation board and planning board approval followed by two public hearings at the city commission. The approval process included a covenant limiting food & beverage, loud music, etc. Any future change of use on the property must be approved by the Flamingo Park Neighborhood Association with 75% of all owners of property located along Pennsylvania Avenue between 8th and 9th Street. The ground floor café operations would close at 11 pm and the roof top café at midnight under the agreement and in order to be compatible with the residential neighbors.

We adjusted Land Sale 4 downwards for superior property rights conveyed, i.e. fee simple surface, sub-surface & air rights versus the subject residential development air rights over & above the proposed retail/restaurant & office building at grade. The downward adjustment is based on the FAR (floor-area-ratio) value contribution of the proposed retail/restaurant & office building.

We also adjusted Land Sale 4 upwards for conditions of sale, i.e. distressed court approved foreclosure sale transaction, upwards for improving market conditions (time) between the sale transaction date and the effective date of this appraisal and upwards for inferior street (non-waterfront) frontage in direct comparison to the subject property.

### Land Sale Five

This comparable land sale represents an off-market negotiation & transaction between an abutting owner and Publix Supermarket who was redeveloping a larger store on-site and was able to sell-off the rear 37,054-SF of the 155,434-SF (3.569-acres) of uplands plus 13.48-acres of fee simple owned submerged land in Dumbfounding Bay (a.k.a. Intracoastal Waterway) to Dezer Properties. The buyer/ developer already owns approximately 3.15-acres of uplands abutting the site on the north with frontage along the Intracoastal Waterway and Collins Avenue. Publix secured a resolution with the City of Sunny Isles to redevelop the site with a new 53,558-SF grocery store, subject to a new traffic circulation pattern for ingress & egress of trucks on Collins Avenue, an ingress for customer vehicles from Collins Avenue with an elimination of customer vehicle egress onto Collins Avenue and a modification to the requirement to underground utilities along 183rd Street to Collins Avenue to exclude the non-owned gas station outparcel. The new Publix site plan resulted in an 0.354-acre shared roadway parcel connecting 183rd Street to the

abutting Dezer Tower parcel on the north. Publix Supermarkets and Dezer Properties executed a Declaration of Restrictions, Covenants & Conditions and Grant of Easements for ingress/egress, utilities, storm water drainage and a bay walk park construction & maintenance/repair obligations, as well as, a covenant of exclusive uses to protect Publix retail grocery business.

The B-1, Neighborhood Business and BO, Business Overlay zoning permit development at 25-units per acre and an 2.0 FAR plus bonus density of 80-units per acre and a maximum FAR up to a 3.45 for enclosed parking bonus (0.40), public parking bonus (0.25), a Collins Avenue/Sunny Isles Boulevard public streetscape enhancement bonus (0.30), and a site assembly bonus (up to 0.50). The dwelling unit density bonus can be increased by one dwelling unit per acre for each 0.02 increase in FAR granted in accordance with Section 265-36E(1) of the City Code up to a maximum density of 80 dwelling units per acre.

We adjusted Land Sale 5 downwards for superior property rights conveyed, i.e. fee simple surface, sub-surface & air rights versus the subject residential development air rights over & above the proposed retail/restaurant & office building at grade. The downward adjustment is based on the FAR (floor-area-ratio) value contribution of the proposed retail/restaurant & office building.

We also adjusted Land Sale 5 upwards for improving market conditions (time) between the sale transaction date and the effective date of this appraisal.

### Land Sale Six

This comparable land sale comprises two lots fronting the northwest corner of Ocean Drive & 3rd Street in Miami Beach, Florida 33139. The property was broker listed at \$10,500,000 and sold for \$10,000,000 in an "all cash" transaction. The property is zoned RPS-3, Residential Performance Standard, Medium-High Density which allows for residential and hotel type development. According to the buyer/developer, a 4-story, 32,750-SF luxury residential condominium development with common areas and balcony/terraces, of which approximately 20,400-SF will be livable area. The site was delivered clear & level. However, there was a 3-story apartment building containing 8,382 square feet previously on-site. The apartment building property was classified as "Contributing" (Historic) in the Miami Beach Historic Properties Database and the location is within the Ocean Beach Historical District.

We adjusted Land Sale 6 downwards for superior property rights conveyed, i.e. fee simple surface, sub-surface & air rights versus the subject residential development air rights over & above the proposed retail/restaurant & office building at grade. The downward adjustment is based on the FAR (floor-area-ratio) value contribution of the proposed retail/restaurant & office building.

We also adjusted Land Sale 6 upwards for improving market conditions (time) between the sale transaction date and the effective date of this appraisal.

## SUMMARY OF ADJUSTMENTS

Based on our comparative analysis, the following chart summarizes the adjustments warranted to each comparable.

LAND SALES ADJUSTMENT GRID							
Comparable Number	1	2	3	4	5	6	Subject
Transaction Type	Sale	Sale	Sale	Sale	Sale	Sale	Offer
Transaction Date	Jun-15	Jun-15	Jun-16	Jan-18	Oct-18	Dec-18	May-20
Proposed Use	Residential condominium	Mixed-use retail, residential & parking	70-Unit Condo	Hotel	High density residential	Apartments-Luxury Residential Condominiums	Multi-family residential condominium tower
Actual Sale Price	\$51,165,000	\$55,500,000	\$90,186,800	\$17,625,000	\$31,700,000	\$10,000,000	\$55,000,000
Adjusted Sale Price <sup>1</sup>	\$55,620,428	\$57,500,000	\$90,186,800	\$17,625,000	\$31,700,000	\$10,000,000	\$70,000,000
Size (Acres)	1.61	1.58	1.46	0.48	0.85	0.27	3.51
Size (SF)	70,316	68,770	63,638	20,873	37,054	11,650	152,981
Density (UPA)	37 du/ac	42 du/ac	48 du/ac	230 du/ac	105 du/ac	19 du/ac	17 du/ac
Allowable Units	59 Units	66 Units	70 Units	110 Units	89 Units	5 Units	60 Units
Allowable Bldg. Area (SF)	137,249 SF	111,645 SF	153,837 SF	52,133 SF	127,836 SF	20,400 SF	220,000 SF
Indicated FAR	1.95	1.62	2.42	2.50	3.45	1.75	1.44
Price Per SF	\$791.01	\$836.12	\$1,417.18	\$844.39	\$855.51	\$858.37	\$457.57
Price Per Bldg. Area	\$405.25	\$515.03	\$586.25	\$338.08	\$247.97	\$490.20	\$318.18
Price Per Unit	\$942,719	\$871,212	\$1,288,383	\$160,227	\$356,180	\$2,000,000	\$1,166,667
Price (\$ PSF)	\$791.01	\$836.12	\$1,417.18	\$844.39	\$855.51	\$858.37	\$457.57
Property Rights Conveyed	-25%	-25%	-25%	-25%	-25%	-25%	0%
Financing Terms <sup>1</sup>	0%	0%	0%	0%	0%	0%	0%
Conditions of Sale	0%	-20%	0%	20%	0%	0%	0%
Market Conditions (Time)	25%	25%	20%	10%	5%	5%	0%
Subtotal	\$741.57	\$627.09	\$1,275.46	\$835.95	\$673.71	\$675.97	\$457.57
Size	0%	0%	0%	0%	0%	0%	0%
Shape	0%	0%	0%	0%	0%	0%	0%
Corner	0%	0%	0%	0%	0%	0%	0%
Frontage/View Amenity	0%	0%	-25%	15%	0%	0%	0%
Topography	0%	0%	0%	0%	0%	0%	0%
Location	0%	0%	0%	0%	0%	0%	0%
Zoning/Density	0%	0%	0%	0%	0%	0%	0%
Utilities	0%	0%	0%	0%	0%	0%	0%
Highest & Best Use	0%	0%	0%	0%	0%	0%	0%
Total Other Adjustments	0%	0%	-25%	15%	0%	0%	0%
<b>Value Indication PSF of Site</b>	<b>\$741.57</b>	<b>\$627.09</b>	<b>\$956.60</b>	<b>\$961.34</b>	<b>\$673.71</b>	<b>\$675.97</b>	<b>\$457.57</b>
<b>Value Indication PSF of FAR</b>	<b>\$379.93</b>	<b>\$386.27</b>	<b>\$395.72</b>	<b>\$384.90</b>	<b>\$195.28</b>	<b>\$386.03</b>	<b>\$318.18</b>
<b>Value Indication Per Unit</b>	<b>\$883,803</b>	<b>\$653,409</b>	<b>\$869,656</b>	<b>\$182,418</b>	<b>\$280,492</b>	<b>\$1,575,002</b>	<b>\$1,166,667</b>

<sup>1</sup> Adjusted sale price for cash equivalency and/or development costs (where applicable)

Compiled by CBRE

## CONCLUSION

Based on the preceding analysis, all of the comparable sales were representative of the subject site, with weighted emphasis given to Comparables 1, 2, 3 & 6 based on similar multi-family unit density, floor-area-ratio (FAR) and similar locations on Miami Beach.

In conclusion, a price per square foot of sellable building area/FAR and price per dwelling unit within the overall unadjusted and narrow adjusted ranges are considered appropriate for the subject. The following table presents the valuation of the subject residential development air rights, as follows:

<b>CONCLUDED VALUE OF RESIDENTIAL DEVELOPMENT RIGHTS</b>				
\$ PSF of FAR		Proposed Building FAR		Total
\$385.00	x	220,000	=	\$84,700,000
\$395.00	x	220,000	=	\$86,900,000
\$ Per Unit		Proposed Units		Total
\$1,200,000	x	60 Units	=	\$72,000,000
\$1,500,000	x	60 Units	=	\$90,000,000
<b>Indicated Value As Is of Net Buildable Uplands:</b>				<b>\$86,000,000</b>
<b>PSF of Site</b>				<b>\$281.81</b>
<b>PSF of FAR</b>				<b>\$390.91</b>
<b>Per Unit</b>				<b>\$1,433,333</b>
Compiled by CBRE				



## Reconciliation of the Residential Development Rights

The value indications from the sales comparison and income approaches to value are summarized as follows:

<b>SUMMARY OF VALUE CONCLUSIONS - RESIDENTIAL DEVELOPMENT RIGHTS</b>	
	As Is on
	May 7, 2020
Sales Comparison Approach	\$86,000,000
Income Approach - Residual Land Analysis	\$88,000,000
Reconciled Value	\$87,000,000
Compiled by CBRE	

# Income Approach

The following map and table summarize the primary comparable data used in the valuation of the subject. A detailed description of each transaction is included in the addenda.



**SUMMARY OF COMPARABLE WET SLIP MARINA RENTALS**

Comp. No.	Property Name and Location	YOC / Reno'd	Occ.	No. Slips	Distance to Inlet	Tenant Type	Lease Area (LF)	Quoted Daily Rate	Utilities
1	Loggerhead Marina 1400 Marina Drive, Hollywood, FL 33019	2003 / 2017	90%	190 Slips	7.0 Miles - Haulover 6.0 Miles - Port Everglades	Annual Monthly Seasonal Transient	70' & Up 70' & Up 70' & Up ---	\$1.32/LF \$1.56/LF \$1.73/LF \$2.00/LF	\$50.00/Month Water/Sewer + Metered Electric
2	Williams Island Marina 4100 Island Boulevard, Aventura, FL 33160	1984	88%	106 Slips	2.75 Miles - Haulover 10.5 Miles - Port Everglades	Annual Seasonal Transient	80' & Up 80' & Up 60' & Up	\$0.85/LF \$1.58/LF \$8.00/LF	\$8.00 to \$50.00/Month Water/Sewer + Metered Electric
3	Sea Isle Marina & Yachting Center 1635 N. Bayshore Drive, Miami, FL 33132	1986	98%	220 Slips	4.0 Miles - Govt. Cut	Annual Monthly Transient	Up to 110' Up to 110' Up to 110'	\$0.69/LF \$1.15/LF \$9.00/LF	Water/Sewer & Electric Included (1st cord)
4	Island Gardens Deep Harbour 888 MacArthur Causeway, Miami, FL 33132	2016	82%	50 Slips	3.5 Miles - Govt. Cut	Annual Monthly Seasonal Transient	55' to 550' 55' to 550' 55' to 550' 55' to 550'	\$3.50/LF \$6.40/LF \$10.00/LF \$8.00/LF	\$0.15/LF per Day for Electric
5	Miamarina at Bayside 401 Biscayne Boulevard, Miami, FL 33132	1987 / 2015	100%	130 Slips	4.0 Miles - Govt. Cut	Annual Monthly Transient	55' Minimum 55' Minimum 55' Minimum	\$0.76/LF \$1.38/LF \$5.00/LF	Water/Sewer & Electric Included
6	Turnberry Isle Marina 19735 Turnberry Way, Aventura, FL 33180	1980 / 2017	75%	68 Slips	4.0 Miles - Haulover 9.5 Miles - Port Everglades	Annual Monthly Seasonal Transient	Up to 250' Up to 250' Up to 250' Up to 250'	\$2.00/LF \$2.80/LF \$2.45/LF \$3.50/LF	Water/Sewer & Metered Electric
7	Keystone Point Marina 1950 NE 135th Street, North Miami, FL 33181	1957 / 1986	97%	320 Slips	2.0 Miles - Haulover	Monthly Monthly Transient	Up to 110' Up to 110' Up to 110'	\$0.74/LF \$0.91/LF \$0.75-\$1.50/LF	Includes Utilities
8	Rickenbacker Marina 3301 Rickenbacker Causeway, Key Biscayne, FL 33149	1977 / 2009	95%	568 Slips	0.25 Miles - Govt. Cut	Monthly Monthly Transient	Up to 100' Up to 100' Up to 100'	\$1.22 PSF \$1.81 PSF \$6.00-\$8.00/LF	Metered Electric
Subj.	Miami Beach Marina 344-400 Alton Road, Miami Beach, Florida	1985 / 1994	91%	354 Slips	0.25 Miles - Govt. Cut	Annual Monthly Seasonal Transient	Up to 250' Up to 250' Up to 250' Up to 250'	\$1.18/LF \$2.63/LF \$2.30/LF \$5.00-\$8.00/LF	Metered Electric

Compiled by CBRE

The rentals utilized represent the best data available for comparison with the subject. They were selected from our research within the Intracoastal Waterway submarket of the Miami and south Broward Counties.

### Rent Comparable One

This comparable marina features 190-wet slips on the on the Desoto Waterway with direct access to the Intracoastal Waterway in the Three Islands residential community of Hollywood and is 11-miles south of the Port Everglades Inlet. The facility is improved with fixed concrete piers for both power and sailing yachts and range in size from 30 feet to 120 feet; and, 38 feet wide to 70 feet length for catamarans. Approach depth is 15 feet and dock depth is 8 feet at low tide for both the entrance channel and within the fairways and slips. The site location is a protected harbor with 24-hour security and managed guard gates, reciprocal benefits at other Suntex Marina locations, WiFi available throughout the marina, concierge service, uniformed staff, a Captain's Lounge, a Ships Store, a spa building with swimming pool, sauna, tennis courts and weight room, picnic/grill area, restrooms, laundry facility, travel lift, tennis and local shuttle service. Utility pedestals at each slip include metered electricity with 30, 50 and 100 amp rated outlets. Telephone connections are pre-wired and water outlets with potable City water. The utility charge is \$50.00 per month and includes water/sewer, plus metered electric, trash removal, pump out service and fuel. Rates are based on slip length or boat length, whichever is greater. All leases require a security deposit and there are accommodations for catamarans up to 38 feet wide. In season occupancy is currently reported at 100% with off-season reported as low as 83% at times.

In comparison to the subject, this property was generally similar with respect to age/condition, affluent residential community demographics, while inferior with respect to proximity to major deep water, ocean access inlet, while inferior with respect to yacht club amenities.

### Rent Comparable Two

This comparable rental is part of the 84-acre Williams Island residential condominium community in Aventura with access to the Intracoastal via Maule Lake and the Ojus Canal. The Port Everglades Inlet is 14 miles to the north and the Haulover Inlet is 5.5 miles south east. The facility includes a very affluent residential demographic, an all-new 27,000-SF spa & fitness center, a tennis center with 16 tennis courts, a Cafe, fine dining, private functions and entertainment in the recently refurbished Island Club. The marina approach has a 10-foot depth and 7 to 8 feet within the basin. There are concrete dock & finger piers, floating & fixed docks, face wall docking up to 160 feet, 35 to 100 foot slips, 30 to 100 amp single phase electric and 3-phase service, 2 swimming pools, 23-slips with pump out service and free club membership. Metered electric utilities are billed monthly for a fee of \$8.00 up to \$50.00 for 30 to 100 amp and 3-phase service. In addition to sales tax there is a 2.25% environmental impact fee, a \$0.05 discount for automatic credit card payments and 5% discount for annual prepayments. Pump-out and fuel services are \$25.00 each. There is free pump-out at the North Marina, a \$25.00 fuel

service fee and \$125 charter boat landing fee. Electric and water service is included in the monthly billings for the 35' & under floating docks.

In comparison to the subject, this property was inferior with respect to location, while similar with respect to age/condition, affluent residential community demographics, and superior with regards to proximity of yacht club amenities.

### Rent Comparable Three

This comparable wet slip marina is located behind the Biscayne Bay Marriott in the Omni Arts & Entertainment District in downtown Miami. This facility can accommodate yachts up to 110 feet. The property fronts Biscayne Bay with easy access to the ocean via the Intracoastal Waterway and provides a full-service fuel station (gas & diesel), short- and long-term dockage, a convenience & ship supply store on-site, professional boat cleaners & services are available. Current discounts are available on one-year leases and to the adjacent Opera Tower residents. There is also a Boat U.S. discount of 3% on fuel purchases and 5% on dockage. The first electric cord from boat is included in the quoted rates. The 2nd & 3rd electric cords are billed at \$4.00 to \$6.00 per day or \$40.00 to \$60.00 per month for 30 & 50 amp service, respectively. The pump out fee is a minimum \$20.00. Wet slip rates range from \$20.00 to \$21.50 per linear foot plus \$350 to \$400 per month for davits. This property is always occupied and the pricing has not changed since 2018. The private vessel landing fees range from \$20.00 to \$50.00 with a 2-hour time limit and commercial charter boat landing (pick-up & drop-off) is \$2.50/LF.

In comparison to the subject, this property was inferior with respect to age/condition and distance to deep water, ocean access.

### Rent Comparable Four

This comparable rental is one of the newest, deep water marinas that has opened in the Miami area since January 2016. The marina features 5,000 linear feet of floating dock that is angled for large vessel maneuvering and has a capacity of 50 wet slips for a minimum 55 up to 550 foot mega yachts with drafts and approach of 13 to 22 feet deep. The developer is Flagstone Property Group who controls a long term ground lease with the City of Miami that dates back to 2001, and has entitlements for two, mixed-use resort hotel/residential towers, boutique retail mall, waterfront restaurant dining and a public promenade with Biscayne Bay overlook. However, the marina represents the first phase and includes The Deck at Island Gardens restaurant/lounge with garden event area and waterfront views overlooking the downtown Miami skyline. The developer intends to commence construction of the hotel/residential tower foundations and 221,000-SF of retail in 2021 after several prior announcements. The marina is full service including in-slip fueling, customs & immigration clearance and is the future home of Superyacht Miami, a new show by Show Management designed exclusively to cater to super yachts. Monthly electric fees are billed at \$0.15 per foot per day; and, 50 to 800 amp/3-phase service is available from \$7.00 to \$180.00 daily. On-site amenities include marina lounge,

conference room/business center services, restrooms, showers, internet access, ship store, grilling area, security, meeting facilities and a courtesy car.

In comparison to the subject, this property was superior with respect to new construction, while inferior with regards to location and proximity to deep water, ocean access via Government Cut.

### Rent Comparable Five

This comparable rental is a wet slip marina that is part of the Bayside Festival Marketplace in downtown Miami and is owned & operated by the City of Miami. This location is on the Intracoastal Waterway at the west end of Government Cut and can accommodate vessels up to 165' with a 14 foot approach depth and 10 foot dockside depth. The marina was completely rebuilt and reopened in 1997 and renovated in 2015, with a total of 130 wet slips that are leased on a daily transient or long-term basis with several commercial charter & boat rental tenants on premises. City water and electric for 30, 50 & 100 amp service is included in quoted rate and pump out services are available. Additional amenities include laundry facilities, restrooms, showers, US Customs clearing, 24-hour staff & security, retail shopping & restaurants at Bayside Marketplace, which is a festival marketplace with over 100 stores, shops, restaurants, and cafes, and located next to the American Airlines Arena. This facility also hosts the Strictly Sail venue of the Miami International Boat Show. Additional features include concrete docks & finger piers, fishing & dive charters and sightseeing cruises are based at this location. The marina is always 100% leased, with a waiting list and the Skyrise Miami tourist attraction is under construction at the north end of the pier.

In comparison to the subject, this property was similar with respect to age/condition, while superior with regards to downtown Miami CBD location and inferior proximity to deep water, ocean access.

### Rent Comparable Six

This comparable rental is an 18.42-acre, multi-family, high density residential zoned site with deep water ocean access and located within the Turnberry Isle country club resort community in northeast Miami-Dade County. Of the 18.42-acres, approximately 7.01-acres is improved uplands, while the remaining 11.42-acres is submerged land improved with a wet slip marina. The property was originally developed in 1980 as a yacht club marina with several amenities in support of the Turnberry Isle residential community including a yacht club building, a spa building, a 50-key marina hotel, a pool deck, tennis courts (8 count) and the 117-wet slip marina. However, the aforementioned amenity improvements, with the exception of the wet slip marina, are considered to be physically, functionally and financially obsolete. As such, the owner/developer is considering a four (4) building, 234-unit multi-family residential redevelopment plan on the 7.01-acres of buildable uplands. The wet slip marina renovation & reduction was recently completed and reduced to 68-wet slips that can accommodate larger vessels at a substantially higher rate. The renovated amenities include Ipe wood decking, a aluminum floating dock system, in-slip pump out service, 24-hour security, WiFi, Captain's



lounge, safe harbor, covered parking, fitness center, showers & laundry facilities, Turnberry Isle Country Club privileges (1-week complimentary), and dockage discounts for Turnberry Country Club Members.

In comparison to the subject, this property was generally similar with respect to age/condition, while inferior with regards to location and distance to deep water, ocean access.

### Rent Comparable Seven

Keystone Point Marina is wet slip and dry rack marina located along NE 135th Street, just east of Biscayne Boulevard in North Miami, Florida. The facility is a deep water access marina via the Intracoastal Waterway and Biscayne Bay. It features 300 outdoor dry racks and 20 wet slips. Dry rack storage can accommodate vessels up to 42 feet, while wet slips can accommodate up to 110 feet. Outdoor dry rack storage rates range from \$20.00 to \$22.50 per linear foot per month depending on boat size. Wet slip rates range from \$22.50 to \$27.75 per linear foot per month depending on boat size. Short term and transient rates by require a reservation and are quoted at \$1.50 per foot per day in water and \$0.75 per foot per day for dry rack storage. The facility includes 4 travel lifts, boat wash down facilities, 24-hour access and unlimited use. The facility has floating docks and wooden finger piers, a free pump out station, marine diesel and regular unleaded gasoline, 24-hour access, 30 & 50 amp electric service and fresh water hook-ups. Currently, 8 dry racks and 2 wet slips were available with occupancy at approximately 97%. Rental rates have not changed in 2018.

In comparison to the subject, this property was inferior in most respects including age/condition, location and proximity to deep water, ocean access.

### Rent Comparable Eight

Rickenbacker Marina is a full Service marina located on Virginia Key, Florida, just off the Intracoastal Waterway at Marker 67 (ICM #67) on the northeast side of the Benjamin Powell Bridge. The dry rack and wet slip facility has a capacity for 500 vessels. There are 3 marina forklifts, on-site maintenance companies with monthly maintenance plans (washing, waxing, bottom paint, etc.) and service mechanics. The wet slip component is located at the west end of the property and can accommodate up to 200 vessels up to 100' in length and 9' of draft. The dry rack component is located on the east end of the property and can accommodate up to 300 vessels. The dry rack rental rate is \$30.00 to \$33.00 per linear foot, with a minimum boat length of 25-feet. The Jet Ski storage can accommodate up 130 Jet Skis. Jet Ski storage rates are \$425 per month for open rack storage, \$450 per month for covered rack storage and \$500 per month for indoor storage. Rental rates are all inclusive. The facility offers 110v-30 amp and 220v-50 amp electric shore power. All slips have access to water, 24-hour dock attendants, security with guards & video surveillance, showers, free WiFi and live boards are available. Moorings are serviced regularly by a professional diving service. This is a City of Miami ground leased marina that is being considered for major renovation & repositioning, subject to resolution of pending litigation with existing operator/lessee.

In comparison to the subject, this property was the most similar with respect to location and proximity to Government Cut, while inferior with respect to age/condition and amenities.

## MARKET RENT CONCLUSIONS

The following chart shows the market rent conclusions for the subject:

MARKET RENT CONCLUSIONS - WET SLIPS						
Category	40' Wet Slips	50' Wet Slips	55' Wet Slips	60' Wet Slips	80' Wet Slips	Side Pier
Gross Leasable Area (LF)	2,326 LF	7,760 LF	2,616 LF	3,224	2,080	2,503
Market Rent (\$/LF/Day)	\$1.50	\$1.60	\$1.80	\$2.00	\$2.30	\$2.65
Concessions (New Tenants)	5% Pre-Pay Discount & Multiple Boat Discount					
Reimbursements	Metered Electric					
Average Lease Term	Annual, Monthly & Transient					
Compiled by CBRE						

## RENT ROLL ANALYSIS

The rent roll analysis serves as a crosscheck to the estimate of market rent for the subject. The collections shown on the rent roll include rent premiums and/or discounts.

RENT ROLL ANALYSIS FOR MIAMI BEACH MARINA				
No.	Size LF	% Total	Contract Rent	
			\$/LF/Day	\$/Month
1	200	1.0%	\$2.91	\$17,691
2	279	1.4%	\$2.16	\$18,319
3	164	0.8%	\$1.43	\$7,125
4	180	0.9%	\$1.51	\$8,261
5	150	0.7%	\$1.77	\$8,096
7	100	0.5%	\$1.56	\$4,730
8	40	0.2%	\$9.27	\$11,275
11	40	0.2%	\$1.57	\$1,907
12	40	0.2%	\$1.33	\$1,617
13	40	0.2%	\$1.57	\$1,907
15	40	0.2%	\$1.18	\$1,439
16	40	0.2%	\$1.52	\$1,848
17	40	0.2%	\$1.48	\$1,806
18	40	0.2%	\$1.45	\$1,764
19	40	0.2%	\$1.45	\$1,764
20	40	0.2%	\$1.57	\$1,907
21	40	0.2%	\$1.45	\$1,764
22	40	0.2%	\$1.45	\$1,764
23	40	0.2%	\$1.54	\$1,869
24	40	0.2%	\$1.52	\$1,848
25	40	0.2%	\$1.57	\$1,907
26	40	0.2%	\$1.57	\$1,907
27	40	0.2%	\$1.45	\$1,764
28	40	0.2%	\$1.54	\$1,869
29	40	0.2%	\$1.57	\$1,907
30	40	0.2%	\$1.45	\$1,764
31	40	0.2%	\$1.45	\$1,764
32	40	0.2%	\$1.45	\$1,764
33	40	0.2%	\$1.54	\$1,869
34	40	0.2%	\$1.45	\$1,764
35	40	0.2%	\$1.54	\$1,869
36	40	0.2%	\$1.57	\$1,907
37	40	0.2%	\$1.57	\$1,914
38	40	0.2%	\$1.45	\$1,764
39	40	0.2%	\$1.57	\$1,907
40	40	0.2%	\$1.45	\$1,764
41	40	0.2%	\$2.17	\$2,637
42	40	0.2%	\$2.07	\$2,524
43	40	0.2%	\$2.21	\$2,693
44	40	0.2%	\$2.03	\$2,475
45	40	0.2%	\$2.28	\$2,773
46	52	0.3%	\$1.41	\$2,238
47	52	0.3%	\$1.61	\$2,552
48	52	0.3%	\$1.47	\$2,332
49	52	0.3%	\$1.53	\$2,420
50	52	0.3%	\$1.47	\$2,320
51	52	0.3%	\$1.59	\$2,508
52	52	0.3%	\$1.35	\$2,128
53	52	0.3%	\$1.48	\$2,344
54	52	0.3%	\$1.47	\$2,320
56	52	0.3%	\$1.39	\$2,200
57	52	0.3%	\$1.98	\$3,126
58	52	0.3%	\$1.47	\$2,320
59	52	0.3%	\$1.86	\$2,948
60	52	0.3%	\$1.84	\$2,912
61	145	0.7%	\$1.91	\$8,424
62	52	0.3%	\$1.99	\$3,150
64	52	0.3%	\$1.61	\$2,552
65	52	0.3%	\$1.85	\$2,925
66	52	0.3%	\$1.82	\$2,879
68	52	0.3%	\$1.58	\$2,494
69	52	0.3%	\$1.42	\$2,244
70	52	0.3%	\$1.73	\$2,730
71	52	0.3%	\$1.45	\$2,295
72	52	0.3%	\$1.55	\$2,456
73	52	0.3%	\$1.38	\$2,178
74	52	0.3%	\$1.42	\$2,244
75	52	0.3%	\$1.45	\$2,299
76	52	0.3%	\$1.72	\$2,728
77	62	0.3%	\$2.96	\$5,590
78	62	0.3%	\$1.51	\$2,852
79	62	0.3%	\$1.46	\$2,760
80	62	0.3%	\$1.30	\$2,456
81	62	0.3%	\$1.56	\$2,940
82	62	0.3%	\$1.59	\$2,990
83	62	0.3%	\$1.59	\$2,990
84	62	0.3%	\$1.93	\$3,648
85	62	0.3%	\$1.53	\$2,880
86	62	0.3%	\$1.95	\$3,675
87	80	0.4%	\$4.20	\$10,208
89	62	0.3%	\$1.65	\$3,120
90	62	0.3%	\$1.87	\$3,528
91	62	0.3%	\$1.91	\$3,600
92	62	0.3%	\$1.62	\$3,055
93	62	0.3%	\$1.67	\$3,146
94	62	0.3%	\$1.50	\$2,820
95	62	0.3%	\$1.85	\$3,484
96	62	0.3%	\$1.56	\$2,940
97	62	0.3%	\$1.53	\$2,880
98	62	0.3%	\$1.47	\$2,767
99	62	0.3%	\$1.54	\$2,904
Compiled by CBRE				

RENT ROLL ANALYSIS - Continued				
100	62	0.3%	\$1.87	\$3,528
101	60	0.3%	\$1.99	\$3,632
102	60	0.3%	\$1.99	\$3,640
103	60	0.3%	\$2.14	\$3,900
104	60	0.3%	\$2.09	\$3,808
105	60	0.3%	\$2.09	\$3,816
106	60	0.3%	\$1.85	\$3,380
107	60	0.3%	\$2.38	\$4,339
108	60	0.3%	\$2.44	\$4,453
110	60	0.3%	\$2.35	\$4,282
111	60	0.3%	\$2.17	\$3,960
113	60	0.3%	\$2.19	\$3,997
114	60	0.3%	\$2.53	\$4,625
115	60	0.3%	\$2.30	\$4,193
117	100	0.5%	\$4.51	\$13,728
118	60	0.3%	\$2.35	\$4,282
119	60	0.3%	\$2.45	\$4,472
121	60	0.3%	\$2.16	\$3,939
122	60	0.3%	\$2.13	\$3,882
123	60	0.3%	\$2.09	\$3,808
124	60	0.3%	\$2.17	\$3,960
125	60	0.3%	\$1.87	\$3,404
126	60	0.3%	\$2.17	\$3,952
127	60	0.3%	\$2.14	\$3,900
128	60	0.3%	\$2.17	\$3,960
129	60	0.3%	\$2.19	\$3,997
130	60	0.3%	\$1.42	\$2,585
131	80	0.4%	\$1.51	\$44,148
132	80	0.4%	\$1.86	\$4,537
133	80	0.4%	\$1.18	\$2,875
134	80	0.4%	\$1.74	\$4,225
135	80	0.4%	\$1.97	\$4,800
136	80	0.4%	\$2.35	\$5,720
137	80	0.4%	\$2.29	\$5,569
138	80	0.4%	\$2.23	\$5,430
139	80	0.4%	\$1.80	\$4,368
140	80	0.4%	\$2.34	\$5,701
142	80	0.4%	\$2.34	\$5,701
143	80	0.4%	\$2.46	\$5,980
144	80	0.4%	\$2.40	\$5,850
146	80	0.4%	\$1.99	\$4,840
147	80	0.4%	\$1.22	\$2,970
150	80	0.4%	\$4.11	\$10,000
152	80	0.4%	\$1.44	\$3,500
153	80	0.4%	\$1.44	\$3,500
154	80	0.4%	\$1.44	\$3,500
155	80	0.4%	\$2.59	\$6,300
157	100	0.5%	\$2.93	\$107,087
158	55	0.3%	\$3.77	\$6,300
159	55	0.3%	\$1.75	\$2,920
160	55	0.3%	\$1.86	\$3,104
161	55	0.3%	\$1.62	\$2,707
162	55	0.3%	\$1.70	\$2,850
163	55	0.3%	\$1.72	\$2,880
164	55	0.3%	\$2.01	\$3,366
165	55	0.3%	\$1.75	\$2,925
166	55	0.3%	\$1.59	\$2,667
167	55	0.3%	\$2.03	\$3,404
168	55	0.3%	\$1.90	\$3,185
169	55	0.3%	\$2.01	\$3,366
170	50	0.2%	\$0.95	\$1,440
171	50	0.2%	\$0.88	\$1,332
172	50	0.2%	\$0.88	\$1,332
173	50	0.2%	\$0.89	\$1,357
174	50	0.2%	\$0.95	\$1,440
175	50	0.2%	\$1.04	\$1,584
176	50	0.2%	\$0.88	\$1,332
177	50	0.2%	\$0.89	\$1,357
178	50	0.2%	\$0.99	\$1,508
179	50	0.2%	\$0.88	\$1,332
180	50	0.2%	\$1.07	\$1,621
181	50	0.2%	\$1.17	\$1,772
182	50	0.2%	\$0.89	\$1,357
183	50	0.2%	\$0.95	\$1,440
184	50	0.2%	\$0.97	\$1,470
185	300	1.5%	\$0.68	\$6,230
186	60	0.3%	\$0.83	\$1,512
187	50	0.2%	\$1.00	\$1,517
188	50	0.2%	\$0.85	\$1,296
189	50	0.2%	\$1.04	\$1,583
190	50	0.2%	\$0.94	\$1,432
191	50	0.2%	\$0.99	\$1,508
193	50	0.2%	\$0.89	\$1,357
194	50	0.2%	\$0.90	\$1,368
196	50	0.2%	\$0.88	\$1,332
197	50	0.2%	\$1.12	\$1,696
198	50	0.2%	\$1.04	\$1,583
199	50	0.2%	\$1.02	\$1,554
Compiled by CBRE				

RENT ROLL ANALYSIS - Continued				
200	50	0.2%	\$0.88	\$1,332
201	50	0.2%	\$0.95	\$1,440
202	50	0.2%	\$0.97	\$1,470
203	50	0.2%	\$0.81	\$1,225
204	50	0.2%	\$0.89	\$1,347
205	50	0.2%	\$1.12	\$1,707
206	50	0.2%	\$1.09	\$1,655
207	50	0.2%	\$0.86	\$1,309
208	50	0.2%	\$0.89	\$1,347
209	55	0.3%	\$0.67	\$1,119
210	50	0.2%	\$0.78	\$1,190
211	60	0.3%	\$0.71	\$1,292
212	50	0.2%	\$0.72	\$1,088
213	50	0.2%	\$0.98	\$1,496
214	44	0.2%	\$0.89	\$1,190
215	50	0.2%	\$1.02	\$1,548
216	50	0.2%	\$0.68	\$1,039
217	50	0.2%	\$1.16	\$1,764
218	120	0.6%	\$1.54	\$5,635
219	50	0.2%	\$0.83	\$1,260
220	50	0.2%	\$1.07	\$1,634
221	50	0.2%	\$0.74	\$1,122
222	50	0.2%	\$0.85	\$1,292
223	50	0.2%	\$0.78	\$1,190
224	50	0.2%	\$0.76	\$1,161
225	50	0.2%	\$0.78	\$1,190
226	50	0.2%	\$1.00	\$1,520
227	50	0.2%	\$1.54	\$2,346
228	50	0.2%	\$1.08	\$1,649
229	50	0.2%	\$0.87	\$1,330
230	50	0.2%	\$0.94	\$1,424
231	50	0.2%	\$1.01	\$1,540
232	50	0.2%	\$0.97	\$1,474
233	50	0.2%	\$1.81	\$2,760
234	50	0.2%	\$1.19	\$1,806
235	50	0.2%	\$1.29	\$1,969
236	50	0.2%	\$1.19	\$1,806
237	50	0.2%	\$1.29	\$1,969
238	50	0.2%	\$1.22	\$1,849
239	50	0.2%	\$1.27	\$1,932
240	50	0.2%	\$1.16	\$1,764
241	50	0.2%	\$1.19	\$1,806
242	50	0.2%	\$1.28	\$1,940
243	50	0.2%	\$1.22	\$1,849
244	50	0.2%	\$1.19	\$1,806
245	50	0.2%	\$1.28	\$1,940
246	50	0.2%	\$1.29	\$1,969
247	50	0.2%	\$1.28	\$1,940
248	50	0.2%	\$1.28	\$1,940
249	50	0.2%	\$1.19	\$1,806
250	115	0.6%	\$1.60	\$5,590
251	50	0.2%	\$1.19	\$1,806
252	50	0.2%	\$1.33	\$2,016
253	50	0.2%	\$1.27	\$1,932
254	50	0.2%	\$1.27	\$1,932
255	50	0.2%	\$1.28	\$1,940
256	50	0.2%	\$1.19	\$1,806
257	50	0.2%	\$1.27	\$1,938
258	50	0.2%	\$1.06	\$1,617
259	50	0.2%	\$1.28	\$1,940
260	50	0.2%	\$1.24	\$1,890
261	50	0.2%	\$1.29	\$1,969
262	50	0.2%	\$1.27	\$1,932
263	50	0.2%	\$1.39	\$2,110
264	50	0.2%	\$0.83	\$1,258
265	50	0.2%	\$0.82	\$1,249
266	50	0.2%	\$0.81	\$1,230
267	40	0.2%	\$1.55	\$1,885
268	40	0.2%	\$1.45	\$1,764
269	40	0.2%	\$1.55	\$1,885
270	40	0.2%	\$1.24	\$1,505
271	40	0.2%	\$1.55	\$1,885
272	40	0.2%	\$1.48	\$1,806
274	40	0.2%	\$1.45	\$1,764
275	40	0.2%	\$1.59	\$1,930
276	40	0.2%	\$1.52	\$1,848
277	40	0.2%	\$1.55	\$1,885
278	40	0.2%	\$1.55	\$1,885
279	40	0.2%	\$1.45	\$1,764
280	40	0.2%	\$1.55	\$1,885
281	40	0.2%	\$1.52	\$1,848
282	40	0.2%	\$1.45	\$1,764
283	40	0.2%	\$1.52	\$1,848
285	50	0.2%	\$1.04	\$1,587
286	50	0.2%	\$1.21	\$1,840
287	50	0.2%	\$0.88	\$1,332
288	50	0.2%	\$0.94	\$1,425
289	50	0.2%	\$0.96	\$1,465
290	50	0.2%	\$0.74	\$1,120
291	50	0.2%	\$0.74	\$1,120
292	50	0.2%	\$0.96	\$1,465
293	50	0.2%	\$1.21	\$1,836
294	50	0.2%	\$0.95	\$1,444
295	50	0.2%	\$0.96	\$1,465
296	50	0.2%	\$0.94	\$1,425
297	50	0.2%	\$1.21	\$1,840
298	50	0.2%	\$0.92	\$1,406
299	55	0.3%	\$0.90	\$1,505
Compiled by CBRE				



RENT ROLL ANALYSIS - Continued				
300	50	0.2%	\$1.17	\$1,776
301	50	0.2%	\$1.02	\$1,554
302	50	0.2%	\$0.95	\$1,444
303	50	0.2%	\$0.99	\$1,505
304	50	0.2%	\$1.07	\$1,628
305	42	0.2%	\$1.04	\$1,332
306	50	0.2%	\$1.07	\$1,628
308	50	0.2%	\$1.13	\$1,713
309	50	0.2%	\$1.15	\$1,750
310	50	0.2%	\$1.18	\$1,790
311	50	0.2%	\$0.88	\$1,332
312	50	0.2%	\$1.18	\$1,795
313	50	0.2%	\$1.08	\$1,637
314	50	0.2%	\$1.04	\$1,587
315	50	0.2%	\$0.95	\$1,440
316	50	0.2%	\$1.23	\$1,872
319	50	0.2%	\$0.95	\$1,450
320	55	0.3%	\$2.10	\$3,515
321	55	0.3%	\$2.01	\$3,366
322	55	0.3%	\$1.59	\$2,667
323	55	0.3%	\$2.07	\$3,456
324	55	0.3%	\$1.34	\$2,250
325	55	0.3%	\$1.72	\$2,874
326	55	0.3%	\$1.80	\$3,019
327	55	0.3%	\$1.59	\$2,662
328	55	0.3%	\$1.44	\$2,413
329	55	0.3%	\$1.92	\$3,217
330	54	0.3%	\$2.60	\$4,264
331	54	0.3%	\$1.55	\$2,552
332	54	0.3%	\$1.53	\$2,505
333	54	0.3%	\$1.63	\$2,675
334	54	0.3%	\$1.40	\$2,299
335	54	0.3%	\$1.55	\$2,552
336	54	0.3%	\$1.27	\$2,090
337	54	0.3%	\$1.35	\$2,225
338	54	0.3%	\$1.35	\$2,215
339	54	0.3%	\$1.69	\$2,784
340	54	0.3%	\$1.35	\$2,214
341	54	0.3%	\$1.37	\$2,257
342	54	0.3%	\$1.55	\$2,548
343	54	0.3%	\$1.39	\$2,275
344	54	0.3%	\$1.61	\$2,640
345	54	0.3%	\$1.40	\$2,299
346	54	0.3%	\$1.27	\$2,090
347	54	0.3%	\$1.36	\$2,238
348	54	0.3%	\$1.41	\$2,320
349	54	0.3%	\$1.44	\$2,366
350	54	0.3%	\$1.60	\$2,633
351	54	0.3%	\$1.16	\$1,900
352	54	0.3%	\$1.27	\$2,090
353	54	0.3%	\$1.58	\$2,591
354	50	0.2%	\$1.02	\$1,550
Occupied Subtotals	18,713	91.2%	\$1.81	\$1,027,643
Vacant at Market				
No.	Size LF	% Total	\$/LF/Day	\$/Month
6	150	0.7%	\$2.65	\$12,091
9	40	0.2%	\$1.50	\$1,825
10	40	0.2%	\$1.50	\$1,825
14	40	0.2%	\$1.50	\$1,825
55	52	0.3%	\$1.60	\$2,531
63	52	0.3%	\$1.60	\$2,531
67	52	0.3%	\$1.60	\$2,531
88	80	0.4%	\$2.30	\$5,597
109	60	0.3%	\$1.60	\$2,920
112	60	0.3%	\$1.60	\$2,920
116	60	0.3%	\$1.60	\$2,920
120	60	0.3%	\$1.60	\$2,920
141	300	1.5%	\$2.65	\$24,181
145	80	0.4%	\$2.30	\$5,597
148	80	0.4%	\$2.30	\$5,597
149	80	0.4%	\$2.30	\$5,597
151	80	0.4%	\$2.30	\$5,597
156	100	0.5%	\$2.65	\$8,060
192	50	0.2%	\$1.60	\$2,433
195	50	0.2%	\$1.60	\$2,433
273	40	0.2%	\$1.50	\$1,825
284	40	0.2%	\$1.50	\$1,825
307	50	0.2%	\$1.60	\$2,433
317	50	0.2%	\$1.60	\$2,433
318	50	0.2%	\$1.60	\$2,433
Vacant Subtotals	1,796	8.8%	\$2.07	\$112,879
Total Contract & Market	20,509	100.0%	\$1.83	\$1,140,523
Total at Market	20,509	100.0%	\$1.88	\$1,170,395
Compiled by CBRE				

## POTENTIAL RENTAL INCOME CONCLUSION

Within this analysis, potential rental income is estimated based upon the actual income in-place and the forward-looking market rental rates over the next twelve months

## REVENUE HISTORY

The following table presents available operating revenue data provided for the subject from audited reports.

REVENUE HISTORY & ANALYSIS												
Year-Occupancy	2017			2018			2019			CBRE Estimate		
	Total	% EGI	\$/Slip	Total	% EGI	\$/Slip	Total	% EGI	\$/Slip	Total	% EGI	\$/Slip
<b>Income - Gross Receipts - Area 2</b>												
Potential Revenue - Annual Slip Rent	\$10,000,667	67.2%	\$28,250	\$11,163,149	68.1%	\$31,534	\$11,572,784	67.5%	\$32,691	\$12,591,369	65.5%	\$35,569
Potential Revenue - Monthly Slip Rent	409,468	2.8%	1,157	309,007	1.9%	873	482,570	2.8%	1,363	\$506,000	2.6%	1,429
Potential Revenue - Transient/Daily Slip Rent	1,921,942	12.9%	5,429	2,151,680	13.1%	6,078	1,970,315	11.5%	5,566	\$2,024,000	10.5%	5,718
Docks Services	526,983	3.5%	1,489	605,372	3.7%	1,710	611,486	3.6%	1,727	\$644,000	3.3%	1,819
Landing Fees	125,588	0.8%	355	180,138	1.1%	509	183,926	1.1%	520	\$193,200	1.0%	546
Pump-Out Fees	5,325	0.0%	15	4,310	0.0%	12	925	0.0%	3	\$4,600	0.0%	13
Live-Aboard Fees	69,175	0.5%	195	69,160	0.4%	195	57,192	0.3%	162	\$64,400	0.3%	182
<b>Effective Gross Income - Area 2</b>	<b>\$13,059,148</b>	<b>87.8%</b>	<b>\$36,890</b>	<b>\$14,482,816</b>	<b>88.4%</b>	<b>\$40,912</b>	<b>\$14,879,198</b>	<b>86.8%</b>	<b>\$42,032</b>	<b>\$16,027,569</b>	<b>83.3%</b>	<b>\$45,276</b>
<b>Income - Gross Receipts - Areas 1 &amp; 4</b>												
Retail Sales	\$87,188	0.6%	\$246	\$91,034	0.6%	\$257	\$91,568	0.5%	\$259	\$91,568	0.5%	\$259
Retail/Office Rent	1,523,207	10.2%	4,303	1,659,783	10.1%	4,689	1,996,307	11.6%	5,639	\$3,261,464	17.0%	9,213
Vending Commissions	6,544	0.0%	18	7,339	0.0%	21	8,961	0.1%	25	\$9,000	0.0%	25
Other Income	155,416	1.0%	439	96,289	0.6%	272	124,274	0.7%	351	\$100,000	0.5%	282
<b>Effective Gross Income - Areas 1 &amp; 4</b>	<b>1,772,355</b>	<b>11.9%</b>	<b>5,007</b>	<b>1,854,445</b>	<b>11.3%</b>	<b>5,239</b>	<b>2,221,110</b>	<b>13.0%</b>	<b>6,274</b>	<b>3,462,032</b>	<b>18.0%</b>	<b>9,780</b>
<b>Less: Parking Garage Condominium Fees</b>	---	---	---	---	---	---	---	---	---	<b>(242,808)</b>	-1.5%	(686)
<b>Less: Submerged Land Lease</b>	---	---	---	---	---	---	---	---	---	<b>(207,731)</b>	-1.3%	(587)
	---	---	---	---	---	---	---	---	---	<b>(450,539)</b>	-2.3%	(1,273)
<b>Income - Gross Receipts - Parking Garages</b>												
Gross Parking Fees	15,550	0.1%	44	24,649	0.2%	70	23,046	0.1%	65	\$142,500	0.7%	403
<b>Income - Fuel Flowage</b>												
Gasoline	7,363	0.0%	21	7,646	0.0%	22	9,456	0.1%	27	18,912	0.1%	53
Diesel	17,022	0.1%	48	17,515	0.1%	49	14,959	0.1%	42	29,918	0.2%	85
<b>Effective Gross Income - Fuel Sales</b>	<b>24,385</b>	<b>0.2%</b>	<b>69</b>	<b>25,161</b>	<b>0.2%</b>	<b>71</b>	<b>24,415</b>	<b>0.1%</b>	<b>69</b>	<b>48,830</b>	<b>0.3%</b>	<b>138</b>
<b>Effective Gross Income - Total</b>	<b>\$14,871,438</b>	<b>100.0%</b>	<b>\$42,010</b>	<b>\$16,387,071</b>	<b>100.0%</b>	<b>\$46,291</b>	<b>\$17,147,769</b>	<b>100.0%</b>	<b>\$48,440</b>	<b>\$19,230,392</b>	<b>100.0%</b>	<b>\$54,323</b>
<b>Percentage Rent Due</b>	<b>\$1,512,979</b>			<b>\$1,667,515</b>			<b>\$1,742,512</b>			<b>\$1,999,000</b>		
<b>Rent as a % of Total EGI</b>	<b>10.2%</b>			<b>10.2%</b>			<b>10.2%</b>			<b>10.4%</b>		

Source: Revenue Audits

## VACANCY & CREDIT LOSS

The subject's estimated stabilized occupancy rate was previously discussed in the market analysis and summarized as follows:

VACANCY & CREDIT LOSS	
Year	% PGI
Current	9%
<b>CBRE Estimate</b>	<b>8%</b>
Compiled by CBRE	

## RETAIL/RESTAURANT & OFFICE RENTAL INCOME

The retail/restaurant & office rentals utilized represent the best data available for comparison with the subject. They were selected from our research within the South of 5<sup>th</sup> submarket and broader Miami Beach area.

SUMMARY OF COMPARABLE RETAIL RENTALS											
Comp. No.	Property Name and Location	YOC / Reno'd	Occ.	GLA (SF)	Quoted Rental Rate	Expense Basis	Tenant Name	Lease Area (SF)	Lease Date	Lease Term	Base Rent
9	Retail/Office Bldg. 1609 Alton Road, Miami Beach, FL 33139	1947 / 1985	100%	8,700	\$80.34-\$105.06	NNN	Sky Nails Sobe Liquors	2,650 2,000	Sep-18 Nov-17	5.0 Yrs. 7.0 Yrs.	\$105.06 PSF \$80.34 PSF
10	Saber 1800 Alton 1800 Alton Road, Miami Beach, FL 33139	2018	94%	31,499	\$56.00-\$113.77	NNN	Starbucks Citibank, N.A. Michaels Stores Inc.	2,241 5,065 22,492	Apr-19 Feb-19 Jan-19	10.0 Yrs. 10.0 Yrs. 12.0 Yrs.	\$70.00 PSF \$113.77 PSF \$56.00 PSF
11	Sunset Harbour Shops 1854 Bay Road, Miami Beach, FL 33139	2012	92%	25,928	\$50.00-\$85.00	NNN	Ice Box Cafe Panther Coffee Shan Swimwear	2,710 1,650 1,019	Jun-18 Apr-18 Jan-18	5.0 Yrs. 5.0 Yrs. 5.0 Yrs.	\$80.00 PSF \$54.90 PSF \$85.00 PSF
12	17West 1681 West Avenue, Miami Beach, FL 33139	2018	86%	26,958	\$64.70-\$125.00	NNN	SunTrust GNC	3,696 1,162	Dec-19 Oct-19	10.0 Yrs. 10.0 Yrs.	\$125.00 PSF \$110.00 PSF
13	BB Plaza 1501 Alton Road, Miami Beach, FL 33139	1991	100%	24,780	\$65.00-\$70.00	NNN	Confidential	1,260	Aug-17	5.0 Yrs.	\$70.48 PSF
Subj. Pro Forma	Miami Beach Marina 344-400 Alton Road, Miami Beach, Florida	Proposed	0%	26,600	\$60.00 PSF	---	---	---	---	---	---
Compiled by CBRE											

Select restaurant rentals from the Miami Beach submarket including Monty's and Texas De Brazil from within the existing subject property are detailed as follows:

SUMMARY OF COMPARABLE RESTAURANT LEASES										
Comp. No.	Location	Tenant	Rentable SF	Patio Area	Lease Date	Lease Term	Base Rent	Reimbursements	Escalations	
1	1600 Collins Avenue, Miami Beach, FL	Joe & The Juice	6,500	Patio	Apr-16	5.0 Yrs.	\$100.00 PSF	NNN	---	
2	49 Collins Avenue, Miami Beach, FL	Upland Restaurant	9,284	---	Nov-16	10.0 Yrs.	\$76.84 PSF	NNN	3% per annum	
3	239 1st Street, Miami Beach, FL	The Stubborn Seed	2,332	---	Apr-17	5.0 Yrs.	\$94.49 PSF	Modified Gross	5% per annum	
4	1 Collins Avenue, Miami Beach, FL	Amare Ristorante	2,324	3,790	Apr-18	10.0 Yrs.	\$115.00 PSF	NNN	3% in Years 6 to 10	
5	834 1st Street, Miami Beach, FL	Fago De Chao	12,000	---	Jun-18	5.0 Yrs.	\$61.60 PSF	NNN	15% Step in Year 6	
Subj. Existing	Miami Beach Marina	Monty's	5,988	7,728	---	---	\$70.48 PSF	NNN	---	
		Texas De Brazil	18,442	800	---	---	\$25.59 PSF	NNN	---	
Subj. Pro Forma	Miami Beach Marina	Proposed	10,000	TBD	TBD	TBD	\$75.00 PSF	NNN	TBD	
Compiled by CBRE										

And, the comparable office rentals from the Miami Beach submarket are detailed as follows:

SUMMARY OF COMPARABLE OFFICE RENTALS						
Comp. No.	Property Name and Location	YOC / Reno'd	Occ.	GLA (SF)	Quoted Rental Rate	Expense Basis
14	555 Washington 555 Washington, Miami Beach, FL 33139	2001	79%	63,132	\$43.00-\$45.00	Base Year Stop
15	404 Washington Avenue 404 Washington Avenue, Miami Beach, FL 33139	1995	96%	60,015	\$50.00 PSF	Base Year Stop
16	1674 Meridian 1674 Meridian Avenue, Miami Beach, FL 33139	1959 / 2001	37%	30,000	\$57.25 PSF	Base Year Stop
17	1688 Meridian Ave. Bldg. 1688 Meridian Avenue, Miami Beach, FL 33139	1961 / 2018	84%	96,870	\$46.00 PSF	Base Year Stop
18	Meridian Center 1680 Meridian Avenue, Miami Beach, FL 33139	1957 / 2006	87%	54,603	\$48.00 PSF	Base Year Stop
19	420 Lincoln Road 420 Lincoln Road, Miami Beach, FL 33139	1940 / 2002	91%	133,237	\$43.00 PSF	Base Year Stop
Subj. Pro Forma	Miami Beach Marina 344-400 Alton Road, Miami Beach, Florida	Proposed	0%	8,280	\$40.00 PSF	---
Compiled by CBRE						

In addition to the foregoing comparable office rentals, we note the Allied Marine office space located on the ground floor, corner of the Icon condominium parking garage. This particular space is part of the marina and is paying \$79.62-PSF for 4,769-SF of good quality office space with visibility from the MacArthur Causeway and 5<sup>th</sup> Street.

## MARKET RENT CONCLUSIONS – PROPOSED RETAIL/OFFICE

We have estimated & concluded the market rent for the proposed retail/restaurant & office space and the existing Icon office space, as follows:

<b>MARKET RENT CONCLUSIONS - PROPOSED RETAIL/OFFICE</b>				
Category	Retail	Restaurant	Office	ICON Office (Existing)
Gross Leasable Area (SF)	26,600 SF	10,000 SF	8,280 SF	4,769 SF
Market Rent (\$/SF/Annum)	\$65.00	\$95.00	\$45.00	\$80.00
Compiled by CBRE				

Based on the foregoing comparable retail rent survey, we have input effective gross retail/office rental income at \$3,261,464 including a 5.0% for vacancy & collection loss.

## PARKING GARAGE INCOME

The subject's parking income is based on the four (4) ground level garage spaces and parking agreements with Murano Grande, Icon, The Yacht Club at Portofino and Murano at Portofino. The prior, historic gross parking fee income has been nominal. However, with the proposed redevelopment of the retail/restaurant & office building component, there is an opportunity to lease excess parking spaces on a monthly basis.

We have estimated the off-street requirement based on the proposed redevelopment program as follows:

<b>OFF-STREET PARKING REQUIREMENT - PROPOSED</b>			
Mixed-Uses		Outdoor Seating	Required Spaces
Retail	26,600 SF	---	88 Spaces
Restaurant*	10,000 SF	8,528 SF	185 Spaces
Office	8,280 SF	---	21 Spaces
Marina	354 Slips	---	177 Spaces
<b>Subtotal - Required</b>			<b>471 Spaces</b>
Total Existing Spaces			686 Spaces
Less: Surface Parking Lot			-115 Spaces
<b>Total Provided</b>			<b>571 Spaces</b>
<b>Overage</b>			<b>100 Spaces</b>
Compiled by: CBRE			

\*It is important to note the restaurant parking requirement includes the outdoor seating area and is calculated based on 70 percent customer dining room seating with an average of 35-SF per seat; and, 30 percent non-customer areas. The off-street parking requirement is for 1-space per 4-seats and 1-space per 60-SF of area not utilized for seating.

The comparable parking garage & surface lot monthly rates in the Miami Beach and South of 5<sup>th</sup> submarket are presented as follows:

<b>COMPARABLE PARKING GARAGE &amp; SURFACE LOT RATES</b>		
Comparable	Location	Monthly (\$/Month)
JATC Miami Beach Parking	237 20th Street	\$175-\$275
The Lincoln Garage	1691 Michigan Avenue	\$200-\$250
Lincoln Center	1623 Alton Road	\$200-\$250
Z Ocean Parking Garage	1437 Collins Avenue	\$150-\$350
Pelican Garage	1041 Collins Avenue	\$175.00
Garage	1824 Alton Road	\$150.00
South Gates Towers	900 West Avenue	\$175.00
Bentley Bay	520 West Avenue	\$175.00
427 Collins Avenue - Lot	427 Collins Avenue	\$200.00
1732 James Avenue - Lot	1732 James Avenue	\$225.00
1501 Collins Avenue - Lot	1501 Collins Avenue	\$200.00
499 13th Street - Lot	499 13th Street	\$200.00
<b>CBRE Estimate</b>	<b>300-400 Alton Road</b>	<b>\$125.00</b>
Compiled by CBRE		

Based on the foregoing off-street parking analysis and comparable parking space survey, we have calculated the potential gross parking income for the subject property as follows:

<b>POTENTIAL GROSS PARKING INCOME</b>					
Component	No. Spaces	Monthly Rate	Occupancy	Monthly Total	Annual Total
Monthly	100 Spaces	\$125.00	95.0%	\$11,875	\$142,500
<b>Total Parking Income</b>				<b>\$11,875</b>	<b>\$142,500</b>
Compiled by CBRE					

## PARKING GARAGE CONDOMINIUM ASSOCIATION FEES

The exiting off-street parking provided is through agreements by the City of Miami Beach with the abutting residential condominium tower associations, and summarized as follows:

<b>PARKING GARAGE CONDOMINIUM FEES</b>		
Project	\$/Space	Total
Yacht Club at Portofino (115 Spaces)	\$442	\$50,858
Murano at Portofino (108 Spaces)*	\$556	\$60,000
Murano Grande at Portofino & ICON (348 Spaces)	\$379	\$131,950
<b>CBRE Estimate</b>	<b>\$425</b>	<b>\$242,808</b>
Compiled by CBRE		



## FUEL SALES

The subject fuel sales revenue is based on price per through put or flowage. For purposes of our analysis we have utilized the historic fuel sales reports of \$0.02 per gallon of through put from 2017, 2018 and 2019, as reported in the audited report.

## MARINA LEASE

As of the effective date of this appraisal, the Miami Beach Marina including the submerged land and uplands is leased to Miami Beach Marina Associates, Ltd. and is operated pursuant to a Lease Agreement dated June 24, 1983 and its subsequent First through Fourth amendments dated between October 23, 1991 and April 15, 1998. It should also be noted, the initial base term of the marina lease expires on January 1, 2022 and there is one, 30-year renewal option with an outside expiration date of December 31, 2052.

Pursuant to Section 28.3 of the First Amendment to the Lease, dated October 23, 1991, and Section 3.4 of the Fourth Amendment to the Lease, dated April 23, 1998, the City is entitled to receive consideration amounting to the greater of (i) \$320,000 per year (\$26,667 per month) in minimum annual guaranteed rent, or (ii) annual percentage rent defined as follows:

- a. Ten percent (10%) of gross receipts generated from Area 2 (the Submerged Lands).
- b. Ten percent (10%) of gross receipts generated from Areas 1 and 4 (the Uplands).
- c. Two cents (\$0.02) per gallon from the sale of gasoline.
- d. Two cents (\$0.02) per gallon from the sale of diesel fuel
- e. Thirty-five percent (35%) of gross parking fees generated by Marina parking facilities.

Pursuant to the Lease, gross receipts is defined as: (i) the entire amount of the price charged for all boat storage and dockage, goods, wares, merchandise, and all charges for services performed in, at, upon or from any part of the Marina; (ii) the receipts from all orders secured or received in the Marina in the normal and customary course of its operations; (iii) all deposits received but not refunded to the purchaser in connection with any transactions; and (iv) the receipts from rent received by the Tenant resulting from occupancy or use of the Marina or any part thereof by any independent, third-party sublessee, concessionaire or parties operating through any sublessee or concessionaire, subject to certain exclusions, including sales of fuel, as defined in the Lease.

Management has interpreted the definition of gross receipts pursuant to the Lease to exclude certain common area maintenance charges, including expense reimbursements related to utility, real estate tax, and insurance costs received from subtenants (Subtenant Exclusions). Management believes these charges are not included in gross receipts because the common area maintenance charges are direct reimbursements of common area expenses.

In order to determine the appropriate and fair market value of the marina lease, we have compared the existing marina lease for the subject property to several comparable leased marina properties in the South Florida region, presented as follows:

COMPARABLE MARINA LEASES												
No.	Name/Location	Site - Acres	# of Slips	Lessor	Lessee	Base Rent	Expense Basis	Lease Term	Renewal Options	Escalations	Fuel Sales Flowage	Comments
1	Suntex Homestead 24777 SW 87th Avenue, Homestead, FL	2.78	306	Miami-Dade County	33032 Partners, Ltd.	5% of Revenues	NNN	46 Years	None remaining	Reviewed every 5-years	\$0.05/Gallon	Dry storage facility located in Homestead on Biscayne Bay. Older facility in average condition and caters to smaller recreational boaters.
2	Bayshore Landing 2560 South Bayshore Drive Coconut Grove, FL	6.69	111	City of Miami	Bayshore Partners	15% of Marina Revenues 10% of Office Revenues 10% of Restaurant Revenues	NNN	50 Years	None remaining	Flat	None	Home of Monty's restaurant & bar in Coconut Grove, on the west shore of Biscayne Bay. Facility is in average condition and caters to medium sized boats with in-water slips and boat lifts.
3	Harbour Towne Marina 801 NE 3rd Street Dania Beach, FL	23.4	684	City of Dania Beach	Harbour Towne Associates	Base rent + 8% of all Revenues	NNN	36 Years	None	Base rent increase every 5-years by CPI	None	Full service marina located on Dania Cut Off Canal within close proximity to Port Everglades. In-water and dry storage slips plus boatyard, office & repair shop space.
4	Palm Harbour Marina 400 N. Flagler Drive West Palm Beach, FL	28.15	192	City of West Palm Beach	Leisure Resorts, LLC	8% of all Revenues, excluding pass through expenses, retail sales & shore power	NNN	141 Years	3, 25-Year Option Terms	Flat	None	Premier marina located on Lake Worth next to downtown West Palm Beach. In good condition with recently built floating docks & larger slips up to 250 feet.
5	Haulover Marina Center 15500 Collins Avenue Miami Beach, FL	3.33	480	Miami-Dade County	Westrec Equities	18% of Gross Revenues with \$1,000,000 cap	NNN	25 Years	None	Flat	None	Newer dry storage marina designed for large center consoles. Location is north and in proximity of Haulover Inlet.
6	Bahia Mar 801 Seabreeze Boulevard Fort Lauderdale, FL	38.73	<u>250</u> 8,000-LF	City of Fort Lauderdale	Rahn Bahia Mar LLC	\$1,618,516 base rent in 2019 based on 4.25% of existing hotel (\$18,040,890) & marina (\$19,113,000) revenue  *\$3,700,000 + real estate taxes projection after 10-years of redevelopment & lease-up by 2028	Net, Net + RE Tax	50 Years	1, 50-Year	Flat	WND	Existing hotel & marina on Intracoastal Waterway overlooking Fort Lauderdale Beach & oceanfront with major redevelopment program & lease approved in December 2017 including 108,296-SF of commercial; 1,003,687-SF of residential; and, 30,000-SF
Subj.	Miami Beach Marina 300-400 Alton Road Miami Beach, FL	41.42	<u>354</u> 20,509 LF	City of Miami Beach	Miami Beach Marina Associates, Ltd.	\$1,742,512 base rent in 2019 based on 10% of gross revenues + 35% of gross parking fees and \$0.02 per gallon fuel flowage	Modified Gross	30 Years	1, 30-Year	Flat	\$0.02/Gallon	Existing marina & retail/office complex proposed for luxury condo tower redevelopment and marina renovations.
Compiled by CBBF												

Compiled by CBRE

As previously noted, Miami Beach Marina Associates, Ltd. has requested an extension of the current marina lease term in conjunction with the prospective closing of the purchase and sale of the residential development air rights. Based on the on-going negotiations and most recent term sheet, dated May 6, 2020, the proposed lease terms are summarized as follows:

**PROPOSED LEASE TERMS - MBM & ARMUI**

Lessor	City of Miami Beach & Miami Beach Redevelopment Agency	
Lessee	Miami Beach Marina Associates, Ltd. (MBM) & Alton Road Mixed Use Investment, LLC (ARMUI)	
Site Size (SF)		1,804,137
Lease Date		TBD
Lease Commence Date		TBD
Expiration Date (Base Lease)		TBD
Lease Term (Base Lease)		720 Months
Remaining Lease Term (Base Lease)		720 Months
No. & Term of Options		TBD
Expiration Date (Base + All Options)		TBD
Remaining Lease Term (Base + All Options)		720 Months
<u>Proposed Rental Rate, Greater Of:</u>	<u>\$/SF/Yr.</u>	<u>Total \$/Yr.</u>
Base Lease Term	\$0.91	\$1,640,890
Escalations		Annual CPI

OR,

Annual Percentage Rent based on the following:

- A. \$0.04 cents per gallon of gasoline or diesel;
- B. 35% of all revenues received from any parking facilities serving the Expanded Leased Premises, including without limitation the Parking Garages and the Replacement Parking Facility.
- C. 10% of all other Gross Receipts during each Lease Year throughout the Term of the A/R Marina Lease and any extensions thereof that exceed the then applicable thresholds for applicability of percentage rent. "Gross Receipts" means all revenues received by Marina Lessee or any affiliates from any operations of or at the leased premises less Operating Expenses (as such term is hereafter defined) [and certain specified "allowable deductions" currently contemplated by the Marina Lease]. "Operating Expenses" means, on an annual basis all rent under the Submerged Lands Lease, all rent under those certain parking garage leases with each of Murano Grande at Portofino Master Association, Inc., Murano Grande at Portofino Condominium Association, Inc., Icon Condominium Association, Inc., Yacht Club at Portofino Master Association, Inc. and TRG-SSDI, Ltd., as each has been amended (collectively, the "Parking Agreements" and the parking garages described therein, the "Parking Garages") and real estate taxes, stormwater fees and assessments for capital improvements payable by the City pursuant to the Parking Agreements. With respect to areas that are subleased, the rent paid by subtenants to the Marina Lessee (and not gross revenues of the subtenants) shall be the "Gross Receipts." Marina Lessee shall submit periodic reports to the City with respect to Gross Receipts and Operating Expenses, and the A/R Marina Lease will include the City's mandatory Inspector General audit rights.

Source: Draft Term Sheet, dated 5/6/2020

\*As additional consideration for the marina lease extension, the lessee will commit to a capital improvement program of \$35 Million over 30 years or the current lease term, subject to further negotiations. This capital improvement program would be to improve the resiliency of marina area, modernize the appearance and infrastructure, improve way finding and signage and otherwise retain market attractiveness to maximize the percentage rent return to the City

## Gross Revenues &amp; Percentage Rent Summary

A summary of the gross revenues & percentage rent calculation is summarized as follows:

<b>GROSS REVENUES &amp; ANNUAL PERCENTAGE RENT SUMMARY</b>			
<b>Income - Potential Gross Receipts - Area 2</b>		<b>\$/Slip/Yr</b>	<b>Total</b>
Potential Revenue - Annual Slip Rent		\$38,662	\$13,686,271
Potential Revenue - Monthly Slip Rent		1,554	550,000
Potential Revenue - Transient/Daily Slip Rent		6,215	2,200,000
Docks Services		1,977	\$700,000
Landing Fees		593	210,000
Pump-Out Fees		14	5,000
Live-Aboard Fees		198	70,000
<b>Potential Gross Income - Area 2</b>		<b>\$49,213</b>	<b>17,421,271</b>
Vacancy & Credit Loss	8.00%	(3,937)	(1,393,702)
<b>Potential Effective Gross Income - Area 2</b>		<b>\$45,276</b>	<b>16,027,569</b>
<b>Income - Potential Gross Receipts - Areas 1 &amp; 4</b>		<b>\$/Slip/Yr</b>	<b>Total</b>
Retail Sales		259	\$91,568
Retail/Office Rent	95.00%	9,213	3,261,464
Vending Commissions		25	9,000
Other Income		282	100,000
<b>Potential Gross Income - Areas 1 &amp; 4</b>		<b>\$9,780</b>	<b>\$3,462,032</b>
<b>Potential Gross Income - Areas 1, 2 &amp; 4</b>			<b>\$19,489,601</b>
Less: Parking Garage Condominium Fees			(242,808)
Less: Submerged Land Lease			(207,731)
<b>Potential Effective Gross Income - Areas 1, 2 &amp; 4</b>			<b>\$19,039,062</b>
<b>Percentage Rent</b>		<b>x</b>	<b>10.00%</b>
<b>Marina Lease - Percentage Rent</b>			<b>\$1,903,906</b>
<b>Rounded to</b>			<b>\$1,900,000</b>
<b>Income - Potential Gross Receipts - Parking Garages - Areas 3 &amp; 4;</b>			<b>Total</b>
Monthly Parking Permits			\$142,500
<b>Percentage Rent</b>			<b>35.00%</b>
<b>Parking Garage - Percentage Rent</b>			<b>\$49,875</b>
<b>Rounded to</b>			<b>\$50,000</b>
<b>Potential Fuel Sales;</b>		<b>Flowage</b>	<b>Per Gallon</b>
Gasoline		472,809	\$0.04
Diesel		747,941	\$0.04
<b>Potential Effective Gross Income - Fuel Sales</b>			<b>\$48,830</b>
			<b>\$49,000</b>
<b>ESTIMATED FAIR MARKET RENT (AREAS 1, 2, 3 &amp; 4 + PARKING GARAGE &amp; FUEL SALES)</b>			<b>\$1,999,000</b>
<b>ESTIMATED FAIR MARKET RENT - ALLOCATED TO UPLAND AREAS 1 &amp; 4</b>			<b>\$338,200</b>
Compiled by CBRE			

## Net Present Value of Marina Fair Market Rent

In this section, we have estimated the net present value (NPV) of the marina fair market rent as concluded in the preceding section. At the request of the client, we have estimated the NPV of the remaining 32-year existing lease term, which includes the one (1), 30-year option renewal term; and, the estimated NPV assuming a new, 99-year lease term.

### GROWTH RATES

In order to determine reasonable growth rates of the fair market rent for the net present value calculation, we have analyzed the actual compounded growth rate of the percentage rent reported between 2017 to 2019 from the subject property and reviewed published investor surveys, presented as follows:

SUMMARY OF GROWTH RATES	
Investment Type	Inflation
U.S. Bureau of Labor Statistics (CPI-U) 10-Year Snapshot Average as of Apr-20	1.63%
PwC Real Estate Investor Survey National Net Lease Market - Rent Growth	0.00% - 2.50%
PwC National Investor Survey National Development Land Market - Value Change	1.00% - 3.00%
Miami Beach Marina - Rent Growth 2017 to 2019	4.82%
<b>CBRE Estimate</b>	<b>3.00%</b>
Compiled by: CBRE	

### DISCOUNT RATES

The following table illustrates sources for deriving a discount rate applicable to calculating the NPV of fair market rent payments.

DISCOUNT RATE - CONCLUSION		
Investment Type	Rate Range	Average
<i>RealtyRates.com - Land Leases</i>		
Golf	4.39% - 16.21%	9.48%
Lodging	4.56% - 15.56%	8.00%
Mobile Home/RV Park	4.72% - 13.06%	8.38%
Restaurant	6.11% - 15.31%	9.00%
Retail	4.89% - 11.26%	7.55%
Special Purpose	5.88% - 18.25%	8.98%
PwC Real Estate Investor Survey National Net Lease Market	5.00% - 10.00%	7.10%
<b>CBRE Estimate</b>		<b>7.00%</b>
Source: CBRE		

Several factors are considered in the determination of the discount rate applicable to the leasehold position. These include the length of the remaining lease term, the spread between contract and market rent, the demographic & economic trends, and the development cycle of the immediate area. Because the subject property is a wet slip marina located on a barrier island within proximity to the Atlantic Ocean, and some upside in percentage rent based on past performance, the appropriate discount rate should be near the lower end of the range of averages.

### NET PRESENT VALUE CASH FLOW ANALYSIS

The NPV of the subject's leasehold interest is accomplished by discounting the projected annual cash flow, i.e. the annual fair market rent to the lessor. However, it is important to note, the City of Miami Beach has a leasehold interest and there is no reversion benefit to the City because the property ultimately reverts back to the State of Florida TITF.

As requested by the client, we performed two (2) discounted cash flows for comparison, i.e. one scenario based on the existing 32-year remaining lease term that includes one (1) option term; and, a second scenario assuming a new, 99-year lease term.

The estimate of the fair market marina rent was derived in the preceding section, it is inflated 3.0% annually and discounted to a net present value via a 7.0% discount rate in the following discounted cash flow tables:



<b>ANALYSIS CASH FLOW SCHEDULE - MARINA LEASE - 32-YEARS REMAINING</b>					
<b>Year</b>	<b>Contract Rent</b>	<b>Reversion Proceeds</b>	<b>Net Cash Flow</b>	<b>PV Factor @ 7.00%</b>	<b>PV of Cash Flow</b>
2020	\$1,999,000		\$1,999,000	0.9345794	\$1,868,224
2021	2,058,970		2,058,970	0.8734387	\$1,798,384
2022	2,120,739		2,120,739	0.8162979	\$1,731,155
2023	2,184,361		2,184,361	0.7628952	\$1,666,439
2024	2,249,892		2,249,892	0.7129862	\$1,604,142
2025	2,317,389		2,317,389	0.6663422	\$1,544,174
2026	2,386,911		2,386,911	0.6227497	\$1,486,448
2027	2,458,518		2,458,518	0.5820091	\$1,430,880
2028	2,532,273		2,532,273	0.5439337	\$1,377,389
2029	2,608,242		2,608,242	0.5083493	\$1,325,898
2030	2,686,489		2,686,489	0.4750928	\$1,276,331
2031	2,767,084		2,767,084	0.4440120	\$1,228,618
2032	2,850,096		2,850,096	0.4149644	\$1,182,689
2033	2,935,599		2,935,599	0.3878172	\$1,138,476
2034	3,023,667		3,023,667	0.3624460	\$1,095,916
2035	3,114,377		3,114,377	0.3387346	\$1,054,947
2036	3,207,808		3,207,808	0.3165744	\$1,015,510
2037	3,304,042		3,304,042	0.2958639	\$977,547
2038	3,403,164		3,403,164	0.2765083	\$941,003
2039	3,505,259		3,505,259	0.2584190	\$905,825
2040	3,610,416		3,610,416	0.2415131	\$871,963
2041	3,718,729		3,718,729	0.2257132	\$839,366
2042	3,830,291		3,830,291	0.2109469	\$807,988
2043	3,945,199		3,945,199	0.1971466	\$777,783
2044	4,063,555		4,063,555	0.1842492	\$748,707
2045	4,185,462		4,185,462	0.1721955	\$720,718
2046	4,311,026		4,311,026	0.1609304	\$693,775
2047	4,440,357		4,440,357	0.1504022	\$667,839
2048	4,573,567		4,573,567	0.1405628	\$642,874
2049	4,710,774		4,710,774	0.1313671	\$618,841
2050	4,852,098		4,852,098	0.1227730	\$595,707
2051	4,997,661	\$0	4,997,661	0.1147411	\$573,437
<b>Indicated Net Present Value (NPV) of Marina Lease Payments (Rd)</b>					<b>\$35,200,000</b>
Compiled By: CBRE					

**ANALYSIS CASH FLOW SCHEDULE - MARINA LEASE - NEW 99-YEAR LEASE**

<b>Year</b>	<b>Contract Rent</b>	<b>Reversion Proceeds</b>	<b>Net Cash Flow</b>	<b>PV Factor @ 7.00%</b>	<b>PV of Cash Flow</b>
2020	\$1,999,000		\$1,999,000	0.9345794	\$1,868,224
2021	2,058,970		2,058,970	0.8734387	\$1,798,384
2022	2,120,739		2,120,739	0.8162979	\$1,731,155
2023	2,184,361		2,184,361	0.7628952	\$1,666,439
2024	2,249,892		2,249,892	0.7129862	\$1,604,142
2025	2,317,389		2,317,389	0.6663422	\$1,544,174
2026	2,386,911		2,386,911	0.6227497	\$1,486,448
2027	2,458,518		2,458,518	0.5820091	\$1,430,880
2028	2,532,273		2,532,273	0.5439337	\$1,377,389
2029	2,608,242		2,608,242	0.5083493	\$1,325,898
2030	2,686,489		2,686,489	0.4750928	\$1,276,331
2031	2,767,084		2,767,084	0.4440120	\$1,228,618
2032	2,850,096		2,850,096	0.4149644	\$1,182,689
2033	2,935,599		2,935,599	0.3878172	\$1,138,476
2034	3,023,667		3,023,667	0.3624460	\$1,095,916
2035	3,114,377		3,114,377	0.3387346	\$1,054,947
2036	3,207,808		3,207,808	0.3165744	\$1,015,510
2037	3,304,042		3,304,042	0.2958639	\$977,547
2038	3,403,164		3,403,164	0.2765083	\$941,003
2039	3,505,259		3,505,259	0.2584190	\$905,825
2040	3,610,416		3,610,416	0.2415131	\$871,963
2041	3,718,729		3,718,729	0.2257132	\$839,366
2042	3,830,291		3,830,291	0.2109469	\$807,988
2043	3,945,199		3,945,199	0.1971466	\$777,783
2044	4,063,555		4,063,555	0.1842492	\$748,707
2045	4,185,462		4,185,462	0.1721955	\$720,718
2046	4,311,026		4,311,026	0.1609304	\$693,775
2047	4,440,357		4,440,357	0.1504022	\$667,839
2048	4,573,567		4,573,567	0.1405628	\$642,874
2049	4,710,774		4,710,774	0.1313671	\$618,841
2050	4,852,098		4,852,098	0.1227730	\$595,707
2051	4,997,661		4,997,661	0.1147411	\$573,437
2052	5,147,590		5,147,590	0.1072347	\$552,000
2053	5,302,018		5,302,018	0.1002193	\$531,365
2054	5,461,079		5,461,079	0.0936629	\$511,501
2055	5,624,911		5,624,911	0.0875355	\$492,379
2056	5,793,658		5,793,658	0.0818088	\$473,972
2057	5,967,468		5,967,468	0.0764569	\$456,254
2058	6,146,492		6,146,492	0.0714550	\$439,198
2059	6,330,887		6,330,887	0.0667804	\$422,779
2060	6,520,814		6,520,814	0.0624116	\$406,974
2061	6,716,438		6,716,438	0.0583286	\$391,760
2062	6,917,931		6,917,931	0.0545127	\$377,115
2063	7,125,469		7,125,469	0.0509464	\$363,017
2064	7,339,233		7,339,233	0.0476135	\$349,446
2065	7,559,410		7,559,410	0.0444986	\$336,383
2066	7,786,192		7,786,192	0.0415875	\$323,808
2067	8,019,778		8,019,778	0.0388668	\$311,703
2068	8,260,372		8,260,372	0.0363241	\$300,051
2069	8,508,183		8,508,183	0.0339478	\$288,834

Compiled By: CBRE

<b>ANALYSIS CASH FLOW SCHEDULE - MARINA LEASE - NEW 99-YEAR LEASE</b>				
2070	8,763,428	8,763,428	0.0317269	\$278,036
2071	9,026,331	9,026,331	0.0296513	\$267,642
2072	9,297,121	9,297,121	0.0277115	\$257,637
2073	9,576,035	9,576,035	0.0258986	\$248,006
2074	9,863,316	9,863,316	0.0242043	\$238,734
2075	10,159,215	10,159,215	0.0226208	\$229,810
2076	10,463,991	10,463,991	0.0211410	\$221,219
2077	10,777,911	10,777,911	0.0197579	\$212,949
2078	11,101,249	11,101,249	0.0184653	\$204,988
2079	11,434,286	11,434,286	0.0172573	\$197,325
2080	11,777,315	11,777,315	0.0161283	\$189,948
2081	12,130,634	12,130,634	0.0150732	\$182,848
2082	12,494,553	12,494,553	0.0140871	\$176,012
2083	12,869,390	12,869,390	0.0131655	\$169,432
2084	13,255,471	13,255,471	0.0123042	\$163,098
2085	13,653,135	13,653,135	0.0114993	\$157,001
2086	14,062,730	14,062,730	0.0107470	\$151,132
2087	14,484,611	14,484,611	0.0100439	\$145,482
2088	14,919,150	14,919,150	0.0093868	\$140,044
2089	15,366,724	15,366,724	0.0087727	\$134,808
2090	15,827,726	15,827,726	0.0081988	\$129,769
2091	16,302,558	16,302,558	0.0076625	\$124,918
2092	16,791,635	16,791,635	0.0071612	\$120,248
2093	17,295,384	17,295,384	0.0066927	\$115,753
2094	17,814,245	17,814,245	0.0062548	\$111,425
2095	18,348,672	18,348,672	0.0058457	\$107,260
2096	18,899,133	18,899,133	0.0054632	\$103,250
2097	19,466,107	19,466,107	0.0051058	\$99,390
2098	20,050,090	20,050,090	0.0047718	\$95,675
2099	20,651,592	20,651,592	0.0044596	\$92,098
2100	21,271,140	21,271,140	0.0041679	\$88,655
2101	21,909,274	21,909,274	0.0038952	\$85,341
2102	22,566,553	22,566,553	0.0036404	\$82,151
2103	23,243,549	23,243,549	0.0034022	\$79,080
2104	23,940,856	23,940,856	0.0031796	\$76,123
2105	24,659,081	24,659,081	0.0029716	\$73,278
2106	25,398,854	25,398,854	0.0027772	\$70,538
2107	26,160,819	26,160,819	0.0025955	\$67,901
2108	26,945,644	26,945,644	0.0024257	\$65,363
2109	27,754,013	27,754,013	0.0022670	\$62,920
2110	28,586,634	28,586,634	0.0021187	\$60,567
2111	29,444,233	29,444,233	0.0019801	\$58,303
2112	30,327,560	30,327,560	0.0018506	\$56,124
2113	31,237,387	31,237,387	0.0017295	\$54,026
2114	32,174,508	32,174,508	0.0016164	\$52,006
2115	33,139,743	33,139,743	0.0015106	\$50,062
2116	34,133,936	34,133,936	0.0014118	\$48,190
2117	35,157,954	35,157,954	0.0013194	\$46,389
2118	36,212,692	\$0	0.0012331	\$44,655
<b>Indicated Net Present Value (NPV) of Marina Lease Payments (Rd)</b>				<b>\$48,800,000</b>
Compiled By: CBRE				

## Assumptions and Limiting Conditions

1. CBRE, Inc. through its appraiser (collectively, “CBRE”) has inspected through reasonable observation the subject property. However, it is not possible or reasonably practicable to personally inspect conditions beneath the soil and the entire interior and exterior of the improvements on the subject property. Therefore, no representation is made as to such matters.
2. The report, including its conclusions and any portion of such report (the “Report”), is as of the date set forth in the letter of transmittal and based upon the information, market, economic, and property conditions and projected levels of operation existing as of such date. The dollar amount of any conclusion as to value in the Report is based upon the purchasing power of the U.S. Dollar on such date. The Report is subject to change as a result of fluctuations in any of the foregoing. CBRE has no obligation to revise the Report to reflect any such fluctuations or other events or conditions which occur subsequent to such date.
3. Unless otherwise expressly noted in the Report, CBRE has assumed that:
  - (i) Title to the subject property is clear and marketable and that there are no recorded or unrecorded matters or exceptions to title that would adversely affect marketability or value. CBRE has not examined title records (including without limitation liens, encumbrances, easements, deed restrictions, and other conditions that may affect the title or use of the subject property) and makes no representations regarding title or its limitations on the use of the subject property. Insurance against financial loss that may arise out of defects in title should be sought from a qualified title insurance company.
  - (ii) Existing improvements on the subject property conform to applicable local, state, and federal building codes and ordinances, are structurally sound and seismically safe, and have been built and repaired in a workmanlike manner according to standard practices; all building systems (mechanical/electrical, HVAC, elevator, plumbing, etc.) are in good working order with no major deferred maintenance or repair required; and the roof and exterior are in good condition and free from intrusion by the elements. CBRE has not retained independent structural, mechanical, electrical, or civil engineers in connection with this appraisal and, therefore, makes no representations relative to the condition of improvements. CBRE appraisers are not engineers and are not qualified to judge matters of an engineering nature, and furthermore structural problems or building system problems may not be visible. It is expressly assumed that any purchaser would, as a precondition to closing a sale, obtain a satisfactory engineering report relative to the structural integrity of the property and the integrity of building systems.
  - (iii) Any proposed improvements, on or off-site, as well as any alterations or repairs considered will be completed in a workmanlike manner according to standard practices.
  - (iv) Hazardous materials are not present on the subject property. CBRE is not qualified to detect such substances. The presence of substances such as asbestos, urea formaldehyde foam insulation, contaminated groundwater, mold, or other potentially hazardous materials may affect the value of the property.
  - (v) No mineral deposit or subsurface rights of value exist with respect to the subject property, whether gas, liquid, or solid, and no air or development rights of value may be transferred. CBRE has not considered any rights associated with extraction or exploration of any resources, unless otherwise expressly noted in the Report.
  - (vi) There are no contemplated public initiatives, governmental development controls, rent controls, or changes in the present zoning ordinances or regulations governing use, density, or shape that would significantly affect the value of the subject property.
  - (vii) All required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, nor national government or private entity or organization have been or can be readily obtained or renewed for any use on which the Report is based.
  - (viii) The subject property is managed and operated in a prudent and competent manner, neither inefficiently or super-efficiently.
  - (ix) The subject property and its use, management, and operation are in full compliance with all applicable federal, state, and local regulations, laws, and restrictions, including without limitation environmental laws, seismic hazards, flight patterns, decibel levels/noise envelopes, fire hazards, hillside ordinances, density, allowable uses, building codes, permits, and licenses.
  - (x) The subject property is in full compliance with the Americans with Disabilities Act (ADA). CBRE is not qualified to assess the subject property’s compliance with the ADA, notwithstanding any discussion of possible readily achievable barrier removal construction items in the Report.

- (xi) All information regarding the areas and dimensions of the subject property furnished to CBRE are correct, and no encroachments exist. CBRE has neither undertaken any survey of the boundaries of the subject property nor reviewed or confirmed the accuracy of any legal description of the subject property.

Unless otherwise expressly noted in the Report, no issues regarding the foregoing were brought to CBRE's attention, and CBRE has no knowledge of any such facts affecting the subject property. If any information inconsistent with any of the foregoing assumptions is discovered, such information could have a substantial negative impact on the Report. Accordingly, if any such information is subsequently made known to CBRE, CBRE reserves the right to amend the Report, which may include the conclusions of the Report. CBRE assumes no responsibility for any conditions regarding the foregoing, or for any expertise or knowledge required to discover them. Any user of the Report is urged to retain an expert in the applicable field(s) for information regarding such conditions.

4. CBRE has assumed that all documents, data and information furnished by or behalf of the client, property owner, or owner's representative are accurate and correct, unless otherwise expressly noted in the Report. Such data and information include, without limitation, numerical street addresses, lot and block numbers, Assessor's Parcel Numbers, land dimensions, square footage area of the land, dimensions of the improvements, gross building areas, net rentable areas, usable areas, unit count, room count, rent schedules, income data, historical operating expenses, budgets, and related data. Any error in any of the above could have a substantial impact on the Report. Accordingly, if any such errors are subsequently made known to CBRE, CBRE reserves the right to amend the Report, which may include the conclusions of the Report. The client and intended user should carefully review all assumptions, data, relevant calculations, and conclusions of the Report and should immediately notify CBRE of any questions or errors within 30 days after the date of delivery of the Report.
5. CBRE assumes no responsibility (including any obligation to procure the same) for any documents, data or information not provided to CBRE, including without limitation any termite inspection, survey or occupancy permit.
6. All furnishings, equipment and business operations have been disregarded with only real property being considered in the Report, except as otherwise expressly stated and typically considered part of real property.
7. Any cash flows included in the analysis are forecasts of estimated future operating characteristics based upon the information and assumptions contained within the Report. Any projections of income, expenses and economic conditions utilized in the Report, including such cash flows, should be considered as only estimates of the expectations of future income and expenses as of the date of the Report and not predictions of the future. Actual results are affected by a number of factors outside the control of CBRE, including without limitation fluctuating economic, market, and property conditions. Actual results may ultimately differ from these projections, and CBRE does not warrant any such projections.
8. The Report contains professional opinions and is expressly not intended to serve as any warranty, assurance or guarantee of any particular value of the subject property. Other appraisers may reach different conclusions as to the value of the subject property. Furthermore, market value is highly related to exposure time, promotion effort, terms, motivation, and conclusions surrounding the offering of the subject property. The Report is for the sole purpose of providing the intended user with CBRE's independent professional opinion of the value of the subject property as of the date of the Report. Accordingly, CBRE shall not be liable for any losses that arise from any investment or lending decisions based upon the Report that the client, intended user, or any buyer, seller, investor, or lending institution may undertake related to the subject property, and CBRE has not been compensated to assume any of these risks. Nothing contained in the Report shall be construed as any direct or indirect recommendation of CBRE to buy, sell, hold, or finance the subject property.
9. No opinion is expressed on matters which may require legal expertise or specialized investigation or knowledge beyond that customarily employed by real estate appraisers. Any user of the Report is advised to retain experts in areas that fall outside the scope of the real estate appraisal profession for such matters.
10. CBRE assumes no responsibility for any costs or consequences arising due to the need, or the lack of need, for flood hazard insurance. An agent for the Federal Flood Insurance Program should be contacted to determine the actual need for Flood Hazard Insurance.
11. Acceptance or use of the Report constitutes full acceptance of these Assumptions and Limiting Conditions and any special assumptions set forth in the Report. It is the responsibility of the user of the Report to read in full, comprehend and thus become aware of all such assumptions and limiting conditions. CBRE assumes no responsibility for any situation arising out of the user's failure to become familiar with and understand the same.
12. The Report applies to the property as a whole only, and any pro ration or division of the title into fractional interests will invalidate such conclusions, unless the Report expressly assumes such pro ration or division of interests.

13. The allocations of the total value estimate in the Report between land and improvements apply only to the existing use of the subject property. The allocations of values for each of the land and improvements are not intended to be used with any other property or appraisal and are not valid for any such use.
14. The maps, plats, sketches, graphs, photographs, and exhibits included in this Report are for illustration purposes only and shall be utilized only to assist in visualizing matters discussed in the Report. No such items shall be removed, reproduced, or used apart from the Report.
15. The Report shall not be duplicated or provided to any unintended users in whole or in part without the written consent of CBRE, which consent CBRE may withhold in its sole discretion. Exempt from this restriction is duplication for the internal use of the intended user and its attorneys, accountants, or advisors for the sole benefit of the intended user. Also exempt from this restriction is transmission of the Report pursuant to any requirement of any court, governmental authority, or regulatory agency having jurisdiction over the intended user, provided that the Report and its contents shall not be published, in whole or in part, in any public document without the written consent of CBRE, which consent CBRE may withhold in its sole discretion. Finally, the Report shall not be made available to the public or otherwise used in any offering of the property or any security, as defined by applicable law. Any unintended user who may possess the Report is advised that it shall not rely upon the Report or its conclusions and that it should rely on its own appraisers, advisors and other consultants for any decision in connection with the subject property. CBRE shall have no liability or responsibility to any such unintended user.



**ADDENDA**

Addendum A

# LAND SALE DATA SHEETS

Property Name Monad Terrace  
 Address 1300 Monad Terrace  
 Miami Beach, FL 33139  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID 02-3233-010-0010+

**Site/Government Regulations**

	Acres	Square feet
Land Area Net	1.614	70,316
Land Area Gross	1.614	70,316

Site Development Status	Platted
Shape	Irregular
Topography	Level, At Street Grade
Utilities	All available

Maximum FAR 1.95  
 Min Land to Bldg Ratio 0.51:1  
 Maximum Density 36.55 per ac

Frontage Distance/Street	150 ft West Avenue
Frontage Distance/Street	161 ft Biscayne Bay

General Plan N/A  
 Specific Plan N/A  
 Zoning RM-3, Residential Multifamily, High Intensity District  
 Entitlement Status Fully Entitled/Planning Permissions

**Sale Summary**

Recorded Buyer Monad Terrace Property Owner, LLC  
 True Buyer JDS Development Group  
 Recorded Seller Various  
 True Seller N/A

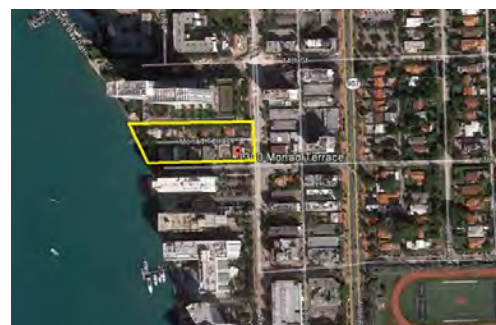
Marketing Time N/A  
 Buyer Type Developer  
 Seller Type Private Investor  
 Primary Verification Buyer/Developer, Contracts & Appraisal on-file

Interest Transferred Fee Simple/Freehold  
 Current Use N/A  
 Proposed Use N/A  
 Listing Broker Off-market assemblage  
 Selling Broker None  
 Doc # Various

Type	Sale
Date	6/11/2015
Sale Price	\$51,165,000
Financing	Cash to Seller
Cash Equivalent	\$51,165,000
Capital Adjustment	\$0
Adjusted Price	\$55,620,428

**Transaction Summary plus Five-Year CBRE View History**

Transaction Date	Transaction Type	Buyer	Seller	Price	Price/ac and /sf
06/2015	Sale	Monad Terrace Property Owner, LLC	Various	\$51,165,000	\$34,456,962 / \$791.01



Sale	Land - Multi Unit Residential	No. 1
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#### Units of Comparison

\$791.01 / sf	\$942,719 / Unit
\$34,456,961.96 / ac	\$942,719 / Allowable Bldg. Units
	\$405.25 / Building Area

#### Financial

No information recorded

#### Map & Comments



This is the assembled sale of 15 individual parcels/ownerships for the proposed 59-unit Monad Terrace Condominium property located at 1300-1375 Monad Terrace in Miami Beach, Florida. The property will consist of two, 14-story condominium buildings are situated on a 1.61-acre site with a total gross building area of 336,356-SF including structured parking (75,000-SF), net sellable area of 137,249-SF plus 124,107-SF of common areas & amenities. The construction commenced in 2017 and were completed in 2019 with a 17-month construction period. The project is considered to be Class A+ based on Biscayne Bay frontage, Miami Beach address, common area amenities and quality of finishes. The assembled and recorded price was \$51,165,000; however, there was a \$4,455,428 assignment fee, indicating a total purchase price of \$55,620,428 or \$942,719/unit.

Property Name 6th & Washington  
 Address 601-685 Washington Avenue  
 Miami Beach, FL 33139  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID N/A

#### Site/Government Regulations

	Acres	Square feet
Land Area Net	1.579	68,770
Land Area Gross	1.579	68,770

Site Development Status	Finished
Shape	Rectangular
Topography	Other(See Comments)
Utilities	Available to site

Maximum FAR 1.62  
 Min Land to Bldg Ratio 0.62:1  
 Maximum Density 41.81 per ac

Frontage Distance/Street	549 ft	Washington Ave
Frontage Distance/Street	133 ft	6th Street
Frontage Distance/Street	130 ft	7th Street
Frontage Distance/Street	519 ft	Collins Court - Alley

General Plan Mixed-use retail/residential & parking  
 Specific Plan Mixed-use retail/residential & parking  
 Zoning CD-2, Commercial (See Comments)  
 Entitlement Status Other (See Comments)

#### Sale Summary

Recorded Buyer IC 601 Washington, LLC  
 True Buyer Eric Birnbaum  
 Recorded Seller Washington Squared, LLC  
 True Seller Andrew Joblon, Managing Member

Marketing Time N/A  
 Buyer Type Developer  
 Seller Type Private Investor  
 Primary Verification Contract & Appraisal on-file

Interest Transferred Fee Simple/Freehold  
 Current Use Obsolete strip retail  
 Proposed Use Mixed-use retail, residential & parking  
 Listing Broker N/A  
 Selling Broker N/A  
 Doc # See Comments

Type	Sale
Date	6/23/2015
Sale Price	\$55,500,000
Financing	Cash to Seller
Cash Equivalent	\$55,500,000
Capital Adjustment	\$2,000,000
Adjusted Price	\$57,500,000

#### Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Price/ac and /sf
06/2015	Sale	IC 601 Washington, LLC	Washington Squared, LLC	\$55,500,000	\$36,422,373 / \$836.12



## Units of Comparison

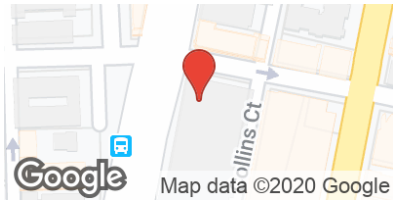
\$836.12 / sf  
\$36,422,372.84 / ac

\$871,212 / Unit  
\$871,212 / Allowable Bldg. Units  
\$515.03 / Building Area

## Financial

No information recorded

## Map &amp; Comments



This comparable land sale is improved with seven (7) existing 1 & 2 story retail store buildings fronting Washington Avenue between 6th Street and 7th Street in the Flamingo Park Historic District on Miami Beach that were owned or were "in contract" to Washington Squared, LLC, as part of an assemblage for mixed-use redevelopment for a total purchase price of \$40,210,436, including lease buyouts, exiting debt & real estate commission obligations to the buyer. The assembled site area totals 68,770 square feet of medium intensity zoned land area that is improved with approximately 63,601 square feet of obsolete retail store building area dating to 1934, 1936 & 1948. The proposed redevelopment is conceptually site planned for 55,120 square feet of ground floor retail, plus 66-residential condominium units with 56,525 square feet or an average of 856-SF of living area per unit in a 9-story tower and 2-levels of structured parking with 240 spaces. In addition, there are several other redevelopment scenario options including a potential hotel tower instead of the residential condominium units.

The majority of the contracts, excluding 619-627 Washington Avenue, all closed simultaneously in the third week of June 2015. In addition to the assemblage purchase price, the buyer/investor, Washington Squared, LLC was able to negotiate & execute a membership interest purchase & sale to IC 601 Washington LLC, dated May 27, 2015. The forward purchase price is \$55,500,000 for a 96.5% interest in a joint venture agreement between the seller & purchaser. The seller retains a 3.5% interest in the joint venture valued at \$2,000,000, for a total purchase price valued at \$57,500,000 for 100% interest in the joint venture partnership.

Part of the assemblage strategy was the Washington Avenue Vision and Master Plan being developed with a Washington Avenue Blue Ribbon Panel (WABRP) that was recommending to increase building height restrictions. The WABRP was recommending a FAR as high as 2.75, subject to municipal government approvals, versus the current zoning of CD-2, Commercial, Medium Intensity District permits a maximum floor area ratio (FAR) of 1.50, plus Code Section 142-307(d) 2.0 FAR where more than 25% of the building is used for residential or hotel units.



Property Name 57 Ocean (Former Marlborough House)  
 Address 5775 Collins Avenue  
 Miami Beach, FL 33140  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID 02-3211-016-0040 thr 1110

**Site/Government Regulations**

	Acres	Square feet
Land Area Net	1.461	63,638
Land Area Gross	N/A	N/A

Site Development Status	Finished
Shape	Rectangular
Topography	Generally Level
Utilities	N/A

Maximum FAR 3.00  
 Min Land to Bldg Ratio 0.33:1  
 Maximum Density 47.92 per ac

Frontage Distance/Street	225 ft Collins Ave
Frontage Distance/Street	225 ft Atlantic Ocean/beach

General Plan N/A  
 Specific Plan N/A  
 Zoning RM-3  
 Entitlement Status N/A

**Sale Summary**

Recorded Buyer	Miami Beach Associates, LLC	Marketing Time	N/A
True Buyer	Edgardo Defortuna	Buyer Type	Developer
Recorded Seller	Multiple	Seller Type	End User
True Seller	N/A	Primary Verification	Buyer's representative - Fortune International Group

Interest Transferred Fee Simple/Freehold  
 Current Use Condo  
 Proposed Use 70-Unit Condo  
 Listing Broker N/A  
 Selling Broker N/A  
 Doc # N/A

Type	Sale
Date	6/27/2016
Sale Price	\$90,186,800
Financing	Cash to Seller
Cash Equivalent	\$90,186,800
Capital Adjustment	\$0
Adjusted Price	\$90,186,800

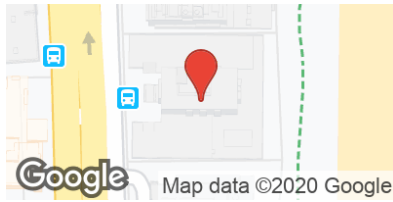
**Transaction Summary plus Five-Year CBRE View History**

Transaction Date	Transaction Type	Buyer	Seller	Price	Price/ac and /sf
06/2016	Sale	Miami Beach Associates, LLC	Multiple	\$90,186,800	\$61,733,726 / \$1,417.18



**Sale****Land - Spec-Holding****No. 3****Units of Comparison**

\$1,417.18 / sf	\$1,288,383 / Unit
\$61,733,725.79 / ac	\$1,288,383 / Allowable Bldg. Units
	\$472.40 / Building Area

**Financial****No information recorded****Map & Comments**

This is the sale of the former Marlborough House located along the east side of Collins Avenue, south of 63rd Street, in Miami Beach, Miami-Dade County, Florida. The Marlborough House is a 13-story condominium with 110 units and structured parking built in 1963 with a total of 113,083-SF of residential area. However, the improvements are physically & functionally obsolete given the high value of ocean front land on Miami Beach. The buyer, led by broker Edgardo Defortuna of Fortune International Group assembled each individual unit and purchased 100% of the units for a total consideration of \$90,186,800 (\$472.40/SF of building area, \$1,417.18/SF of land area and \$1,288,383/unit). The site is zone RM-3, which has a Floor Area Ratio (FAR) of 3.0, which indicates a total allowable building area of 190,914 SF, exclusive of garage area. The buyer dissolved the condominium on July 8, 2016. Subsequent to the sale, the property was approved with an 18-story luxury condominium building with 89 units, with some units being combined, decreasing the number of units to 70. The development, 57 Ocean will have a total net sellable area of 153,837 SF, a subterranean parking garage with 33,486 SF, and a total allowable building area of 190,910 SF (exclusive of the garage area). The development is scheduled to be completed by December 2021.

**Sale****Land - Hotel / Motel****No. 4**

Property Name 550 9th Street  
 Address 550 9th Street  
 Miami Beach, FL 33139  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID 02-4203-009-0100

**Site/Government Regulations**

	Acres	Square feet
Land Area Net	0.479	20,873
Land Area Gross	N/A	N/A

Site Development Status	Finished
Shape	Rectangular
Topography	Level, At Street Grade
Utilities	In-place

Maximum FAR 2.50  
 Min Land to Bldg Ratio 0.40:1  
 Maximum Density 229.55 per ac

Frontage Distance/Street	125 ft 9th Street
Frontage Distance/Street	189 ft Pennsylvania Avenue

General Plan Multi-family residential & hotel uses  
 Specific Plan Hotel  
 Zoning HD, Hospital District to be Rezoned to CD-2, Commercial Median Intensity Use  
 Entitlement Status N/A

**Sale Summary**

Recorded Buyer	550 Ninth, LLC	Marketing Time	9 Month(s)
True Buyer	Simon Nemni	Buyer Type	Developer
Recorded Seller	A.D.M.E. Real Estate, LLC	Seller Type	Private Syndicator
True Seller	Philip Esformes	Primary Verification	Calum Weaver, Listing Agent

Interest Transferred Fee Simple/Freehold  
 Current Use Obsolete nursing facility  
 Proposed Use Hotel  
 Listing Broker Cushman & Wakefield #954-377-0517  
 Selling Broker N/A  
 Doc # 30863/3494

Type	Sale
Date	1/31/2018
Sale Price	\$17,625,000
Financing	All Cash
Cash Equivalent	\$17,625,000
Capital Adjustment	\$0
Adjusted Price	\$17,625,000

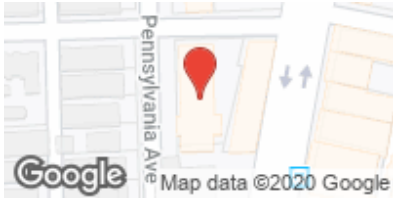
**Transaction Summary plus Five-Year CBRE View History**

<u>Transaction Date</u>	<u>Transaction Type</u>	<u>Buyer</u>	<u>Seller</u>	<u>Price</u>	<u>Price/ac and /sf</u>
01/2018	Sale	550 Ninth, LLC	A.D.M.E. Real Estate, LLC	\$17,625,000	\$36,780,050 / \$844.39



**Sale****Land - Hotel / Motel****No. 4****Units of Comparison**

\$844.39 / sf	\$160,227 / Unit
\$36,780,050.08 / ac	\$160,227 / Allowable Bldg. Units
	\$338.08 / Building Area

**Financial****No information recorded****Map & Comments**

This comparable land sale is the former Oceanside Extended Care long-term care nursing facility that was vacant and broker listed by Cushman & Wakefield as a redevelopment opportunity. The existing improvements were built in 1966 square feet with 6-levels previously operated as a 196 bed, long-term care nursing facility. The property was zoned HD, Hospital District, which allows for medical, professional office and hospital uses. The buyer/developer was seeking & received approvals for rezoning to CD-2, Commercial Median Intensity District, which is consistent with the zoning of both abutting properties. CD-2 zoning allows for multifamily, short-term rental or hotel use. The site area is 20,873 square feet and includes 24 ground level parking spaces.

The property was in foreclosure with the U.S. District Court judge approving the sale. The buyer/developer co-owns the Clinton Hotel and the Red South Beach Hotel on Miami Beach and acquired the property for conversion to hotel. The seller was co-owned by Philip Esformes, who was a defendant in a \$1 billion Medicare fraud and money laundering case and the Oceanside Extended Care facility was shut down as a result of the indictment. The rezoning is intended to allow the existing 88-rooms to be converted to 110 hotel rooms averaging 250-SF for micro hotel rooms. In addition, the facade would be renovated, the hotel lobby would be built on the south end of the property plus a 20-seat cafe would be added on the first floor and a rooftop pool deck with a small cafe would be created. The 24 surface parking spaces would become valet only. The rezoning approval also required the Miami Beach's historic preservation board and planning board approval followed by two public hearings at the city commission. The approval process included a covenant limiting food & beverage, loud music, etc. Any future change of use on the property must be approved by the Flamingo Park Neighborhood Association with 75% of all owners of property located along Pennsylvania Avenue between 8th and 9th Street. The ground floor café operations would close at 11 pm and the roof top café at midnight under the agreement and in order to be compatible with the residential neighbors.

Property Name Dezer Plaza  
 Address 18320 Collins Avenue  
 Sunny Isles Beach, FL 33160  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID 31-2202-003-0201 & 0205

**Site/Government Regulations**

	Acres	Square feet
Land Area Net	0.851	37,054
Land Area Gross	14.332	624,286

Site Development Status	Finished
Shape	Other(See Comments)
Topography	Level, At Street Grade
Utilities	All Available

Maximum FAR 3.45  
 Min Land to Bldg Ratio 0.29:1  
 Maximum Density 104.63 per ac

Frontage Distance/Street N/A Intracoastal Waterway

General Plan High density, mixed-use residential  
 Specific Plan TBD  
 Zoning B-1, Neighborhood Business & BO, Business Overlay District  
 Entitlement Status N/A

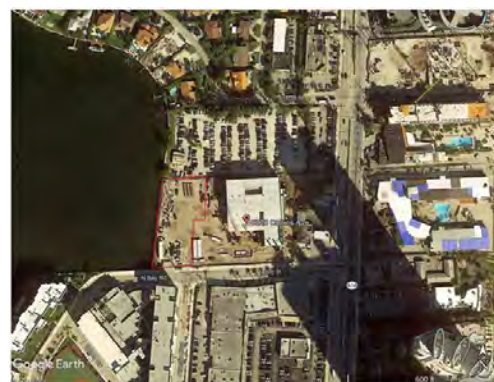
**Sale Summary**

Recorded Buyer	Dezer Plaza, LLC	Marketing Time	N/A
True Buyer	Gil Dezer	Buyer Type	Developer
Recorded Seller	Publix Super Markets Inc.	Seller Type	End User
True Seller	William W. Rayburn, IV, VP of Real Estate Assets	Primary Verification	Louis Archambault, Buyer's Attorney

Interest Transferred	N/A	Type	Sale
Current Use	Vacant	Date	10/18/2018
Proposed Use	High density residential	Sale Price	\$31,700,000
Listing Broker	Off-market transaction	Financing	All Cash
Selling Broker	N/A	Cash Equivalent	\$31,700,000
Doc #	N/A	Capital Adjustment	\$0
		Adjusted Price	\$31,700,000

**Transaction Summary plus Five-Year CBRE View History**

Transaction Date	Transaction Type	Buyer	Seller	Price	Price/ac and /sf
10/2018	Sale	Dezer Plaza, LLC	Publix Super Markets Inc.	\$31,700,000	\$37,267,811 / \$855.51



## Units of Comparison

\$855.51 / sf  
\$37,267,810.96 / ac

\$356,180 / Unit  
\$356,180 / Allowable Bldg. Units  
\$247.97 / Building Area

## Financial

No information recorded

## Map &amp; Comments



This comparable land sale represents an off-market negotiation & transaction between an abutting owner and Publix Supermarket who was redeveloping a larger store on-site and was able to sell-off the rear 37,054-SF of the 155,434-SF (3.569-acres) of uplands plus 13.48-acres of fee simple owned submerged land in Dumbfounding Bay (a.k.a. Intracoastal Waterway) to Dezer Properties. The buyer/developer already owns approximately 3.15-acres of uplands abutting the site on the north with frontage along the Intracoastal Waterway and Collins Avenue. Publix secured a resolution with the City of Sunny Isles to redevelop the site with a new 53,558-SF grocery store, subject to a new traffic circulation pattern for ingress & egress of trucks on Collins Avenue, an ingress for customer vehicles from Collins Avenue with an elimination of customer vehicle egress onto Collins Avenue and a modification to the requirement to underground utilities along 183rd Street to Collins Avenue to exclude the non-owned gas station outparcel. The new Publix site plan resulted in an 0.354-acre shared roadway parcel connecting 183rd Street to the abutting Dezer Tower parcel on the north. Publix Supermarkets and Dezer Properties executed a Declaration of Restrictions, Covenants & Conditions and Grant of Easements for ingress/egress, utilities, storm water drainage and a bay walk park construction & maintenance/repair obligations, as well as, a covenant of exclusive uses to protect Publix retail grocery business.

The B-1, Neighborhood Business and BO, Business Overlay zoning permit development at 25-units per acre and an 2.0 FAR plus bonus density of 80-units per acre and a maximum FAR up to a 3.45 for enclosed parking bonus (0.40), public parking bonus (0.25), a Collins Avenue/Sunny Isles Boulevard public streetscape enhancement bonus (0.30), and a site assembly bonus (up to 0.50). The dwelling unit density bonus can be increased by one dwelling unit per acre for each 0.02 increase in FAR granted in accordance with Section 265-36E(1) of the City Code up to a maximum density of 80 dwelling units per acre.



Property Name Ocean Drive Development Site  
 Address 304-312 Ocean Drive  
 Miami Beach, FL 33139  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID 02-4203-003-0510 & 0500

**Site/Government Regulations**

	Acres	Square feet
Land Area Net	0.267	11,650
Land Area Gross	0.267	11,650

Site Development Status	Finished
Shape	Rectangular
Topography	Level, At Street Grade
Utilities	All

Maximum FAR 1.75  
 Min Land to Bldg Ratio 0.57:1  
 Maximum Density 18.70 per ac

Frontage Distance/Street	100 ft Ocean Drive
Frontage Distance/Street	115 ft 3rd Street

General Plan Boutique hotel and-or residential condominium  
 Specific Plan Residential condominium  
 Zoning RPS-3  
 Entitlement Status N/A

**Sale Summary**

Recorded Buyer	312 Ocean Park, LLC	Marketing Time	9 Month(s)
True Buyer	Marcelo Kingston & Ricardo Genton Peixoto	Buyer Type	Developer
Recorded Seller	Sea Spray Development, LLC	Seller Type	Private Investor
True Seller	Yair Wolf	Primary Verification	Buyer, Development Plans on File & Public Records

Interest Transferred Fee Simple/Freehold  
 Current Use See Comments  
 Proposed Use Apartments-Luxury Residential Condominiums  
 Listing Broker Josh Thomas, Marcus & Millichap \$954-245-3492  
 Selling Broker N/A  
 Doc # 31262/4607-4610

Type	Sale
Date	12/14/2018
Sale Price	\$10,000,000
Financing	All Cash
Cash Equivalent	\$10,000,000
Capital Adjustment	\$0
Adjusted Price	\$10,000,000

**Transaction Summary plus Five-Year CBRE View History**

Transaction Date	Transaction Type	Buyer	Seller	Price	Price/ac and /sf
12/2018	Sale	312 Ocean Park, LLC	Sea Spray Development, LLC	\$10,000,000	\$37,397,158 / \$858.37



<b>Sale</b>	<b>Land - Multi Unit Residential</b>	<b>No. 6</b>
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#### Units of Comparison

\$858.37 / sf	N/A / Unit
\$37,397,157.82 / ac	\$2,000,000 / Allowable Bldg. Units
	\$490.20 / Building Area

#### Financial

No information recorded

#### Map & Comments



This comparable land sale comprises two lots fronting the northwest corner of Ocean Drive & 3rd Street in Miami Beach, Florida 33139. The property was broker listed at \$10,500,000 and sold for \$10,000,000 in an "all cash" transaction. The property is zoned RPS-3, Residential Performance Standard, Medium-High Density which allows for residential and hotel type development. According to the buyer/developer, a 4-story, 32,750-SF luxury residential condominium development with common areas and balcony/terraces, of which approximately 20,400-SF will be livable area. The site was delivered clear & level. However, there was a 3-story apartment building containing 8,382 square feet previously on-site. The apartment building property was classified as "Contributing" (Historic) in the Miami Beach Historic Properties Database and the location is within the Ocean Beach Historical District.

Addendum B

# RENT COMPARABLE DATA SHEETS

Property Name      Loggerhead Marina  
 Address              1400 Marina Drive  
                             Hollywood, FL 33019  
                             United States

Government Tax Agency    Broward  
 Govt./Tax ID                51-42-23-15-0380

**Unit Mix Detail**

Rate Timeframe	Monthly				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
Annual Rate - 40'	N/A	N/A	1	\$24	\$24.30
Annual Rate - 70'	N/A	N/A	1	\$40	\$40.05
Monthly Rate - 40'	N/A	N/A	1	\$29	\$29.32
Monthly Rate - 70'	N/A	N/A	1	\$48	\$47.60
Seasonal Rate - 40'	N/A	N/A	1	\$34	\$34.32
Seasonal Rate - 70'	N/A	N/A	1	\$53	\$52.60
Transient - Daily Rate	N/A	N/A	1	\$2	\$2.00
Totals/Avg	0			N/A	N/A

**Improvements**

Land Area	8.960 ac	Status	Existing
Net Rentable Area (NRA)	5,000 sf	Year Built	2003
Total # of Units	190 Slip	Year Renovated	2017
Floor Count	1	Condition	Good
Parking Type	Surface	Exterior Finish	Concrete Block
General Amenities	24-hour Security, Clubhouse, Controlled Access, Laundry Facility, On-Site Restaurant / Deli, Pool, Surface Parking		

**Rental Survey**

Occupancy	90%	Owner	Suntex Ventures
Tenant Size	30 - 120 sf	Management	N/A
Lease Term	1 - 12 Mo(s).	Concessions	N/A
Reimbursements	Modified Gross	Survey Date	05/2020
Rent Changes/Steps	N/A	Survey Notes	Annual, Seasonal, Monthly & Transient

## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u>
No actual leases available for this property.										

## Map &amp; Comments



This comparable marina features 190-wet slips on the on the Desoto Waterway with direct access to the Intracoastal Waterway in the Three Islands residential community of Hollywood and is 11-miles south of the Port Everglades Inlet. The facility is improved with fixed concrete piers for both power and sailing yachts and range in size from 30 feet to 120 feet; and, 38 feet wide to 70 feet length for catamarans. Approach depth is 15 feet and dock depth is 8 feet at low tide for both the entrance channel and within the fairways and slips. The site location is a protected harbor with 24-hour security and managed guard gates, reciprocal benefits at other Suntex Marina locations, WiFi available throughout the marina, concierge service, uniformed staff, a Captain's Lounge, a Ships Store, a spa building with swimming pool, sauna, tennis courts and weight room, picnic/grill area, restrooms, laundry facility, travel lift, tennis and local shuttle service. Utility pedestals at each slip include metered electricity with 30, 50 and 100 amp rated outlets. Telephone connections are pre-wired and water outlets with potable City water. The utility charge is \$50.00 per month and includes water/sewer, plus metered electric, trash removal, pump out service and fuel is available. Rates are based on slip length or boat length, whichever is greater. All leases require a security deposit and there are accommodations for catamarans up to 38 feet wide. In season occupancy is currently reported at 100% with off-season reported as low as 83% at times.

Property Name Williams Island Marina  
 Address 4100 Island Boulevard  
 Aventura, FL 33160  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID Multiple

**Unit Mix Detail**

Rate Timeframe	Monthly				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
Annual Rate - 35' to 60' Slips	N/A	N/A	1	\$16	\$16.00
Annual Rate - 60' to 80' Slips	N/A	N/A	1	\$19	\$19.00
Annual Rate - 80'+ Parallel Dock	N/A	N/A	1	\$22	\$22.00
Annual Rate (per Month) - 35' & Under Floating Docks	N/A	N/A	1	\$26	\$26.00
Seasonal - 35' to 60' Slips	N/A	N/A	1	\$20-\$1	\$10.72
Seasonal - 60' to 80' Slips	N/A	N/A	1	\$26-\$2	\$13.93
Seasonal - 80'+ Parallel Dock	N/A	N/A	1	\$31-\$2	\$16.48
Seasonal (per Month) - 35' & Under Floating Docks	N/A	N/A	1	\$30	\$30.00
Seasonal Transient - 60' & Over	N/A	N/A	1	\$48	\$48.00
Seasonal Transient - 60' & Under	N/A	N/A	1	\$36	\$36.00
Transient - 60' & Over	N/A	N/A	1	\$36-\$4	\$20.00
Transient - 60' & Under	N/A	N/A	1	\$30-\$3	\$16.50
Totals/Avg	0			N/A	N/A

**Improvements**

Land Area	14.802 ac	Status	Existing
Net Rentable Area (NRA)	27,000 sf	Year Built	1984
Total # of Units	106 Slip	Year Renovated	N/A
Floor Count	N/A	Condition	Good
Parking Type	Surface	Exterior Finish	Concrete Block
General Amenities	Clubhouse, Controlled Access, On-Site Restaurant / Deli, Pool, Surface Parking		

**Rental Survey**

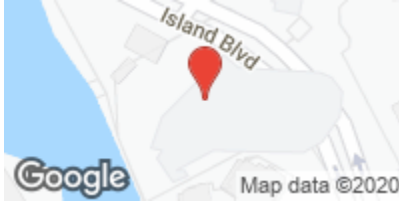
Occupancy	88%	Owner	N/A
Tenant Size	35 - 160 sf	Management	Bill Draughon
Lease Term	1 - 12 Mo(s).	Concessions	N/A
Reimbursements	Modified Gross	Survey Date	05/2020
Rent Changes/Steps	N/A	Survey Notes	Annual, Seasonal & Transient



## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u>
No actual leases available for this property.										

## Map &amp; Comments



This comparable rental is part of the 84-acre Williams Island residential condominium community in Aventura with access to the Intracoastal via Maule Lake and the Ojus Canal. The Port Everglades Inlet is 14 miles to the north and the Haulover Inlet is 5.5 miles south east. The facility includes a very affluent residential demographic, an all-new 27,000-SF spa & fitness center, a tennis center with 16 tennis courts, a Cafe, fine dining, private functions and entertainment in the recently refurbished Island Club. The marina approach has a 10-foot depth and 7 to 8 feet within the basin. There are concrete dock & finger piers, floating & fixed docks, face wall docking up to 160 feet, 35 to 100 foot slips, 30 to 100 amp single phase electric and 3-phase service, 2 swimming pools, 23-slips with pump out service and free club membership. Metered electric utilities are billed monthly for a fee of \$8.00 up to \$50.00 for 30 to 100 amp and 3-phase service. In addition to sales tax there is a 2.25% environmental impact fee, a \$0.05 discount for automatic credit card payments and 5% discount for annual prepayments. Pump-out and fuel services are \$25.00 each. There is free pump-out at the North Marina, a \$25.00 fuel service fee and \$125 charter boat landing fee. Electric and water service is included in the monthly billings for the 35' & under floating docks.

Property Name Sea Isle Marina & Yachting Center  
 Address 1635 N. Bayshore Drive  
 Miami, FL 33132  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID 01-3231-036-0022

**Unit Mix Detail**

Rate Timeframe	Monthly				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
Annual - Wet Slip	N/A	N/A	1-110	\$20-\$2,310	\$20.99
Monthly - Wet Slip	N/A	N/A	1-110	\$35	\$0.63
Transient	N/A	N/A	1-110	\$4-\$2,750	\$24.81
Totals/Avg	0			N/A	N/A

**Improvements**

Land Area	0.056 ac	Status	Existing
Net Rentable Area (NRA)	4,380 sf	Year Built	1986
Total # of Units	220 Slip	Year Renovated	N/A
Floor Count	1	Condition	Average
Parking Type	On-Street	Exterior Finish	Concrete
General Amenities	N/A		

**Rental Survey**

Occupancy	98%	Owner	N/A
Tenant Size	20 - 110 sf	Management	N/A
Lease Term	1 - 12 Mo(s).	Concessions	N/A
Reimbursements	Modified Gross	Survey Date	05/2020
Rent Changes/Steps	N/A	Survey Notes	Annual, Monthly & Transient

## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u>
No actual leases available for this property.										

## Map &amp; Comments



This comparable wet slip marina is located behind the Biscayne Bay Marriott in the Omni Arts & Entertainment District in downtown Miami. This facility can accommodate yachts up to 110 feet. The property fronts Biscayne Bay with easy access to the ocean via the Intracoastal Waterway and provides a full-service fuel station (gas & diesel), short- and long-term dockage, a convenience & ship supply store on-site, professional boat cleaners & services are available. Current discounts are available on one-year leases and to the adjacent Opera Tower residents. There is also a Boat U.S. discount of 3% on fuel purchases and 5% on dockage. The first electric cord from boat is included in the quoted rates. The 2nd & 3rd electric cords are billed at \$4.00 to \$6.00 per day or \$40.00 to \$60.00 per month for 30 & 50 amp service, respectively. The pump out fee is a minimum \$20.00. Wet slip rates range from \$20.00 to \$21.50 per linear foot plus \$350 to \$400 per month for davits. This property is always well occupied and the pricing has not changed since 2018. The private vessel landing fees range from \$20.00 to \$50.00 with a 2-hour time limit and commercial charter boat landing (pick-up & drop-off) is \$2.50/LF.

Property Name Island Gardens Deep Harbour  
 Address 888 MacArthur Causeway  
 Miami, FL 33132  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID N/A

**Unit Mix Detail**

Rate Timeframe	Monthly				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
Annual	N/A	N/A	1	\$4	\$3.50
Monthly	N/A	N/A	1	\$5-\$8	\$6.40
Seasonal	N/A	N/A	1	\$10	\$10.00
Transient	N/A	N/A	1	\$6-\$10	\$8.00
Totals/Avg	0			N/A	N/A

**Improvements**

Land Area	10.783 ac	Status	Existing
Net Rentable Area (NRA)	4,277 sf	Year Built	2016
Total # of Units	50 Slip	Year Renovated	N/A
Floor Count	1	Condition	Excellent
Parking Type	N/A	Exterior Finish	N/A
General Amenities	Controlled Access, Event / Commercial Kitchen, On-Site Restaurant / Deli, Outdoor Amenity		

**Rental Survey**

Occupancy	82%	Owner	N/A
Tenant Size	55 - 550 sf	Management	Walton Goncalves
Lease Term	1 - 12 Mo(s).	Concessions	N/A
Reimbursements	Modified Gross	Survey Date	05/2020
Rent Changes/Steps	N/A	Survey Notes	Monthly & Transient

## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u>
No actual leases available for this property.										

## Map &amp; Comments



This comparable rental is one of the newest, deep water marinas that has opened in the Miami area since January 2016. The marina features 5,000 linear feet of floating dock that is angled for large vessel maneuvering and has a capacity of 50 wet slips for a minimum 55 up to 550 foot mega yachts with drafts and approach of 13 to 22 feet deep. The developer is Flagstone Property Group who controls a long term ground lease with the City of Miami that dates back to 2001, and has entitlements for two, mixed-use resort hotel/residential towers, boutique retail mall, waterfront restaurant dining and a public promenade with Biscayne Bay overlook. However, the marina represents the first phase and includes The Deck at Island Gardens restaurant/lounge with garden event area and waterfront views overlooking the downtown Miami skyline. The developer intends to commence construction of the hotel/residential tower foundations and 221,000-SF of retail in 2021 after several prior announcements. The marina is full service including in-slip fueling, customs & immigration clearance and is the future home of Superyacht Miami, a new show by Show Management designed exclusively to cater to super yachts. Monthly electric fees are billed at \$0.15 per foot per day; and, 50 to 800 amp/3-phase service is available from \$7.00 to \$180.00 daily. On-site amenities include marina lounge, conference room/business center services, restrooms, showers, internet access, ship store, grilling area, security, meeting facilities and a courtesy car.

Property Name Miamarina at Bayside  
 Address 401 Biscayne Boulevard  
 Miami, FL 33132  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID 01-0100-000-0520

**Unit Mix Detail**

Rate Timeframe	Monthly				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
Annual - 55' Minimum	N/A	N/A	1	\$23	\$23.00
Monthly - 55' Minimum	N/A	N/A	1	\$42	\$42.00
Transient	N/A	N/A	1	\$5	\$5.00
Totals/Avg	0			N/A	N/A

**Improvements**

Land Area	26.730 ac	Status	Existing
Net Rentable Area (NRA)	36,993 sf	Year Built	1987
Total # of Units	130 Slip	Year Renovated	2015
Floor Count	2	Condition	Good
Parking Type	Open and Covered	Exterior Finish	Concrete
General Amenities	On-Site Restaurant / Deli, On-Site Security Personnel, Outdoor Amenity , Surface & Structured Parking		

**Rental Survey**

Occupancy	100%	Owner	City of Miami
Tenant Size	55 - 165 sf	Management	Stephen Bogner
Lease Term	1 - 12 Mo(s).	Concessions	N/A
Reimbursements	Modified Gross	Survey Date	05/2020
Rent Changes/Steps	N/A	Survey Notes	Annual, Monthly, Transient & Live Aboard



## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u>
No actual leases available for this property.										

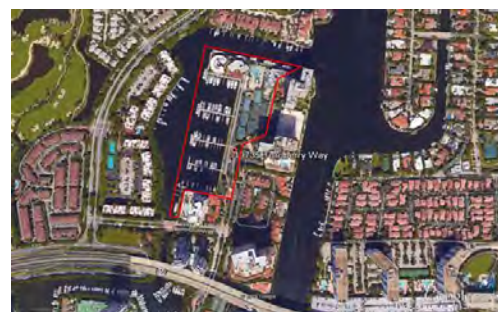
## Map &amp; Comments



This comparable rental is a wet slip marina that is part of the Bayside Festival Marketplace in downtown Miami and is owned & operated by the City of Miami. This location is on the Intracoastal Waterway at the west end of Government Cut and can accommodate vessels up to 165' with a 14 foot approach depth and 10 foot dockside depth. The marina was completely rebuilt and reopened in 1997 and renovated in 2015, with a total of 130 wet slips that are leased on a daily transient or long-term basis with several commercial charter & boat rental tenants on premises. City water and electric for 30, 50 & 100 amp service is included in quoted rate and pump out services are available. Additional amenities include laundry facilities, restrooms, showers, US Customs clearing, 24-hour staff & security, retail shopping & restaurants at Bayside Marketplace, which is a festival marketplace with over 100 stores, shops, restaurants, and cafes, and located next to the American Airlines Arena. This facility also hosts the Strictly Sail venue of the Miami International Boat Show. Additional features include concrete docks & finger piers, fishing & dive charters and sightseeing cruises are based at this location. The marina is always 100% leased, with a waiting list and the Skyrise Miami tourist attraction is under construction at the north end of the pier.

Property Name Turnberry Isle Marina  
 Address 19735 Turnberry Way  
 Aventura, FL 33180  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID 28-2202-012-0020, 28-1235-014-0040 & 0151

**Unit Mix Detail**

Rate Timeframe	Monthly				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
Facedock - Annual	N/A	N/A	1	\$2	\$2.00
Monthly	N/A	N/A	1	\$3	\$2.80
Season	N/A	N/A	1	\$2	\$2.45
Transient/Daily	N/A	N/A	1	\$4	\$3.50
Wet Slips - Annual	N/A	N/A	1	\$2	\$1.80
Totals/Avg	0			N/A	N/A

**Improvements**

Land Area	7.006 ac	Status	Existing
Net Rentable Area (NRA)	N/A	Year Built	1980
Total # of Units	68 Slip	Year Renovated	2017
Floor Count	N/A	Condition	Excellent
Parking Type	Surface	Exterior Finish	N/A
General Amenities	N/A		

**Rental Survey**

Occupancy	75%	Owner	N/A
Tenant Size	50 - 150 sf	Management	N/A
Lease Term	1 - 12 Mo(s).	Concessions	N/A
Reimbursements	Gross	Survey Date	05/2020
Rent Changes/Steps	N/A	Survey Notes	N/A

## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u>
No actual leases available for this property.										

## Map &amp; Comments



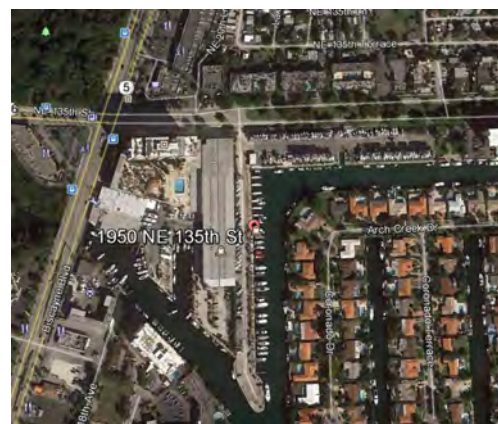
This comparable rental is an 18.42-acre, multi-family, high density residential zoned site with deep water ocean access and located within the Turnberry Isle country club resort community in northeast Miami-Dade County. Of the 18.42-acres, approximately 7.01-acres is improved uplands, while the remaining 11.42-acres is submerged land improved with a wet slip marina. The property was originally developed in 1980 as a yacht club marina with several amenities in support of the Turnberry Isle residential community including a yacht club building, a spa building, a 50-key marina hotel, a pool deck, tennis courts (8 count) and the 117-wet slip marina. However, the aforementioned amenity improvements, with the exception of the wet slip marina, are considered to be physically, functionally and financially obsolete. As such, the owner/developer is considering a four (4) building, 234-unit multi-family residential redevelopment plan on the 7.01-acres of buildable uplands. The wet slip marina renovation & reduction was recently completed and reduced to 68-wet slips that can accommodate larger vessels at a substantially higher rate. The renovated amenities include Ipe wood decking, a aluminum floating dock system, in-slip pump out service, 24-hour security, WiFi, Captain's lounge, safe harbor, covered parking, fitness center, showers & laundry facilities, Turnberry Isle Country Club privileges (1-week complimentary), and dockage discounts for Turnberry Country Club Members.

Property Name Keystone Point Marina  
 Address 1950 NE 135th Street  
 North Miami, FL 33181  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID N/A

**Unit Mix Detail**

Rate Timeframe	N/A				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
Daily - Transient Dry Rack	N/A	N/A	1	\$1	\$0.75
Daily - Transient Wet Slip	N/A	N/A	1	\$2	\$1.50
Monthly - Dry Rack	N/A	N/A	1-42	\$20-\$975	\$23.15
Monthly - Wet Slip	N/A	N/A	1-55	\$23-\$2,145	\$38.71
Monthly - Wet Slip	N/A	N/A	1	\$28	\$27.75
Totals/Avg	0			N/A	N/A

**Improvements**

Land Area	4.780 ac	Status	Existing
Net Rentable Area (NRA)	N/A	Year Built	1957
Total # of Units	320 Slip	Year Renovated	1986
Floor Count	N/A	Condition	Good
Parking Type	Surface	Exterior Finish	Metal
General Amenities	N/A		

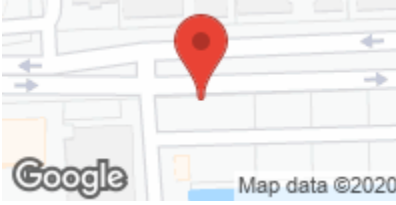
**Rental Survey**

Occupancy	97%	Owner	N/A
Tenant Size	20 - 110 sf	Management	N/A
Lease Term	1 - 12 Mo(s).	Concessions	0 - 0%
Reimbursements	Gross	Survey Date	05/2020
Rent Changes/Steps	N/A	Survey Notes	N/A

## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u>
No actual leases available for this property.										

## Map &amp; Comments



Keystone Point Marina is wet slip and dry rack marina located along NE 135th Street, just east of Biscayne Boulevard in North Miami, Florida. The facility is a deep water access marina via the Intracoastal Waterway and Biscayne Bay. It features 300 outdoor dry racks and 20 wet slips. Dry rack storage can accommodate vessels up to 42 feet, while wet slips can accommodate up to 110 feet. Outdoor dry rack storage rates ranges from \$20.00 to \$22.50 per linear foot per month depending on boat size. Wet slip rates range from \$22.50 to \$27.75 per linear foot per month depending on boat size. Short term and transient rates by require a reservation and are quoted at \$1.50 per foot per day in water and \$0.75 per foot per day for dry rack storage. The facility includes 4 travel lifts, boat wash down facilities, 24-hour access and unlimited use. The facility has floating docks and wooden finger piers, a free pump out station, marine diesel and regular unleaded gasoline, 24-hour access, 30 & 50 amp electric service and fresh water hook-ups. Currently, 8 dry racks and 2 wet slips were available with occupancy at approximately 97%. Rental rates have not changed in 2018.

Property Name Rickenbacker Marina  
 Address 3301 Rickenbacker Causeway  
 Key Biscayne, FL 33149  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID N/A

**Unit Mix Detail**

Rate Timeframe N/A

Unit Type	No.	%	Size (sf)	Rent	Rent / sf
Monthly Wet - 35' to 54'	N/A	N/A	1	\$39	\$39.00
Monthly Wet - 55' to 64'	N/A	N/A	1	\$45	\$45.00
Monthly Wet - 65' to 74'	N/A	N/A	1	\$55	\$55.00
Monthly Wet - 75' & Over	N/A	N/A	1	\$66-\$8	\$37.00
Transient /Daily - 45' & Over	N/A	N/A	1	\$8	\$8.00
Transient/Daily - 35' to 44'	N/A	N/A	1	\$6	\$6.00
Totals/Avg	0			N/A	N/A

**Improvements**

Land Area	5.200 ac	Status	Existing
Net Rentable Area (NRA)	N/A	Year Built	1977
Total # of Units	568 Slip	Year Renovated	2009
Floor Count	4	Condition	Good
Parking Type	Surface	Exterior Finish	Concrete Block
General Amenities	N/A		

**Rental Survey**

Occupancy	95%	Owner	N/A
Tenant Size	20 - 110 sf	Management	N/A
Lease Term	1 - 12 Mo(s).	Concessions	0 - 0%
Reimbursements	Modified Gross	Survey Date	05/2020
Rent Changes/Steps	N/A	Survey Notes	N/A



## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u>
No actual leases available for this property.										

## Map &amp; Comments



Rickenbacker Marina is a full Service marina located on Virginia Key, Florida, just off the Intracoastal Waterway at Marker 67 (ICM #67) on the northeast side of the Benjamin Powell Bridge. The dry rack and wet slip facility has capacity for 500 vessels. There are 3 marina forklifts, on-site maintenance companies with monthly maintenance plans (washing, waxing, bottom paint, etc.) and service mechanics. The wet slip component is located at the west end of the property and can accommodate up to 200 vessels up to 100' in length and 9' of draft. The dry rack component is located on the east end of the property and can accommodate up to 300 vessels. The dry rack rental rate is \$30.00 to \$33.00 per linear foot, with a minimum boat length of 25-feet. The Jet Ski storage can accommodate up to 130 Jet Skis. Jet Ski storage rates are \$425 per month for open rack storage, \$450 per month for covered rack storage and \$500 per month for indoor storage. Rental rates are all inclusive. The facility offers 110v-30 amp and 220v-50 amp electric shore power. All slips have access to water, 24-hour dock attendants, security with guards & video surveillance, showers, free WiFi and live boards are available. Moorings are serviced regularly by a professional diving service. This is a City of Miami ground leased marina that is being considered for major renovation & repositioning, subject to resolution of pending litigation with existing operator/lessee.

Property Name Retail/Office Bldg.  
 Address 1609 Alton Road  
 Miami Beach, FL 33139  
 United States

Government Tax Agency N/A  
 Govt./Tax ID 02-3234-018-0320

**Site/Government Regulations**

	Acres	Square feet
Land Area Net	0.172	7,492
Land Area Gross	0.172	7,492
Excess Land Area	N/A	N/A

Site Development Status	Finished
Shape	Rectangular
Topography	Level, At Street Grade
Utilities	All available

Maximum Floor Area	N/A
Maximum FAR	N/A
Actual FAR	1.16
Frontage Distance/Street	N/A Alton Road

Zoning CD-2  
 General Plan N/A

**Improvements**

Gross Leasable Area (GLA)	8,700 sf	Floor Count	1
Status	Existing	Parking Type	Surface
Occupancy Type	Multi-tenant	Parking Ratio	1.15/1,000 sf
Year Built	1947	Condition	Average
Year Renovated	1985	Exterior Finish	Stucco
Total Anchor Rentable Area	N/A	Number of Buildings	1
Total In Line Rentable Area	N/A		
Anchor	N/A		
Junior Anchor	N/A		
National	N/A		

**Contact**

Recorded Owner	N/A	Leasing Agent	Jessee Sutton
True Owner	N/A	Company	N/A

**Rental Survey**

Occupancy	100%	Tenant Size	2,000 - 2,500 sf
In Line Retail Occupancy	100%	Lease Term	60 - 120 Mo(s).
Reimbursements	NNN	Annual Base Rent	\$80.34 - \$105.06 per sf
Rent Changes/Steps	3%/Yr.	Free Rent	N/A
Survey Date	03/2020	TI Allowance	N/A
Survey Notes	N/A	Reimbursement Amount	\$19.00 per sf
		Total Oper. & Fixed Exp.	N/A

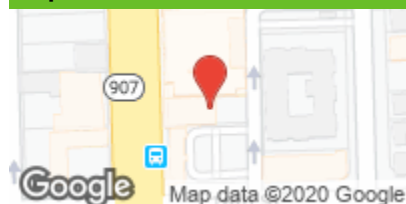


# Comparable Retail - Misc. Freestanding Retail No. 9

## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size (sf)</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate per</u> <u>sf</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u> <u>per sf</u>
Sky Nails	Retail	2,650	60	Renewal	9/1/2018	\$105.06	NNN	3%/Yr.	0	\$0.00
Sobe Liquors	Retail	2,000	84	Renewal	11/1/2017	\$80.34	NNN	3%/Yr.	0	\$0.00

## Map & Comments



This comparable is an 8,700-square foot mixed-use retail and office property located at 1609 Alton Road in Miami Beach, Florida. The improvements were constructed in 1996, renovated in 2002 and are situated on a .17-acre site, which includes 10 parking spaces located at the rear of the property. The subject is currently 100% occupied. Ground floor retail office tenants include Nail Republic (2,500 sf) and Sobe Liquors (2,000 sf); the second floor office tenant is AIDS Healthcare (4,200 sf) who renewed in August of 2019 at \$37.14 per square foot, triple net. Free rent and tenant improvements are negotiable.

Property Name      Saber 1800 Alton  
 Address              1800 Alton Road  
                          Miami Beach, FL 33139  
                          United States

Government Tax Agency    Miami-Dade  
 Govt./Tax ID                02-3233-012-0130

**Site/Government Regulations**

	Acres	Square feet
Land Area Net	0.550	23,952
Land Area Gross	N/A	N/A
Excess Land Area	N/A	N/A

Site Development Status	Finished
Shape	Rectangular
Topography	Level, At Street Grade
Utilities	All

Maximum Floor Area      35,928 sf  
 Maximum FAR              1.50  
 Actual FAR                  1.49

Frontage Distance/Street	150 ft Alton Road
Frontage Distance/Street	145 ft 18th Street

Zoning                      CD-2, Commercial Medium Density  
 General Plan              N/A

**Improvements**

Gross Leasable Area (GLA)	31,499 sf	Floor Count	5
Status	Under Construction	Parking Type	Attached Garages
Occupancy Type	Multi-tenant	Parking Ratio	4.48/1,000 sf
Year Built	2018	Condition	New
Year Renovated	N/A	Exterior Finish	Glass
Total Anchor Rentable Area	N/A	Number of Buildings	1
Total In Line Rentable Area	N/A		
Anchor	N/A		
Junior Anchor	N/A		
National	N/A		

**Contact**

Recorded Owner	Saber 1800 Alton LLC	Leasing Agent	David Spitz
True Owner	Saber Real Estate Advisors	Company	DWNTWN Realty Advisors

**Rental Survey**

Occupancy	94%	Tenant Size	2,241 - 22,492 sf
In Line Retail Occupancy	94%	Lease Term	120 - 144 Mo(s).
Reimbursements	NNN	Annual Base Rent	\$56.00 - \$113.77 per sf
Rent Changes/Steps	10-12%/ Every 5 YRS	Free Rent	0 - 2 Mo(s).
Survey Date	03/2020	TI Allowance	\$0.00 - \$70.00 per sf
Survey Notes	N/A	Reimbursement Amount	\$18.00 per sf
		Total Oper. & Fixed Exp.	\$18.00 per sf



## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size (sf)</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate per</u> <u>sf</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u> <u>per sf</u>
Starbucks	Retail	2,241	120	New	4/1/2019	\$70.00	NNN	10% YR 6	0	\$89.25
Citibank, N.A.	Retail	5,065	120	New	2/1/2019	\$113.77	NNN	12.3% YR 6	0	\$88.88
Michaels Stores Inc.	Retail	22,492	144	New	1/15/2019	\$56.00	NNN	Flat	2	\$6.82

## Map &amp; Comments



This comparable is a 31,499-square foot retail property and structured parking garage located at 1800 Alton Road in Miami Beach, Florida. The improvements were completed in 2018 on a 0.55-acre site at the corner of Alton Road and 18th Street in the Sunset Harbour neighborhood. The improvements are comprised of a five-story project with two stories of retail below three stories of parking with 141 spaces. The property is anchored by Michael's Stores occupying 5,908-square feet of ground floor space and the entire 16,584-square foot second floor. Citibank occupies a 5,065-square foot end cap suite and Starbucks occupies a 2,241-square foot in-line space. Currently, one 1,818-square foot retail bay fronting 18th Street is vacant and available for lease with an asking rent of \$70.00 per square foot, triple net. The Michaels and Starbucks leases were signed on NNN terms excluding management fees, while Citibank has a NNN lease inclusive of all expenses.

Property Name Sunset Harbour Shops  
 Address 1854 Bay Road  
 Miami Beach, FL 33139  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID N/A

**Site/Government Regulations**

	Acres	Square feet
Land Area Net	N/A	N/A
Land Area Gross	N/A	N/A
Excess Land Area	N/A	N/A

Site Development Status	Finished
Shape	Rectangular
Topography	Level, At Street Grade
Utilities	All

Maximum Floor Area N/A  
 Maximum FAR N/A  
 Actual FAR N/A

Zoning CD-2  
 General Plan N/A

**Improvements**

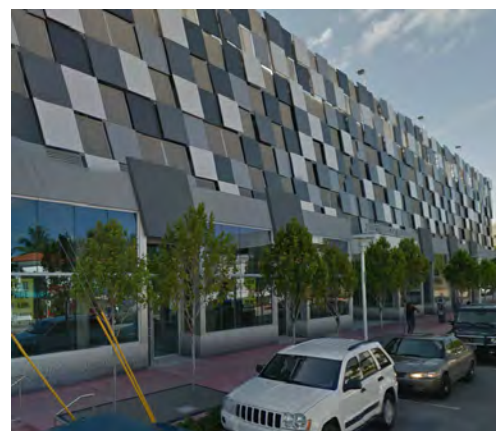
Gross Leasable Area (GLA)	25,928 sf	Floor Count	1
Status	N/A	Parking Type	Above Grade Structure
Occupancy Type	Multi-tenant	Parking Ratio	0.00/1,000 sf
Year Built	2012	Condition	Good
Year Renovated	N/A	Exterior Finish	Concrete
Total Anchor Rentable Area	N/A	Number of Buildings	2
Total In Line Rentable Area	30,000 sf		
Anchor	N/A		
Junior Anchor	N/A		
National	N/A		

**Contact**

Recorded Owner	N/A	Leasing Agent	Melissa Dunn
True Owner	N/A	Company	N/A

**Rental Survey**

Occupancy	92%	Tenant Size	2,000 - 2,037 sf
In Line Retail Occupancy	92%	Lease Term	60 - 120 Mo(s).
Reimbursements	NNN	Annual Base Rent	\$50.00 - \$85.00 per sf
Rent Changes/Steps	3%-5%	Free Rent	N/A
Survey Date	03/2020	TI Allowance	N/A
Survey Notes	N/A	Reimbursement Amount	\$10.00 per sf
		Total Oper. & Fixed Exp.	N/A





## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size (sf)</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate per</u> <u>sf</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u> <u>per sf</u>
Ice Box Cafe	Retail	2,710	60	Renewal	6/1/2018	\$80.00	NNN	3.5%	N/A	N/A
Panther Coffee	Retail	1,650	60	Renewal	4/1/2018	\$54.90	NNN	3%/year	N/A	N/A
Shan Swimwear	Retail	1,019	60	New	1/1/2018	\$85.00	NNN	3.5%/year	N/A	N/A

## Map &amp; Comments



Sunset Harbor Shops is the ground floor retail space of a city owner parking garage located along Bay Road, between 18th Street and 20th Street, in Sunset Harbour area of Miami Beach, Florida. Currently, one 2,037-square foot bay is vacant and available for lease with an asking rent of \$85.00 per square foot, triple net. The most recent lease deals were in the \$50.00 to \$85.00 per square foot, triple net range.

Property Name 17West  
 Address 1681 West Avenue  
 Miami Beach, FL 33139  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID N/A

**Site/Government Regulations**

	Acres	Square feet
Land Area Net	0.861	37,500
Land Area Gross	0.861	37,500
Excess Land Area	N/A	N/A

Site Development Status	Finished
Shape	Rectangular
Topography	Generally Level
Utilities	All

Maximum Floor Area N/A  
 Maximum FAR N/A  
 Actual FAR 0.72

Frontage Distance/Street	N/A Alton Rd.
Frontage Distance/Street	N/A 17th St.

Zoning CD-2, Commercial Medium Density  
 General Plan N/A

**Improvements**

Gross Leasable Area (GLA)	26,958 sf	Floor Count	1
Status	Under Construction	Parking Type	Above Grade Structure
Occupancy Type	Multi-tenant	Parking Ratio	5.94/1,000 sf
Year Built	2018	Condition	Excellent
Year Renovated	N/A	Exterior Finish	Glass
Total Anchor Rentable Area	N/A	Number of Buildings	2
Total In Line Rentable Area	N/A		
Anchor	N/A		
Junior Anchor	N/A		
National	N/A		

**Contact**

Recorded Owner	N/A	Leasing Agent	David Spitz
True Owner	N/A	Company	N/A

**Rental Survey**

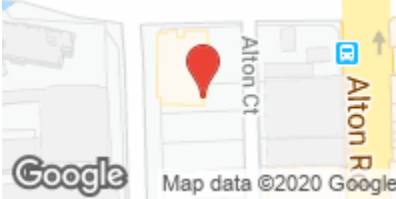
Occupancy	86%	Tenant Size	1,162 - 15,533 sf
In Line Retail Occupancy	86%	Lease Term	84 - 120 Mo(s).
Reimbursements	NNN	Annual Base Rent	\$64.70 - \$125.00 per sf
Rent Changes/Steps	3%/Yr. or 10% Every 5 Yea	Free Rent	N/A
Survey Date	03/2020	TI Allowance	N/A
Survey Notes	N/A	Reimbursement Amount	\$15.00 per sf
		Total Oper. & Fixed Exp.	N/A



## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size (sf)</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate per</u> <u>sf</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u> <u>per sf</u>
SunTrust	Retail	3,696	120	New	12/1/2019	\$125.00	NNN	10% Every 5 Years	N/A	N/A
GNC	Retail	1,162	120	New	10/1/2019	\$110.00	NNN	10% Every 5 Years	N/A	N/A

## Map &amp; Comments



This comparable is a 63,550 square foot mixed use development with ground floor retail, two decks of parking and two floors of multi-family units. The property is located at 1681 West Avenue in the South Beach neighborhood of Miami Beach, Miami-Dade County, Florida. It is known as 17West and is regarded as a Class A property in this market. It is anchored by a Trader Joe's and includes the following national tenants: GNC, Verizon and SunTrust. The second and third floors of the proposed development are parking decks. The subject also includes 26 one-, two- and three-bedroom units on the fourth and fifth floors that have been master leased to a short-term operator, Sonder. The subject is completed; however, not all of the retail space has been built out. Currently, the subject is 86.3% leased.

Property Name BB Plaza  
 Address 1501 Alton Road  
 Miami Beach, FL 33139  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID 02-3234-018-0480 (portion)

**Site/Government Regulations**

	Acres	Square feet
Land Area Net	1.370	60,000
Land Area Gross	N/A	N/A
Excess Land Area	N/A	N/A

Site Development Status	Finished
Shape	Rectangular
Topography	Level, At Street Grade
Utilities	All available

Maximum Floor Area N/A  
 Maximum FAR N/A  
 Actual FAR 0.41

Frontage Distance/Street N/A Alton Road

Zoning Commercial  
 General Plan N/A

**Improvements**

Building Area	N/A	Floor Count	1
Status	N/A	Parking Type	Surface
Occupancy Type	Multi-tenant	Parking Ratio	N/A
Year Built	1991	Condition	Average
Year Renovated	N/A	Exterior Finish	Masonry
Total Anchor Rentable Area	N/A	Number of Buildings	1
Total In Line Rentable Area	24,780 sf		
Anchor	N/A		
Junior Anchor	N/A		
National	N/A		

**Contact**

Recorded Owner	BB Plaza Ltd	Leasing Agent	Alex Fryd
True Owner	Fryd Properties	Company	N/A

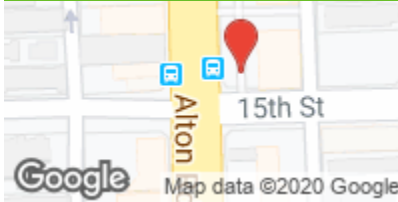
**Rental Survey**

Occupancy	100%	Tenant Size	1,523 sf
In Line Retail Occupancy	100%	Lease Term	36 - 60 Mo(s).
Reimbursements	NNN	Annual Base Rent	\$65.00 - \$70.00 per sf
Rent Changes/Steps	3%/Yr. or CPI	Free Rent	N/A
Survey Date	03/2020	TI Allowance	N/A
Survey Notes	N/A	Reimbursement Amount	\$14.29 per sf
		Total Oper. & Fixed Exp.	N/A

## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size (sf)</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate per</u> <u>sf</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u> <u>per sf</u>
Confidential	Retail	1,260	60	New	8/1/2017	\$70.48	NNN	3%	N/A	N/A

## Map &amp; Comments



This comparable is a retail strip center located on the northeast corner of Alton Road and 15th Street on Miami Beach, Florida. The center includes a surface parking lot providing a parking ratio of approximately 4 spaces per 1,000 square feet. Tenants include Chicken Kitchen, Smoothie King and Sabadell United Bank. The leasing agent reported that a 1,260 square foot space was recently leased to a national tenant at \$70.48 per square foot, triple net. The tenants name and lease details are not being released.

Property Name 555 Washington  
 Address 555 Washington  
 Miami Beach, FL 33139  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID 02-4203-002-0110

**Site/Government Regulations**

	Acres	Square feet
Land Area Net	0.910	39,911
Land Area Gross	N/A	N/A

Site Development Status	Finished
Shape	Rectangular
Topography	Level, At Street Grade
Utilities	All

Maximum Floor Area N/A  
 Maximum FAR N/A  
 Actual FAR 1.58

Frontage Distance/Street	N/A	Washington Ave.
Frontage Distance/Street	N/A	5th Street
Frontage Distance/Street	N/A	6th Street

Zoning N/A  
 General Plan N/A

**Improvements**

Primary Building Area	63,132 sf	Floor Count	4
Net Rentable Area (NRA)	63,132 sf	Parking Type	Above Grade Structure
Usable Area	N/A	Parking Ratio	4.12/1,000 sf
Load Factor	0.00	Condition	Good
Status	Existing	Exterior Finish	Masonry
Occupancy Type	Multi-tenant	Investment Class	A
Year Built	2001	Number of Buildings	N/A
Year Renovated	N/A		
Amenities	N/A		

**Contact**

Recorded Owner	N/A	Leasing Agent	Steve Hurwitz
True Owner	N/A	Company	Continental Real Estate Company

**Rental Survey**

Occupancy	79%	Tenant Size	1,500 - 10,000 sf
Reimbursements	Base Year Stop	Lease Term	60 - 240 Mo(s).
Rent Changes/Steps	3.0%	Annual Base Rent	\$43.00 - \$45.00 per sf
Survey Date	03/2020	Free Rent	2 Mo(s).
Survey Notes	N/A	TI Allowance	\$30.00 - \$70.00 per sf
		Reimbursement Amount	\$0.00 per sf
		Total Oper. & Fixed Exp.	\$18.00 per sf

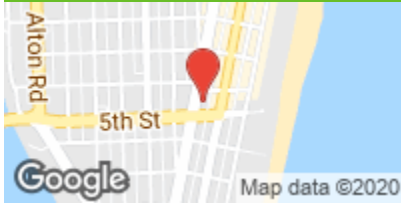




## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u>
No actual leases available for this property.										

## Map &amp; Comments



This comparable represents a Class A mixed-use office/retail building located on the NEC of Washington Avenue and 5th Street in Miami Beach. The improvements were constructed in 2001 on a 0.91-acre site. This property has 21,196 SF of ground floor retail space. The property is 78.8% leased and the current asking rent is in the range of \$43 - \$45 PSF with a base year stop on expenses. The property also includes an attached garage with 260 spaces.

Property Name 404 Washington Avenue  
 Address 404 Washington Avenue  
 Miami Beach, FL 33139  
 United States

Government Tax Agency N/A  
 Govt./Tax ID 02-4203-009-1980

**Site/Government Regulations**

	Acres	Square feet
Land Area Net	0.569	24,788
Land Area Gross	N/A	N/A

Site Development Status	Finished
Shape	Irregular
Topography	Level, At Street Grade
Utilities	All

Maximum Floor Area N/A  
 Maximum FAR N/A  
 Actual FAR 3.50

Frontage Distance/Street	N/A	Washington Avenue
Frontage Distance/Street	N/A	5th Street

Zoning CPS2  
 General Plan N/A

**Improvements**

Primary Building Area	86,752 sf	Floor Count	8
Net Rentable Area (NRA)	60,015 sf	Parking Type	Garage
Usable Area	N/A	Parking Ratio	0.00/1,000 sf
Load Factor	N/A	Condition	Average
Status	Existing	Exterior Finish	Concrete
Occupancy Type	Multi-tenant	Investment Class	A
Year Built	1995	Number of Buildings	1
Year Renovated	N/A		
Amenities	N/A		

**Contact**

Recorded Owner	Dominion Partners LP	Leasing Agent	N/A
True Owner	N/A	Company	N/A

**Rental Survey**

Occupancy	96%	Tenant Size	2,000 - 8,500 sf
Reimbursements	Base Year Stop	Lease Term	60 - 144 Mo(s).
Rent Changes/Steps	3% Annually	Annual Base Rent	\$50.00 per sf
Survey Date	03/2020	Free Rent	0 - 3 Mo(s).
Survey Notes	N/A	TI Allowance	\$20.00 - \$45.00 per sf
		Reimbursement Amount	N/A
		Total Oper. & Fixed Exp.	N/A



## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u>
No actual leases available for this property.										

## Map &amp; Comments



This comparable is a 60,015-square foot, mixed-use office building with ground floor retail located at 404 Washington Avenue in Miami Beach, Florida. The improvements were constructed in 1995 on a .57-acre site. The property has good frontage at the southwest corner of Washington Avenue and 5th Street/MacArthur Causeway/A1A, which is the primary commercial corridor connecting Miami to South Beach. The building consists of an 11,468 SF restaurant space recently leased to Buckhead who will operate a Lobster Bar Sea Grille. Floors two through five are four levels of parking assigned to tenants and available for rent to the public. Floors six through eight consists of 44,962 SF of office space that is currently 96% leased. The office space is good quality finish with a combination of carpet and polished concrete floors, drop down acoustic tile and exposed concrete ceilings. The office space is leased at rents between \$50 PSF with a base year stop on expenses. Lease terms range from five to twelve years with 3% annual escalations. Tenant improvement allowances of up to \$45.00/SF and up to 3 months free rent are typically provided on new leases.

Property Name 1674 Meridian  
 Address 1674 Meridian Avenue  
 Miami Beach, FL 33139  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID 02-3234-007-0580

**Site/Government Regulations**

	Acres	Square feet
Land Area Net	0.190	8,276
Land Area Gross	N/A	N/A

Site Development Status	Finished
Shape	N/A
Topography	Level, At Street Grade
Utilities	N/A

Maximum Floor Area	N/A
Maximum FAR	N/A
Actual FAR	3.62

Zoning	N/A
General Plan	N/A

**Improvements**

Primary Building Area	30,000 sf	Floor Count	5
Net Rentable Area (NRA)	30,000 sf	Parking Type	On-Street
Usable Area	0 sf	Parking Ratio	N/A
Load Factor	100.00	Condition	Average
Status	Existing	Exterior Finish	Masonry
Occupancy Type	N/A	Investment Class	C
Year Built	1959	Number of Buildings	N/A
Year Renovated	2001		
Amenities	N/A		

**Contact**

Recorded Owner	N/A	Leasing Agent	Mindy McIlroy, Terranova Corp.
True Owner	N/A	Company	N/A

**Rental Survey**

Occupancy	37%	Tenant Size	6,578 sf
Reimbursements	Base Year Stop	Lease Term	36 Mo(s).
Rent Changes/Steps	CPI, 3%	Annual Base Rent	\$57.25 per sf
Survey Date	03/2020	Free Rent	0 Mo(s).
Survey Notes	N/A	TI Allowance	\$0.00 per sf
		Reimbursement Amount	N/A
		Total Oper. & Fixed Exp.	\$14.50 per sf



## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u>
No actual leases available for this property.										

## Map &amp; Comments



This comparable is a 5-story, mixed-use office and retail building located along the west side of Meridian Avenue and a half block north of the Lincoln Road pedestrian mall. The common areas include elevator lobby with 2 passenger elevators and common floor restrooms. The ground floor office lobby was recently renovated and has biometric security access. The quoted rental rate for the office suites \$57.25 PSF, based upon a base year expense stop. Free rent and tenant improvement allowances are negotiable.

Property Name 1688 Meridian Ave. Bldg.  
 Address 1688 Meridian Avenue  
 Miami Beach, FL 33139  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID 02-3234-007-0600

**Site/Government Regulations**

	Acres	Square feet
Land Area Net	0.260	11,326
Land Area Gross	N/A	N/A

Site Development Status	Finished
Shape	Rectangular
Topography	Level, At Street Grade
Utilities	To site

Maximum Floor Area N/A  
 Maximum FAR N/A  
 Actual FAR 8.55

Frontage Distance/Street N/A Meridian Avenue

Zoning Commercial  
 General Plan N/A

**Improvements**

Primary Building Area	96,870 sf	Floor Count	10
Gross Building Area (GBA)	96,870 sf	Parking Type	Surface
Usable Area	N/A	Parking Ratio	0.00/1,000 sf
Load Factor	N/A	Condition	Average
Status	Existing	Exterior Finish	Glass
Occupancy Type	Multi-tenant	Investment Class	B
Year Built	1961	Number of Buildings	1
Year Renovated	2018		
Amenities	N/A		

**Contact**

Recorded Owner	N/A	Leasing Agent	Kevin Gonzalez
True Owner	N/A	Company	CBRE

**Rental Survey**

Occupancy	84%	Tenant Size	604 - 3,360 sf
Reimbursements	Base Year Stop	Lease Term	36 - 60 Mo(s).
Rent Changes/Steps	3%-5%/Yr.	Annual Base Rent	\$46.00 per sf
Survey Date	03/2020	Free Rent	0 - 2 Mo(s).
Survey Notes	N/A	TI Allowance	\$0.00 - \$20.00 per sf
		Reimbursement Amount	N/A
		Total Oper. & Fixed Exp.	\$16.00 per sf





## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size (sf)</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate per</u> <u>sf</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u> <u>per sf</u>
Merchant Data Systems	Office	3,548	38	Renewal	3/1/2018	\$28.84	NNN	3%	N/A	N/A
GDS Publishing	Office	9,687	80	New	9/1/2017	\$29.61	NNN	3%	N/A	N/A
The City of Miami Beach	Office	3,349	60	New	8/1/2016	\$29.95	NNN	3%	N/A	N/A
Regus	Office	19,374	121	New	6/1/2016	\$25.00	NNN	3%	N/A	N/A

## Map &amp; Comments



This comparable is a 10-story, multi-tenant professional office building located on the southwest corner of Meridian Avenue and 17th Street, one block north of the Lincoln Road Mall, on Miami Beach, Florida. The building was built in 1962, renovated in 1999 and is in average condition. Limited parking is available on two small surface lots. Currently, the property is 84% leased. The current asking rent is \$46.00 PSF with a base year stop on expenses. Lease terms range from three to five years with 3% to 5% annual increases. Free rent and tenant improvement allowances are negotiable.

Property Name Meridian Center  
 Address 1680 Meridian Avenue  
 Miami Beach, FL 33139  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID 02-3234-007-0590

**Site/Government Regulations**

	Acres	Square feet
Land Area Net	0.250	11,250
Land Area Gross	N/A	N/A

Site Development Status	Finished
Shape	Rectangular
Topography	Level, At Street Grade
Utilities	To site

Maximum Floor Area N/A  
 Maximum FAR N/A  
 Actual FAR 5.37

Frontage Distance/Street N/A Meridian Avenue

Zoning Commercial  
 General Plan N/A

**Improvements**

Primary Building Area	N/A	Floor Count	6
Net Rentable Area (NRA)	54,603 sf	Parking Type	None
Usable Area	N/A	Parking Ratio	0.00/1,000 sf
Load Factor	N/A	Condition	Average
Status	Existing	Exterior Finish	Concrete
Occupancy Type	Multi-tenant	Investment Class	B
Year Built	1957	Number of Buildings	1
Year Renovated	2006		
Amenities	N/A		

**Contact**

Recorded Owner	N/A	Leasing Agent	Steven Hurwitz, CREC
True Owner	N/A	Company	N/A

**Rental Survey**

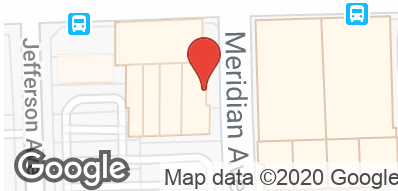
Occupancy	87%	Tenant Size	2,800 sf
Reimbursements	Base Year Stop	Lease Term	36 - 120 Mo(s).
Rent Changes/Steps	3.0%-4.0%/Yr.	Annual Base Rent	\$48.00 per sf
Survey Date	03/2020	Free Rent	0 - 3 Mo(s).
Survey Notes	N/A	TI Allowance	\$20.00 - \$60.00 per sf
		Reimbursement Amount	\$0.00 per sf
		Total Oper. & Fixed Exp.	\$15.00 per sf



## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size (sf)</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate per</u> <u>sf</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u> <u>per sf</u>
Miami Bch. Realty (Keller Williams)	Office	7,300	60	New	11/1/2019	\$53.00	Base Year Stop	3%	0	N/A
Verifract, LLC	Office	2,024	60	New	8/1/2019	\$44.56	Base Year Stop	3%	N/A	\$5.00

## Map &amp; Comments



This 6-story office building is constructed of steel and reinforced concrete. The building has a good location on the west side of Meridian between 17th Street and Lincoln Road in South Beach. There are two passenger elevators. The building was "gut" renovated in 2005/2006. Currently, there is one vacant office suite of 2,944 SF and one vacant retail space of 4,200 SF. Tenant improvement allowances for office space is typically about \$20 PSF, but older spaces are being converted to new modern, open plan design on rollover and that can cost about \$60 PSF including a demo. Free rent has not recently been offered. The property is currently 86.9% leased. Harry's Pizzeria just signed a new retail lease to take a 2,500 SF retail space at a starting rent of \$94 PSF, NNN. However, that included a very high \$600,000 (\$240 PSF) TI.

Property Name 420 Lincoln Road  
 Address 420 Lincoln Road  
 Miami Beach, FL 33139  
 United States

Government Tax Agency Miami-Dade  
 Govt./Tax ID 02-3234-006-0020

**Site/Government Regulations**

	Acres	Square feet
Land Area Net	3.501	152,498
Land Area Gross	3.501	152,498

Site Development Status	Finished
Shape	Rectangular
Topography	Level, At Street Grade
Utilities	All available

Maximum Floor Area N/A  
 Maximum FAR N/A  
 Actual FAR 0.87

Frontage Distance/Street	N/A Lincoln Road
Frontage Distance/Street	N/A Washington Avenue
Frontage Distance/Street	N/A 16th Street
Frontage Distance/Street	N/A Drexel Avenue

Zoning CD-3  
 General Plan N/A

**Improvements**

Primary Building Area	133,237 sf	Floor Count	7
Net Rentable Area (NRA)	133,237 sf	Parking Type	Above Grade Structure
Usable Area	N/A	Parking Ratio	0.00/1,000 sf
Load Factor	N/A	Condition	Average
Status	Existing	Exterior Finish	Masonry
Occupancy Type	Multi-tenant	Investment Class	A
Year Built	1940	Number of Buildings	2
Year Renovated	2002		
Amenities	N/A		

**Contact**

Recorded Owner	N/A	Leasing Agent	Aaron Butler
True Owner	N/A	Company	N/A

**Rental Survey**

Occupancy	91%	Tenant Size	2,000 - 20,000 sf
Reimbursements	Base Year Stop	Lease Term	36 - 120 Mo(s).
Rent Changes/Steps	3%/Yr.	Annual Base Rent	\$43.00 per sf
Survey Date	03/2020	Free Rent	N/A
Survey Notes	N/A	TI Allowance	N/A
		Reimbursement Amount	N/A
		Total Oper. & Fixed Exp.	\$16.00 per sf



## Actual Leases

<u>Tenant Name</u>	<u>Tenancy</u> <u>Use Type</u>	<u>Size</u>	<u>Term</u> <u>(Mo.)</u>	<u>Type of</u> <u>Lease</u>	<u>Start Date</u>	<u>Annual</u> <u>Base</u> <u>Rate</u>	<u>Reimbs.</u>	<u>Rent Changes /</u> <u>Steps</u>	<u>Free</u> <u>Rent</u> <u>(Mo.)</u>	<u>TI</u> <u>Allowance</u>
No actual leases available for this property.										

## Map &amp; Comments



This comparable is a historic, 1940's mixed-use Art Deco office/retail complex comprising a total of 224,610-SF of NRA with two office buildings and a 490-space parking garage. The office component comprises 133,237 square feet; the 91,373 square feet of ground floor retail space has frontage along either Lincoln Road or Washington Avenue. This write-up is for the office space. The owner is repositioning the building by allowing small office leases to expire in order to combine suites for fewer larger tenants. The property is 91.4% leased. It was reported that there are numerous tenants with month-to-month terms, with several tenants wanting to relocated and/or expand. The leasing agent reported that asking rents range from approximately \$43 PSF with a base year stop on expenses. Tenant improvement allowances and free rent are negotiable.

Addendum C

# DRAFT TERM SHEET

## DISCUSSION DRAFT 5/6/2020

### Miami Beach Marina

#### Proposed Lease Amendment, Air Rights Sale, and Development Agreement with City of Miami Beach

##### I. Background.

- a. The property at issue is as follows: (1) the property known as the “Miami Beach Marina site” consisting of (y) an uplands area located at 300 - 344 Alton Road, Miami Beach, Florida, folios # 02-4203-000-0010, 02-4203-009-9210 and 02-4203-009-9250 (“Area 1”) and (z) a submerged land area immediately adjacent to Area 1 and leased by the Board of Trustees of the Internal Improvement Trust Fund of the State of Florida (“TIIF”) to the City of Miami Beach and the Miami Beach Redevelopment Agency (“Area 2;” collectively with Area 1, the “Existing Leased Premises”); (2) Lots 30 and 31 directly north of Area 1 (“Lots 30/31”); and (3) the Alton Road right of way adjacent to Area 1 and Lots 30/31 (the “ROW;” collectively with the Existing Leased Premises and Lots 30/31, the “Property”).<sup>1</sup>
- b. Area 1 and Lots 30/31 are designated for “Public Facility” use under the City’s Comprehensive Plan.
- c. Area 1 and Lots 30/31 are zoned “GU” Civic and Government use.
- d. The parcels assigned Folios # 02-4203-000-0010 and 02-4203-009-9210 are owned by the Miami Beach Redevelopment Agency. The parcel assigned Folio # 02-4203-009-9250 is owned by the City of Miami Beach.
- e. Miami Beach Marina Associates, Ltd. (MBM) is the long-term lessee of the Existing Leased Premises under a lease document originally executed June 24, 1983, and subsequently amended through April 15, 1998 (the “Marina Lease”). MBM contemplates assigning the lease (as amended and restated<sup>2</sup>) to an entity (together with its successors in interest, the “Marina Lessee”) affiliated with MBM and Alton Road Mixed Use Investment, LLC (“ARMUI”), as such Marina Lease (as amended and restated) may after the City-wide referendum referenced in Section III.c. below be subleased to an affiliated entity solely with respect to the Upland Premises (as such term is hereafter defined) excluding storage,

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<sup>1</sup> Developer/GLG to provide copy of deed search report to confirm ownership of parcels.

<sup>2</sup> Parties to discuss new lease arrangement, including effective date of new lease and termination of existing lease.



administrative and other spaces within the Upland Premises used in connection with the marina operations, to redevelop portions of Area 1, Lots 30/31 and such portions of the ROW, if any, that are to be included within the premises demised under the Marina Lease (as amended and restated).

- f. Marina Lessee has requested an extension of the current term of the Marina Lease, the initial term of which expires on January 1, 2022, to extend from date of the closing of the purchase and sale of the Air Rights Parcel (as such term is hereafter defined) pursuant to the Air Rights PSA (as such term is hereafter defined) and continue for a period of 60 years thereafter. (See Section II below).
- g. ARMUI has requested that the City of Miami Beach (City) convey to ARMUI or an affiliate approved by the City (hereinafter, the “Air Rights Purchaser”) a portion of the air space over Area 1 (the “Air Rights Parcel”), subject to the matters set forth in this term sheet.
- h. Marina Lessee and Air Rights Purchaser<sup>3</sup> intend to develop and construct a mixed-use development on the Property, to include the following elements:
  - 1. Approximately 60 residential units, constructed within approximately 275,000 gross square feet of residential building development within the Air Rights Parcel,
  - 2. Improvements to the Expanded Leased Premises (as such term is hereinafter defined), consisting of:
    - a. Approximately 45,000 square feet of commercial/retail and office use uses, with all required parking spaces for the commercial/retail areas, within Revised Area 1 (as such term is hereinafter defined) (the “Upland Premises”), and
    - b. Approximately 2 acres of publicly accessible open green space, including a 1 acre at grade park, as described in section IV.c. below, within Revised Area 1 (collectively, the “Green Space”).

(hereinafter, the “Project”). The Project shall be further described through a series of actions and documents described below, including an amendment and restatement of the Marina Lease relating to the Property (Section II); the agreement for purchase and sale of the Air Rights Parcel to be negotiated between the City and Air Rights Purchaser (Section III); applicable land use approvals (Section IV); and a Chapter 163, Florida Statutes development agreement, to be negotiated between the City, [Marina Lessee and the Air Rights Purchaser] (Section V).

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<sup>3</sup> Developer to confirm if Marina Lessee and Air Rights Purchaser will be jointly and severally the Developer under the Development Agreement.

## II. Lease Amendment.

Marina Lessee has requested that the City of Miami Beach (City) agree to an amendment and restatement of the Marina Lease as set forth herein (the Marina Lease, as so amended and restated, is hereinafter the “A/R Marina Lease”).

### a. *Lease Term.*

The Initial Term for Area 1 and the right to use Area 2 shall be modified to begin upon the date of the closing of the purchase and sale of the Air Rights Parcel pursuant to the Air Rights PSA and shall continue for a period of 60 years thereafter. The City cannot guaranty that the submerged lands lease with TILF regarding Area 2 (the “Submerged Lands Lease”) shall be extended, but the City shall use its diligent, good faith efforts to cause the term of the Submerged Land Lease to be extended periodically to coincide with the extended term of the A/R Marina Lease.

### b. *Rental Payment.* The rent shall be the greater of:<sup>4</sup>

1. Base Rent of \$[1,640,890], as adjusted annually based on CPI, or
2. Annual Percentage Rent of:
  - A. \$0.04 cents per gallon of gasoline or diesel;
  - B. 35% of all revenues received from any parking facilities serving the Expanded Leased Premises, including without limitation the Parking Garages and the Replacement Parking Facility.
  - C. [10] % of all other Gross Receipts during each Lease Year throughout the Term of the A/R Marina Lease and any extensions thereof that exceed the then applicable thresholds for applicability of percentage rent. “Gross Receipts” means all revenues received by Marina Lessee or any affiliates from any operations of or at the leased premises less Operating Expenses (as such term is hereafter defined) [and certain specified “allowable deductions” currently contemplated by the Marina Lease]<sup>5</sup>. “Operating Expenses” means, on an annual basis all rent under the Submerged Lands Lease, all rent under those certain parking garage leases with each of Murano Grande at Portofino Master Association, Inc., Murano Grande at Portofino Condominium Association, Inc., Icon

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<sup>4</sup> Subject to appraisals.

<sup>5</sup> Subject to appraisals.

Condominium Association, Inc., Yacht Club at Portofino Master Association, Inc. and TRG-SSDI, Ltd., as each has been amended (collectively, the “Parking Agreements” and the parking garages described therein, the “Parking Garages”) and real estate taxes, stormwater fees and assessments for capital improvements payable by the City pursuant to the Parking Agreements. With respect to areas that are subleased, the rent paid by subtenants to the Marina Lessee (and not gross revenues of the subtenants) shall be the “Gross Receipts.” Marina Lessee shall submit periodic reports to the City with respect to Gross Receipts and Operating Expenses, and the A/R Marina Lease will include the City’s mandatory Inspector General audit rights.

*c. Capital Improvements*

As additional consideration for the A/R Marina Lease Marina Lessee will commit to a capital improvement program of \$35 Million over [30 years (current lease term)]<sup>6</sup> [to implement scheduled capital improvements [not to exceed \$ \_\_\_\_\_]]<sup>7</sup>, improve the resiliency of Area 2, modernize the appearance and infrastructure of Area 2, improve way finding and signage and otherwise retain market attractiveness to maximize the percentage rent return to the City with respect to the activities on Area 2, as further described in the A/R Marina Lease. All such improvements and the phasing thereof shall be subject to the City’s approval in accordance with the A/R Marina Lease and TIF’s approval to the extent such approval is required under the then applicable submerged lands lease between TIF and the City regarding Area 2. Marina Lessee shall deliver to the City, as co-obligee, payment and performance bonds in form and substance acceptable to the City in connection with such improvements.

*d. Expanded Leased Premises.*

The Existing Leased Premises shall be contracted to exclude the Air Rights Parcel and shall be expanded to the north to include Lots 30/ 31 and potentially to the east to include some or all of the ROW<sup>9</sup> (the “Expanded Leased Premises”).

*e. Redevelopment.*

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<sup>6</sup> City is requesting shorter period of time, with phases and outside dates. Developer to provide proposal, including phasing, for the City’s review.

<sup>7</sup> Revision requested by Suntex

<sup>8</sup> City understood that \$35,000,000 is independent of Marina Lessee’s scheduled improvements during the lease term.

<sup>9</sup> Expansion of leased premises to include the ROW is under discussion

1. As part of the redevelopment of Area 1, as contracted to exclude the Air Rights Parcel and expanded to include Lots 30/31 and potentially some or all of the the ROW (Area 1, as so contracted and expanded, "Revised Area 1"), the Marina Lessee shall be authorized to demolish the existing improvements on Revised Area 1, subject to the Marina Lessee agreeing to pay to the City not less than \$[1,640,890]<sup>10</sup>, as adjusted annually based on CPI, throughout the construction period for the redevelopment of Revised Area 1 until the Certificate of Occupancy for the Replacement Facilities as described below is issued. It is intended that operations of the marina in Area 2 will continue during the period of redevelopment of Area 1, but may be disrupted or otherwise impacted in the ordinary course as the result of the development and construction operations on Area 1; provided, however, at all times during such construction, Marina Lessee shall cause access to the baywalk to remain open to and safe for use by the public.
2. Redevelopment of Revised Area 1 shall be approximately 45,000 SF of replacement, revenue producing, upland facilities containing a mix of uses that may include marina and or neighborhood oriented retail uses, cafes and/or restaurants, office and similar uses, but shall not include any free-standing outdoor bars, night clubs or other uses prohibited by the Marina Lease and the new Green Space (the "Replacement Facilities"). Nothing in the A/R Marina Lease will prohibit or limit a restaurant from having a full-service bar within its [indoor] leased space<sup>11</sup>.
3. The Replacement Facilities shall also include approximately [140]<sup>12</sup> parking spaces for use by the marina to replace the existing spaces and shall include appropriate drop off and valet and service facilities necessary to serve Area 2 (the "Replacement Parking Facility"). All parking for office and retail tenants of the Upland Premises shall be subject to charges at prevailing rates at City parking garages in the region.
4. The Marina Lessee shall remain and/or become responsible for the maintenance and operation of the parking facilities serving Revised

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<sup>10</sup> Subject to appraisals.

<sup>11</sup> The City has asked for clarification regarding whether the full service bar would be indoors or outdoors. If the leased premises include outdoor areas, then it is intended that bars may be included within such outdoor areas. Planning Director to confirm.

<sup>12</sup> Developer to provide clarity regarding total parking spaces to be available for all of the uses of the Project, e.g., marina, commercial/office, retail, residential.

Area 1, including without limitation, the Parking Garages and the Replacement Parking Facility, the baywalk extending from MacArthur Causeway to the north and [ ]<sup>13</sup> to the south, and the Replacement Facilities to be developed on Revised Area 1 including but not limited to the Green Space and access ways, in each case, in accordance with City-prescribed standards to be set forth in the A/R Marina Lease. If Marina Lessee fails to satisfy such standards, in lieu of declaring a default, the City shall have the right to levy and the Marina Lessee shall pay a fine to the City for each such failure or continuance of such failure. The A/R Marina Lease shall obligate the Marina Lessee to pay all Operating Expenses and to reimburse the City in the amount of \$787,381 for amounts previously paid by the City pursuant to the Parking Agreements.<sup>14</sup>

5. The Marina Lessee shall be solely responsible for all costs and work associated with the Green Space improvements (including, without limitation, the design, permitting and construction), which improvements shall include, but not be limited to, resurfacing, drainage, landscaping, hardscaping, sidewalks, irrigation, signage, and lighting, and the design of such improvements shall be subject to the prior written approval of the City Manager or its designee.
6. The Marina Lessee shall be responsible for the safety, security and maintenance of the Green Space in accordance with City-prescribed standards to be set forth in the A/R Marina Lease. If Marina Lessee fails to satisfy such standards, in lieu of declaring a default, the City shall have the right to levy and the Marina Lessee shall pay a fine to the City for each such failure or continuance of such failure.
7. The City, the Marina Lessee and Air Rights Purchaser shall enter into the REA (as such term is hereafter defined) concurrently with closing of the transactions under the Air Rights PSA.
8. Marina Lessee shall fully cooperate with the City in connection with the City's or Miami-Dade County's operation and maintenance of a future water taxi/ferry and landing area within the leased premises at a location north of Pier A or such other location as determined by the City and/or Miami-Dade County, which landing area may include, without limitation, [public restrooms, a bike station, a ticket booth and vehicular parking to serve the water taxi/ferry]<sup>15</sup>.

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<sup>13</sup> City to confirm.

<sup>14</sup> To be discussed.

<sup>15</sup> To be discussed.

9. The A/R Marina Lease shall define the first class marina standard and include updated maintenance and public appearance/cleanliness standards, including parking maintenance standards for striping. If Marina Lessee fails to satisfy such standards, in lieu of declaring a default, the City shall have the right to levy and the Marina Lessee shall pay a fine to the City for each such failure or continuance of such failure. Parties to discuss Parking Facility Management and Operation Agreement, as amended, and incorporating obligations with respect thereto in an exhibit to the A/R Marina Lease.

10. The Green Space shall be subject to a perpetual public access easement and the City shall have the right to approve and designate the use and programming of the one-acre at grade portion of the Green Space adjacent to the baywalk.

11. The Marina Lessee shall be required to commence and complete construction of the Replacement Facilities in accordance with deadlines reasonably determined by the City and further described in the A/R Marina Lease.

12. The Marina Lessee shall deliver to the City, as co-obligee, payment and performance bonds in form and substance acceptable to the City in connection with the completion of the Replacement Facilities.

13. Marina Lessee shall fully cooperate with the City in connection with the City's operation and maintenance of a mooring field in the general vicinity of the marina and landing area within the leased premises, which landing area may include, without limitation, public restrooms, bike station and docking location for dinghies.

14. The Replacement Facilities shall also include public restrooms independent of the public restrooms located within the Parking Garages.

15. The Replacement Facilities shall also include replacement of the existing underground fuel storage tanks.

*f. Security Deposit.*

City shall retain the existing security deposit under the Marina Lease and notwithstanding anything to the contrary set forth in the Marina Lease, all interest accrued on the security deposit shall become part of the security deposit.

*g. City Boat Slips and Parking Spaces.*

Marina Lessee, at no cost to the City, shall provide four (4) boat slips of not less than forty (40) feet, as chosen by the City for public purposes (e.g., police department, fire department) and four (4) parking spaces to accompany the use such boat slips within the nearest available parking facility.

*h. City Resident Discounts.*

Annual fees for wet slips for boats of less than 50 feet charged to City residents shall not increase by more than five percent (5%) over the prior year's annual fees.

*i. Transfers.*

Marina Lessee's rights to sublease, assign or otherwise transfer the A/R Marina Lease or its rights thereunder will be subject to specified criteria as further described in the A/R Marina Lease.

**III. Air Rights Purchase.<sup>16</sup>**

- a. ARMUI has proposed a purchase price to the City in connection with the purchase and sale of the Air Rights Parcel at full Fair Market Value (hereinafter the "Purchase Price"), which shall be not less than \$50 Million.
- b. The City shall obtain two (2) independent appraisals of the Fair Market Value of the Air Rights Parcel, with such appraisers to be selected by the City Manager or his designee, at his sole and reasonable discretion, and paid for by Air Rights Purchaser, to determine the Purchase Price of the Air Rights Parcel based on its development potential as a 275,000 gross square feet residential building with approximately 60 dwelling units and other factors reasonably determined by the City.<sup>17</sup>
- c. Concurrently with the execution and delivery of the Development Agreement, the City and Air Rights Purchaser shall enter into a purchase and sale agreement regarding the Air Rights Parcel (the "Air Rights PSA"), but acknowledge and agree that the Air Rights PSA will be subject to approval of a Ballot Question(s) by a majority vote of the voters in a City-wide referendum. The "Ballot Question(s)" are the following: amendment and extension of the Marina Lease, the sale of the Air Rights Parcel, and, if necessary, any clarification of the site FAR. The Air Rights PSA shall provide for an escrow deposit in the amount of \$5,000,000 to be paid to the City at signing ("PSA Deposit"), which shall become non-refundable upon

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<sup>16</sup> To be further revised based on the appraisal working group discussions

<sup>17</sup> Insert provisions regarding determination of purchase price if the appraisals reflect different amounts



approval of the Ballot Questions pursuant to the City-wide referendum and shall be subject to return to the Air Rights Purchaser solely in the event of a termination by the City as set forth in Section V.c.1. below. The Air Rights PSA will include as exhibits thereto the forms of A/R Marina Lease and of the REA.

- d. The sale of Air Rights Parcel shall be subject to, and comply with, Ch. 82, Article II, Sections 82-36 through 82-40, of the City Code (entitled “Sale or Lease of Public Property”).
- e. City will convey fee simple interest to the Air Rights Parcel to Air Rights Purchaser upon Closing, at which time Air Rights Purchaser will pay to the City the Purchase Price for the Air Rights Parcel. The A/R Marina Lease and REA shall be executed and delivered concurrently with closing under the Air Rights PSA.
- f. The Closing will occur within ninety (90) days following satisfaction of the following conditions: (i) the issuance of all necessary final, non-appealable approvals for the Project from the City’s Design Review Board and Planning Board; and (ii) the City Commission’s adoption of the Comprehensive Plan and Zoning Code Changes described in Section IV below. If Closing has not occurred on or before thirty-six (36) months after the effective date of the Development Agreement and approval of the Ballot Questions pursuant to the City-wide referendum for any reason other than a termination by the City as set forth in Section V.c.1. below, then the City shall have the right to terminate the Air Rights PSA and retain the PSA Deposit.
- g. Since the improvements to be constructed within the Air Rights Parcel shall not be located at ground level and instead shall be located above a portion of the retail components of the Project, at Closing a vertical subdivision shall be created and City, the Marina Lessee and Air Rights Purchaser shall enter into a reciprocal easement and operating agreement (the “REA”) granting reciprocal easements, imposing covenants addressing the respective needs of the City, the Marina Lessee and Air Rights Purchaser, and, for avoidance of doubt, acknowledging that the following rights with respect to the Air Rights Parcel shall survive termination/expiration of the A/R Marina Lease:
  - 1. Access, ingress and egress easements, including, without limitation, pedestrian, vehicular and service;
  - 2. Parking easements;
  - 3. Easements of structural support and foundation easements;
  - 4. Utility easements;

5. Easements for all required back of house support facilities for each party; and
  6. Covenants for the long-term operation, maintenance and cost sharing of all applicable areas, and creation of association(s) or other entity through which such operation, maintenance and cost sharing shall occur.
- h. Air Rights Purchaser will pay all Closing costs (including, without limitation, the City's outside counsel fees for the transaction, which shall be paid on a monthly basis) related to the Air Rights PSA.
  - i. **Except** for transfers to affiliates of the Air Rights Purchaser approved by the City, Air Rights Purchaser shall not be entitled to assign or transfer its rights under the Air Rights PSA until the issuance of a certificate of occupancy for the Project. Any such approved transferee of the Air Rights PSA shall assume all remaining obligations of the Air Rights Purchaser under the Air Rights PSA; provided, however, the Air Rights Purchaser shall not be released from its obligations thereunder. For avoidance of doubt, upon issuance of a certificate of occupancy for the Project, the Air Rights Purchaser may freely transfer all or any portion of the Air Rights Parcel and may assign (both collaterally and absolutely) any or all surviving provisions under the Air Rights PSA; provided, however, that in no event shall any such transferee be a "prohibited person" to be defined in the Air Rights PSA.
  - j. The City shall not be a party to or have any obligation to join in or consent to any declaration of condominium, declaration of covenants or other regime subdividing the Air Rights Parcel.
  - k. Air Rights Purchaser shall be required to commence and complete construction of the improvements on the Air Rights Parcel in accordance with deadlines reasonably determined by the City and further described in the Development Agreement.

#### IV. City Actions.<sup>18</sup>

- a. The parties acknowledge and agree that, as a condition to the Closing of the Air Rights Parcel purchase and execution and delivery of the A/R Marina Lease and REA, the City Commission, acting in its regulatory capacity, shall, at its discretion, consider certain actions to accommodate the proposed development plan and design for the Project (collectively, the "Project Approvals"). The Project Approvals include the following:

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<sup>18</sup> Under review by City.

1. Comprehensive Plan Changes.

A. An amendment to the 2040 Comprehensive Plan to modify the text of the Public Facility: Governmental Use (PF) designation.

B. The following changes would be made to Policy RLU 1.1.17 of the Comprehensive Plan Resilient Land Use and Development Element:

**Policy RLU 1.1.17 Public facility: Governmental uses (PF)**

Purpose: To provide development opportunities for existing and new government uses, as well as public-private redevelopments.

Uses which may be permitted: Government uses, parking facilities, affordable or workforce housing, various types of commercial uses including business and professional offices, retail sales and service establishments, and eating and drinking establishments, and public-private marina redevelopments.

Public-private marina redevelopments shall include significant publicly accessible green open space and may permit the following uses: Retail sales and service establishments; commercial uses, including business and professional offices; eating and drinking establishments; apartment residential uses; and recreational uses.

Intensity Limits: Intensity may be limited by such set back, height, floor area ratio and/or other restrictions as the City Commission acting in a legislative capacity determines can effectuate the purpose of this land use category and otherwise implement complementary public policy. However, in no case shall the intensity exceed a floor area ratio of 3.5.<sup>19</sup>

2. Zoning Code Change.

An amendment to Section 142-698 and 142-699 of the Land Development Regulations to read as follows: <sup>20</sup>

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<sup>19</sup> FAR under discussion

<sup>20</sup> Proposed changes to CPS-4 height, setbacks and rooftop use to be provided

- b. The City's Design Review Board shall consider certain actions to accommodate the proposed development plan and design for the Project. Such actions include the following:
  - 1. Approval of the Project and the Green Space.
  - 2. Any associated variances for the Project and the Green Space.
- c. The application to the Design Review Board for Project approval shall include design plans for the Green Space. The Green Space shall consist of landscaping and hardscape improvements; lighting; irrigation for landscaping; outdoor seating and other outdoor furniture (if requested by the City); baywalk improvements; upgraded City-approved wayfinding and signage such as directional signage, access signage and similar signs (excluding private signage); and other accessory facilities. The Green Space shall be open to the public no later than the date a CO is issued for the Project.
- d. The City's Planning Board, shall consider approval of a conditional use for new construction of structures 50,000 square feet and over, as well as any other conditional uses necessary for the Project. Planning Board review is the first step in the process before Design Review Board review.
- e. The City Commission, Design Review Board and the Planning Board shall have no obligation to take any (or all) of the above stated actions; provided, however, that if the above stated City actions are not taken, then:
  - 1. Marina Lessee may, at its discretion, elect to terminate the Development Agreement (as defined in Section V, below), without liability to Marina Lessee. In the event of such termination, however, Marina Lessee shall be responsible for any attorney's fees incurred by the City with respect to the Development Agreement up to the date of termination; and
  - 2. Air Rights Purchaser may, at its discretion, elect to terminate the Air Rights PSA, without liability to Air Rights Purchaser. In the event of such termination, however, Air Rights Purchaser shall be responsible for any attorney's fees incurred by the City with respect to the Air Rights PSA, up to the date of termination and shall be entitled to the return of its PSA Deposit, less the amount of the City's reimbursable costs and expenses, which shall be disbursed to the City, to the extent not previously paid by Air Rights Purchaser.

Any such Termination of the Air Rights PSA shall automatically terminate the Development Agreement, and any such termination of the Development

Agreement shall automatically terminate the Air Rights PSA. In such event the Marina Lease shall remain in effect, unmodified.

- f. Marina Lessee and Air Rights Purchaser will be responsible for submitting any required applications for development approvals, with City as co-applicant, if and as necessary, for the Project (i.e., City Commission, Design Review Board, and Planning Board approvals), and for securing any and all final, non-appealable development approvals and permits for the Project.

V. **Development Agreement.** The above terms and other matters will be incorporated into a Development Agreement (the “Development Agreement”), which will include as an exhibit thereto the form of the Air Rights PSA (which, in turn, will include as exhibits thereto the forms of A/R Marina Lease and the REA), and which will provide for development of the Replacement Facilities, conveyance of the Air Rights Parcel and an amendment and restatement of the Marina Lease, to include, at a minimum, the following additional terms:

- a. Marina Lessee and Air Rights Purchaser will be responsible for submitting and obtaining any and all final, non-appealable development approvals for the Project (e.g., City Commission, Design Review Board, and Planning Board). Marina Lessee and Air Rights Purchaser acknowledge and agree that any such development approvals are subject to, and conditioned upon, approval by applicable development boards, in their sole and reasonable discretion.
- b. Except as to (i) involuntary transfers (as shall be defined in the Development Agreement and which will include, without limitation, foreclosure transfers and transfers in lieu of foreclosure), (ii) mortgages and pledges in favor of senior and mezzanine lenders that are “Institutional Lenders” (as shall be defined in the Development Agreement), (iii) transfers of direct/indirect ownership provided the principals of Marina Lessee and/or Air Rights Purchaser, in the aggregate, maintain control and majority ownership of the Marina Lessee and Air Rights Purchaser, as applicable, and (iv) transfers for estate planning purposes or as the result of death provided the transferor (or the applicable heir) retains control of the transferred interest, [Marina Lessee and Air Rights Purchaser]<sup>21</sup> shall not be entitled to assign or transfer their respective rights under the Development Agreement until after the issuance of a CO for the Project. Any transferee shall assume all remaining obligations of Marina Lessee under the Development Agreement, including without limitation, Marina Lessee’s obligation to improve the Green Space as set forth in Section III, above.

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<sup>21</sup> Parties to Development Agreement to be discussed.

c. The term of the Development Agreement shall be for [\_\_\_\_\_] years.<sup>22</sup> Time periods will be tolled due to force majeure (strikes, lockouts, acts of God, and other causes beyond the control of either party); appeals or other judicial or administrative challenges to Project approvals; and delays in obtaining permits from other governmental agencies. Notwithstanding the foregoing, in the event that a third party (unrelated or unaffiliated with the City, Air Rights Purchaser or the Marina Lessee) files any lawsuit, action or proceeding challenging the validity, issuance or execution, as applicable, of the sale of the Air Rights Parcel, the Air Rights PSA, the **Project Approvals** or the Development Agreement (each, a "Lawsuit"), then Air Rights Purchaser shall defend any such Lawsuit at its sole cost and expense using legal counsel reasonably acceptable to the City. Air Rights Purchaser shall further indemnify and hold the City harmless from and against all actual damages, losses, liabilities, fees, cost and expense (including attorneys' fees, costs and expenses) of any and every kind arising out of or relating to any such Lawsuit. The foregoing indemnity shall survive the expiration of earlier termination of the Air Rights PSA and the Development Agreement. Further, while any Lawsuit is pending, then Air Rights Purchaser shall not be required to close under the Air Rights PSA; and the City shall not be required to effectuate the Air Rights Parcel transfer, nor shall the terms of the Development Agreement become effective, until thirty (30) days after the Lawsuit has been completed and finally disposed of in a manner that sustains the validity of the challenged actions. If the Lawsuit is still pending for more than thirty (30) months after approval of the Development Agreement<sup>23</sup>, Air Rights Parcel transfer, Air Rights PSA, and the Project Approvals, then:

1. any party to the Development Agreement or the Air Rights PSA, at its option, may elect to terminate the Development Agreement or the Air Rights PSA, without cause;
2. If the City elects to terminate the Development Agreement, City shall return to Air Rights Purchaser PSA Deposit;
3. the Air Rights Parcel transfer shall not be effectuated; and
4. the City and Air Rights Purchaser shall have no further obligation and/or liability to each other, and the City and the Marina Lessee shall have no further obligation and/or liability to each other.

Any such Termination of the Air Rights PSA shall automatically terminate the Development Agreement, and any such termination of the Development

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<sup>22</sup> Parties to discuss term. City proposes aligning term with outside dates for closing.

<sup>23</sup> Discuss baseline from which tolling will commence (item 18 on the white paper)

Agreement shall automatically terminate the Air Rights PSA. In such event the Marina Lease shall remain in effect, unmodified.

- VI. **Outside Counsel Review.** Marina Lessee and Air Rights Purchaser agree to reimburse the City for, or at City's option, pay directly, on a monthly basis, any attorney's fees incurred by the City for outside counsel's review and negotiation of the Development Agreement, the Air Rights PSA, and related agreements, not to exceed reasonable amounts, as mutually agreed upon by the Parties (which counsel shall be selected and approved by the City Attorney).



Addendum D

# LEGAL DESCRIPTION



**First American**

**Exhibit A**

ISSUED BY

**First American Title Insurance Company**

File No: 1062-4670862

**AREA 1 [UPLANDS]:**

All of Lots 22 through 29, inclusive, and Lot 21, LESS the Southerly 40.00 feet thereof, in Block 111, of OCEAN BEACH, FLORIDA ADDITION NO. 3, according to the Plat thereof, as recorded in Plat Book 2, Page 81, of the Public Records of Miami-Dade County, Florida, TOGETHER WITH a 40.00 foot right-of-way on the Bay side of the Hope and Rebecca Tower Property, (being Lots 15 through 20 and the Southerly 40.00 feet of Lot 21, Block 111, of Ocean Beach, Florida Addition No. 3;

TOGETHER WITH an Easement over or under and upon the Westerly 100.00 feet of Lots 30 and 31, all in Block 111, OCEAN BEACH, FLORIDA ADDITION NO. 3; as recorded in Plat Book 2, Page 81, of the Public Records of Miami-Dade County, Florida.

**AREA 2 [SUBMERGED LANDS]:**

A portion of land lying West of and adjacent to Block 111, of OCEAN BEACH, FLORIDA ADDITION NO. 3, according to the Plat thereof, as recorded in Plat Book 2, at Page 81, of the Public Records of Miami-Dade County, Florida, more particularly described as follows; Commence at the Northwest corner of Section 3, Township 54 South, Range 42 East; Thence run Easterly along the North line of said Section 3 for 1,350.00 feet, more or less, to a point on the East line of Block 90 of the aforementioned Plat; Thence run South 00 degrees 30'00" E along the East line of Blocks 90, 89, 88, 87, 86, 85, 84, 83, 82, 81, 80, 79 and a portion of Block 111 and along their Southerly extensions for 5,207.00 feet to the Southeast corner of Lot 1, Block 111 of said Subdivision; Thence run S 89 degrees 05'00" W, along the South line of said Lot 1, Block 111 for 260.00 feet to a point on the East water line of Biscayne Bay, said point also being the POINT OF BEGINNING of the Tract of land hereinafter described; Thence run N 32 degrees 12' 16" W, along a line 300.00 feet West of and parallel with the Westerly right of way line of Alton Road for 2,159.28 feet to a point, Thence run N 28 degrees 29'08" W for 323.93 feet to an intersection with a line that is 35.00 feet Northerly of and parallel with the North line of a lot designated 49 B as shown on the AMENDED PLAT OF LOTS 43 TO 50, BLOCK 111, OCEAN BEACH, FLA., ADDITION NO. 3, as recorded in Plat Book 14, at Page 70, of the Public Records of Miami-Dade County, Florida; Thence run N 88 degrees 07'28" W for 35.69 feet; Thence run S 57 degrees 47'44" W for 254.60 feet; Thence run N 32 degrees 12'16" W for 20.00 feet; Thence run S 57 degrees 47'44" W for 300.00 feet to a point; Thence run S 32 degrees 12' 16" E for 1,154.00 feet to a point; Thence run S 57 degrees 47'44" W for 150.00 feet to a point; Thence run S 32 degrees 12' 16" E for 500.00 feet to a point; Thence run N 57 degrees 47'44" E for 150.00 feet to a point; Thence run S 32 degrees 12' 16" E for 912.00 feet to a point; Thence run S 67 degrees 48'22" E for 347.79 feet to a point; Thence run N 57 degrees 47'44" E for 360.62 feet, more or less, to other lands of The City of Miami Beach; Thence run N 32 degrees 11 '37" W for 326.25 feet, more or less, by other lands of The City of Miami Beach, to the POINT OF BEGINNING.

Addendum E

# CLIENT ENGAGEMENT & SCOPE OF WORK

# Proposal and Contract for Services

CBRE, Inc.  
777 Brickell Avenue, Suite 1100  
Miami, FL 33131  
[www.cbre.us/valuation](http://www.cbre.us/valuation)

April 9, 2020

**Stuart J. Lieberman, MAI**  
Vice President

Mark M. Milisits, RPA  
Division Director  
**MIAMI BEACH**  
1833 Bay Road, 2<sup>nd</sup> Floor  
Miami Beach, FL 33139  
Phone: 305.673.7000  
Email: MarkMilisits@miamibeachfl.gov

RE: Assignment Agreement  
Wet Slip Marina, Parking Garage & High-Rise Development Site  
Miami Beach Marina, 344 - 400 Alton Road  
Miami Beach, FL 33139

Dear Mr. Milisits:

We are pleased to submit this proposal and our Terms and Conditions for this assignment.

## PROPOSAL SPECIFICATIONS

<b>Purpose:</b>	To estimate the Fair Market Value & Fair Market Rent of the referenced real estate
<b>Premise:</b>	As Is
<b>Rights Appraised:</b>	Fee Simple
<b>Intended Use:</b>	Internal Decision Making for marketing, and sale or lease negotiation purposes
<b>Intended User:</b>	The intended user is the City of MIAMI BEACH ("Client"), and such other parties and entities (if any) expressly recognized by CBRE as "Intended Users" (as further defined herein).
<b>Reliance:</b>	Reliance on any reports produced by CBRE under this Agreement is extended solely to parties and entities expressly acknowledged in a signed writing by CBRE as Intended Users of the respective reports, provided that any conditions to such acknowledgement required by CBRE or hereunder have been satisfied. Parties or entities other than Intended Users who obtain a copy of the report or any portion thereof (including Client if it is not named as an Intended User), whether as a result of its direct dissemination or by any other means, may not rely upon

any opinions or conclusions contained in the report or such portions thereof, and CBRE will not be responsible for any unpermitted use of the report, its conclusions or contents or have any liability in connection therewith.

**Inspection:**

CBRE will conduct a physical inspection of both the interior and exterior of the subject property, as well as its surrounding environs on the effective date of appraisal, subject to CDC guidelines.

**Valuation Approaches:**

The Sales Comparison and Income Capitalization Approaches will be completed.

**Report Type:**

Standard Appraisal Report

**Appraisal Standards:**

USPAP

**Appraisal Fee:**

\$18,000

\*\$250 to \$350 per hour for in person meetings, conferences, hearings and-or expanded scope of work, if needed.

**Expenses:**

Fee includes all associated expenses

**Retainer:**

A retainer of \$10,000 is required

**Payment Terms:**

Final payment is due upon delivery of the final report or within thirty (30) days of your receipt of the draft report, whichever is sooner. The fee is considered earned upon delivery of the draft report.

**Delivery Instructions:**

We will invoice you for the assignment in its entirety at the completion of the assignment.

CBRE encourages our clients to join in our environmental sustainability efforts by accepting an electronic copy of the report.

An Adobe PDF file via email will be delivered to MarkMilisits@miamibeachfl.gov. The client has requested Three (3) bound final copy (ies).

**Delivery Schedule:****Preliminary Value:**

Not Required

**Draft Report:**

Upon Client's request

**Final Report:**

\_20 business days / 4-weeks after the Start Date

**Start Date:**

The appraisal process will start upon receipt of your signed agreement, the retainer, and the property specific data.

**Acceptance Date:**

These specifications are subject to modification if this proposal is not accepted within 20 business days from the date of this letter.

**Market Volatility:**

The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organization as a global pandemic on the 11th March 2020, is causing heightened uncertainty in both local and global market conditions. Our valuation is based on the information available to us at the date of valuation. You acknowledge that our reports may include clauses highlighting the heightened market uncertainty if appropriate, and we recommend our valuation is kept under frequent review.

Both governments and companies are initiating travel restrictions, quarantine and additional safety measures in response to the COVID-19 pandemic. If, at any point, our ability to deliver the services under this LOE are restricted due to the pandemic, we will inform you within a reasonable timeframe and work with you on how to proceed. Whilst we will endeavor to meet the required timeframe for delivery, you acknowledge any Government or company-imposed restrictions due to the virus may impede our ability to meet the timeframe and/or deliverables of this engagement, and delays may follow. Any delays or inability to deliver on this basis would not constitute a failure to meet the terms of this engagement.

When executed and delivered by all parties, this letter, together with the Terms and Conditions and the Specific Property Data Request attached hereto and incorporated herein, will serve as the Agreement for appraisal services by and between CBRE and Client. Each person signing below represents that it is authorized to enter into this Agreement and to bind the respective parties hereto.

We appreciate this opportunity to be of service to you on this assignment. If you have additional questions, please contact us.

Sincerely,

**CBRE, Inc.**  
**Valuation & Advisory Services**



Stuart J. Lieberman, MAI  
Vice President  
As Agent for CBRE, Inc.  
T 305.381.6472  
stuart.lieberman@cbre.com

## AGREED AND ACCEPTED

FOR MIAMI BEACH ("CLIENT"):

Signature

Jimmy Morales  
Name305.673.7000  
Phone Number

Date

City Manager  
TitleMarkMilisits@miamibeachfl.gov  
E-Mail AddressAPPROVED AS TO  
FORM & LANGUAGE  
& FOR EXECUTION

FOR APPRAISER:

Signature

Stuart J. Lieberman, MAI  
Name4/20/2020  
Phone Number

Date

Vice President  
Titlestuart.lieberman@cbre.com  
E-Mail Address

City Attorney

Date

## ADDITIONAL OPTIONAL SERVICES

Assessment & Consulting Services: CBRE's Assessment & Consulting Services group has the capability of providing a wide array of solution-oriented due diligence services in the form of property condition and environmental site assessment reports and other necessary due diligence services (seismic risk analysis, zoning compliance services, construction risk management, annual inspections, etc.). CBRE provides our clients the full complement of due diligence services with over 260 employees in the U.S. that are local subject matter experts.

Initial below if you desire CBRE to contact you to discuss a proposal for any part or the full complement of consulting services, or you may reach out to us at

[WhitePlainsProposals@cbre.com](mailto:WhitePlainsProposals@cbre.com). We will route your request to the appropriate manager. For more information, please visit [www.cbre.com/assessment](http://www.cbre.com/assessment).





## TERMS AND CONDITIONS

1. The Terms and Conditions herein are part of an agreement for appraisal services (the "Agreement") between CBRE, Inc. (the "Appraiser") and the client signing this Agreement, and for whom the appraisal services will be performed (the "Client"), and shall be deemed a part of such Agreement as though set forth in full therein. The Agreement shall be governed by the laws of the state where the appraisal office is located for the Appraiser executing this Agreement.
2. Client shall be responsible for the payment of all fees stipulated in the Agreement. Payment of the appraisal fee and preparation of an appraisal report (the "Appraisal Report, or the "report") are not contingent upon any predetermined value or on an action or event resulting from the analyses, opinions, conclusions, or use of the Appraisal Report. Final payment is due as provided in the Proposal Specifications Section of this Agreement. If a draft report is requested, the fee is considered earned upon delivery of the draft report. It is understood that the Client may cancel this assignment in writing at any time prior to delivery of the completed report. In such event, the Client is obligated only for the prorated share of the fee based upon the work completed and expenses incurred (including travel expenses to and from the job site), with a minimum charge of \$500. Additional copies of the Appraisal Reports are available at a cost of \$250 per original color copy and \$100 per photocopy (black and white), plus shipping fees of \$30 per report.
3. If Appraiser is subpoenaed or ordered to give testimony, produce documents or information, or otherwise required or requested by Client or a third party to participate in meetings, phone calls, conferences, litigation or other legal proceedings (including preparation for such proceedings) because of, connected with or in any way pertaining to this engagement, the Appraisal Report, the Appraiser's expertise, or the Property, Client shall pay Appraiser's additional costs and expenses, including but not limited to Appraiser's attorneys' fees, and additional time incurred by Appraiser based on Appraiser's then-prevailing hourly rates and related fees. Such charges include and pertain to, but are not limited to, time spent in preparing for and providing court room testimony, depositions, travel time, mileage and related travel expenses, waiting time, document review and production, and preparation time (excluding preparation of the Appraisal Report), meeting participation, and Appraiser's other related commitment of time and expertise. Hourly charges and other fees for such participation will be provided upon request. In the event Client requests additional appraisal services beyond the scope and purpose stated in the Agreement, Client agrees to pay additional fees for such services and to reimburse related expenses, whether or not the completed report has been delivered to Client at the time of such request.
4. Appraiser shall have the right to terminate this Agreement at any time for cause effective immediately upon written notice to Client on the occurrence of fraud or the willful misconduct of Client, its employees or agents, or without cause upon 5 days written notice.
5. In the event Client fails to make payments when due then, from the date due until paid, the amount due and payable shall bear interest at the maximum rate permitted in the state where the office is located for the Appraiser executing the Agreement. In the event either party institutes legal action against the other to enforce its rights under this Agreement, the prevailing party shall be entitled to recover its reasonable attorney's fees and expenses. Each party waives the right to a trial by jury in any action arising under this Agreement.
6. Appraiser assumes there are no major or significant items or issues affecting the Property that would require the expertise of a professional building contractor, engineer, or environmental consultant for Appraiser to prepare a valid report. Client acknowledges that such additional expertise is not covered in the Appraisal fee and agrees that, if such additional expertise is required, it shall be provided by others at the discretion and direction of the Client, and solely at Client's additional cost and expense.
7. Client acknowledges that Appraiser is being retained hereunder as an independent contractor to perform the services described herein and nothing in this Agreement shall be deemed to create any other relationship between Client and Appraiser. This engagement shall be deemed concluded and the services hereunder completed upon Appraiser's completion of all services and tasks set forth in this Agreement and the delivery to Client of the final Appraisal Report discussed herein.

8. All statements of fact in the report which are used as the basis of the Appraiser's analyses, opinions, and conclusions will be true and correct to Appraiser's actual knowledge and belief. Appraiser does not make any representation or warranty, express or implied, as to the accuracy or completeness of the information or the condition of the Property furnished to Appraiser by Client or others. TO THE FULLEST EXTENT PERMITTED BY LAW, APPRAISER DISCLAIMS ANY GUARANTEE OR WARRANTY AS TO THE OPINIONS AND CONCLUSIONS PRESENTED ORALLY OR IN ANY APPRAISAL REPORT, INCLUDING WITHOUT LIMITATION ANY WARRANTY OF FITNESS FOR ANY PARTICULAR PURPOSE EVEN IF KNOWN TO APPRAISER. Furthermore, the conclusions and any permitted reliance on and use of the Appraisal Report shall be subject to the assumptions, limitations, and qualifying statements contained in the report.
9. Appraiser shall have no responsibility for legal matters, including zoning, or questions of survey or title, soil or subsoil conditions, engineering, or other similar technical matters. The report will not constitute a survey of the Property analyzed.
10. Client shall provide Appraiser with such materials with respect to the assignment as are requested by Appraiser and in the possession or under the control of Client. Client shall provide Appraiser with sufficient access to the Property to be analyzed, and hereby grants permission for entry unless discussed in advance to the contrary.
11. The data gathered in the course of the assignment (except data furnished by Client) and the report prepared pursuant to the Agreement are, and will remain, the property of Appraiser. With respect to data provided by Client, Appraiser shall not violate the confidential nature of the Appraiser-Client relationship by improperly disclosing any proprietary information furnished to Appraiser. Notwithstanding the foregoing, Appraiser is authorized by Client to disclose all or any portion of the report and related data as may be required by statute, government regulation, legal process, or judicial decree, including to appropriate representatives of the Appraisal Institute if such disclosure is required to enable Appraiser to comply with the Bylaws and Regulations of such Institute as now or hereafter in effect.
12. Unless specifically noted, in preparing the Appraisal Report the Appraiser will not be considering the possible existence of asbestos, PCB transformers, or other toxic, hazardous, or contaminated substances and/or underground storage tanks (collectively, "Hazardous Material") on or affecting the Property, or the cost of encapsulation or removal thereof. Further, Client represents that there is no major or significant deferred maintenance of the Property that would require the expertise of a professional cost estimator or contractor. If such repairs are needed, the estimates are to be prepared by others, at Client's discretion and direction, and are not covered as part of the Appraisal fee.
13. In the event Client intends to use the Appraisal Report in connection with a tax matter, Client acknowledges that Appraiser provides no warranty, representation or prediction as to the outcome of such tax matter. Client understands and acknowledges that any relevant taxing authority (whether the Internal Revenue Service or any other federal, state or local taxing authority) may disagree with or reject the Appraisal Report or otherwise disagree with Client's tax position, and further understands and acknowledges that the taxing authority may seek to collect additional taxes, interest, penalties or fees from Client beyond what may be suggested by the Appraisal Report. Client agrees that Appraiser shall have no responsibility or liability to Client or any other party for any such taxes, interest, penalties or fees and that Client will not seek damages or other compensation from Appraiser relating to any such taxes, interest, penalties or fees imposed on Client, or for any attorneys' fees, costs or other expenses relating to Client's tax matters.
14. Appraiser shall have no liability with respect to any loss, damage, claim or expense incurred by or asserted against Client arising out of, based upon or resulting from Client's failure to provide accurate or complete information or documentation pertaining to an assignment ordered under or in connection with this Agreement, including Client's failure, or the failure of any of Client's agents, to provide a complete copy of the Appraisal Report to any third party.
15. LIMITATION OF LIABILITY. EXCEPT TO THE EXTENT ARISING FROM SECTION 16 BELOW, OR SECTION 17 IF APPLICABLE, IN NO EVENT SHALL EITHER PARTY OR ANY OF ITS AFFILIATE, OFFICERS, DIRECTORS, EMPLOYEES, AGENTS, OR CONTRACTORS BE LIABLE TO THE OTHER, WHETHER BASED IN CONTRACT, WARRANTY, INDEMNITY, NEGLIGENCE, STRICT LIABILITY OR OTHER TORT OR OTHERWISE, FOR ANY SPECIAL, CONSEQUENTIAL, PUNITIVE, INCIDENTAL OR INDIRECT DAMAGES, AND AGGREGATE DAMAGES IN CONNECTION WITH THIS AGREEMENT FOR EITHER PARTY (EXCLUDING THE OBLIGATION TO PAY THE

FEES REQUIRED HEREUNDER) SHALL NOT EXCEED THE GREATER OF THE TOTAL FEES PAYABLE TO APPRAISER UNDER THIS AGREEMENT OR TEN THOUSAND DOLLARS (\$10,000). THIS LIABILITY LIMITATION SHALL NOT APPLY IN THE EVENT OF A FINAL FINDING BY A COURT OF COMPETENT JURISDICTION THAT SUCH LIABILITY IS THE RESULT OF A PARTY'S FRAUD OR WILLFUL MISCONDUCT.

16. Client shall not disseminate, distribute, make available or otherwise provide any Appraisal Report prepared hereunder to any third party (including without limitation, incorporating or referencing the Appraisal Report, in whole or in part, in any offering or other material intended for review by other parties) except to (i) any third party expressly acknowledged in a signed writing by Appraiser as an "Intended User" of the Appraisal Report provided that either Appraiser has received an acceptable release from such third party with respect to such Appraisal Report or Client provides acceptable indemnity protections to Appraiser against any claims resulting from the distribution of the Appraisal Report to such third party, (ii) any third party service provider (including rating agencies and auditors) using the Appraisal Report in the course of providing services for the sole benefit of an Intended User, or (iii) the extent required by statute, government regulation, legal process, or judicial decree, including as required under the Public Records Laws, including, without limitation, Chapter 119, Florida statutes. In the event Appraiser consents, in writing, to Client incorporating or referencing the Appraisal Report in any offering or other materials intended for review by other parties, Client shall not distribute, file, or otherwise make such materials available to any such parties unless and until Client has provided Appraiser with complete copies of such materials and Appraiser has approved all such materials in writing. Client shall not modify any such materials once approved by Appraiser. In the absence of satisfying the conditions of this paragraph with respect to a party who is not designated as an Intended User, in no event shall the receipt of an Appraisal Report by such party extend any right to the party to use and rely on such report, and Appraiser shall have no liability for such unauthorized use and reliance on any Appraisal Report.
17. Time Period for Legal Action. Except to the extent prohibited by applicable law, unless the time period is shorter under applicable law, and except in connection with paragraph 16 above, Appraiser and Client agree that any legal action or lawsuit by one party against the other party or its affiliates, officers, directors, employees, contractors, agents, or other representatives, whether based in contract, warranty, indemnity, negligence, strict liability or other tort or otherwise, relating to (a) this Agreement or the Appraisal Report, (b) any services or appraisals under this Agreement or (c) any acts or conduct relating to such services or appraisals in connection with this Agreement, shall be filed within three (3) years from the date of delivery to Client of the Appraisal Report to which the claims or causes of action in the legal action or lawsuit relate. The time period stated in this section shall not be extended by any incapacity of a party or any delay in the discovery or accrual of the underlying claims, causes of action or damages.



# Proposal and Contract for Services

## SPECIFIC PROPERTY DATA REQUEST

In order to complete this assignment under the terms outlined, CBRE, Inc., Valuation & Advisory Services, will require the following specific information for the property:

1. PLEASE NOTIFY US IMMEDIATELY IF ANY OTHER CBRE SERVICE LINE (INCLUDING CAPSTONE) IS INVOLVED IN THE BROKERAGE, FINANCING, INVESTMENT OR MANAGEMENT OF THIS ASSET.

Right-click to select data request list

If any of the requested data and information is not available, CBRE, Inc., reserves the right to extend the delivery date by the amount of time it takes to receive the requested information or make other arrangements. Please have the requested information delivered to the following:

Stuart J. Lieberman, MAI  
Vice President  
stuart.lieberman@cbre.com  
CBRE, Inc.  
Valuation & Advisory Services  
777 Brickell Avenue, Suite 1100  
Miami, FL 33131

# MIAMI BEACH

City of Miami Beach, 1700 Convention Center Drive, Miami Beach, Florida 33139, [www.miamibeachfl.gov](http://www.miamibeachfl.gov)  
PROPERTY MANAGEMENT DEPARTMENT  
Office of Real Estate  
Tel: 305-673-7193 / Fax: 305-673-7033

March 9, 2020

**Sent Via E-Mail**

**Re: Market Value Appraisal for the Miami Beach Marina site located at 344 Alton Road, Miami Beach, Florida.**

To Whom It May Concern:

Please be advised that the City of Miami Beach (City) is evaluating the proposed redevelopment of the Miami Beach Marina site and is seeking bids to establish the market value of the property, which is more specifically described below:

Miami Beach Marina Site: (as depicted on the attached Exhibit A:

Area 1: Upland parcel consisting of approximately 155,200 square feet of land area (Folio #: 02-4203-009-9210 at 125,200 square feet and Folio #: 02-4203-009-9250 at 30,000 square feet per Miami-Dade County Property Appraiser)

Area 2: Approximately 1,648,937 square feet of submerged land, pursuant to that certain Sovereignty Submerged Lands Lease between the City and the Board of Trustees of the Internal Improvement Trust Fund of the State of Florida (Lessor), recorded December 12, 2010. The lease commenced April 28, 2010 and expires January 21, 2036, and provides for approximately 406 boat slips, with an annual fee payable to Lessor in the amount of \$207,731 (2020), plus annual CPI increases.

Area 3: Ground floor of the parking garage at the Yacht Club at Portofino Condominium, 90 Alton Road, consisting of approximately 115 parking spaces, as well as permanent laundry, lavatory and shower facilities.

Ground floor of the parking garage at the Murano at Portofino Condominium, 1000 South Pointe Drive, consisting of approximately 108 parking spaces, as well as permanent laundry, lavatory and shower facilities.

Area 4: Ground floor of the parking garage at the Murano Grande at Portofino Condominium, 400 Alton Road, consisting of approximately 142 parking spaces, as well as permanent laundry, lavatory and shower facilities, a trash room and a maintenance room.

Ground floor of the parking garage at the Icon Condominium, 450 Alton Road, consisting of approximately 206 parking spaces, as well as

permanent office space (approximately 4,769 square feet) and an electric room.

The appraisal should determine the following:

1. The fair market value of the development rights associated with Area 1, to be sold/transferred to the developer, less approximately 43,000 square feet of retail/restaurant space to be owned by the City and included in the lease to the marina lessee.
2. The fair market rental value of the marina lease, including items such as base rent, percentage rent, annual increases, public benefits, etc., taking into consideration the following:
  - i) The current marina lease shall be extended for a total term up to 99 years, including renewal options.
  - ii) The marina lessee shall retain the right to operate the boat slips located on Area 2.
  - iii) The marina lease shall include approximately 43,000 square feet of retail/restaurant space to be located on Area 1.
  - iv) Revenue to marina lessee from all operations including, but not limited to, ancillary uses such as retail rent/income, fuel sales, parking, etc.
  - v) The marina lessee shall retain the right to operate and maintain the four (4) garage units located on Areas 3 & 4 (containing approximately 571 parking spaces).

Please submit a proposal to provide these services no later than Monday, March 16, 2020. Please be advised that **TIME IS OF THE ESSENCE** for this project and, as such, weighting of turnaround time will be given additional consideration for this proposal. Your proposal should reflect the cost and the date by which a fully certified appraisal will be completed and delivered to the City. Please include a resume for the appraiser who will be preparing the appraisal on behalf of the City, including the license information for said appraiser. Additionally, please provide at least two (2) examples of similar appraisals which have been completed within the last five (5) years.

Please submit your cost and time frame proposal via e-mail to [markmilisits@miamibeachfl.gov](mailto:markmilisits@miamibeachfl.gov)

Please let me know if you have any questions or require additional information. I may be reached at (305) 673-7000 extension 26443.

Sincerely,

*Mark Milisits*

Mark M. Milisits, RPA  
Division Director

Attachment:

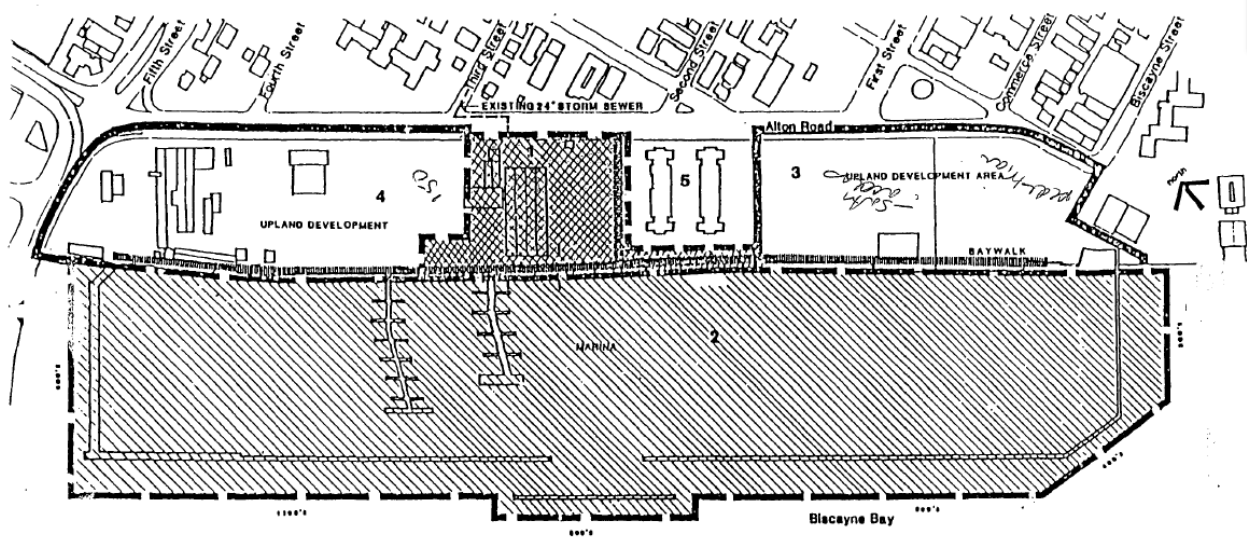
A Miami Beach Marina Site

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*We are committed to providing excellent public service and safety to all who live, work, and play in our vibrant, tropical, historic community.*



## Exhibit A



### LEGEND

1. Mixed Marine Area:  
Lots 11-15 and Lot 16, Block 111, Miami Beach Addition No. 1, P.D. 2, Page 101, as depicted on Map of Map and Material Survey, 1942-11 - certified by the Bureau for Survey and Mapping, Department of the Army.
2. Marine Area of Enclosed Bay:  
A portion of land lying east of and adjacent to Block 111, Miami Beach Addition No. 1, P.D. 2, Page 101, approximately 10 acres.
3. Mixed Development Area:  
Lots 1-10, Block 111, Miami Beach Addition No. 1, P.D. 2, Page 101, as depicted on Map of Map and Material Survey, 1942-11 - certified by the Bureau for Survey and Mapping, Department of the Army.
4. Mixed Development Area:  
Lots 11-15 and Lot 16, Block 111, Miami Beach Addition No. 1, P.D. 2, Page 101, as depicted on Map of Map and Material Survey, 1942-11 - certified by the Bureau for Survey and Mapping, Department of the Army.
5. Map and Material Survey:  
1942-11 - P.D. 2, Block 111, Miami Beach Addition No. 1, P.D. 2, Page 101, as depicted on Map of Map and Material Survey, 1942-11 - certified by the Bureau for Survey and Mapping, Department of the Army.

Addendum F

# QUALIFICATIONS

# Stuart J. Lieberman, MAI

*Vice President, Florida-Caribbean Region*

**CBRE**



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M +13053816462  
Stuart.lieberman@cbre.com

777 Brickell Avenue  
Suite 1100  
Miami, FL 33131

## Clients Represented

- BankUnited
- Ocean Bank
- Centennial Bank
- C-III Asset Management
- City of Miami
- Miami-Dade County, Internal Services Dept.

## Experience

Stuart J. Lieberman, MAI is a Vice president with over 30 years of real estate appraisal and consulting experience. Mr. Lieberman is in the Valuation & Advisory Services Group's Miami office in the South Florida/Caribbean Region.

Since 1987, Mr. Lieberman has provided real estate valuation and consulting services to the financial lending community, institutional clients, government agencies, corporate entities, legal & accounting professionals, developers and private individuals. Mr. Lieberman has experience providing market studies, feasibility studies, highest & best use analysis, market rent studies, expert testimony & litigation support and portfolio analysis.

Mr. Lieberman's experience encompasses a wide variety of property types including single & multi-family residential, senior housing, mobile home parks, high density urban & ocean front developments, open space & public parks, automobile dealerships, service stations & convenience stores, funeral homes, medical office & surgical centers, mixed-use office, financial institutions & branch banks, retail shopping centers & regional malls, parking garages, restaurants & night clubs, movie theatres, health & fitness clubs, marinas & shipping terminals, FBOs (fixed base operations), industrial flex warehouses, bulk distribution, truck terminals, refrigeration warehouses, R&D, business parks, self-storage facilities; and, special purpose properties, including bowling alleys, broadcasting facilities, car wash, historical properties, public & private schools, day care facilities, houses of worship & religious facilities, tourist attractions, sport arenas and entertainment venues & theatres.

## Professional Affiliations / Accreditations

- Appraisal Institute – Designated Member No. 12003
- Certified General Real Estate Appraiser, State of Florida License RZ 1074
- Licensed Real Estate Broker – Associate, State of Florida License BK 0477878

## Education

- University of South Florida, Tampa, FL, BA, Political Science – 1985
- Appraisal Institute, American Institute of Real Estate Appraisers, Society of Real Estate Appraisers and Florida Real Estate Commission core courses, electives and seminars.





Ron DeSantis, Governor

Halsey Beshears, Secretary



**STATE OF FLORIDA**  
**DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION**

**FLORIDA REAL ESTATE APPRAISAL BD**

THE CERTIFIED GENERAL APPRAISER HEREIN IS CERTIFIED UNDER THE  
PROVISIONS OF CHAPTER 475, FLORIDA STATUTES

**LIEBERMAN, STUART JAY**

777 BRICKELL AVE SUITE 1100  
MIAMI FL 33131

**LICENSE NUMBER: RZ1074**

**EXPIRATION DATE: NOVEMBER 30, 2020**

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# James E. Agner, MAI, AI-GRS

CBRE

*Senior Managing Director, Florida-Caribbean Southeast Region*



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## Clients Represented

- LNR Partners
- Wells Fargo
- Truist
- PNC Bank
- Amerant Bank
- Popular Bank
- 5/3 Bank
- First Horizon Bank
- Santander Bank
- Regions Bank
- TD Bank
- Bank United
- US Century
- CitiBank
- Deutsche Bank
- Ocean Bank
- Centennial Bank
- Bank OZK
- First Bank Florida

## Experience

James Agner is the Senior Managing Director of the Valuation & Advisory Services for the Florida-Caribbean Southeast Region. Located in the CBRE Miami office since 1995, Mr. Agner has over thirty years of real estate appraisal and consulting experience throughout the State of Florida, with primary experience in South Florida and in the Caribbean. Mr. Agner is a designated member of the Appraisal Institute (MAI) and General Review Specialist (AI-GRS), member of the Society of Golf Appraisers (SGA), and Royal Institution of Chartered Surveyors (MRICS) and is licensed as a Certified General Real Estate Appraiser in the State of Florida. He also has provided expert witness testimony in the Circuit Courts – State of Florida and United States Bankruptcy Courts.

As Senior Managing Director, Mr. Agner leads a valuation and advisory staff in Miami and Palm Beach Counties that provides exceptional quality appraisal work and client service in South Florida, Treasure Coast and the Florida Keys. He also coordinates all activities for Florida and in the Caribbean, including overseeing new business development, client relations and appraisal quality control production. Mr. Agner is also the National Director of the Golf Valuation Group for CBRE.

## Professional Affiliations / Accreditations

- Appraisal Institute – Designated Member (MAI), Certificate No. 7791
- Appraisal Institute – General Review Specialist (AI-GRS), Certificate No. 69150
- Society of Golf Appraisers (SGA), Certificate No. 25
- Royal Institution of Chartered Surveyors – Member (MRICS), Certificate No. 7505662
- Certified General Real Estate Appraiser, State of Florida, #RZ382
- Licensed Real Estate Broker, State of Florida, BK402088

## Education

- Florida State University, Tallahassee, FL
  - Bachelors of Science in Business Administration, Marketing - 1981





Ron DeSantis, Governor

Halsey Beshears, Secretary



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**DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION**

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**AGNER, JAMES E**

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MIAMI FL 33131

**LICENSE NUMBER: RZ382**

**EXPIRATION DATE: NOVEMBER 30, 2020**

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