

CITY OF SANTA FE
CONTRACT TO PURCHASE PERMANENT AND NON-EXCLUSIVE TRAIL
EASEMENT

CIP # 474-A - Tierra Contenta Trail Project – Buffalo Grass to South Meadows

LOCATION: All that portion of a tract of land, 181 Airport Road within Section 12, Township 16 North, Range 8 East, NMPM City and County of Santa Fe, New Mexico, shown on a plat of survey prepared for Alfonso Jaramillo Jr. and Magdalena Jaramillo recorded as Doc. No. 1041-889 in Plat Book 395, Pages 31 – 32, and which portion may be more particularly described on the attached plat entitled “TRAIL EASEMENT 1 DESCRIPTION – Exhibit A and Exhibit B”

THIS AGREEMENT made and entered into this 29th day of January by and between

Asi La Mar Trailer Park, Inc.

Attn: Alfonso Jaramillo Jr. and Magdalena Jaramillo
6301 Jaramillo Lane
Santa Fe, NM 87507

(Seller), and the City of Santa Fe (Purchaser).

WITNESSETH:

For good and valuable consideration hereafter set forth, the Seller hereby authorizes Purchaser to enter upon Parcel for Trail Connection for trail improvement purposes, subject to the following terms and conditions:

1. The Purchaser, through its duly authorized Agents and Contractors shall perform all demolition of improvements, if any, within the Permanent and Non-Exclusive Trail Easement.
2. The Purchaser is responsible, at Purchaser's sole expense, for maintenance of all trail features. In addition, the Purchaser will perform all typical parks, open space and trail maintenance functions within the Permanent and Non-Exclusive Trail Easement such as trash pick-up, graffiti elimination, police patrol, etc., all at Purchaser's sole expense.
3. Taxes and Special Assessments, if any, delinquent from former years, and Taxes and Special Assessments for the current year, if due and/or payable, shall be paid by the Seller.
4. This Contract embodies the whole agreement between Seller and Purchaser, and there are no promises, terms, conditions or obligations referring to the subject matter hereof, other than as contained herein and described by the attached right-of-way conveyance document Exhibit A.

5. Seller hereby agrees that the compensation herein provided to be paid, includes full compensation for its interest in the Permanent and Non-Exclusive Trail Easement.
6. This Contract shall be binding upon the parties hereto and upon their respective heirs, devisees, executors, administrators, legal representatives, successors and assigns.
7. The terms of this Contract are understood and assented to by the parties and payment is to be made in accordance with the terms hereof. It is further understood and agreed that, except as noted or specified herein, IMMEDIATE, NON-EXCLUSIVE POSSESSION of the Permanent and Non-Exclusive Trail Easement, and the right to enter thereon, is HEREBY GRANTED to the Purchaser, its duly authorized Agents and Contractors, but only upon receipt of all payments due hereunder from Purchaser to the Seller.
8. The terms and conditions of this Contract have been fully explained and are understood by the undersigned, and payment is to be made in accordance with the above conditions.
9. The consideration as set forth in the contract shall constitute full payment for the Permanent and Non-Exclusive Trail Easement.
10. Seller represents and warrants that it has the authority to carry out the transaction contemplated herein and to transfer Seller's interest in the Permanent and Non-Exclusive Trail Easement to Purchaser.
11. No provision of this Contract modifies or waives any provision of the Tort Claims Act and the parties agree that as between the parties, Purchaser's liability shall be determined pursuant to the Tort Claims Act. A certificate of insurance evidencing Purchaser's insurance coverage is attached as Exhibit C.
12. Purchaser and its duly authorized agents and contractors shall perform the improvements and work listed in Items 1 and 2 above as well as operate (collectively, the Work) the Permanent and Non-Exclusive Trail Easement in a good and workmanlike manner and in accordance with all applicable laws, ordinances, codes, rules and regulations.
13. Purchaser hereby agrees that after the completion of any Work upon the Permanent and Non-Exclusive Trail Easement, Purchaser shall restore, at Purchaser's sole expense, any contiguous property owned by Seller as nearly as practicable to the same condition that existed immediately prior to commencing such Work.
14. Seller wishes to sell for \$2,000.00, the Permanent and Non-Exclusive Trail Easement to the City. The Purchaser's property appraisal dated July 3, 2017 is attached as Exhibit D.

Permanent and Non-Exclusive Trail Easement: A 0.182 acre portion of land for a non-exclusive permanent bicycle and pedestrian trail easement as described on the attached Exhibit A and Exhibit B.

SELLER:

NAME

By:

NAME

ADDRESS

Alfonso Jaramillo
6301 Jaramillo Cir
Santa Fe, NM 87507

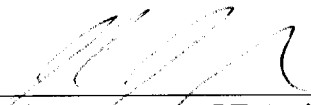
Date:

1/24/18

[REMAINING SIGNATURES APPEAR ON FOLLOWING PAGE]


PURCHASER:

CITY OF SANTA FE:

By: 
John J. Romero, PE Acting Director
Public Works Department

Date: 1/16/18

APPROVED BY:

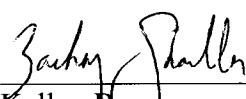

Brian K. Snyder
City Manager

Date: 01/24/2018


Adam K. Johnson, Director
Finance Department

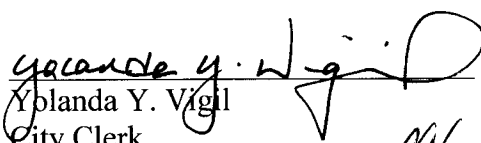
Date: 1/23/18

APPROVED AS TO FORM:

 ASST City Attorney
Kelley Brennan
City Attorney

Date: 1/18/18

Attest:


Yolanda Y. Vigil
City Clerk



CITY OF SANTA FE
GRANT OF PERPETUAL PUBLIC ACCESS NON-MOTORIZED BICYCLE
AND PEDESTRIAN TRAIL EASEMENT *z*

FOR AND IN CONSIDERATION OF THE SUM OF ^{Two} ~~ONE~~ THOUSAND DOLLARS
AND ZERO CENTS (~~\$1,000.00~~) AND OTHER GOOD AND VALUABLE
CONSIDERATION, ~~THE~~ RECEIPT OF WHICH IS HEREBY ACKNOWLEDGED, *lvf*
THE UNDERSIGNED OWNER, *z*

ASI LA MAR TRAILER PARK, INC.

(HEREINAFTER "GRANTOR") DOES HEREBY GRANT, TRANSFER AND
CONVEY TO THE CITY OF SANTA FE, NEW MEXICO (HEREINAFTER
"GRANTEE") A BIKE/PEDESTRIAN PERPETUAL PUBLIC ACCESS TRAIL
EASEMENT WITHIN THE CORPORATE LIMITS OF THE CITY OF SANTA FE,
WHICH LANDS SHALL BE USED BY THE GRANTEE FOR NON-MOTORIZED
RECREATIONAL USES AS REQUIRED FOR THE CONSTRUCTION OF
PROJECT CIP #474-A TIERRA CONTENTA TRAIL OVER THE LANDS
DESCRIBED AND SHOWN ON THE ATTACHED "EXHIBIT A" PREPARED BY
DAWSON SURVEYS INC., FOR SAID PROJECT, RESERVING HOWEVER, TO
GRANTOR THE RIGHT TO UTILIZE AND ENJOY THE LAND DESCRIBED ON
"EXHIBIT A", INCLUDING ACCESS TO LAND OWNED BY THE GRANTOR TO
THE NORTH AND SOUTH OF THE EASEMENT DESCRIBED ON "EXHIBIT A,"
PROVIDING THE USE SHALL NOT INTERFERE WITH THE CONSTRUCTION,
MAINTENANCE, REPAIRING, INSPECTION AND OPERATION OF THE PUBLIC
TRAIL. IF GRANTOR USES THE LAND DESCRIBED IN "EXHIBIT A" IN ANY
WAY THAT WOULD DAMAGE THE TRAIL, GRANTOR SHALL EITHER TAKE
ACTION NECESSARY TO PREVENT SUCH DAMAGE OR PROMPTLY REPAIR
SUCH DAMAGE, IN EITHER CASE AT GRANTOR'S SOLE EXPENSE.

FUTURE TRACT DEVELOPMENT IS SUBJECT TO ALL ZONING
REQUIREMENTS, HOWEVER, THE GRANTING OF THIS TRAIL EASEMENT
SHALL NOT NEGATIVELY AFFECT TRACT DENSITY AND OPEN SPACE
REQUIREMENTS.

IN WITNESS WHEREOF, THE PARTIES HERETO HAVE EXECUTED THIS
EASEMENT ON THIS 29 DAY OF MONTH, YEAR 2018.

January

GRANTOR:

OWNER

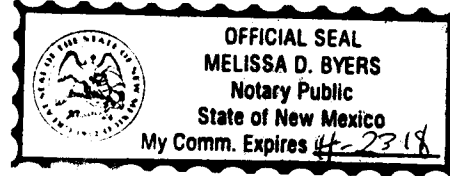
ACKNOWLEDGEMENT

STATE OF NEW MEXICO)
) ss:
COUNTY OF SANTA FE)

THE FOREGOING INSTRUMENT WAS ACKNOWLEDGED BEFORE ME
BY THE CITY OF SANTA FE ON THIS 29th DAY OF ~~DECEMBER, 2010.~~
JANUARY, 2018

Melissa D. Byers
NOTARY PUBLIC

MY COMMISSION EXPIRES:
4-23-18



GRANTEE:

CITY OF SANTA FE

Brian K. Snyder
BRIAN K. SNYDER, CITY MANAGER
01/24/2018

ATTEST:

Yolanda Y. Vigil
YOLANDA Y. VIGIL
CITY CLERK

APPROVED AS TO FORM:

Kelley Brennan Ass't City Attorney for
KELLEY BRENNAN, CITY ATTORNEY

APPROVED:

Adam K. Johnson 1/23/18 AM
ADAM K. JOHNSON, FINANCE DIRECTOR

TRAIL EASEMENT 1 DESCRIPTION

Jaramillo

ALL THAT PORTION OF A TRACT OF LAND, 181 AIRP
WITHIN SECTION 12, TOWNSHIP 16 NORTH, RANGE 8
CITY AND COUNTY OF SANTA FE, NEW MEXICO, SHOWN
ON A SURVEY PREPARED FOR ALFONSO JARAMILLO JR.
MAGDELENA JARAMILLO RECORDED AS DOC. NO. 104
BOOK 395, PAGES 31-32,

WHICH PORTION MAY BE MORE PARTICULARLY DESCRIBED
AS FOLLOWS:

BEGINNING AT THE MOST NORTHERLY CORNER OF S
WHICH LIES S23°18'08"E 415.11 FROM SFC1007;

THENCE S20°12'20"E A DISTANCE OF 20.76 FEET;

THENCE S54°17'10"W A DISTANCE OF 208.77 FEET;

THENCE WITH A CURVE TO THE LEFT A LENGTH OF 36.42 FEET,
WITH A RADIUS OF 165.00 FEET, WITH A CHORD OF S47°57'47"W,
36.34 FEET,;

THENCE S50°05'47"E A DISTANCE OF 15.01 FEET;

THENCE S39°54'13"W A DISTANCE OF 10.00 FEET;

THENCE N50°19'46"W A DISTANCE OF 15.01 FEET;

THENCE WITH A CURVE TO THE LEFT A LENGTH OF 72.92 FEET,
WITH A RADIUS OF 165.00 FEET, WITH A CHORD OF S25°29'06"W,
72.33 FEET,;

THENCE S12°49'26"W A DISTANCE OF 45.38 FEET;

THENCE N89°55'45"W A DISTANCE OF 20.51 FEET;

THENCE N12°49'26"E A DISTANCE OF 49.91 FEET;

THENCE WITH A CURVE TO THE RIGHT A LENGTH OF 82.29 FEET,
WITH A RADIUS OF 185.00 FEET, WITH A CHORD OF N25°34'02"E,
81.62 FEET,;

THENCE N50°19'46"W A DISTANCE OF 5.00 FEET;

THENCE N39°54'13"E A DISTANCE OF 10.16 FEET;

THENCE S50°05'47"E A DISTANCE OF 5.00 FEET;

THENCE WITH A CURVE TO THE RIGHT A LENGTH OF 41.44 FEET,
WITH A RADIUS OF 185.00 FEET, WITH A CHORD OF N47°52'09"E,
41.35 FEET,;

THENCE N54°17'10"E A DISTANCE OF 214.32 FEET;

MORE OR LESS TO THE POINT OF BEGINNING,

HAVING AN AREA OF 0.182 ACRES MORE OR LESS, AS SHOWN
MORE COMPLETELY ON EXHIBIT B, ATTACHED HERETO.


DIEGO J. SISNEROS, N.M.P.L.S. 13986 5/23/2017

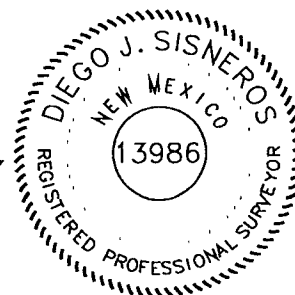
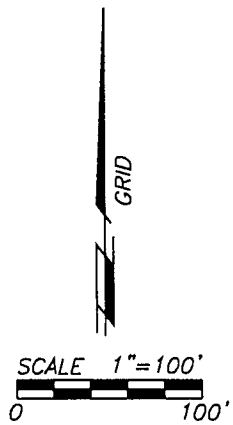


EXHIBIT A



LEGEND

- = CALCULATED PT.
- = FOUND AS SHOWN

ALL IMPROVEMENTS NOT SHOWN ON THIS EXHIBIT. THIS PARCEL IS SUBJECT TO ANY RESTRICTIONS, COVENANTS AND EASEMENTS OF RECORD.

EASEMENT 1 TRAIL EASEMENT EXHIBIT

WITHIN SECTION 12, TOWNSHIP 16 NORTH,
RANGE 8 EAST, NMPM, CITY AND COUNTY
OF SANTA FE, NEW MEXICO

EXHIBIT B SHEET 1 OF 2

DAWSON SURVEYS INC.
PROFESSIONAL LAND SURVEYORS
2502B CAMINO ENTRADA
S.F., N.M. 87507 PH505 471 6660
FILE#cs9618-1 5/23/2017

CONTROL SUMMARY

BEARINGS, DISTANCES & COORDINATES ARE
GRID, N.M. STATE PLANE CENTRAL ZONE.
MEAN COMBINED FACTOR AT
6800' AMSL = 0.999583883.
ALL REFERENCE TO NAD83(1992) DERIVED
FROM DAWSON2 GPS BASE STATION
N=1,687,626.870 E=1,708,833.475
ELE=6572.376',
ESTABLISHED FROM SANTA FE COUNTY
CONTROL STATIONS USING DATA FROM THE
1992 BLUEBOOK REPORT FOR NGS AND
SANTA FE COUNTY.

N/F ASI LA MAR TRAILER PARK, inc.
6311 JARAMILLO LANE
PARCEL NO. 56002141
PLAT 395/31-32

30' SANITARY SEWER
EASEMENT 768/97

EASEMENT 1
SEE SHEET 2

40' ACCESS & UTILITY
EASEMENT PLAT 222/08

TRACT A-1B
N/F KARIM
4132 BUFFALO GRASS ROAD,
PARCEL NO. 54067584

25' WIDE
DRAINAGE
EASEMENT

N/F OPEN SPACE TIERRA
CONTENTA S/D. PARCEL NO.
99306822

CALCULATED S.W. COR.
BASED ON PLAT DATA
395/31-32, ALSO
REFER TO PLAT
302/19-22 & 536/28

#4REBAR
3905 N04°39'W
2.17'

N89°55'45"W
(N89°49'47"W)

#4REBAR
4078 N31°21'E
1.07'

522.76'
(523.34')

3/4" IRON PIPE,
ACCEPTED, PLAT
184/31 & 302/19

3/4" IRON
PIPE

(520°05'00"E)
N20°12'20"W

(676.41')
677.01'

I HEREBY CERTIFY THAT THIS EXHIBIT IS A TRUE REPRESENTATION OF A SURVEY BASED ON THE FIELD WORK COMPLETED UNDER MY PERSONAL SUPERVISION FEB.-JUNE, 2015. TO THE BEST OF MY KNOWLEDGE, THIS EXHIBIT IS CORRECT, TRUE AND MEET THE MINIMUM STANDARDS FOR EASEMENT SURVEYING IN NEW MEXICO.

Diego J. Sisneros
 DIEGO J. SISNEROS, N.M.P.L.S. 13986 5/23/17

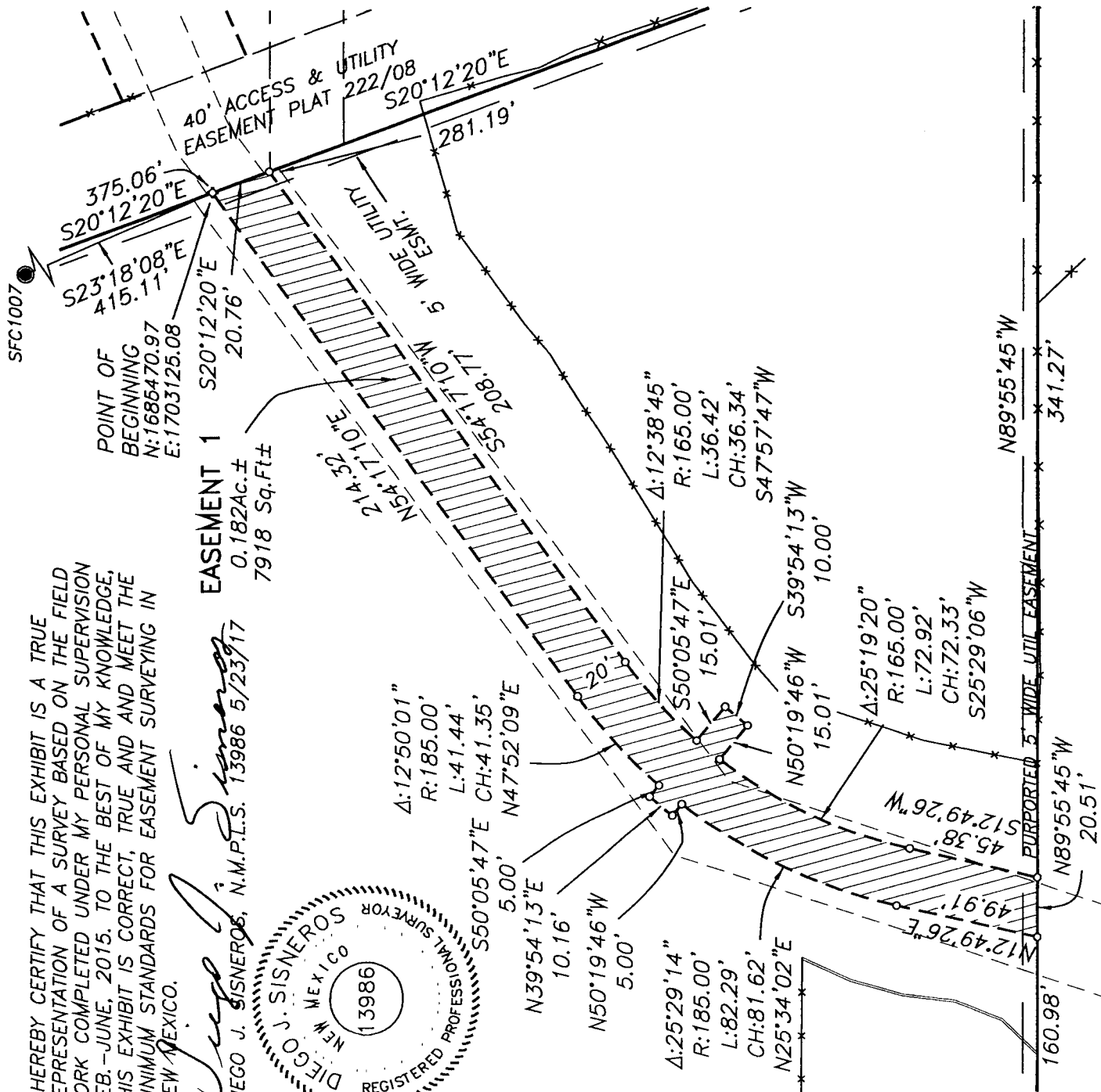


EXHIBIT B SHEET 2 OF 2

DAWSON SURVEYS INC.
 PROFESSIONAL LAND SURVEYORS
 2502B CAMINO ENTRADA
 S.F., N.M. 87507 PH505 471 6660
 FILE#cs9618-1 5/23/2017



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
7/19/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
Arthur J. Gallagher & Co.
Insurance Brokers of CA, Inc. LIC #0726293
18201 Von Karman, Suite 200
Irvine CA 92612

CONTACT NAME:
PHONE (A/C, No, Ext): 949-349-9857 FAX (A/C, No): 949-349-9957
E-MAIL
ADDRESS:

INSURED
City of Santa Fe
Barbara Boltrek
P.O. Box 909
Santa Fe NM 87504

INSURER(S) AFFORDING COVERAGE
INSURER A : The Travelers Indemnity Company of CT 25682
INSURER B : Safety National Casualty Corporation 15105

INSURER C :

INSURER D :

INSURER E :

INSURER F :

COVERAGES

CERTIFICATE NUMBER: 1574554879

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			15N80235	7/1/2017	7/1/2018	EACH OCCURRENCE \$1,050,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$300,000 MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$1,050,000 GENERAL AGGREGATE \$3,000,000 PRODUCTS - COMP/OP AGG \$3,000,000 \$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY <input checked="" type="checkbox"/> \$50,000 SIR			810-2C410241	7/1/2017	7/1/2018	COMBINED SINGLE LIMIT (Ea accident) \$1,050,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$10,000			15N80235	7/1/2017	7/1/2018	EACH OCCURRENCE \$3,000,000 AGGREGATE \$3,000,000 \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input type="checkbox"/> N/A		SP4057357	7/1/2017	7/1/2018	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Evidence of Coverage



CERTIFICATE HOLDER

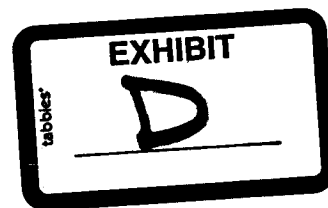
Evidence of Insurance.

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

© 1988-2015 ACORD CORPORATION. All rights reserved.



**APPRAISAL REPORT OF
A DESIRED PEDESTRIAN TRAIL EASEMENT
TO BE LOCATED ACROSS 6311 JARAMILLO LANE
SANTA FE, SANTA FE COUNTY, NEW MEXICO**

PREPARED FOR

**THE CITY OF SANTA FE
ATTN: Mr. Edward Vigil**

&

**SANTA FE ENGINEERING CONSULTANTS, LLC
ATTN: Mr. Eric Cornelius, P.E., C.F.M.**

**EFFECTIVE DATE OF VALUATION
November 15, 2017**

**PREPARED BY
RODGER F. SMITH, GENERAL CERTIFIED APPRAISER**

RODGER F. SMITH APPRAISALS, LLC

Real Estate Appraisals and Counseling

Rodger F. Smith, General Certified Appraiser

Phone: (505) 830-3022

Fax: (505) 796-9601

4801 Lang Avenue NE, #110
Albuquerque, New Mexico 87109

November 22, 2017

Eric Cornelius, P.E., C.F.M.
Santa Fe Engineering Consultants, LLC.
1599 S. St. Francis Drive, Suite B
Santa Fe, NM 87505

RE: Desired trail acquisition across 6311 Jaramillo Lane, Santa Fe, Santa Fe County, New Mexico.

Mr. Cornelius:

In accordance with your request and authorization I have prepared this appraisal report on the above referenced real property. I have made personal inspections of the property and have considered various factors which influence fair market value.

The following appraisal summarizes the research analysis and conclusions made during the appraisal process. The appraisal was prepared to comply with the Uniform Standards of Professional Appraisal Practice (USPAP) as promulgated by the Appraisal Foundation and the Code of Professional Ethics of the Appraisal Institute.

As requested, I have inspected and appraised the property referred to above. Attached is the report of my appraisal consisting of 26 pages, plus addenda. The purpose of the appraisal was to provide an opinion of **Fair Market Value** of the desired trail acquisition.

I most recently inspected the property on March 22, 2017. The effective date of my opinions and conclusions is November 15, 2017. The appraiser has not appraised the subject property within the last three years.

Your attention is directed to the assumptions and limiting conditions of the appraisal. Please read them carefully, so that you fully understand the nature of the appraisal services rendered.

The attached document is properly considered to be an appraisal report as defined by USPAP.

The appraisal assignment was not based on a requested minimum valuation, a specific valuation or approval of a loan. Employment of the appraiser was not conditioned upon the appraisal producing a specific value or a value within a given range.

My opinion of fair market value for the desired trail acquisition, *as a part of the larger parcel*, as of November 15, 2017, is:

*****ONE THOUSAND DOLLARS*****
(\$1,000)

Thank you for the opportunity to provide appraisal services. I will be glad to answer questions from intended users of the appraisal report.


ROD F SMITH, APPRAISER
New Mexico Certification No. 02974G

TABLE OF CONTENTS

ASSUMPTIONS AND LIMITING CONDITIONS	ii
NOTIFICATION TO CLIENT	iii
SUBJECT PHOTOGRAPHS	iv
INTRODUCTION	1
Identification of the Subject Property	1
Purpose of the Appraisal	1
Intended Use and Intended User of the Appraisal	1
Standards and Regulatory Requirements	1
Property Rights Appraised	1
Financial Consideration	1
Definition of Fair Market Value	1
Date of Inspection and Effective Date of Valuation	2
Ownership and History	2
Property Taxes	2
SCOPE OF THE REPORT	3
AREA ANALYSIS – SANTA FE, N.M.	4
City Map	9
IMMEDIATE NEIGHBORHOOD DESCRIPTION AND ANALYSIS	10
Neighborhood Map	11
SITE DESCRIPTION AND ANALYSIS	12
Desired Acquisition	13
Description of the Subject Property after the Desired Acquisition	13
Desired Easement Description	14
HIGHEST AND BEST USE	17
Larger Subject Property “Before the Take” As Is	17
Subject Property after the Desired Acquisition	18
THE SALES COMPARISON APPROACH	19
Value of the Desired Acquisition	21
VALUATION SUMMARY	22
CERTIFICATION	23
APPRAISER QUALIFICATIONS	25
ADDENDA	26

ASSUMPTIONS AND LIMITING CONDITIONS

The certification of value by the appraisers appearing in this appraisal report is subject to the following assumptions and limiting conditions:

- 1) The legal description ~~is assumed~~ to be correct. No responsibility for matters legal in character has been assumed or any opinions as to the title, which is assumed to be good. The property is appraised as though free and clear under responsible ownership and management.
- 2) The sketches in this report are included to assist the reader in visualizing the property, and the appraiser assumes no responsibility for their accuracy. The appraisers have not made a survey of the property.
- 3) The appraisers are not required to give testimony or appear in court because of having made this appraisal, with reference to the property in question, unless arrangements have been made previously therefore.
- 4) The appraisers assume that there are no hidden or unapparent conditions of the property which would render it more or less valuable. The appraisers assume no responsibility for such conditions or for engineering which might be required to discover them.
- 5) Information, estimates, and opinions furnished to the appraisers and contained in this report were obtained from sources considered reliable and believed to be true and correct. However, no responsibility for the accuracy of such items furnished to the appraisers can be assumed by them.
- 6) Disclosure by the appraiser of the contents of this appraisal report is subject to review in accordance with the By-Laws and Regulations of the Appraisal Institute.
- 7) Possession of this report, or a copy thereof, does not carry with it the right of publication, nor may it be used for any purpose by anyone but the client without the previous written consent of the appraisers, and then only with proper qualifications.
- 8) Disclosure of the contents of this appraisal report is governed by the By-laws and Regulations of the Appraisal Institute. Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of the appraisers or the firm with which they are connected, or any reference to the Appraisal Institute or the MAI or SRA designations) shall be disseminated to the public through advertising media, news media, sales media, or any other public means of communication, without the prior written consent and approval of the appraisers.
- 9) The existence of potentially hazardous material or toxic waste, which may or may not be present on the property, was not observed by us, nor do we have any knowledge of the existence of such materials on or in the property. However, we are not qualified to detect such substances. The existence of potentially hazardous material may have an effect on the value of the property. We have assumed that no such materials exist, to the extent that they cause a loss in value. We urge the client to retain an expert in this field if desired.
- 10) This report assumes that there is full compliance with all applicable federal, state, and local environmental regulations and laws, unless noncompliance is stated, defined, and considered.

ASSUMPTIONS AND LIMITING CONDITIONS (Continued)

- 11) It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a nonconformity has been stated, defined, and considered.
- 12) It is assumed that all required licenses, consents, or other legislative or administrative authority from any local, state or national government, private entity or organization have been or can be obtained or renewed for any use on which the value estimate is based.
- 13) The value estimates shown in this report are projections based on our analysis as of the date of valuation. The value may not be valid in other time periods or as conditions change. Projected mathematical models set forth are based on estimates and assumptions which are inherently subject to uncertainty and variations related to exposure, time, promotional effort, terms, motivation, and other conditions. These models are not represented as indicative of results that will actually be achieved. The value estimate considers the productivity and relative attractiveness of the property only as of the date of valuation set forth in the report.
- 14) This appraisal is an estimate of value based in part on analysis of information provided to us by our client. We do not assume any responsibility for incorrect analysis because of incorrect or incomplete information. If new information of significance comes to light, the value given in this report is subject to change without notice. The appraisal report itself and the value estimate set forth herein are subject to change if either the physical or legal entity or the terms of financing are different from what is set forth in the report.
- 15) We reserve the right to alter statements, analyses, conclusions, or any value estimates in this appraisal if any new facts pertinent to the appraisal process are discovered which were unknown when the appraisal report was prepared.
- 16) The acceptance and use of the appraisal report by the client or any third party constitutes acceptance of the assumptions and limiting conditions set forth in this section. My liability and that of Rodger Smith Appraisals, LLC (the firm), its officers, employees, and contractors is limited to the client only, and to the fee actually received for the services rendered. There is no accountability, obligation, or liability to any third party. If this report is placed in the hands of anyone other than the client, the client shall make such party aware of all assumptions and limiting conditions of the assignment and related discussions. Notwithstanding anything to the contrary, the client will forever indemnify and hold the appraisers, the firm, its officers, employees, and contractors harmless from any claims by any third parties related in any way to the appraisal. Third parties include lenders, owners, tenants, successors, assigns, transferees, spouses, limited partners if the client is a limited partnership, and stock holders if the client is a corporation. The appraiser is in no way responsible for any costs incurred to discover or correct any deficiencies of any type present in the property, physically, financially, and/or legally.

NOTIFICATION TO CLIENT

In the event that the appraiser is subpoenaed for a deposition or judicial or administrative appearance, and is ordered to produce the appraisal report and files, appraiser shall immediately notify the intended user. Appraiser shall appear at the deposition or hearing with appraisal report and files and answer all questions unless the intended user provides the appraiser with legal counsel who instructs appraiser not to appear, instructs appraiser not to produce certain documents, or instructs appraiser not to answer certain questions. It shall be the responsibility of the user to obtain a protective order, without which the appraiser will comply with the court or hearing entity's order.

SUBJECT PHOTOGRAPHS



Larger Parcel

INTRODUCTION

Identification of the Subject Property

The subject of this appraisal is a desired acquisition to be used as a public pedestrian walking path. The acquisition is to be generally located along an existing sewer easement across the parcel located at 6311 Jaramillo Lane in Santa Fe. The larger parcel currently accommodates a trailer park.

The larger parcel contains about 6.18 acres. The desired acquisition contains 7,928 square feet or about 0.182 acres. The larger parcel is briefly described as:

Tract 2, within Section 12, Township 16N, Range 8E, Section 12, City of Santa Fe, Santa Fe County, New Mexico

Purpose of the Appraisal

The purpose of the appraisal is to provide an opinion of current As Is Fair Market Value of the desired acquisition identified above.

Intended Use and Intended User of the Appraisal

The intended users of the report are Santa Fe Engineering Consultants, LLC and the City of Santa Fe. The intended use of the report, and the analyses and conclusions herein, is to assist in negotiation of appropriate compensation to the current owner of the desired acquisition. Any other use of the report, analyses or conclusions is an unintended use, and any other user of the report is an unintended user, and the appraiser makes no warranties express or implied for such unintended use or user.

Standards and Regulatory Requirements

The appraisal was prepared to comply with the Uniform Standards of Professional Appraisal Practice (USPAP) promulgated by the Appraisal Foundation.

Property Rights Appraised

The City of Santa Fe desires to provide public pedestrian access rights across the proposed easement.

Financial Consideration

In this appraisal, fair market value is estimated in terms of cash.

Definition of Fair Market Value

Fair Market Value is defined as "the highest amount of cash a willing seller would take, and a willing buyer would offer, for the property if it were offered for sale in the open market for a reasonable time to find a purchaser, buying with knowledge of all the uses to which the property is suitable or adaptable; the

INTRODUCTION (Continued)

seller not being required to sell nor the purchaser being required to purchase."¹

Date of Inspection and Effective Date of Valuation

Rod Smith most recently inspected the property on March 22, 2017. The effective date of my opinions and conclusions is November 15, 2017.

Ownership and History

The larger parcel to be impacted by the desired acquisition is owned by Asi La Mar Trailer Park, Inc. To my knowledge, the larger parcel has been held under this ownership for many years.

The larger parcel has been operated as a trailer park of many years. The larger parcel is not listed for sale. To my knowledge, no transactions involving the subject property have occurred over the past three years.

Property Taxes

The 2017 Assessment for the larger parcel is appears below:

ACCOUNT 56002141

NAME: ASI LA MAR TRAILER PARK

ADDRESS: 6301 JARAMILLO LN
SANTA FE, NM 87507

PROPERTY USE: MRES
TAX DISTRICT: CI

PROPERTY ADDRESS: 6311 JARAMILLO LN , ALSO 6301 JARAMILLO LN T16N R ,SE S12 TR 2 6.525 AC
ASI ,LA MAR MHP
DEED BOOK and PAGE: 1749044
MAP CODE: 1-048-095-410-298 FILL1

Assessment Information

2017 Land and Improvement Values

Land Value \$288585

Improvements \$200000

Personal
Property \$0

Alternate Value \$0

Livestock Value \$0

Exemptions \$0

**Total Full
Value \$488584.97**

**Total Taxable
Value \$162861.66**

* net value:3

¹ U.J.I. Civil No. 13-711

SCOPE OF THE REPORT

The market value of the subject real estate in accordance with its highest and best use will be estimated. This appraisal is based upon thorough study of the subject property and the real estate market in which it competes. The data collection process began with research regarding general market conditions, those specific to the subject neighborhood, and those specific to vacant land sales. Data sources and techniques used during my research included public records, multiple listing service, my historical records and interviews with market participants. The subject property is zoned R-12 or "Residential" by the City of Santa Fe. I have analyzed similar zoned land sales in the valuation section of this report.

New Mexico law does not require public disclosure of real estate sale prices or financing terms. Comparable sales information was obtained by interviewing buyers, sellers, real estate brokers, and other market participants. Not all sale information will be available to the appraisers, but all appropriate sales available and able to be verified in the ordinary course of business will be considered. I will use information that is not able to be personally verified when it is considered to be appropriate and in line with the market. Only the sales and information considered to be the most relevant will be reported and analyzed within the report. Further information regarding data collection and analysis is discussed within the various approaches in the valuation section of this report.

The size of the subject property was determined from the surveys provided by the client.

One primary approach to value was used to estimate the market value of the subject property - the Sales Comparison. Land is typically not leased, and when it is, the lease rate is normally determined as a function of the site's market value. Also, since land cannot be reproduced, the Cost Approach is not applicable. Neither the Cost nor the Income Capitalization approaches are considered to be valid in the valuation of vacant land.

Rod Smith most recently inspected the subject property on March 22, 2017. The effective date of my opinions and conclusions is November 15, 2017.

After inspecting the subject property and collecting and analyzing the data, I completed the appraisal of the subject. Relevant information regarding the subject property, the market and the appraisal are summarized and reported herein. Also included within the report are photographs, maps and *Addenda* items deemed essential to the understanding of this appraisal.

AREA ANALYSIS – SANTA FE, N.M.

The subject of this appraisal is located in the southwest area of Santa Fe, New Mexico.

Physical Influences

Climate

Santa Fe County maintains a relatively mild, dry climate. Annual rainfall averages 13.86 inches, annual snowfall averages 17.1, relative humidity averages 50%, and temperatures generally range from 36 degrees to 99 degrees. The combination of mild temperatures, low humidity and rainfall, winter snow, and abundant sunshine provides the state, with ever-increasing tourism and population growth, as well as relocation of space and energy-related industries.

Geography and Topography

Santa Fe is New Mexico's state capital and the oldest capital city in the United States. The city is located in a valley formed by the Rio Grande River, bordered on the west by the volcanic Jemez Mountains and on the east by the Sangre de Cristo range of the Rocky Mountains.

The city is located approximately 60 miles north of Albuquerque, 70 miles south of Taos, and 35 miles east of Los Alamos -- all major cities/destinations within New Mexico. This central location results in many more visitors in the city than just its immediate population. Santa Fe's key location in the national highway network provides travelers an ideal central destination to discover the well-known cities of New Mexico. Interstate 25 makes an S-shaped form through Santa Fe and its neighboring counties, but carries primarily north/south traffic. Outside of the county the freeway turns south to be the main Interstate to Albuquerque, and north to Denver and beyond. The bordering states - Colorado to the north, Arizona to the west, and Texas to the east and south - all have major urban cities within a day's drive or a few hours' flying time.

Area Size

The urbanized region of Santa Fe County includes 43,500 acres, or approximately 70 square miles. The city's incorporated boundary includes 26,620 acres, or 41.6 square miles. Growth is only somewhat restricted by geography. The Sangre de Cristo Mountains limit development along the city's eastern boundary and large hills and mesas constrain development to the south. Over the past 30 years, the region's development boundary has expanded in all directions at a moderate to fast rate, with special pressures affecting the unincorporated areas of the County.

Annexation

The city continues to annex parcels as development and water concerns drive the decisions. Once such highest profile annexation was the San Ysidro Plaza, developed with several hundred thousand square feet of retail space, including a Lowe's warehouse hardware store, a large multi-plex theater and supporting retail uses, as well as hundreds of residential units.

In 2008, the city and county approved an annexation agreement under which the City will annex the territory generally bounded by Interstate 25 to the south and NM 599 to the west. Phase 1 became effective in

November 2009. This initial phase included many areas already surrounded by the city and included approximately 925 acres and 1,300 residents. The Agua Fria Traditional Historic Community was exempted from the annexation. Phase 2 became effective on January 1, 2014. (NOTE: The subject property was included within Area 2 of this phase of the annexation plan.) Phase 2 included 4,100 acres, 4,445 housing units, and about 13,000 residents. Phase 3 of the annexation plan is scheduled for 2018.

Water

Lack of water is a significant limiting factor to development in Santa Fe, as well as the State of New Mexico and the southwest United States. The State and the County have been struggling with ways to mitigate the limitation for many years. The State and County currently have plans in action that do not allow any "dry" development, or development without sufficient water rights to support the proposed development. Many areas have limited development to certain minimum lot sizes, others have required water flow or connection to a municipal supply prior to development.

In areas in and around the City of Santa Fe, where municipal water is available, the property must be connected to the municipal water supply. For larger developments connection currently requires an exchange of water rights from the property to the City, in an amount sufficient to supply the development. In the future the City is hoping to purchase additional rights so that connection would only require payment of money instead of an exchange, allowing sites whose water has already been sold off to buy the needed water for development.

The city's water supply comes from three sources: reservoirs that collect and store mountain run-off from the upper Santa Fe River watershed, the city well field, and the Buckman well field. In wet years, the reservoirs provide 40% of the city's water supply. However, during 2002, the reservoirs produced only 740 acre-feet, or just 7% of the total water supply. During 2008, the city used 5,060 acre-feet from the reservoirs, or 55% of the City's overall water use. The city relied on the Buckman Well field for 3,734 acre-feet, or just 40% of total demand. The city well field provided the balance (5%) of water production. In 2003 the city drilled four new wells #10-13 in the Buckman well field.

Economic-Financial Influences

Population

According to the US Census Bureau, the city's 2015 population is estimated to be approximately 84,099, while Santa Fe County's population is approximately 148,686. The census estimates for the City of Santa Fe have recently been updated to reflect Phase 2 of the annexation plan which occurred in 2014. According to census estimates, the area has experienced steady growth in population during the past several decades.

From 1980 to 1990, U.S. Census information indicates that the city's population increased by 13,700, at an average annual rate of 2.48%; from 1990 to 2000 the increase was 6,344, or 1.14% per year; and from 2000 to 2010 the increase was 5,744, or 0.92% per year. With New Mexican families averaging just under three persons each, the population increase translates to about 1,915 households over the 2000 - 2010 period. Population growth has resulted in steady construction of new owner-occupied homes and apartment complexes. The county has shown a similar growth pattern, but with an increase of 1.15% per year over the

past 10-year period. The following chart illustrates population growth trends in Santa Fe City and County since 2010.

SANTA FE POPULATION GROWTH					
2010	2011	2012	2013	2014	2015
<i>Santa Fe County (MSA)</i>					
144,462	145,395	146,326	147,154	147,977	148,686
	0.65%	0.64%	0.57%	0.56%	0.48%
<i>City of Santa Fe</i>					
81,334	81,944	82,475	83,024	83,550	84,099
	0.75%	0.65%	0.67%	0.64%	0.66%

Most of the area's population increase is attributable to in-migration. This is primarily a reflection of Santa Fe's desirable living environment, not an influx of major employers. The area has long been very popular to persons hoping to change their "quality of life", and it continues to draw them from across the country and abroad.

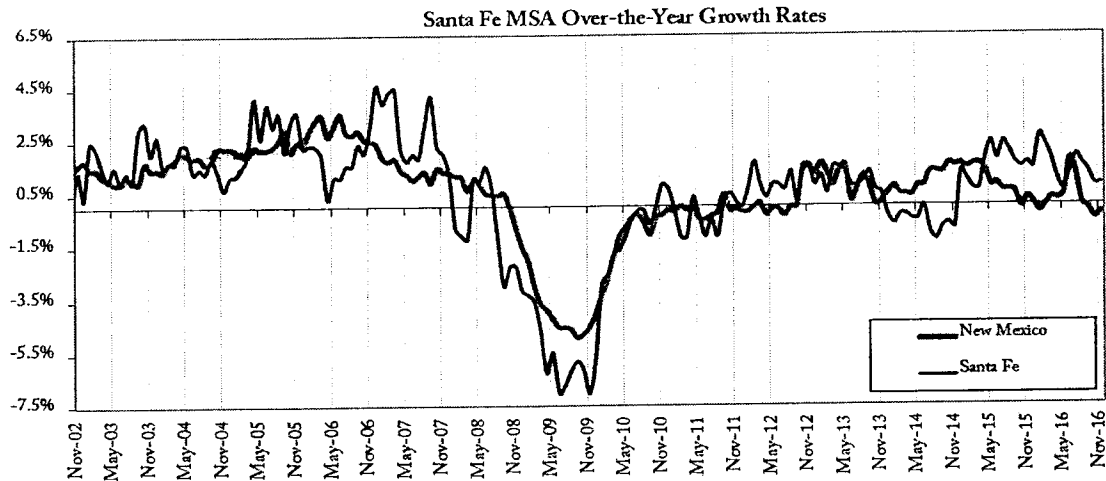
Employment

Approximately 28% of Santa Fe employment is governmental. Since the city is the state capitol, continuing government sector dominance is expected. The State of New Mexico is the largest employer in the county, with 8,500 classified as state employees. The balance is distributed among federal, county, and city governments and the public schools. The important point is that government employees do not represent higher income brackets, but they are one of the more stable labor segments.

As of November 2016, the New Mexico Department of Labor's seasonally adjusted unemployment rate for the Santa Fe MSA was 5.3%, down from 5.4% a year earlier and still below the state level of 6.7%.² Over the past year, total nonfarm employment in the Santa Fe MSA grew by 500 jobs or 0.8%. November 2016 was the 24th consecutive month in which Santa Fe posted nonfarm growth. Roughly 80% of job growth was in the service producing segment of the private sector over the past year. Leisure and hospitality, and education and health services posted the best gains.

The following table provided by the New Mexico Department of Labor shows year over year job growth in Santa Fe and New Mexico over the last 14 years:

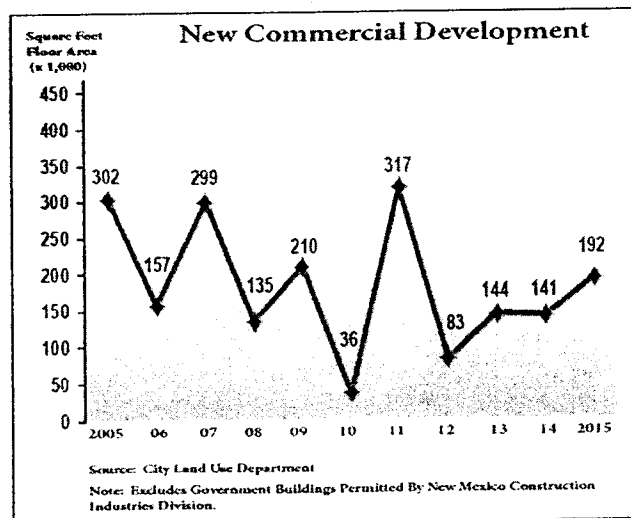
² New Mexico Labor Market Review, New Mexico Department of Labor



Development Climate

Steadily-paced development is continuing throughout the Santa Fe area. Since 2000, approximately 3.4 million square feet of non-residential building area has been added to the Santa Fe market. As of 2015, the 10-year annual average is about 180,000 square feet of non-residential construction per year. About 55% of development in the last 10 years was retail, 33% was office, 5% was industrial, and 7% was institutional. Over the last 15 years, the average absorption rate of commercial land is about 12 to 15 acres per year. In 2015, the city of Santa Fe approved about 192,000 square feet of new commercial development – of which 72% was for retail development.

The following table compiled by the City of Santa Fe shows commercial development trends from 2005 to 2015.



Due to the growth which the area is experiencing, however, preservation of groundwater has become an important development issue. Recently, neighborhood associations, grassroots political action groups, and related entities inclined toward limiting development have had significant input into public decisions. City and

County governments have become increasingly aware of the need to balance healthy growth against the need to preserve water.

From the viewpoint of the private sector, the development climate is best characterized as cautious. Ongoing development of new projects is occurring. However, major proposed projects -- particularly those which attempt to maximize density, with the greatest potential to deplete the groundwater supply -- are being scrutinized by the public sector and entities predisposed toward limiting growth.

Education

The Santa Fe Public School District consists of 18 elementary schools, three junior high schools, and three high schools. Total enrollment over the past ten years has ranged from 13,373 to 14,419 with less than 1% average annual growth. While district-wide growth has been slow, there has been strong growth in enrollment in the Airport Road area. Cesar Chavez and R.M. Sweeney Elementary schools in the Airport Road area have over 500 students each.

There are five institutes of higher education in Santa Fe. The individual facilities and their approximate enrollments are shown below:

<i>Higher Education Enrollment</i>	
Santa Fe University of Art and Design	950
St. John's College	476
Santa Fe Community College	8,000
UNM Graduate Center	800
Institute of American Indian Arts	240

Transportation

Santa Fe is located on the north/south route of Interstate 25, which parallels the southern sector of the city. I-25 intersects with I-40, the major east/west highway in the state, in Albuquerque, approximately 60 miles to the south. Access to other major cities via the interstate highway system includes Denver, 380 miles to the north; El Paso, 310 miles to the south; Phoenix, 490 miles to the west; and Dallas, 700 miles to the east.

The state began the Rail Runner Commuter Train service to Santa Fe on December 17, 2008. Initial stops in Santa Fe were at the South Capitol station and the Rail yard. A station near I-25 and NM 599 opened in 2009. The Rail Runner operates 8 departures from Santa Fe to Albuquerque during weekdays and 5 round-trips on Saturdays.

Conclusions

Santa Fe continues to be a popular vacation destination and is a desirable place to live. The mild climate, concentration of the arts, cultural diversity, natural beauty, and history of the area contribute to a growing economy.

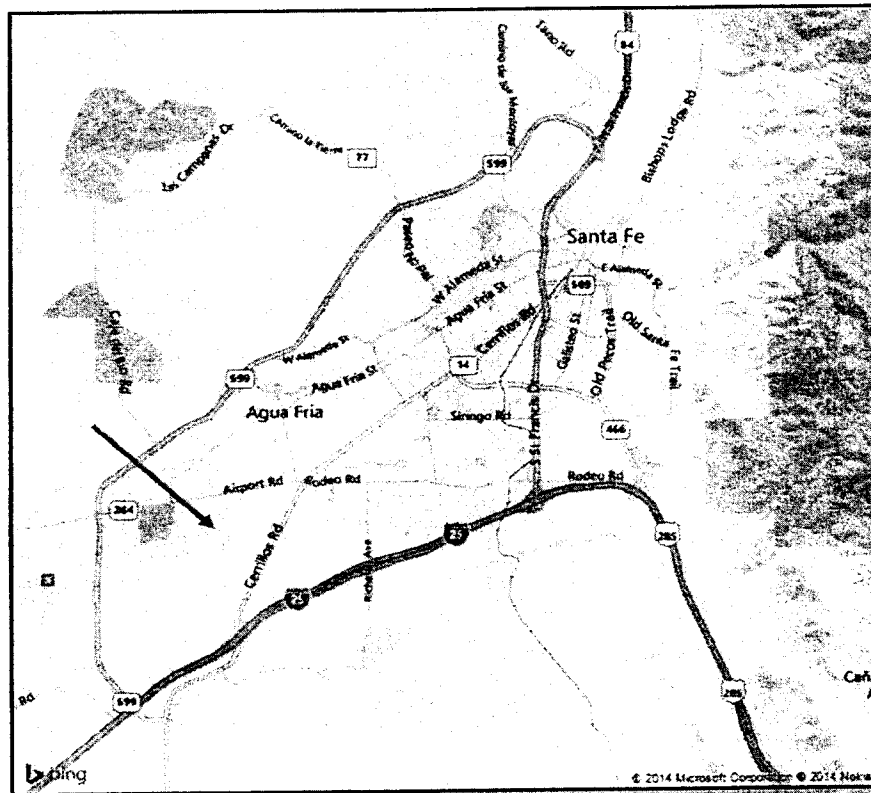
Since one of Santa Fe's major industries is tourism, a collapse of this economic base would have a direct impact on properties. When studying the past ten years of tourism in Santa Fe, no major downturn has

AREA ANALYSIS (Continued)

occurred despite the recession or fluctuations in gasoline prices. Santa Fe has gained a national and international reputation which has steadily increased tourism and also the population base. A diversity of businesses and tenants, the relatively low tax structure in the area and ongoing migration to the Sunbelt in recent years all tend to create a strong economic base for the City, which in turn creates demand for real estate such as the subject property.

Santa Fe is growing at a steady pace and is increasingly becoming a year round economy instead of the seasonal, primarily tourist destination it had been in the past. Development is gradually moving in all directions from the City, and this trend is likely to continue into the foreseeable future.

City Map



IMMEDIATE NEIGHBORHOOD DESCRIPTION AND ANALYSIS

The subject property is located within the southwestern portion of the City of Santa Fe.

Neighborhood Boundaries

The subject neighborhood is roughly bounded by Airport Road to the north, Cerrillos Road to the east, Jaguar Drive to the south, and Country Club Road to the west. The neighborhood is considered to be mostly residential except for developments along Cerrillos Road.

Major arterials

The primary arterials are Cerrillos Road and Airport Road. Cerrillos Road is a major arterial through Santa Fe providing linkage from I-25 to the Santa Fe Plaza with numerous connections to local feeder streets. Development along Cerrillos Road is primarily dense commercial buildings intended to serve the local population. Airport Road extends from NM Highway 599 to Cerrillos Road, but development along this arterial is more mixed-use in nature.

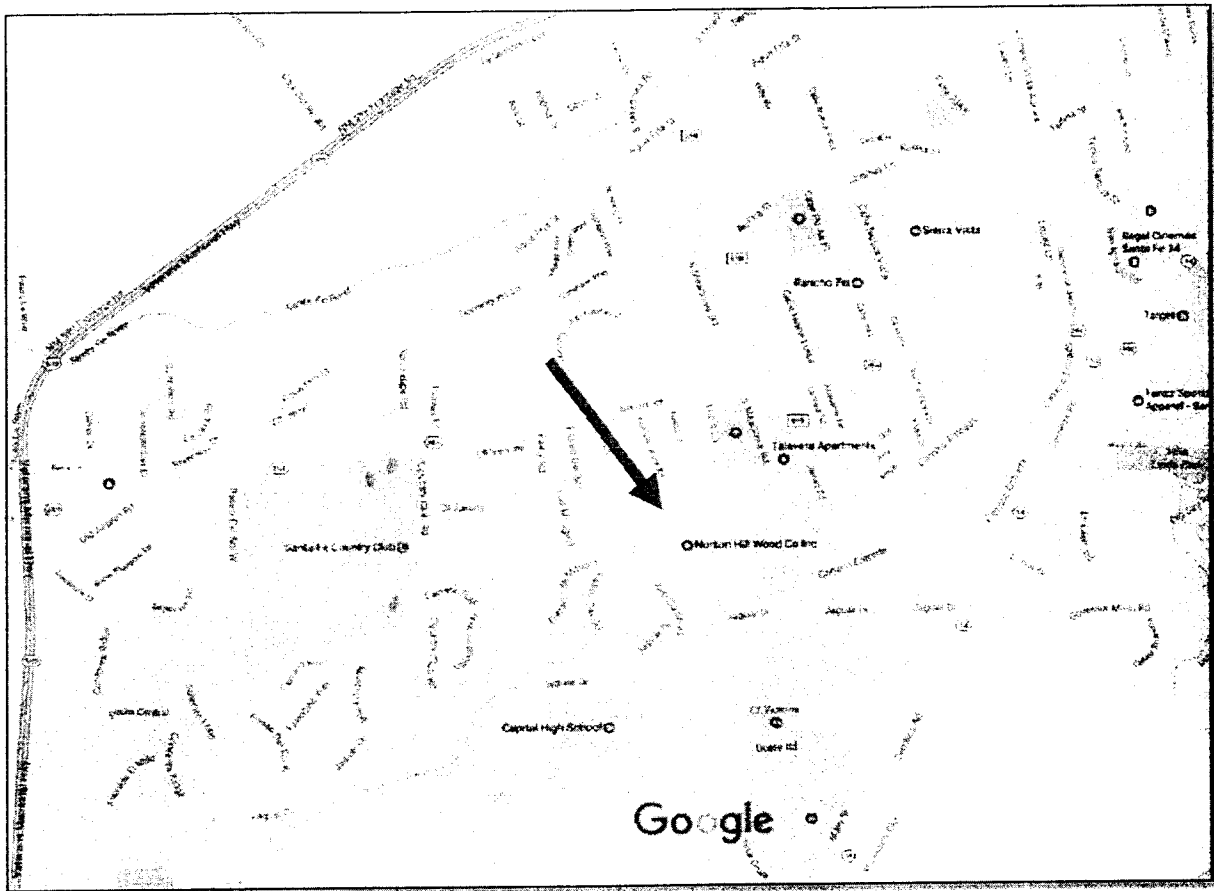
General Characteristics

As previously mentioned, the majority of the interior of the neighborhood is residential in nature. About 70% of the neighborhood is developed with modest single family homes. The interior of the neighborhood contains larger parcels with low density development interspersed among fully built-out, smaller subdivisions. About 10% of development in the neighborhood is commercial with development concentrated along Cerrillos Road.

Conclusion

The subject neighborhood can be viewed as primarily residential in nature. Access to and from the neighborhood is good. However, some of the interior roads between the small subdivisions within the neighborhood are "rural" dirt roads and are poorly maintained. Supporting commercial applications are in close proximity along Cerrillos Road. The area is generally served by typical municipal utilities and services. A few parcels in the area are on individual septic and well systems. The neighborhood is in a viable area in which steady demand can be expected. In the long term, the neighborhood should serve to sustain or increase the value of the subject.

Neighborhood Map



SITE DESCRIPTION AND ANALYSIS

The larger parcel which is impacted by the desired acquisition has a metro address of 6311 Jaramillo Lane. The majority of the larger parcel accommodates a trailer park with approximately 23 sites. The following table provides brief descriptions of the larger parcel:

<u>Larger Parcel</u>	
Location	6311 Jaramillo Lane, Santa Fe, NM
Parcel #	56002141
Size	Approx 6.18 Acres (269,200 SF)
Shape	The site is mostly rectangular
Topography	The northern ¼ of the parcel is mildly undulating. The southern ¼ of the parcel has significant slope from north to south. The site appears to be built-up to the north.
Access	Access is directly available from Jaramillo Lane.
Zoning	R-12, Residential. (12 DU / Ac.)
Improvements	Mobile Home Sites, interior driveways

Soil/Subsoil

No specific soil boring tests were submitted to the appraiser. However, there is no evidence (by observation) that the existing soil will have an adverse effect on any future development. It is assumed, but not warranted in this report, that the soils are both stable and typical of the area and capable of supporting development (or other uses as approved by zoning).

Contamination

I am not an expert in this field, and I was not provided with any reports that evidence the current existence or absence of any toxic contamination. I reserve the right to change the opinions and conclusions contained herein if any contamination is found.

Flood Zone

According to the Flood Insurance Rate Maps (FIRM Panel No. FM35049C0393D), the property is within Zone X – Areas determined to be outside the 0.2% annual chance floodplain. The Flood Map is included in the Addenda.

Utilities and Services

All utilities are available in the immediate area.

SITE DESCRIPTION AND ANALYSIS (Continued)

Land Use Restrictions/Easements

Based on my review of provided documents and observations at the time of inspection, an existing sanitary sewer easement runs through the site. I did not observe any easements or encroachments which negatively impact the site's development potential in it's as is condition.

Zoning

The subject is zoned R-12. The district permits a medium density of residential development.

Existing Improvements

The site is developed with a trailer park with about 23 mobile home sites.

Summary

Overall, the larger subject parcel is suited for moderate density residential development as allowed by zoning.

Desired Acquisition

The desired acquisition generally runs along an existing sewer easement that transverses the southernmost portion of the larger parcel from east to west. The site map on the following page shows the desired acquisition. The acquisition will comprise 7,928 square feet and will be developed with a pedestrian trail that will serve as an extension of an existing trail to the east of the subject boundary.

Description of the Subject Property after the Desired Acquisition

The impact of the desired acquisition would not impact the existing trailer park operation and would not substantially reduce the utility of the larger parcel given its current configuration. Given the configuration of the existing developable portion of the site, and given the topography of the larger parcel, the continued use of the trailer park will not be adversely affected by the desired acquisition. The larger site would still be able to support a trailer park as allowed by zoning.

Desired Easement Description

TRAIL EASEMENT 1 DESCRIPTION

ALL THAT PORTION OF A TRACT OF LAND, 181 AIRPORT ROAD
WITHIN SECTION 12, TOWNSHIP 16 NORTH, RANGE 8 EAST, NMPM,
CITY AND COUNTY OF SANTA FE, NEW MEXICO, SHOWN ON A PLAT
OF SURVEY PREPARED FOR ALFONSO JARAMILLO JR. AND
MAGDELENA JARAMILLO RECORDED AS DOC. NO. 1041-889 IN PLAT
BOOK 395, PAGES 31-32,

WHICH PORTION MAY BE MORE PARTICULARLY DESCRIBED
AS FOLLOWS:

BEGINNING AT THE MOST NORTHERLY CORNER OF SAID EASEMENT
WHICH LIES S23°18'08"E 415.11 FROM SFC1007;

THENCE S20°12'20"E A DISTANCE OF 20.76 FEET;
THENCE S54°17'10"W A DISTANCE OF 208.77 FEET;
THENCE WITH A CURVE TO THE LEFT A LENGTH OF 36.42 FEET,
WITH A RADIUS OF 165.00 FEET, WITH A CHORD OF S47°57'47"W,
36.34 FEET;;
THENCE S50°05'47"E A DISTANCE OF 15.01 FEET;
THENCE S39°54'13"W A DISTANCE OF 10.00 FEET;
THENCE N50°19'46"W A DISTANCE OF 15.01 FEET;
THENCE WITH A CURVE TO THE LEFT A LENGTH OF 72.92 FEET,
WITH A RADIUS OF 165.00 FEET, WITH A CHORD OF S25°29'06"W,
72.33 FEET;;
THENCE S12°49'26"W A DISTANCE OF 45.38 FEET;
THENCE N89°55'45"W A DISTANCE OF 20.51 FEET;
THENCE N12°49'26"E A DISTANCE OF 49.91 FEET;
THENCE WITH A CURVE TO THE RIGHT A LENGTH OF 82.29 FEET,
WITH A RADIUS OF 185.00 FEET, WITH A CHORD OF N25°34'02"E,
81.62 FEET;;
THENCE N50°19'46"W A DISTANCE OF 5.00 FEET;
THENCE N39°54'13"E A DISTANCE OF 10.16 FEET;
THENCE S50°05'47"E A DISTANCE OF 5.00 FEET;
THENCE WITH A CURVE TO THE RIGHT A LENGTH OF 41.44 FEET,
WITH A RADIUS OF 185.00 FEET, WITH A CHORD OF N47°52'09"E,
41.35 FEET;;
THENCE N54°17'10"E A DISTANCE OF 214.32 FEET;
MORE OR LESS TO THE POINT OF BEGINNING,
HAVING AN AREA OF 0.182 ACRES MORE OR LESS, AS SHOWN
MORE COMPLETELY ON EXHIBIT B, ATTACHED HERETO.


DIEGO J. SISNEROS, N.M.P.L.S. 13986 5/18/2017

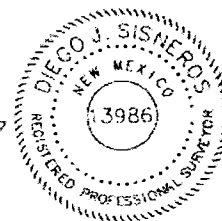
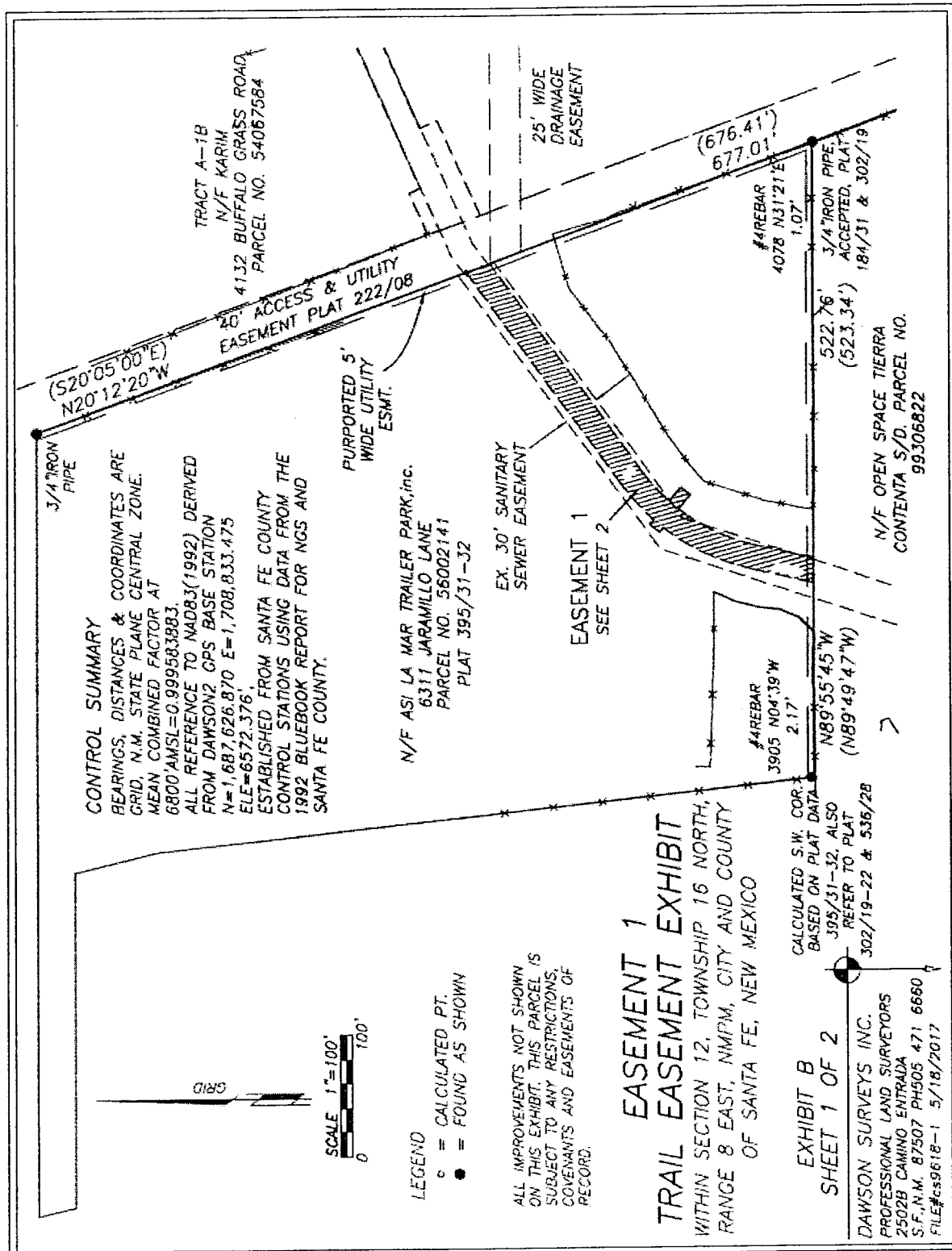
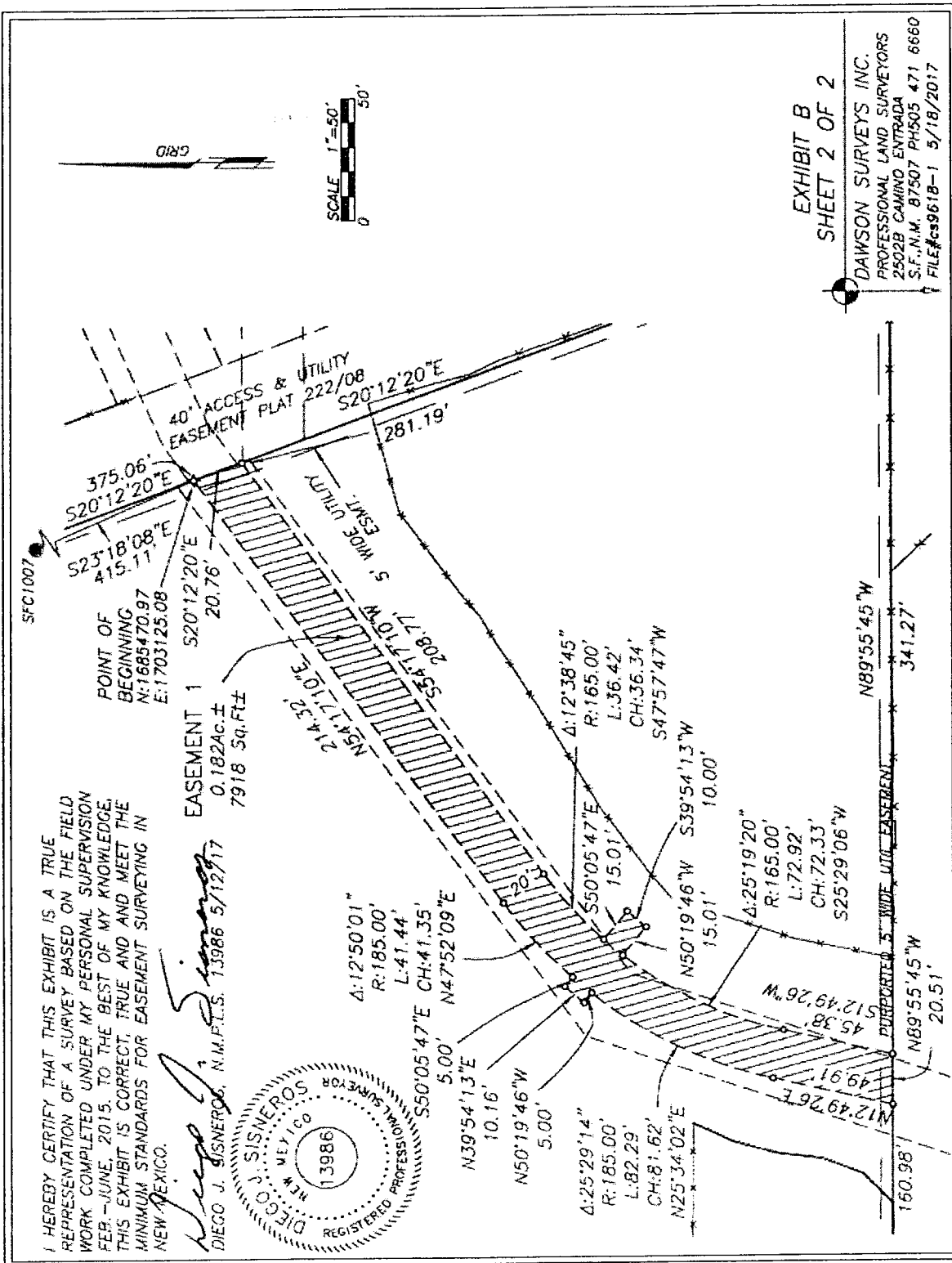


EXHIBIT A





HIGHEST AND BEST USE

Highest and best use is the foundation of the valuation process. Buyers of real estate are motivated by the benefits they anticipate from ownership. Benefits are maximized by putting a property to a specific use. Highest and best use analysis is the study of the market forces which determine the most profitable, long-term, competitive capacity in which a property can function. It establishes the use which will provide the greatest benefits within the context of market conditions, and it sets the parameters for property valuation. Highest and best use is defined as:

That reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum profitability³

Vacant land has one highest and best use at a given point in time. That highest and best use must pass four sequentially applied tests: 1) legal permissibility; 2) physical possibility; 3) financial feasibility, and; 4) maximum productivity. A use must be legally permissible and physically possible to provide a financial return. The implications are that the property should be available for the considered use or uses according to present or reasonably probable land use controls, it should be physically adaptable to the use, and the use should meet an acceptable or appropriate market demand. These definitions intend that the estimation, determination, or conclusion of highest and best use accounts for the contribution of a specific use to the community and, more precisely, to the community development goals as well as to private or public property owners who would benefit from that use.

In this assignment, the subject property, both before and after the taking, is analyzed under the four criteria noted above. Each is discussed as follows:

Larger Subject Property "Before the Take" As Is

1. *Legal Uses:* The test of legal permissibility defines which uses of the site are permitted by current zoning, which uses could be permitted if a zoning change were granted, and which uses are restricted by private restrictions on the site.

The subject property is zoned R-12 – Residential – by the City of Santa Fe. A change of zoning outside residential use is not likely.

2. *Physically Possible Uses:* Given its configuration and topography, physical development of the entirety of the site is not possible. However, the northeastern $\frac{3}{4}$ of the parcel is mostly level and is well suited for residential uses as allowed by zoning.

³ *The Dictionary of Real Estate Appraisal*, Fourth Edition, Appraisal Institute, 2002, page 135

HIGHEST AND BEST USE (Continued)

3. *Financially Feasible Uses*: While various uses of the subject site may be physically and legally possible, the feasibility of any use is tested by the market and economics of development. Market feasibility addresses supply and demand.

Considering trends ~~in the market~~, and given surrounding development, residential development is likely feasible. Medium density residential uses are allowed by zoning. The size of the site would allow for development of multiple residences as allowed by zoning. The existing trailer park is allowed by zoning and is financially feasible.

4. *Maximally Productive and Highest and Best Uses*: The test of maximum productivity is applied to the use(s) that have passed the first three tests. Of the financially feasible uses, the highest and best use is the use that produces the highest residual land value consistent with the market's acceptance of risk and with the rate of return warranted by the market for that use.

Based on observations in the general neighborhood, ongoing use of the subject larger parcel to accommodate a trailer park with multiple residences is the highest and best use of the site.

Subject Property after the Desired Acquisition

The Highest and Best use of the subject parcel is unchanged by the desired acquisition.

THE SALES COMPARISON APPROACH

As used in this appraisal, the Sales Comparison Approach provides information for estimating the subject property's market value of the land only. The approach's premise is that value is established directly by the prices paid for properties that the market views as being similar to the subject property in terms of utility and desirability. In the Sales Comparison Approach, sales of properties are documented and analyzed. The prices at which the comparable properties sold are considered and the various factors that affect value are analyzed and the sales are properly adjusted to fit the subject. A quantitative analysis is then completed, considering variables in legal, motivational, financial, locational, and physical differences that the market recognizes as being significant. Comparisons made between the sales determine the extent to which the market recognizes each potential difference as being significant, and they establish the basis for the relative importance of each factor. When the process is complete, the sale properties are arrayed against the subject, to find the best fit for the value of the subject within the range of sale prices.

Larger Parcel

The larger parcel contains about 6.18 acres. To arrive at an estimate of market value for the subject, I have analyzed sales of similarly zoned land with comparable size to the subject as close in proximity to the subject as possible and compared those sales to the subject.

I have analyzed two listings and six closed sales of similar parcels of land located in the immediate vicinity. The comparable sales are illustrated on the following page.

COMPARABLES						
No.	LOCATION	Zoning	DATE	PRICE	SIZE (SF)	\$/SF
L1	3974 Fields	MU	Listing	\$850,000	275,407	\$3.09
L2	3961 San Felipe	C-2	Listing	\$469,000	94,525	\$4.96
1	4141 Calle Lucia	R-12	6/11/2014	\$230,000	150,718	\$1.53
2	4132 Buffalo Grass	R-5AC	12/4/2014	\$235,000	300,651	\$0.78
3	17 Dos Hermanos	R-1	11/18/2013	\$210,000	217,800	\$0.96
4	4323 Airport Road	R-1	2/22/2016	\$230,000	461,300	\$0.50
5	4193-B Fairly Road	R-5	1/31/2013	\$300,000	435,600	\$0.69
6	3842 Buffalo Grass	R-5AC	3/25/2014	\$200,000	296,208	\$0.68

The sales reported herein were "arms-length" transactions with typical terms of purchase for the area. Inherent in the definition of Market Value is the criteria of cash or its equivalent which takes into account typical financing in the marketplace. Based on available information, each of the sales analyzed reflected cash transactions at closing. Thus, no adjustment for financing was required.

Direct Comparison of the Sales

After reviewing the sales and the data obtained in the confirmation process, I considered adjustments to the sales for differences between them and the subject property.

Time: All of the sales are considered to have occurred among prevailing market conditions that have existed over the past three years within the subject market. A paired analysis among the comps revealed no discernible trend. Therefore no adjustment for time was applied.

Sale Cond.: Sale 6 was bank owned and is considered to be a distressed sale. As a result I adjusted Sale 6 upward for sale conditions. The remaining sales were not distressed, and they were not adjusted.

Location: All of the comps are located in the immediate area. The comps are within 2.0 miles of the subject parcel within the Airport Road sector as defined within the SFAR MLS. In general, the comparables are considered to be mostly similar in terms of location; however, some adjustments are warranted based on frontage and access within the neighborhood. Listing 2 and Sale 4 benefit from frontage along Airport Road, and were adjusted down. Sale 3 is in a more remote location with dirt road access; therefore Sale 3 was adjusted upward.

Zoning: The subject has R-12 zoning. The subject is superior to the comps with R-1 and R-5 zoning, and is inferior to the comps with mixed use and commercial zoning.

Size: The prime consideration in the area of physical differences was that of size. For most properties, there is an inverse relationship between size and unit price; all else being equal, larger tracts sell for lower unit prices. The larger parcel contains about 6.18 acres (269,200 square feet). The comps range in size from 2.17 acres to 10.59 acres. The subject site is fairly typical in terms of parcel sizes in the area. I performed size adjustments to the comps based on typical market reactions.

The following table shows the adjustment process.

Sale	Price/SF	Sale Cond.	Location	Zoning	Size	Overall	Indication
L1	\$3.09	-	-	<	-	<	\$3.09
L2	\$4.96	-	<	<	<<	<<<	\$4.96
1	\$1.53	-	-	-	<	<	\$1.53
2	\$0.78	-	-	>	>	>>	\$0.78
3	\$0.96	-	>>	>	-	>>>	\$0.96
4	\$0.50	-	<<	>	>>	>	\$0.50
5	\$0.69	-	-	>	>>	>>>	\$0.69
6	\$0.68	>	-	>	-	>>	\$0.68

SALES COMPARISON APPROACH (Continued)

After adjustments, the comparables suggest that the unit value of the larger subject parcel should be less than \$1.53/SF and greater than \$0.96/SF.

Sale Comp No. 1 required the least subjective adjustments. Sale 1 is the most similar comp in terms of location and zoning. Sale 1 is considered to be slightly superior based on its smaller size. Overall, I have given greater weight to Sale 1. Ultimately, I conclude a value of \$1.30/SF is supported.

Therefore, the fair market value of the larger parcel is **\$350,000** (\$1.30 X 269,200).

Value of the Desired Acquisition

Assuming the acquisition of the desired parcel, the subject larger parcel will be substantially the same. There is no limitation on common area improvements or use placement due to the location of the easement. Given the size of the larger parcel, the desired acquisition leaves acreage for continued use as a trailer park.

The indication of \$1.30/SF is derived from comparables with fee simple entitlements. The majority (approximately 97%) of the desired easement is within an existing easement corridor to include a sanitary sewer easement. The majority of the desired easement area is already used as a common area pathway and/or walking trail. I conclude that the desired easement has minimal impact on the fee simple use of the larger parcel.

The existing corridor is not developable and has little functional utility to the existing owner. I attempted to reveal sales similarly undevelopable land within the area to estimate an appropriate discount to apply to the subject property. However, sales of undevelopable land or land with no utility are extremely rare in the subject market and surrounding markets.

Therefore, I considered supplemental sales from which a ratio of undevelopable to developable land could be derived. These supplemental sales revealed that non-developable and open space parcels are typically discounted by between 72% and 87% versus developable parcels.

The portion of the subject parcel in which the desired easement exists has severely restricted development potential as the result of its topography, and its configuration along an existing sanitary sewer easement. The proposed trail (common area open space) easement results in minimal impact to the larger parcel. However, the owner does retain fee simple ownership of the underlying land. I conclude the subject should have a market value equal to about 10% of comparable, fully utilizable land. Therefore the market value of the desired easement is estimated as follows:

Market Value, Fee Simple	=	\$1.30/SF
Adjustment @ 90%	=	(\$1.17)
Indication	=	\$0.13/SF
Total Value (7,928 SF)	=	\$1,031
Rounded	=	\$1,000

VALUATION SUMMARY

The sales comparison approach supports a market value for the desired acquisition as of November 15, 2017, to be **\$1,000**.

CERTIFICATION

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

- 1) I have no ~~personal~~ present or prospective interest or bias with respect to the subject matter of this appraisal report and I have no personal interest or bias with respect to the parties involved.
- 2) The statements of fact contained in this appraisal report, upon which the analyses, opinions and conclusions expressed herein are based, are true and correct.
- 3) The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, unbiased professional analyses, opinions, and conclusions.
- 4) The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Appraisal Institute's Code of Professional Ethics and Standards of Professional Appraisal Practice, which include the Uniform Standards of Professional Appraisal Practice.
- 5) No one provided significant professional assistance to the person signing this report. The value conclusion as stated herein is solely the responsibility of the undersigned.
- 6) My compensation for completing this assignment is not contingent on 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.
- 7) My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- 8) As of the date of this report, Rod Smith has completed the continuing education requirements of the State of New Mexico.
- 9) The appraisal assignment was not based on a requested minimum valuation, a specific valuation, or approval of a loan.
- 10) The use of this appraisal report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- 11) I have not performed appraisal services, regarding the subject property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- 12) I made a personal inspection of the property that is the subject of this appraisal.

CERTIFICATION (Continued)

My opinion of market value for the desired acquisition, *as a part of the larger parcel*, as of November 15, 2017, is:

ONE THOUSAND DOLLARS

0000000000

(\$1,000)


ROD F SMITH, APPRAISER
New Mexico Certification No. 02974G

APPRAISER QUALIFICATIONS

Rodger F. Smith

New Mexico General Certified Appraiser, #02974-G

EDUCATION:

Anderson Schools of Management, University of New Mexico
Bachelors of Business Administration, 2001:

Course background included finance, marketing, information systems, hotel management, and general business.

Kaplan / Dearborn Real Estate Institute, 2003 - 2014:

Introduction to the Appraisal Profession. Appraisal Techniques. How to Use the Uniform Residential Appraisal Report. Real Property Interest and Legal Descriptions for Appraisers. Advanced Real Estate Appraisal Methods. Phraseology of Appraisal Report Writing. Regression Analysis. Appraising Distinctive Residential Properties.

Norris Schools, 2006:

Real Estate Law. Real Estate Finance. Home Inspection and Environmental Basics.

Santa Fe Community College, 2007:

Appraising Income Properties I, II, and III.

Appraisal Institute Courses, 2007 – 2014:

Apartment Appraisal. What Commercial Clients Would Like Appraisers to Know. Analyzing Operating Expenses. Rates and Ratios: GIM, OAR, and DCF. Forecasting Revenue. Appraising the Appraisal.

McKissock, 2016:

Introduction to the UAD. Expert Witness for Commercial Appraisers.

APPRAISAL FIRMS

John F. Howden & Associates, Inc.

Employee / Staff Appraiser / Contractor: 2002 – 2014

Rodger F. Smith Appraisals, LLC (f.k.a. Howden & Smith Appraisals, LLC)

Owner: 2014 –

TYPES OF PROPERTIES APPRAISED:

Since 2004 Throughout New Mexico

Warehouses/flex Buildings, Single and Multi-tenant Office Buildings, Office Condominiums, Proposed Construction, Retail Buildings, Neighborhood and Regional Shopping Centers, Restaurants (including Chain Fast Food, Chain Full-service, and Locally Owned/operated), Schools, Churches, Hotels and Motels, Auto Dealerships, Car Washes, Rural and Urban Vacant Land, Parking Lots, Proposed and Existing Subdivisions, Multi-family (Including Triplex, Fourplex, and Garden Apartments), and Single Family Homes. I have performed appraisals for litigation assignments and I have given sworn testimony in a deposition.

ADDENDA



MAP SCALE 1" = 500'

0 0 500 1000 FEET

0 0 500 1000 METERS

NATIONAL FLOOD INSURANCE PROGRAM

PANEL 6393D

FIRM

FLOOD INSURANCE RATE MAP

SANTA FE COUNTY,

NEW MEXICO

AND INCORPORATED AREAS

PANEL 393 OF 1100

SEE MAP INDEX FOR FIRM PANEL LAYOUT

CONTAINS	NUMBER	PANEL	SHEET
COMMUNITY	393	1	1
SANTA FE COUNTY	393	1	1
AND INCORPORATED AREAS	393	1	1

Before or after the map is printed, the map is subject to change without notice. The map is not intended to be used for any purpose other than the purpose for which it was prepared. The map is not intended to be used for any purpose other than the purpose for which it was prepared.

MAP NUMBER
35649C8393D

EFFECTIVE DATE
JUNE 17, 2006

Federal Emergency Management Agency

This is an official copy of a portion of the above referenced flood map. It was prepared using FIRM Online. This map does not reflect changes or amendments which may have been made subsequent to the date on the title block. For the most product information about National Flood Insurance Program flood maps, check the FEMA Flood Map Store at www.mca.fema.gov