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10 August 2009

Mr. Robert Breedlove, Executive Director Natchitoches Parish Port P. O. Box 2215 Natchitoches, Louisiana 71457

RE: Tract of land along Louisiana Highway 486 Charles R. Cotton, et ux Property

Natchitoches Parish, Louisiana

Dear Mr. Breedlove:

Pursuant to your request to provide our opinion of market value for the referenced property, we have inspected the property and made investigation into the matters necessary to derive an opinion of value. Our analysis is of the fee simple estate subject to existing servitudes/rights of way and in the "as is" condition, but excluding minerals. As requested, this letter on sets forth our conclusion as of the effective valuation date 22 June 2009 which corresponds to the most recent date of inspection by the undersigned. A formal appraisal can be prepared at your request.

The subject property is essentially an unimproved tract of land along the east side of Louisiana Highway 486, just north of the Natchitoches Port in Natchitoches Parish. The tract contains 383.737 acres and is currently improved pasture for grazing cattle. The site includes extensive barbed-wire fencing, along with gates for access to various pastures.

It is noted that there is currently an option agreement to purchase the subject property. The proposed purchase price is \$1,200,000. It is our understanding the property has been available for sale on and off for a number of years. The price was reportedly set by the current property owner.

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"Market Value" is defined by the United States Treasury Department, Comptroller of the Currency 12 CFR part 34, 34.42 (f) as,

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

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

It is noted that the analysis is based on the condition of the property as of the effective date. The analysis excludes consideration to minerals; however, there is currently tremendous speculation as to natural gas extraction in the region. Surface rights and mineral rights are often in separate ownerships. With regard to mineral development, it is our understanding the minerals are the dominant estate and could affect the surface/use of the surface. Our analysis is on the basis of the current land use as present on the date of inspection. We are not aware of any mineral development plans that would affect the surface of the subject.

This letter is to only set forth our value conclusion. As such, it does not include full discussions of the data, reasoning, and analyses that were used in the appraisal process to develop the appraisers' opinion of value. Supporting documentation concerning the data, reasoning, and analyses is retained in our files. The information contained in this report is specific to the needs of the client and for the intended use stated in this report. The appraisers are not responsible for unauthorized use of this report.

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It is pointed out that no consideration has been given to environmental conditions and materials to include solvents, oils, fuels, chemicals, lead based paints, mildew, mold, asbestos, etc., which may affect the property. It is noted that the subject has historically been in agriculture use, including cattle grazing and may have included the use of fertilizers, chemicals, etc. which could potentially be considered hazardous. No other hazardous materials were reported or noted during our inspection; however, this is subject to certification by an environmental specialist. This should be determined by specialists, as the presence of such materials may affect the valuation herein.

The user of this letter agrees to the certification and limiting conditions detailed herein. The value opinions rendered are further predicated on a variety of assumptions that would be explained more fully in a formal appraisal report.

Our employment was not conditioned upon the appraisal producing a specific value or value within a given range. We have the knowledge and experience to complete the appraisal assignment and have previously appraised similar property types. We have no present or prospective interest in the property that is the subject of this report, and we have no personal interest or bias with respect to the parties involved.

The subject or a part of the subject may be subject to "wetlands" classification. This classification is made by the U. S. Army Corp of Engineers using a number of subjective characteristics which include but are not limited to such items as elevation, water table, surface water characteristics, vegetation and general appearance. This classification may be based on flooding characteristics determined by research of old aerial photography. This designation comes under Section 404 of the Clean Water Act. Under this Federal law, the U. S. Army Corps of Engineers is given the authority to designate an area as Wetlands and then have jurisdiction pertaining to inspection, permitting, and general usage of the property. Other federal agencies involved include the Environmental Protection Agency (EPA), the Fish and Wildlife Service and U. S. Department of Agriculture, Soil Conservation Service. It is reported that the developer has received approval to purchase mitigation lands in Red River Parish to replace the wetlands used for the subject development.

In our opinion, the subject's highest and best use is speculative lands with an interim agricultural use. The subject is attractive for future industrial use in that it has substantial road frontage, is close in the Natchitoches Parish Port and it has substantial rail frontage. Subject to a study by a wetlands expert, some of the subject lands may be considered

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wetland and, depending upon the development of the tract, a portion may require filling. As noted above, the subject is currently under contract at \$1,200,000. In our research, we have found limited data for larger tracts close in to metropolitan areas that were purchased for an industrial use. We found the option price is at, to slightly above, prices paid for pasture lands but at the low end of the range for lands purchased for an industrial. In our opinion, the market value for the fee simple estate, subject to existing servitudes/rights of way, in the "as is" condition, but excluding minerals and as of 22 June 2009 is ONE MILLION TWO HUNDRED THOUSAND DOLLARS (\$1,200,000), land only.

Respectfully submitted,

JAMES A. YOUNG and ASSOCIATES, LLC

James A. Young, MAI, CRE Louisiana Certified General

Real Estate Appraiser No. G0238

#### SUMMARY OF IMPORTANT FACTS AND CONCLUSIONS

PROPERTY IDENTIFICATION

Cotton Tract

Highway 486, Natchitoches Parish

OWNER OF RECORD

Charles R. Cotton, et ux

(Tax Records)

PROPERTY RIGHTS APPRAISED

Fee simple estate, but excluding minerals.

PURPOSE OF APPRAISAL

Provide an opinion of market value for the fee simple estate, but excluding minerals and subject to existing servitudes/rights of way and

in the "as is" condition.

APPRAISAL REPORT TYPE

Letter of value conclusion subject to a formal

report, if requested.

DATE OF VALUATION

22 June 2009

DATE OF REPORT

10 August 2009

SITE SIZE

383.737 Acres, based on legal description and

survey provided, as well as Natchitoches Parish

Tax Assessor.

**IMPROVEMENTS** 

Minor improvements for cattle operation

including barbed-wire fencing, gates and cattle

pens.

**ZONING** 

I-A, Industry-Agriculture District

FLOOD HAZARD ZONE

Zone A, areas in the 100-year flood plain with

no base elevation determined.

HIGHEST AND BEST USE

As Vacant

Speculative Lands, Industrial use likely

As Improved

Not Applicable

# **SUMMARY OF IMPORTANT FACTS AND CONCLUSIONS** (Continued)

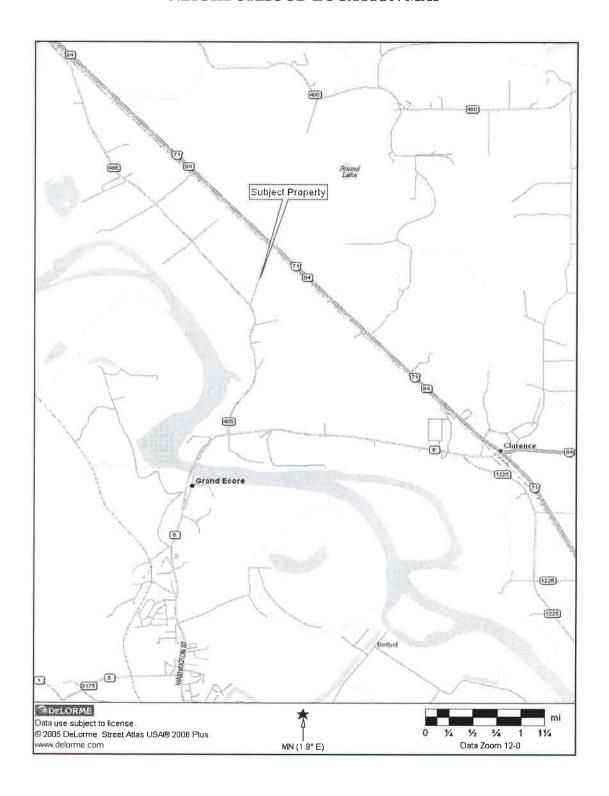
#### MARKETING/EXPOSURE

The analysis is based on the property having been exposed to the market for 24 months prior to the valuation date. It is estimated that should the property be marketed today, at reasonable pricing, i.e., approximating the value derived herein, the marketing period would be 24 months or less. It is noted the property is currently under an option contract at \$1,200,000.

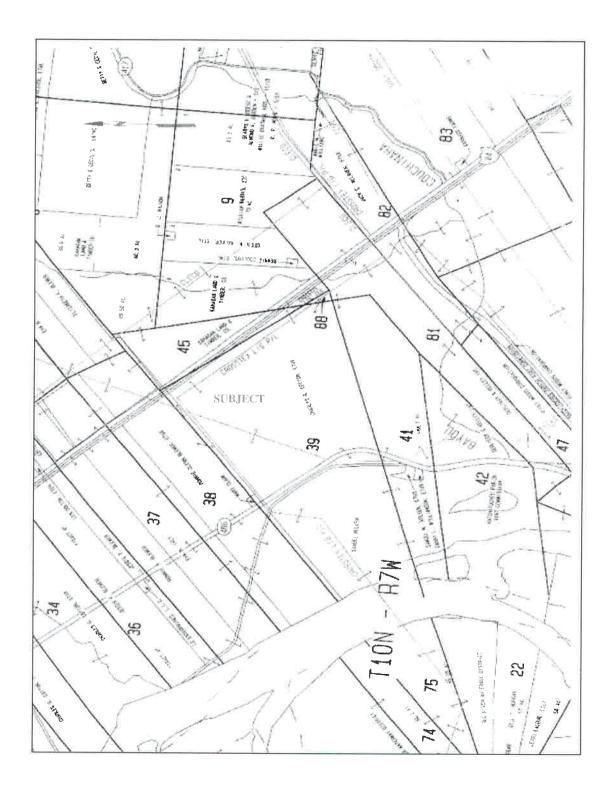
FINAL OPINION OF VALUE

\$1,200,000, land only.

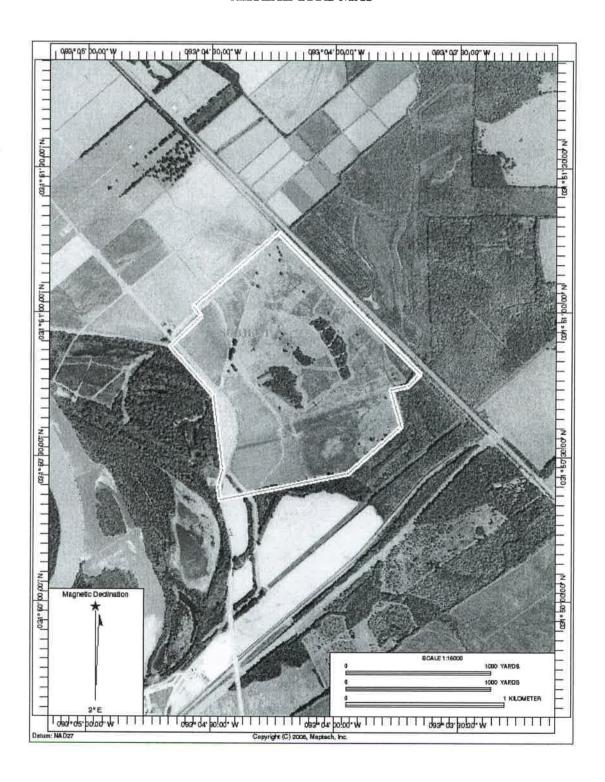
# NEIGHBORHOOD LOCATION MAP



# TAX ASSESSOR'S PLAT MAP



## **AERIAL SITE MAP**



# TOPOGRPAHIC SITE MAP

