

**SB# 1871**  
**Remainder of Lot 227, Containing 3.24 Acres, Kildare**  
**Subdivision, Ward 3, Section 1**

The Recreation and Park Commission for the Parish of East Baton Rouge (BREC) will accept sealed bids for the sale of 3.240± acres of vacant land fronting Lanier Drive in Baton Rouge, not needed for public recreation purposes, described as the remainder of Lot 227, Containing 3.24 Acres, Kildare Subdivision, Ward 3, Section 1 in Baton Rouge, for the minimum price of \$250,000.00 approximated appraised value.

Electronic **OR** Paper bids will be received until **2:00 pm** CT, **July 9, 2026**, by the BREC Finance Department, BREC Administration Building, 6201 Florida Boulevard, Baton Rouge, Louisiana. All electronic bids will be downloaded and publicly read aloud, along with all paper bids received, immediately after the **2:00 pm** bid closing in **Room 1515** of the BREC Administration Building. Bidders or their authorized representatives are invited to be present. No bids will be received after **2:00 pm** on the same day and date.

Acceptance of a bid is subject to entry into a binding written Purchase Agreement acceptable to both parties within forty-five (45) days of the opening of bids.

Complete bid documents are available by email request to BREC Purchasing Department, [Dedra.Fountain@brec.org](mailto:Dedra.Fountain@brec.org). Contact the BREC Purchasing Department at (225) 273-6421.

**Electronic** bids must be submitted through [www.bidexpress.com](http://www.bidexpress.com) prior to the bidding deadline. Bidders utilizing the electronic bid process are responsible for confirming that all documents are properly submitted and received by Bid Express. Questions about this procedure shall be directed to Bid Express Customer Service at [support@bidexpress.com](mailto:support@bidexpress.com). Toll Free: (888) 352-BIDX (2439), Phone: (352) 381-4888, Fax: (888) 971-4191, Monday through Friday, 6am - 7pm CT.

BREC has elected to use LaPAC, the state's online electronic bid posting and notification system, in addition to its standard means of advertising. LaPAC is resident on the Office of State Procurement's website at [LaPAC Public Menu \(louisiana.gov\)](http://LaPAC Public Menu (louisiana.gov)) and is available for vendor self- enrollment.

**Paper** bid forms must be submitted in a sealed, opaque envelope and endorsed **SB 1871 Remainder of Lot 227, Containing 3.24 Acres, Kildare Subdivision, Ward 3, Section 1** One (1) copy of the bid form shall be submitted.



## **Sale of Land – Bid Proposal**

Sealed Bid #:	
Parcel Number:	
Letting Date:	

To the Recreation and Parks Commission for the Parish of East Baton Rouge. I (We) hereby offer to purchase the BREC-owned land at the lump sum price offered for the parcel(s) in the “Bid Amount”. The undersigned certifies that he/she has examined the land offered for sale and is satisfied as to the condition of same and has judged for himself/herself as to the conditions to be encountered in sale of said land.

Bid Amount:	
Signature of Authorized Bidder:	
Signature Date:	

## **Contact Information**

Bidder’s Name:	
Company (if any):	
Address:	
Telephone No.:	
Email Address:	

# COOK MOORE DAVENPORT & ASSOCIATES

REAL ESTATE APPRAISERS

11616 Southfork Avenue, Suite 404 • Baton Rouge, LA 70816  
Phone 225.293.7006 • Fax 225.293.7009

[COOKMOORE.COM](http://COOKMOORE.COM)

*An Appraisal Report on*

*A Tract of Land Known as*

## LANIER DRIVE PARK

*Address:*

3901 Lanier Road  
Baton Rouge, Louisiana 70812

*Legally Described As:*

Remainder of Lot 227, Containing 3.24  
Acres, Kildare Subdivision, Ward 3,  
Section 1, Baton Rouge, East Baton Rouge  
Parish, Louisiana

*Relevant Date(s):*

February 20, 2026 (Date of Property Visit)

*Prepared For:*

Mr. Brett Wallace, PLA, PMP  
BREC  
6201 Florida Boulevard  
Baton Rouge, LA 70806

**FILE #26-23739**

February 24, 2026

Mr. Brett Wallace, PLA, PMP  
BREC  
6201 Florida Boulevard  
Baton Rouge, LA 70806

Re: An existing tract of land, known as Lanier  
Drive Park, in Baton Rouge, Louisiana

Dear Mr. Wallace:

In accordance with your request and for the purpose of estimating the *market value* of a *fee simple* interest in the property above referenced and more particularly described within the report, we present the following appraisal for your approval.

*This is an Appraisal Report as defined by Uniform Standards of Professional Appraisal Practice under Standards Rule 2-2(a). This format provides a summary or description of the appraisal process, subject and market data and valuation analyses.*

Based upon our visit to the subject property and investigations and analyses undertaken, we have formed the opinion that, subject to the assumptions and limiting conditions set forth in this report, the *market value* of the *fee simple* interest in the subject property "as is, as of February 20, 2026 (date of the property visit)," is:

***TWO HUNDRED FIFTY THOUSAND DOLLARS***

***\$250,000***

*The above value is net of \$10,000 in capital outlays to demolish and remove the improvements.*

*The above value(s) are subject to the following extraordinary assumptions:*

- The subject property is currently zoned A-1 (Single-Family Residential). It is an extraordinary assumption of this report that the subject would be able to be rezoned to allow for multifamily development without significant capital outlays or delays in development.

*The use of extraordinary assumptions might have affected the assignment results.*

**This letter must remain attached to the report, which contains 82 pages (from the appraisal cover to the addendum) plus related exhibits, in order for the value opinion set forth to be considered valid.**

This appraisal report was completed in accordance with the requirements of BREC, the Uniform Standards of Professional Appraisal Practice (USPAP), and the requirements set by the Office of the Comptroller of currency appraisal standards as delineated by ruling 12 USC. 93a of title XI of the FIRREA, dated 1989. If we can be of further assistance in this matter, please do not hesitate to call.

Respectfully submitted,



Tom W. Cook, MAI  
Louisiana Certified General  
License #APR.00005-CGA  
tcook@cookmoore.com



Robert E. Beaman  
Louisiana Certified General  
License #APR.04446-CGA  
bbeaman@cookmoore.com

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*Fee Simple Value Indicators “As Is”:*

*Sales Comparison Approach*

Land Value Ranges & Reconciled Value			
	Unadjusted	Adjusted	Adj. Total
<b>Low</b>	\$1.04	\$1.04	\$147,030
<b>High</b>	\$6.32	\$3.79	\$535,106
<b>Average</b>	\$2.56	\$2.02	\$284,786
<b>Median</b>	\$1.71	\$1.64	\$232,109
<b>Reconciled Value per Square Foot</b>		\$1.85	
<b>Subject Size (Usable Land SF)</b>		141,134	
<b>Indicated Value</b>		\$261,099	
<b>Reconciled Final Value</b>		\$260,000	
<b>Less Curative Costs</b>		\$10,000	
<b>Indicated Value</b>		<b>\$250,000</b>	

*The preceding value(s) are subject to the following extraordinary assumptions:*

- The subject property is currently zoned A-1 (Single-Family Residential). It is an extraordinary assumption of this report that the subject would be able to be rezoned to allow for multifamily development without significant capital outlays or delays in development.

*The use of extraordinary assumptions might have affected the assignment results.*

## **IDENTIFICATION OF THE SUBJECT PROPERTY**



The subject is a 141,134± square foot (3.240± acre) parcel of land in Baton Rouge, Louisiana. The site is irregularly-shaped, with 420' of frontage along the west side of Lanier Drive. The property bears the municipal address 3901 Lanier Road, Baton Rouge, Louisiana 70812.

The subject can be legally described as Remainder of Lot 227, Containing 3.24 Acres, Kildare Subdivision, Ward 3, Section 1, Baton Rouge, East Baton Rouge Parish, Louisiana. The subject can be further legally described as follows:

One certain lot or parcel of land being the remaining portion of Lot 227, Kildare Subdivision Section One, containing 3.24 acres situated north of Hurricane Creek on the west side of Lanier Drive in the Third Ward of the Parish of East Baton Rouge, Louisiana, being more particularly described as follows:

Beginning at the northeast corner of Lot 227, Kildare Subdivision; thence southwesterly along the west right-of-way line of Lanier Drive a distance of 420.45 feet to the north right-of-way line of Hurricane Creek; thence N 62° 40' W along the north right-of-way of said Hurricane Creek a distance of 590.37 feet; thence continuing S 62° 42' W along said creek right-of-way a distance of 32.44 feet; thence N 00° 23' W along the west line of said Lot 227, a distance of 73.53 feet to the north line of said Lot 227; thence easterly along said north line of said Lot 227, a distance of 766.60 feet to the west right-of-way line of Lanier Drive and the POINT OF BEGINNING: being more particularly shown on map dated February 21, 1972 prepared by Charles W. Hair, Jr.

Source: East Baton Rouge Parish Clerk of Court

## THE APPRAISAL PROBLEM

The Scope of Work Rule requires the appraiser to gather and analyze information about those assignment elements that are necessary to properly identify the appraisal problem to be solved. According to Standards Rule 1-2, identification of the problem to be solved requires the appraiser to identify the following assignment elements<sup>1</sup>:

- ❑ *Client and any other intended users:* The client for this appraisal assignment is BREC. The intended user(s) of the report is BREC, and/or their assigns. No other users are intended.
- ❑ *Intended use of the appraiser's opinions and conclusions:* The intended use(s) of this appraisal is to assist the intended user(s) in asset management purposes. No other use is intended.
- ❑ *Type and definition of value:* The following value estimate(s) are presented:

The **market value** of a **fee simple** interest in the subject property “as is,” as of February 20, 2026 (date of the property visit).

In the process of developing the above value estimate, we derived the following value estimate:

The **hypothetical market value** of a **fee simple** interest in the subject property “as if vacant land,” as of February 20, 2026 (date of the property visit).

**Market Value**<sup>2</sup> is defined as:

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently 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:

- A) Buyer and seller are typically motivated;
- B) Both parties are well informed or well advised, and each acting in what he considers his own best interest;

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<sup>1</sup> Uniform Standards of Professional Appraisal Practice, *2024 Edition* (The Appraisal Foundation, 2024), pg. 15

<sup>2</sup> United States Treasury Department, Comptroller of the Currency 12 CFR part 34, §34.42(f)

- C) A reasonable time is allowed for exposure in the open market;
  - D) Payment is made in terms of cash in U.S. dollars, or in terms of financial arrangements comparable thereto; and,
  - E) 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.
- Effective date of the appraiser's opinions and conclusions: The effective date of the value estimates is:

Date of the Property Visit                      February 20, 2026

- Subject of the assignment and its relevant characteristics:* The subject is a 141,134± square foot (3.240± acre) parcel of land in Baton Rouge, Louisiana. The site is irregularly-shaped, with 420' of frontage along the west side of Lanier Drive. The property bears the municipal address 3901 Lanier Road, Baton Rouge, Louisiana 70812.
- Assignment conditions:* Assignment conditions include assumptions, extraordinary assumptions, hypothetical conditions, supplemental standards, jurisdictional exceptions, and other conditions that affect the scope of work.

The following assumptions are used in this appraisal assignment:

- An environmental audit was not provided. We are not qualified to complete an environmental audit. The stated opinion of value is predicated on the assumption that no hazardous substances or conditions materially affect the property.
- Soil conditions are sufficient for structural support.
- The subject property does not contain jurisdictional wetlands and no outlays for wetlands mitigations will be required to facilitate any future development of the subject property.

The following extraordinary assumption(s) will be used in this appraisal report:

- The subject property is currently zoned A-1 (Single-Family Residential). It is an extraordinary assumption of this report that the subject would be able to be rezoned to allow for multifamily development without significant capital outlays or delays in development.

*The use of extraordinary assumptions might have affected the assignment results.*

An extraordinary assumption may be used in an assignment only if:

- It is required to properly develop credible opinions and conclusions;
- The appraiser has a reasonable basis for the extraordinary assumption;
- Use of the extraordinary assumption results in a credible analysis; and
- The appraiser complies with the disclosure requirements set forth in USPAP for extraordinary assumptions.<sup>3</sup>

The following hypothetical conditions will be used in this appraisal:

- ☐ For the purposes of deriving the hypothetical market value of the subject's site "as if vacant land," we will include the hypothetical condition that the subject property is vacant and developable, as of the date of the property visit.

*The use of hypothetical conditions might have affected the assignment results.*

A hypothetical condition may be used in an assignment only if:

- Use of the hypothetical condition is clearly required for legal purposes, for purposes of reasonable analysis, or for purposes of comparison;
- Use of the hypothetical condition results in a credible analysis; and
- The appraiser complies with the disclosure requirements set forth in USPAP for hypothetical conditions.<sup>4</sup>

No laws and regulations, jurisdictional exceptions or other conditions affected the scope of work for this appraisal assignment.

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<sup>3</sup> Uniform Standards of Professional Appraisal Practice, *2024 Edition* (The Appraisal Foundation, 2024), pg. 19

<sup>4</sup> Uniform Standards of Professional Appraisal Practice, *2024 Edition* (The Appraisal Foundation, 2024), pg. 20

## SCOPE OF WORK

Standards Rule 1-2 (f) requires the appraiser to identify the scope of work necessary to complete the appraisal assignment. The scope of work includes, but is not limited to, the following:

- the degree to which the property was inspected or identified
- the extent of research into physical or economic factors that could affect the property
- the extent of data research
- the type and extent of analysis applied to arrive at opinions or conclusions

The scope of work completed for this appraisal assignment is intended to meet or exceed the expectations of the typical appraisal consumer. The scope of work completed for this appraisal assignment is also intended to be consistent with those actions completed by similarly qualified peers performing the same or a similar appraisal assignment in compliance with USPAP. The scope of work completed for this specific appraisal assignment includes the following:

- The property was visited by Robert E. Beaman on February 20, 2026. Tom W. Cook, MAI, visited the property on a later date, and has reviewed the photographs taken during the property visit. Photographs of the identified property were taken (copies are provided in the report addendum).

*Neither the site visit nor this appraisal is to be construed as a building inspection, structural inspection, ADA compliance inspection, environmental inspection or pest control inspection (i.e., identifying infestations such as termites). We are not qualified to complete such inspections. In completing the site visit, areas that were readily accessible were visually observed for valuation comparison purposes. The observations made during the site visit were not technically exhaustive and are not to be construed as a warranty, of any type or form, of the improvements, site improvements, furniture, fixtures, and equipment, or site.*

- The courthouse records of East Baton Rouge Parish were researched to track the transactional history of the subject property over the past 3 years.
- The current tax assessments and related property tax bills affecting the subject were researched.

- ❑ The regional and neighborhood influences were considered along with their effects on the property. The effect(s) of any anticipated pending public or private improvements located on or off the site were also considered.
- ❑ The site and improvements were described; land size, frontage, availability of utilities, zoning, building size and other pertinent attributes were discussed.
- ❑ The highest and best uses of the property “as vacant land” and “as improved” were estimated.
- ❑ Sales and rentals of properties with similar highest and best uses were found and researched. Research and verification included reviewing the act of sale or rental contract, interviewing individuals familiar with the sale [either the seller, buyer, broker, building owner, property manager, or appraiser involved in the transaction] and/or obtaining other pertinent information about the property [i.e., flood zone status, zoning, available utilities, condition, consideration].
- ❑ The appropriate and correct valuation methodology(ies) will be applied to derive a final value estimate(s). The Cost Approach will not be applied, as the subject is vacant land. The Sales Comparison Approach will be applied, as there is adequate data to develop a value estimate and this approach reflects market behavior for this property type. The Income Approach will not be applied, as the subject is not an income-producing (rental) property, and this approach does not reflect market behavior for this property type.



**Future Trends**

The current assessment implies a market value (assessor’s estimate) of \$0 for the subject property. The subject property appears to be under-assessed, as the subject’s market value estimate is greater than that implied by its assessed value. The local tax assessor is mandated by the Constitution of the State of Louisiana to reassess every four years. Most adjustments in assessments, however, are transaction-based (i.e., when a property sells, it is typically reassessed at the sale price).

Note that as long as the subject remains in the same ownership, reassessment may not occur (i.e., the tax bill will likely remain at the level stated by the Assessor, as long as no sales of the subject property are recorded and no construction takes place). Implicit in the definition of market value, however, is “the consummation of a sale,” following which a reassessment is a strong expectation. A prudent investor would reasonably anticipate such a reassessment following a purchase at the appraised value.

A transaction-based adjustment in total assessment for the subject based on a 10% assessment for the land, a 15% assessment for the improvements, and a tax millage rate of 86.31 mills (actual), is summarized on the following table:

<b>Real Estate Assessment Analysis</b>							
<b>Value Scenario</b>	<b>Property Rights</b>	<b>Projected Sale Price</b>	<b>Land Assessment @ 10%</b>	<b>Improvement Assessment @ 15%</b>	<b>Total Assessment</b>	<b>Millage Rate</b>	<b>Total Annual Rounded Tax Bill</b>
As Is	Fee Simple	\$250,000	\$25,000	\$0	\$25,000	86.31	\$2,200

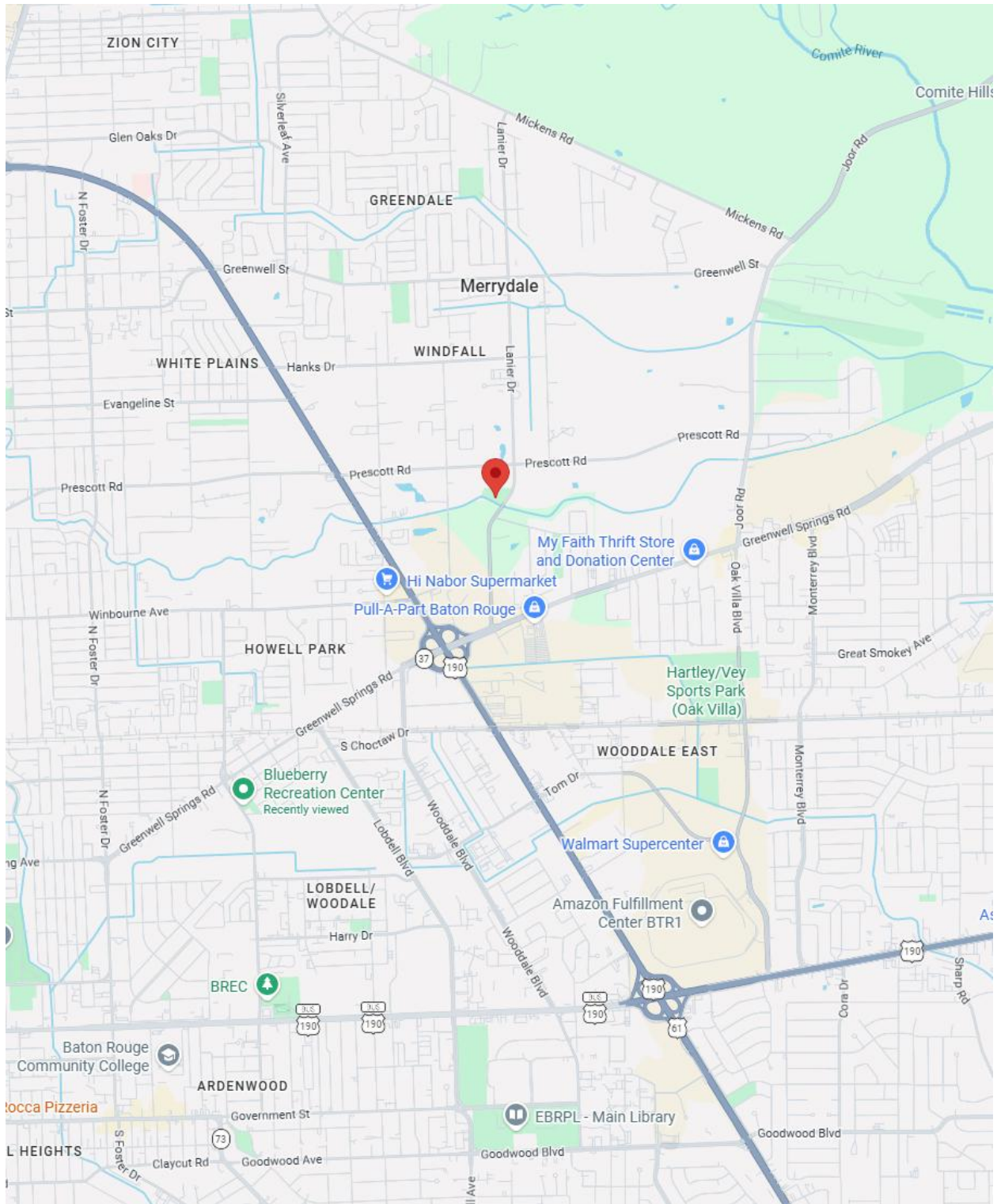
A prudent investor, upon acquisition of the property, would reasonably anticipate such a reassessment within 2± years.

## **HISTORY OF THE SUBJECT PROPERTY**

We researched the courthouse records of East Baton Rouge Parish to track the title history of the subject property. This was done to determine if any recent sales had taken place that might be indicative of subject's market value. The subject property has been under the ownership of Recreation & Park Commission - EBRP, for many years.

No arm's-length sales transactions involving the subject property are known to have occurred in the last three years, and the subject is not known to be listed for sale or lease.

## LOCATION MAP



## NEIGHBORHOOD ANALYSIS

### General

Baton Rouge, Louisiana's capital city, spans an area of 60.5± square miles. It is in the south central portion of Louisiana, along the eastern bank of the Mississippi River, approximately 130± river miles upstream from New Orleans, Louisiana, and 230± river miles upstream from the mouth of the River at the Gulf of Mexico. It is approximately 80± miles northwest of New Orleans via Interstate 10. Baton Rouge is also served by I-12, I-55, I-59 and I-49 (all within 60 miles), and accessed via Baton Rouge International Airport (BTR) and the Port of Greater Baton Rouge (the farthest inland deepwater-port of the Mississippi River). There are over 150 industries of various kinds in the MSA (Metropolitan Statistical Area), with a civilian labor force of approximately 461,896±.

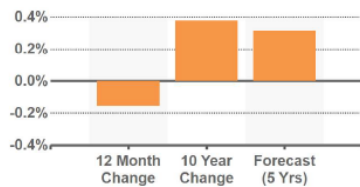
According to the 2020 U.S. Census, the Baton Rouge Metropolitan Statistical Area (MSA), which at the time included four surrounding Parishes (East Baton Rouge, West Baton Rouge, Ascension, and Livingston), contained a population of roughly 856,779 (up from 802,484 persons reported in the 2010 Census).

### DEMOGRAPHIC TRENDS

Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	846,073	332,225,625	-0.2%	0.2%	0.4%	0.6%	0.3%	0.5%
Households	308,816	124,040,922	-0.2%	0.1%	0.3%	0.7%	0.3%	0.5%
Median Household Income	\$66,739	\$72,463	10.2%	9.6%	3.1%	3.6%	3.6%	3.4%
Labor Force	423,440	164,369,359	1.1%	2.3%	0.8%	0.6%	0.7%	0.5%
Unemployment	3.9%	3.8%	-2.6%	-2.2%	-0.3%	-0.4%	-	-

Source: Oxford Economics

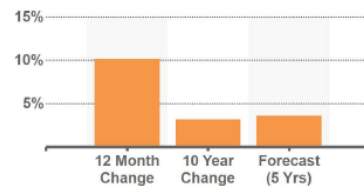
#### POPULATION GROWTH



#### LABOR FORCE GROWTH



#### INCOME GROWTH



Source: Oxford Economics

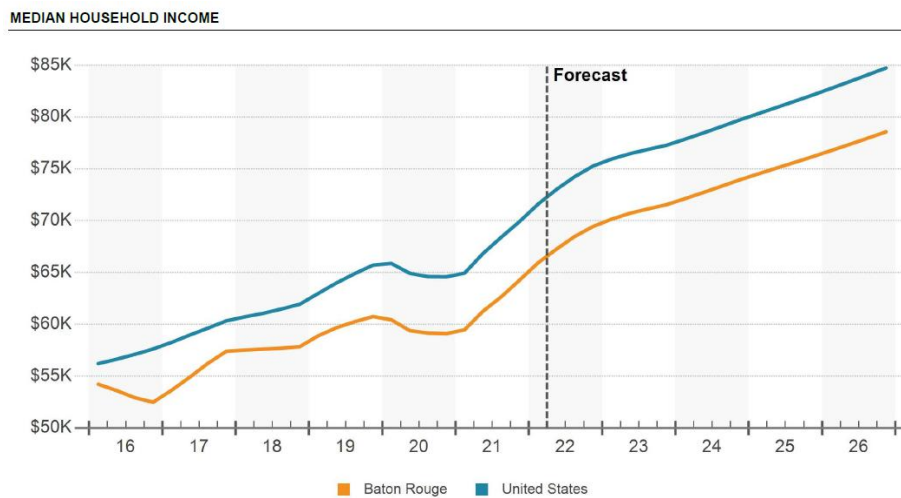
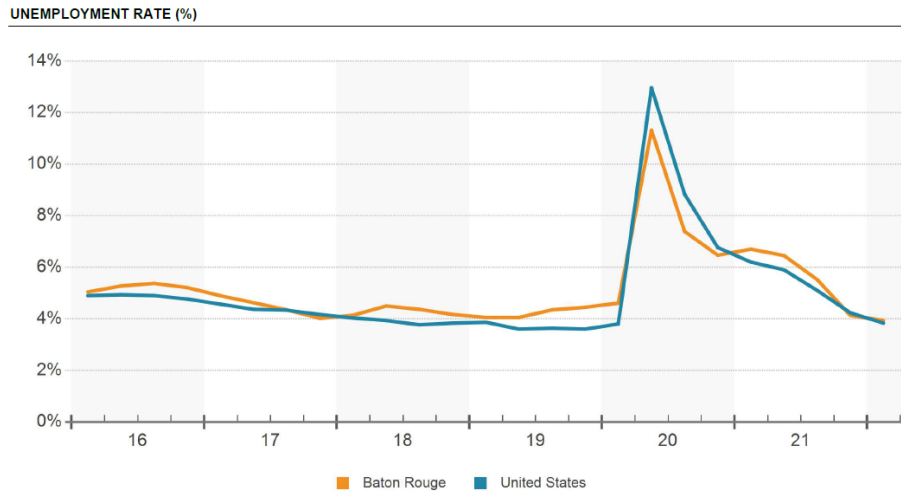
Baton Rouge is a center of education, government, health care, biotechnology research, petrochemical production, and petroleum refining. It is home to two major universities (Louisiana State University and Southern University), three major hospitals (Our Lady of the Lake Regional Medical Center, Baton Rouge General Hospital, and Ochsner Medical Center), state government offices, and large industrial developments positioned along the Mississippi River, including Shintech Incorporated, ExxonMobil, and Dow Chemical Company. The area’s employment by industry are as follows:

**BATON ROUGE EMPLOYMENT BY INDUSTRY IN THOUSANDS**

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	29	0.9	4.27%	3.44%	0.96%	0.63%	0.95%	0.29%
Trade, Transportation and Utilities	70	0.9	2.23%	3.59%	0.47%	1.18%	0.09%	0.26%
Retail Trade	40	0.9	-0.78%	2.70%	-0.22%	0.60%	0.21%	0.19%
Financial Activities	19	0.8	6.10%	2.01%	0.96%	1.39%	0.52%	0.32%
Government	73	1.2	-0.74%	1.51%	-0.14%	0.14%	0.91%	0.56%
Natural Resources, Mining and Construction	46	2.1	8.40%	4.05%	1.26%	2.46%	1.66%	0.51%
Education and Health Services	56	0.9	3.05%	2.58%	0.96%	1.56%	0.22%	0.80%
Professional and Business Services	52	0.9	7.95%	5.15%	1.71%	2.12%	0.19%	0.53%
Information	5	0.7	10.69%	5.50%	1.18%	0.94%	1.07%	0.48%
Leisure and Hospitality	40	0.9	9.21%	15.88%	1.36%	1.42%	1.71%	1.83%
Other Services	16	1.1	2.62%	5.64%	0.36%	0.48%	1.34%	0.85%
<b>Total Employment</b>	<b>406</b>	<b>1.0</b>	<b>4.27%</b>	<b>4.52%</b>	<b>0.81%</b>	<b>1.23%</b>	<b>0.76%</b>	<b>0.64%</b>

Source: Oxford Economics  
LQ = Location Quotient

Despite posting two years of job growth during 2017 and 2018, the Baton Rouge economy was already faltering prior to the pandemic, shedding some 4,800 jobs during 2019. After a challenging 2020 when the economy lost 20,000 jobs. Employment has begun to rebound with 8,000 of those jobs returning in 2021. Costar is anticipating the momentum to continue into 2022 with an additional 14,000 jobs. Essentially returning to pre-pandemic levels. As of late 2021, the unemployment rate is slightly above the U.S. at 5.5%. On a positive note, similar to many parts of the country, the region is experiencing significant wage growth. In 2021, the median household income grew by 6% reaching \$63,400.



The natural resources and construction sector is more than two and a half times as concentrated in Baton Rouge as the U.S. average, and as such, energy prices matter a great deal to the local economy. Dependence on energy poses a long-term risk to Baton Rouge and will likely continue to constrain growth over the near term.

While Baton Rouge's current economic position is marred with uncertainty, the city still has several positive long-term economic drivers. The market is home to the Greater Port of Baton Rouge, one of the busiest in the country. It is also home to Louisiana State University (LSU), one of the largest public universities in the nation. LSU boasts a \$5.1 billion economic impact on the state of Louisiana.

**Subject Neighborhood**

A neighborhood may be characterized by such uses as residential, commercial, industrial, recreational, agricultural, cultural, and civic activities, or a mixture of these. Analysis of the neighborhood is important because the various economic, social, physical, and political forces which affect a particular neighborhood also directly influence the individual properties within. Discussion of these factors as they affect the value of the subject property follows:

The subject property is located in the northern portion of Baton Rouge within East Baton Rouge Parish. This area is characterized primarily by established residential neighborhoods interspersed with public land uses, institutional properties, and limited neighborhood-serving commercial development. Development patterns in this sector of the city reflect mid- to late-20th-century suburban expansion, with modest reinvestment occurring in selected corridors. The neighborhood exhibits typical urban infrastructure, including paved public roadways, municipal utilities, and proximity to collector and arterial routes that provide connectivity to broader employment centers within the parish.

The Baton Rouge metropolitan area serves as the political and economic hub of Louisiana, with its economy anchored by state government operations, petrochemical and refining industries, higher education institutions, and healthcare systems. Major employers include Louisiana State University, ExxonMobil's refinery complex, Our Lady of the Lake Regional Medical Center, and multiple state administrative offices. These institutions provide consistent employment bases that support housing demand across a range of price points and rental tiers. The presence of stable employment drivers reduces volatility in housing absorption relative to more narrowly specialized markets.

Population trends within the Baton Rouge metropolitan statistical area have been relatively stable, with periods of moderate growth influenced by energy sector cycles and regional economic shifts. Household formation continues to support demand for rental housing, particularly as affordability constraints and elevated mortgage interest rates limit access to homeownership for some segments of the population. This dynamic has contributed to sustained occupancy levels within the multifamily sector, especially in developments offering competitive rental rates relative to median household incomes. The subject's location within the urbanized portion of the parish positions it to benefit from these broader demographic trends.

Real estate trends in Baton Rouge indicate that multifamily development remains one of the more active property sectors, though new construction has moderated in response to increased construction costs, insurance expenses, and capital market tightening. Development activity has been concentrated primarily in southern and southeastern Baton Rouge, where newer Class A communities have been delivered in recent years. Northern Baton Rouge has historically experienced less large-scale multifamily construction, resulting in a housing stock that is comparatively older. This condition may present opportunity for well-designed, appropriately scaled multifamily redevelopment where zoning and infrastructure support such use.

Infrastructure investment within East Baton Rouge Parish has included roadway improvements, drainage enhancements, and incremental utility upgrades aimed at supporting long-term growth. Given the region's susceptibility to heavy rainfall events, floodplain designation and drainage capacity are critical considerations in land development feasibility. Sites that can demonstrate adequate drainage solutions and manageable flood risk typically retain stronger development potential. Public utility access and roadway connectivity in established neighborhoods such as the subject's area generally support residential redevelopment, subject to engineering verification.

Supply and demand fundamentals for multifamily housing in Baton Rouge reflect steady occupancy and moderate rental growth in stabilized properties. Demand drivers include workforce housing needs, university-related housing demand, healthcare employment growth, and general population stability. While absorption rates vary by submarket and product quality, developments that align with achievable rent thresholds and meet contemporary design expectations tend to perform competitively. The subject neighborhood's proximity to established residential areas and employment corridors suggests that appropriately positioned multifamily housing could capture localized demand, assuming entitlement feasibility and market-aligned pricing.

Overall, the neighborhood surrounding the subject demonstrates characteristics consistent with stable residential use and potential for incremental redevelopment. Economic anchors within the Baton Rouge region provide foundational demand support, while broader affordability trends continue to reinforce the need for rental housing alternatives. The area does not reflect rapid speculative expansion but instead

suggests measured, demand-driven development potential. From a neighborhood perspective, multifamily use appears generally consistent with broader market dynamics, subject to zoning compatibility and site-specific due diligence.

## APARTMENT MARKET ANALYSIS

### 2025 Baton Rouge Apartment Market - Introduction & Summation

Prior to the advent of the pandemic, rental and occupancy figures for the Baton Rouge area apartment market had been on a declining trend for 2+ years. Substantial construction of new apartments throughout the region in 2017-2020 had adversely affected rents and occupancies. The trend for 2021-24 was quite the contrary (rents and occupancies strengthened), though the notable number of units constructed in 2024-25 has resulted in a return to softening conditions (materially increasing vacancies). With the substantial number of units under construction for 2025 (with many of the units built in 2024 still in lease-up), market conditions are expected to soften further.

Apartment rental and vacancy data collected and analyzed each year (most recently in January-March 2025) by Cook, Moore, Davenport & Associates (CMDA), in conjunction with Elifin Realty, LSU's Real Estate Research Institute (RERI), the CID of GBRAR and the Baton Rouge Apartment Association (BRAA), indicate that **apartment vacancies in the Baton Rouge area over the past 12± months rose to 7.46% from Spring 2024's 5.36%** (based on our matched data set of 217 apartment complexes), while **quoted rentals in our matched set of 217 complexes increased almost 5%** (up to \$1.31/sf from an average of \$1.25/sf in 2024). The 2024-25 rental increases cooled substantially from the 10% rise in rents observed in 2021-22, and continue to reflect a moderating market (increasing rentals, but rising vacancies due primarily to incoming supply).

Job growth (which drives population growth, which drives incremental demand for apartments) was adversely affected by the pandemic. The Baton Rouge metro area shed 5% of its employment in 2020. This was anomalous, and a direct result of the pandemic's recessionary effects on a global basis. The local job market has since recovered, with unemployment now hovering around a historical low of 4% (with December 2024 MSA employment at 420,843, down slightly from 421,320 in December 2023).

As the pandemic has now evolved into an endemic, local employment figures should continue to stabilize, particularly with the various pandemic-era stimulus projects and governmental infrastructure expenditures promoting job growth in the capital region and throughout Louisiana. That job growth (and the incremental population growth that should follow) should aid in the absorption of the incoming supply of new units (to be subsequently detailed).

A historically significant number of units was delivered to the market in 2024, and another elevated number of units is under construction (and planned) that will be delivered to the market in 2025 and 2026. Apartment owners and managers in certain submarkets should continue to brace and prepare for increasing competitive pressures as these new units fight to capture market share.

We analyzed two sets of rental data, which differ by composition and number of properties included. The entire dataset consists of 222 complexes, while the matched dataset consists of 217 complexes, with a smaller matched sample of 78 larger (200+ unit) complexes also analyzed. **The reported vacancy rate for the matched sample in 2025 is 7.46%, while the vacancy rate for the entire sample is 7.45%** (note that these figures exclude consideration of any newly-built units in initial lease-up; it also does not reflect the impact of concessions and giveaways on economic rents).

A notable “shadow” vacancy component is the set of “troubled asset” properties that are not included or reflected in our survey results. Our research indicates that there are 28 apartment complexes in the Baton Rouge area containing 3,268 units, of which only 34% are occupied, with roughly 2,170 units in “down” (offline) status. Another 8 complexes with 1,698 units are under 70% occupied, with 820 of those units offline. Many are properties that were acquired by out-of-state investors in 2021-22, funded by out-of-state lenders, and appraised by nonresident appraisers that lacked local expertise or geographical competency. If these “offline” units are counted in the supply, the effective market vacancy statistic increases to roughly 12.5%.

A bulleted summary of our key observations & expectations is provided:

- The supply of rental units in the Baton Rouge MSA has grown substantially over the last 2 decades. Relevant stats include:
  - 6,937± new apartment units were completed in the decade following when Hurricane Katrina hit on August 29, 2005 (major event that drove local housing demand) through the end of 2014. The average number of units absorbed each year (for that decade) was 867±.
  - 1,531± units were built (completed) in 2015
  - 1,296± units were built (completed) in 2016

- 1,136± units were built (completed) in 2017
- 2,282± units were built (completed) in 2018
- 1,577± units were built (completed) in 2019
- 638± units were built (completed) in 2020
- 623± units were built (completed) in 2021
- 515± units were built (completed) in 2022
- 1,281± units were built (completed) in 2023
- 2,055± units were built (completed) in 2024
- 1,793± units are under construction for delivery (or have been delivered thus far) in 2025-26
- 2,339± units are proposed for construction in 2026-27 (not yet underway);
- Of the proposed units (those not yet under construction), we consider 1,031± units to be more likely to be built than the remaining 1,308± proposed units.
- **The total new rental supply for 2015-2024 was 12,934 units, which equates to 1,293 units per year over a 10-year span.** This was roughly 86% greater than the pace of construction for the preceding decade (including the post-Katrina “boom”).
- The total new rental supply (currently under construction or proposed, excluding those unlikely to be built) for 2025-2027 will be 2,824± units (if all are built), which will equate to 941± units per year over a 3-year span.
- It is notable that construction costs for apartments locally increased materially in the wake of the post-pandemic economic boom (and supply chain crises). Though some of those costs have reportedly returned to levels somewhat nearer the stratosphere, as the national economy has slightly cooled (and has been pushed toward recession as a byproduct of federal policies and measures intended to cool inflation), the cost of construction financing (mortgage interest rates) has substantially increased (from near historical lows as recently as the end of 2021). It remains probable that some of the announced projects (those listed on the following pages, as well as others

still on the drawing board) will not be built in the short-term (some will likely be tabled until such time that conditions are more strongly supportive of construction feasibility).

- The basic mechanics of housing demand are as follows: the national and local norm has historically been roughly 2.75 people per household, so, if the population grows by 1,000 people, we should need to have roughly 360 additional housing units to satisfy the incremental demand created. As roughly 33% of the local households have historically been renters, roughly 120 of those 360 units (per 1,000 residents) need to be rental units. To absorb the 12,934 apartment units built in 2015-2024, the Baton Rouge area's long-term population would normally need to have increased by more than 100,000± people (which is materially more than the long-term population increase that resulted from Hurricane Katrina), though other factors like the need to replace physically or functionally obsolete units (termed “depletion”), the ever-shrinking average household size (this stat has been getting smaller for years, particularly as millennials continue to enter the housing market, and fewer people per household means the more housing units can be needed to satisfy the demand per 1,000 residents), and displaced former homeowners that opt (or have no choice but) to remain in apartments could all have offsetting effects. The macro-level increase in demand for housing regionally and nationally appears to have washed away virtually all signs, for now, as only a few submarkets are showing signs of being materially oversupplied.
- The vast majority of the new units built over the last 2 decades have been “upscale, Class A,” oriented toward the higher end of the rental scale. As such, existing Class A properties have absorbed the brunt of the competitive pressures from the incoming supply. The incoming supply for 2025-27, however, is (and has been) a bit more focused on affordable (typically subsidized in some manner) housing oriented toward lower-income households, with 455 of the 2,055 units built in 2024 and 810 of the 1,793 units underway for 2025 falling in this category.
- The critical factors that will ultimately drive the long-term demand for, and absorption of, additional housing units in the Baton Rouge area are the number of jobs that can be recovered/generated and retained locally (where the jobs go, the population will follow) and the ability of our infrastructure (roads, schools, governing bodies) to accommodate this growth and maintain the character and marketability of the Baton Rouge region as a place to live. The lack of recent employment growth is of concern, but Baton Rouge has positive dynamics, and the area remains positioned to prosper long-term.

On the following pages will be presented synopses of new multifamily residential construction projects and tables illustrating historical rental/vacancy trends. For more detailed discussions and/or information, please call us (we provide professional consulting services) or go to [www.CookMoore.com](http://www.CookMoore.com) or [BatonRougeTrends.net](http://BatonRougeTrends.net).

**II. New Apartment Construction**

Baton Rouge has been experiencing a boom in apartment construction since 2015. Very few of the new complexes offer standard, mid-grade apartment units. The vast majority of the new rental housing supply over the past 20± years has been oriented toward either more affluent tenants (either conventional residents or LSU students), or lower-income households.

The new apartment complexes built, underway and/or planned in the Greater Baton Rouge area are listed on the following pages:

**Apartment Complexes Completed/Under Construction in 2024-2025  
in the Baton Rouge MSA**

Complex Name	Location	# Units	Completed	Comments						
<b>Completed 2024</b>										
Cedar Grove Townhomes	14810 Old Jefferson Highway	146	2024	Upscale Rental Townhomes						
The Everly at Rouzan	4850 Rouzan Square Ave	277	2024	Upscale/Luxury Units						
The Waters at Millerville	13633 Millerville Greens Blvd	295	2024	Upscale/Luxury Units						
Villas at Oak Bend SFR	16625 Poe Avenue	112	2024	Single-Family Residential (SFR) - D.R. Horton						
Exchange at Juban	10411 Cassle Road (Denham)	264	2024	Upscale/Luxury Units						
Timber Creek Townhomes	17316 Copper Creek Dr (Livingston)	48	2024	Market-Rate Townhomes						
The Waters at Heritage	609 St. Francis Parkway (Gonzales)	299	2024	Upscale/Luxury Units						
Cypress Point SFR	2009 S. Veterans Pkwy (Gonzales)	111	2024	Single-Family Residential (SFR) Rentals						
Arabella at Dutchtown Thomes	36450 Belle Savanne Ave (Geismar)	48	2024	Upscale Rental Townhomes						
The Reserve at Howell Place	4201 Ford Street	300	2024	Affordable Housing Units - CST						
Government Corridor SS	605 North 33rd Street	34	2024	Affordable Housing Units - GCHP						
Cypress River Lofts	1382 Duane Street	19	2024	Mixed-Income Lofts - EBRHA						
Martin Landing	31164 LA Highway 16 (Denham)	102	2024	Mixed-Income Units - VOA						
<b>Total Completed in 2024</b>		<b>2,055</b>								
				<table border="1"> <thead> <tr> <th>Conventional</th> <th>Student</th> <th>Affordable</th> </tr> </thead> <tbody> <tr> <td>1,600</td> <td>0</td> <td>455</td> </tr> </tbody> </table>	Conventional	Student	Affordable	1,600	0	455
Conventional	Student	Affordable								
1,600	0	455								
<b>Under Construction 2025 - 2026</b>										
The Waters at Bluebonnet	3445 Bluebonnet Blvd	324	2025	Upscale/Luxury Units						
The Heights at Picardy	8340 Picardy Avenue	232	2025	Upscale/Luxury Units						
Solo Apartments	2501 Brightside Drive	32	2026	Upscale/Luxury Units						
The Heights at Materra	Materra Blvd.	295	2027	Upscale/Luxury Units						
Mid City Point Apts	350 South Foster Drive	100	2025	Mixed Income Units						
Sherwood Oaks (Brandywine)	10950 West Darryl Drive	280	2025	Affordable Housing Units						
Cypress at Ardentale - Phase I	1701 North Ardenwood Blvd	170	2025	Affordable Housing Units - EBRHA						
The Reserve at Joor Place	4663 Joor Road (Central)	360	2025	Affordable Housing Units - CST						
<b>Total Under Construction 2025 - 2026</b>		<b>1,793</b>								
				<table border="1"> <thead> <tr> <th>Conventional</th> <th>Student</th> <th>Affordable</th> </tr> </thead> <tbody> <tr> <td>983</td> <td>0</td> <td>810</td> </tr> </tbody> </table>	Conventional	Student	Affordable	983	0	810
Conventional	Student	Affordable								
983	0	810								
<b>Total Completed or Under Construction</b>		<b>3,848</b>								
				<table border="1"> <tbody> <tr> <td>2,583</td> <td>0</td> <td>1,265</td> </tr> </tbody> </table>	2,583	0	1,265			
2,583	0	1,265								

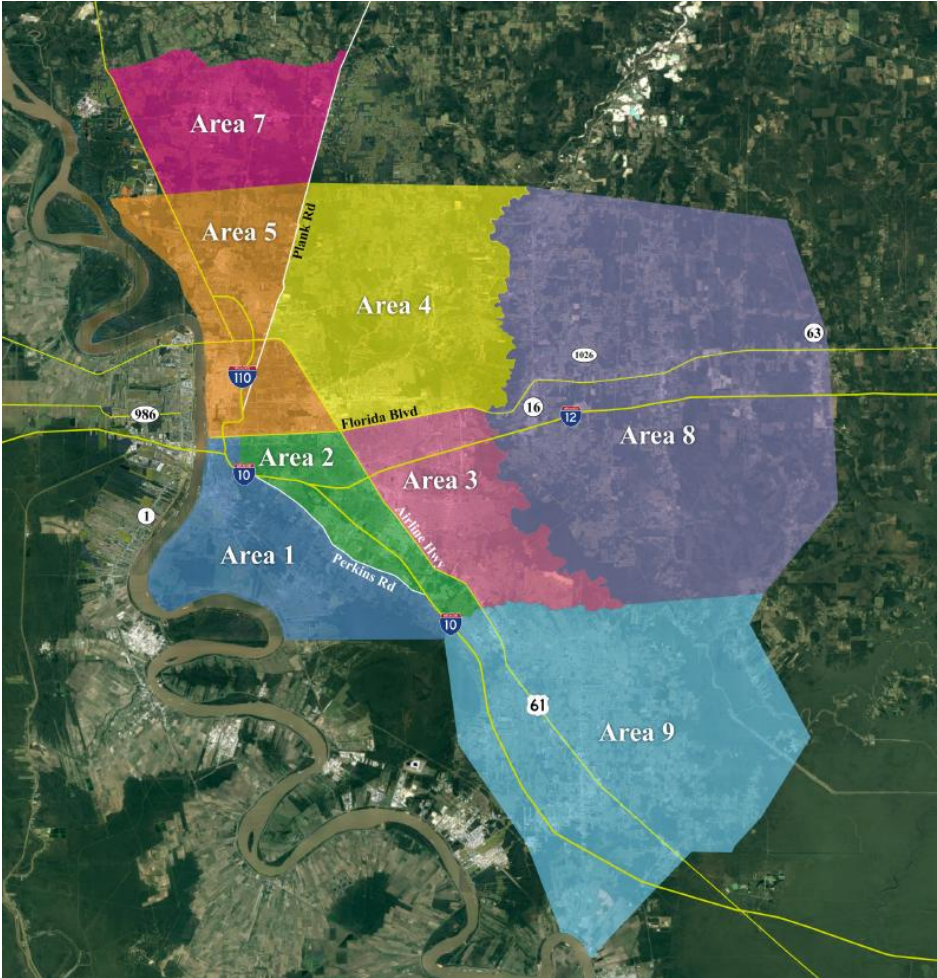
**Apartment Complexes Announced (But Not Yet Under Construction) for 2026 - 2027  
in the Baton Rouge MSA**

Complex Name	Location	# Units	Expected Completion	Comments						
<b>Proposed Apartments 2026 - 2027 - Likely</b>										
The Heron - Phase II	617 North Blvd	224	2026	Upscale/Luxury Units						
Residences at Highland	Highland at Bluebonnet	224	2026	Upscale/Luxury Units						
River House - Phase III	Nicholson Drive	160	2026	Upscale/Luxury Units						
Cypress at Ardentale Senior	North Ardenwood Blvd	70	2026	Affordable Elderly Housing Units - EBRHA						
Howell Village Senior	Howell Blvd	72	2026	Affordable Elderly Housing Units - EBRCOA/GC						
Cypress at Ward Creek	4550 North Blvd	65	2027	Affordable Elderly Housing Units						
Morningside at Joor Place	4663 Joor Road (Central)	216	2025	Affordable Housing Units						
				<table border="1"> <thead> <tr> <th>Conventional</th> <th>Student</th> <th>Affordable</th> </tr> </thead> <tbody> <tr> <td>608</td> <td>0</td> <td>423</td> </tr> </tbody> </table>	Conventional	Student	Affordable	608	0	423
Conventional	Student	Affordable								
608	0	423								
<b>Total Proposed 2026-2027 Likely</b>		<b>1,031</b>								
<b>Proposed Apartments 2026 - 2027 - Less Likely</b>										
Standard at Cedar Lodge	Town Center	286	2027	Upscale/Luxury Units						
Sterling Southgate	Nicholson at Burbank	272	2026	Student - 766 Beds						
Capstone at North Point	5800 Block Airline Hwy	113	2026	Affordable Elderly Housing Units						
Prince Hall Masonic Temple	North Boulevard	46	2027	Mixed-Income						
Lotus Village at the Lakes	15300 Plank Road (Baker)	49	2027	Affordable Elderly Housing Units-EBRCOA						
Villas 225	Fire Station Road (Zachary)	210	2026	PRIME 3 Mixed-Income						
Sherwood Park	5325 Lower Zachary Rd (Zachary)	144	2026	PRIME 3 Mixed-Income						
Hampton Park	96110 Florida Blvd (Walker)	144	2026	PRIME 3 Mixed-Income						
Bridgetown Apts	Allendale Drive (Port Allen)	44	2026	PRIME 3 Mixed-Income						
				<table border="1"> <thead> <tr> <th>Conventional</th> <th>Student</th> <th>Affordable</th> </tr> </thead> <tbody> <tr> <td>286</td> <td>272</td> <td>750</td> </tr> </tbody> </table>	Conventional	Student	Affordable	286	272	750
Conventional	Student	Affordable								
286	272	750								
<b>Total Proposed 2026-2027 Less Likely</b>		<b>1,308</b>								
<b>Total Proposed/Announced 2026-2027</b>		<b>2,339</b>		<table border="1"> <tbody> <tr> <td>894</td> <td>272</td> <td>1,173</td> </tr> </tbody> </table>	894	272	1,173			
894	272	1,173								
<b>Total Built, Underway &amp; Proposed Likely</b>		<b>4,879</b>		<table border="1"> <tbody> <tr> <td>3,191</td> <td>0</td> <td>1,688</td> </tr> </tbody> </table>	3,191	0	1,688			
3,191	0	1,688								
<b>Total Built, Underway &amp; Proposed - All</b>		<b>6,187</b>		<table border="1"> <tbody> <tr> <td>3,477</td> <td>272</td> <td>2,438</td> </tr> </tbody> </table>	3,477	272	2,438			
3,477	272	2,438								

*Not included in the preceding lists may be additional properties (in the planning and/or financing stages) for which the site has not been purchased, site plan approval has not been granted and/or plans have not been publicly announced. As construction of new units cannot occur without site plan approval and the process of acquiring such approval is highly political and speculative (as can be the site acquisition process), inclusion of such properties in a traditional “pipeline” analysis would be inappropriate.*

**III. Apartment Rent & Vacancy Statistics**

On the following pages are presented tables summarizing the figures compiled from the LSU/CID/CMDA apartment surveys performed in early 2025.



**Table 1**  
**2025 - Full Data Set Statistics**

Data Set	Number of Complexes by Data Set					Number of Units by Data Set							Total Units	
	0BR Units	1BR Units	2BR Units	3BR Units	4BR Units	5BR Units	Total # of Complexes	0BR Units	1BR Units	2BR Units	3BR Units	4BR Units		5BR Units
All Complexes	24	189	210	134	37	4	222	462	13,042	16,483	4,564	1,420	196	36,167
Large Complexes	9	75	78	55	14	2	78	279	8,801	9,988	2,422	846	143	22,479
Matched Sample	24	186	205	132	37	4	217	438	12,714	15,960	4,350	1,383	183	35,028

**Table 2**  
**Apartment Data by Area for Large Complexes (2025 Full Data Set)**

Area	Total Complexes	Average Rent					Average Rent per Sq.Ft.					Vacancy Rate						
		0 BR	1 BR	2 BR	3 BR	4 BR	0 BR	1 BR	2 BR	3 BR	4 BR	Total	0 BR	1 BR	2 BR	3 BR	4 BR	Total
All	78	\$903	\$1,086	\$1,288	\$1,644	\$2,810	\$1.83	\$1.47	\$1.23	\$1.26	\$1.78	\$1.35	8.60%	5.77%	7.22%	6.32%	5.56%	6.51%
1	22	\$1,057	\$1,243	\$1,471	\$2,377	\$2,917	\$2.32	\$1.64	\$1.43	\$1.72	\$1.83	\$1.62	8.22%	5.30%	9.42%	6.47%	5.41%	7.22%
2	14	\$950	\$1,187	\$1,381	\$1,692	\$1,600	\$2.09	\$1.56	\$1.25	\$1.15	\$1.06	\$1.34	6.12%	7.44%	5.73%	5.62%	12.50%	6.47%
3	22	\$789	\$954	\$1,124	\$1,329	\$1,400	\$1.86	\$1.30	\$1.07	\$1.03	\$1.00	\$1.14	12.50%	5.32%	5.51%	7.81%	3.33%	5.63%
4	3	\$690	\$814	\$893	\$1,087	-	\$1.38	\$1.15	\$0.89	\$0.79	-	\$0.95	0.00%	5.30%	10.50%	1.27%	-	7.45%
5	4	\$591	\$791	\$1,029	\$988	\$3,156	\$1.26	\$1.33	\$1.21	\$0.84	\$2.37	\$1.29	12.20%	6.17%	10.04%	12.04%	6.67%	9.03%
7	1	-	\$1,202	\$1,400	\$1,550	-	-	\$1.34	\$1.20	\$1.04	-	\$1.20	-	7.69%	4.81%	3.85%	-	5.77%
8	4	\$1,064	\$1,177	\$1,351	\$1,551	-	\$1.71	\$1.52	\$1.10	\$1.10	-	\$1.29	5.17%	2.07%	8.06%	3.21%	-	4.47%
9	8	-	\$1,215	\$1,529	\$1,836	-	-	\$1.59	\$1.34	\$1.28	-	\$1.41	-	7.85%	7.19%	5.29%	-	7.25%

**Table 3**  
**Apartment Data by Area (2025 Full Data Set)**

Area	Total Complexes	Average Rent					Average Rent per Sq.Ft.					Vacancy Rate						
		0 BR	1 BR	2 BR	3 BR	4 BR	0 BR	1 BR	2 BR	3 BR	4 BR	Total	0 BR	1 BR	2 BR	3 BR	4 BR	Total
All	222	\$906	\$1,037	\$1,225	\$1,532	\$2,653	\$1.92	\$1.44	\$1.19	\$1.22	\$1.75	\$1.31	7.36%	6.90%	7.81%	8.04%	6.48%	7.45%
1	67	\$811	\$1,204	\$1,468	\$2,149	\$2,794	\$2.23	\$1.62	\$1.43	\$1.68	\$1.83	\$1.61	6.59%	6.88%	9.43%	8.35%	6.25%	8.03%
2	42	\$671	\$1,121	\$1,260	\$1,559	\$1,502	\$2.24	\$1.51	\$1.20	\$1.13	\$1.04	\$1.29	7.35%	7.52%	6.07%	6.05%	9.26%	6.68%
3	42	\$851	\$954	\$1,089	\$1,284	\$1,050	\$1.92	\$1.31	\$1.07	\$1.03	\$1.00	\$1.14	5.26%	6.55%	6.79%	8.67%	3.33%	6.86%
4	15	\$690	\$755	\$871	\$950	-	\$1.38	\$1.13	\$0.92	\$0.80	-	\$0.97	0.00%	7.08%	9.05%	3.94%	-	7.76%
5	24	\$657	\$790	\$964	\$1,062	\$1,620	\$1.28	\$1.21	\$1.06	\$0.92	\$1.83	\$1.11	11.46%	8.49%	9.15%	12.41%	5.77%	9.44%
7	4	-	\$1,263	\$1,504	\$1,705	\$1,200	-	\$1.46	\$1.30	\$1.17	\$0.88	\$1.31	-	8.89%	4.76%	3.30%	0.00%	5.92%
8	14	\$1,064	\$1,112	\$1,278	\$1,433	\$1,442	\$1.71	\$1.51	\$1.12	\$1.05	\$0.90	\$1.21	5.17%	2.96%	10.77%	8.17%	29.41%	7.57%
9	14	-	\$1,160	\$1,342	\$1,706	-	-	\$1.57	\$1.27	\$1.27	-	\$1.35	-	7.49%	6.87%	5.96%	-	7.01%

	Zip Code	Number of Complexes	Number of Units	Average Rent		Vacancy
				per Unit	per Sq. Ft.	Total
	70710	2	288	\$1,077	\$1.18	4.51%
	70726	11	2,017	\$1,217	\$1.24	7.93%
	70737	10	1,785	\$1,354	\$1.35	7.90%
	70785	2	203	\$1,404	\$1.22	6.90%
	70791	4	524	\$1,409	\$1.31	5.92%
	70801	3	109	\$1,604	\$1.74	16.51%
	70802	21	2,173	\$1,520	\$1.78	10.68%
	70805	7	671	\$772	\$1.07	12.97%
	70806	20	2,569	\$964	\$1.03	9.96%
	70807	3	444	\$1,505	\$1.82	4.50%
	70808	17	3,154	\$1,278	\$1.44	8.66%
	70809	23	4,661	\$1,298	\$1.31	5.32%
	70810	10	2,074	\$1,300	\$1.28	6.85%
	70814	4	541	\$746	\$0.85	9.80%
	70815	14	1,769	\$882	\$0.97	7.35%
	70816	33	7,606	\$1,065	\$1.14	6.77%
	70817	5	917	\$1,340	\$1.25	5.56%
	70820	24	3,320	\$2,033	\$1.75	6.84%
	70836	2	331	\$1,304	\$1.54	6.95%

**Table 4**  
Apartment Data by Zip Code (2025 Full Data Set)

**Table 5**  
**Apartment Data by Area**  
**2023 - 2025 Matched Sample Data Set**

Area	Number of Complexes	Time Period	Average Rent					Average Rent per Sq.Ft.					Vacancy Rate							
			0 BR	1 BR	2 BR	3 BR	4 BR	0 BR	1 BR	2 BR	3 BR	4 BR	Total	0 BR	1 BR	2 BR	3 BR	4 BR	Total	
All	217	2025	\$906	\$1,037	\$1,227	\$1,534	\$2,653	\$192	\$1.44	\$1.20	\$1.22	\$1.75	\$1.31	7.36%	6.91%	7.82%	8.07%	6.48%	7.46%	
		2024	\$870	\$992	\$1,177	\$1,448	\$2,435	\$184	\$1.38	\$1.15	\$1.15	\$1.61	\$1.25	7.58%	5.36%	4.99%	6.12%	6.34%	5.36%	
		2023	\$861	\$1,005	\$1,176	\$1,385	\$2,116	\$182	\$1.40	\$1.15	\$1.10	\$1.40	\$1.23	4.55%	4.80%	4.66%	4.84%	5.35%	4.77%	
1	66	2025	\$1,027	\$1,112	\$1,404	\$2,085	\$2,810	\$223	\$1.62	\$1.43	\$1.68	\$1.83	\$1.62	6.59%	6.90%	9.45%	8.35%	6.25%	8.05%	
		2024	\$976	\$1,072	\$1,305	\$1,912	\$2,615	\$212	\$1.56	\$1.33	\$1.54	\$1.70	\$1.51	9.34%	7.04%	6.53%	10.07%	7.26%	7.25%	
		2023	\$890	\$1,059	\$1,308	\$1,726	\$2,232	\$193	\$1.54	\$1.33	\$1.39	\$1.45	\$1.42	2.75%	5.75%	3.71%	3.28%	5.41%	4.52%	
2	41	2025	\$923	\$1,121	\$1,296	\$1,505	\$1,436	\$224	\$1.52	\$1.20	\$1.13	\$1.04	\$1.29	7.35%	7.55%	6.10%	6.05%	9.26%	6.70%	
		2024	\$833	\$1,091	\$1,242	\$1,413	\$1,282	\$202	\$1.47	\$1.15	\$1.06	\$0.93	\$1.24	7.35%	5.21%	4.91%	6.42%	1.85%	5.20%	
		2023	\$941	\$1,086	\$1,273	\$1,466	\$1,217	\$228	\$1.47	\$1.18	\$1.10	\$0.88	\$1.26	1.47%	4.92%	4.70%	5.08%	7.41%	4.82%	
3	41	2025	\$904	\$958	\$1,121	\$1,330	\$1,540	\$192	\$1.31	\$1.07	\$1.03	\$1.00	\$1.14	5.26%	6.55%	6.80%	8.79%	3.33%	6.87%	
		2024	\$814	\$902	\$1,086	\$1,215	\$1,561	\$173	\$1.23	\$1.04	\$0.94	\$1.01	\$1.09	1.75%	4.84%	3.85%	2.53%	5.00%	4.10%	
		2023	\$761	\$909	\$1,060	\$1,175	\$1,257	\$162	\$1.24	\$1.02	\$0.91	\$0.81	\$1.07	3.51%	4.05%	4.79%	7.69%	10.00%	4.82%	
4	15	2025	-	\$771	\$869	\$872	-	-	\$1.13	\$0.92	\$0.80	-	\$0.97	-	7.08%	9.05%	-	3.94%	-	7.76%
		2024	-	\$726	\$840	\$879	-	-	\$1.07	\$0.89	\$0.81	-	\$0.93	-	-	2.86%	4.48%	6.90%	-	4.11%
		2023	-	\$743	\$846	\$883	-	-	\$1.09	\$0.90	\$0.81	-	\$0.94	-	-	5.31%	5.49%	5.42%	-	5.41%
5	23	2025	\$569	\$781	\$993	\$981	\$2,367	\$128	\$1.21	\$1.06	\$0.92	\$1.83	\$1.11	11.46%	8.52%	9.10%	12.41%	5.77%	9.44%	
		2024	\$663	\$756	\$924	\$979	\$1,713	\$149	\$1.17	\$0.98	\$0.92	\$1.33	\$1.05	5.21%	5.13%	3.09%	3.33%	0.00%	3.82%	
		2023	\$609	\$757	\$916	\$904	\$1,915	\$137	\$1.17	\$0.98	\$0.85	\$1.48	\$1.03	6.25%	5.31%	4.71%	3.15%	1.92%	4.60%	

Table 5 Apartment Data by Area 2023 - 2025 Matched Sample Data Set																		
Area	Number of Complexes	Time Period	Average Rent				Average Rent per Sq.Ft.				Vacancy Rate							
			0 BR	1 BR	2 BR	3 BR	4 BR	0 BR	1 BR	2 BR	3 BR	4 BR	Total	0 BR	1 BR	2 BR	3 BR	4 BR
7	4	2025	-	\$1,244	\$1,434	\$1,668	\$1,200	-	\$1,46	\$1,30	\$1,17	\$0,88	-	8.89%	4.76%	3.30%	0.00%	5.92%
		2024	-	\$1,295	\$1,479	\$1,693	\$1,100	-	\$1,52	\$1,34	\$1,19	\$0,81	-	7.78%	5.95%	6.59%	0.00%	6.68%
		2023	-	\$1,259	\$1,451	\$1,718	\$1,025	-	\$1,47	\$1,31	\$1,21	\$0,75	-	5.56%	5.66%	5.49%	0.00%	5.53%
8	13	2025	\$1,070	\$1,197	\$1,182	\$1,385	\$1,409	\$1,71	\$1,51	\$1,11	\$1,05	\$0,90	\$1,21	2.96%	10.74%	8.23%	29.41%	7.55%
		2024	\$987	\$1,009	\$1,167	\$1,366	\$1,160	\$1,58	\$1,27	\$1,10	\$1,03	\$0,74	\$1,13	3.45%	5.67%	6.02%	0.00%	5.10%
		2023	\$1,193	\$1,180	\$1,200	\$1,321	\$1,217	\$1,91	\$1,48	\$1,13	\$1,00	\$0,78	\$1,20	2.34%	5.57%	5.22%	0.00%	4.51%
9	14	2025	-	\$1,186	\$1,347	\$1,660	-	-	\$1,57	\$1,27	\$1,27	-	-	7.49%	6.87%	5.96%	-	7.01%
		2024	-	\$1,216	\$1,368	\$1,704	-	-	\$1,61	\$1,29	\$1,30	-	-	5.99%	5.85%	4.26%	-	5.74%
		2023	-	\$1,266	\$1,334	\$1,684	-	-	\$1,68	\$1,25	\$1,29	-	-	5.30%	5.53%	3.40%	-	5.23%

**Table 6**  
**Apartment Data by Area for Larger Complexes**  
**2023 - 2025 Matched Sample Data Set**

Area	Number of Complexes	Time Period	Average Rent					Average Rent per Sq.Ft.					Vacancy Rate						
			0 BR	1 BR	2 BR	3 BR	4 BR	0 BR	1 BR	2 BR	3 BR	4 BR	0 BR	1 BR	2 BR	3 BR	4 BR	Total	
All	78	2025	\$903	\$1,086	\$1,288	\$1,644	\$2,810	\$1.83	\$1.47	\$1.23	\$1.26	\$1.78	\$1.35	8.60%	5.77%	7.22%	6.32%	5.56%	6.51%
		2024	\$889	\$1,039	\$1,224	\$1,537	\$2,601	\$1.80	\$1.41	\$1.16	\$1.18	\$1.65	\$1.28	9.68%	5.27%	5.13%	5.04%	6.97%	5.30%
		2023	\$930	\$1,063	\$1,253	\$1,513	\$2,333	\$1.88	\$1.44	\$1.19	\$1.16	\$1.48	\$1.29	3.94%	4.39%	4.62%	5.74%	4.85%	4.67%
1	22	2025	\$1,171	\$1,158	\$1,454	\$2,197	\$2,930	\$2.32	\$1.64	\$1.43	\$1.72	\$1.83	\$1.62	8.22%	5.30%	9.42%	6.47%	5.41%	7.22%
		2024	\$1,119	\$1,123	\$1,330	\$2,026	\$2,783	\$2.22	\$1.59	\$1.31	\$1.59	\$1.74	\$1.52	17.81%	7.04%	6.84%	5.90%	7.98%	7.01%
		2023	\$1,061	\$1,110	\$1,358	\$1,829	\$2,443	\$2.10	\$1.58	\$1.34	\$1.43	\$1.52	\$1.45	1.37%	4.46%	3.14%	3.45%	4.56%	3.86%
2	14	2025	\$950	\$1,187	\$1,378	\$1,562	\$1,600	\$2.09	\$1.56	\$1.25	\$1.15	\$1.06	\$1.34	6.12%	7.44%	5.73%	5.62%	12.50%	6.47%
		2024	\$848	\$1,166	\$1,313	\$1,428	\$1,290	\$1.87	\$1.54	\$1.20	\$1.05	\$0.86	\$1.28	8.16%	4.72%	4.49%	7.36%	0.00%	4.97%
		2023	\$1,050	\$1,175	\$1,410	\$1,574	\$1,190	\$2.31	\$1.55	\$1.28	\$1.15	\$0.79	\$1.35	2.04%	4.96%	4.49%	5.62%	8.33%	4.82%
3	22	2025	\$789	\$958	\$1,137	\$1,336	\$1,540	\$1.86	\$1.30	\$1.07	\$1.03	\$1.00	\$1.14	12.50%	5.32%	5.51%	7.81%	3.33%	5.63%
		2024	\$790	\$899	\$1,091	\$1,187	\$1,561	\$1.86	\$1.23	\$1.03	\$0.91	\$1.01	\$1.08	0.00%	4.91%	4.12%	2.72%	5.00%	4.33%
		2023	\$774	\$917	\$1,097	\$1,211	\$1,257	\$1.82	\$1.25	\$1.04	\$0.93	\$0.81	\$1.09	0.00%	3.97%	4.98%	10.36%	10.00%	5.05%
4	3	2025	-	\$819	\$894	\$992	-	-	\$1.15	\$0.89	\$0.79	-	\$0.95	-	5.30%	10.50%	1.27%	-	7.45%
		2024	-	\$750	\$870	\$988	-	-	\$1.05	\$0.87	\$0.79	-	\$0.91	-	1.77%	0.83%	1.27%	-	1.24%
		2023	-	\$792	\$878	\$946	-	-	\$1.11	\$0.87	\$0.75	-	\$0.93	-	5.30%	3.87%	5.06%	-	4.55%
5	4	2025	\$542	\$866	\$1,098	\$981	\$3,156	\$1.26	\$1.33	\$1.21	\$0.84	\$2.37	\$1.29	12.20%	6.17%	10.04%	12.04%	6.67%	9.03%
		2024	\$661	\$791	\$948	\$997	\$2,040	\$1.54	\$1.22	\$1.04	\$0.85	\$1.53	\$1.12	3.66%	4.32%	2.30%	2.78%	0.00%	2.95%
		2023	\$589	\$827	\$1,008	\$945	\$2,580	\$1.37	\$1.27	\$1.11	\$0.80	\$1.94	\$1.19	2.44%	4.32%	5.23%	2.78%	1.67%	4.28%

**Table 6**  
**Apartment Data by Area for Larger Complexes**  
**2023 - 2025 Matched Sample Data Set**

Area	Number of Complexes	Time Period	Average Rent					Average Rent per Sq.Ft.					Vacancy Rate						
			0 BR	1 BR	2 BR	3 BR	4 BR	0 BR	1 BR	2 BR	3 BR	4 BR	Total	0 BR	1 BR	2 BR	3 BR	4 BR	Total
7	1	2025	-	\$1,199	\$1,400	\$1,550	-	-	\$1,34	\$1,20	\$1,04	-	\$1,20	-	7.69%	4.81%	3.85%	-	5.77%
		2024	-	\$1,293	\$1,520	\$1,685	-	-	\$1,45	\$1,30	\$1,13	-	\$1,30	-	8.65%	4.81%	5.77%	-	6.54%
		2023	-	\$1,267	\$1,521	\$1,675	-	-	\$1,42	\$1,30	\$1,13	-	\$1,29	-	4.81%	4.81%	5.77%	-	5.00%
8	4	2025	\$1,070	\$1,218	\$1,167	\$1,376	-	\$1,71	\$1,52	\$1,10	\$1,10	-	\$1,29	-	2.07%	8.06%	3.21%	-	4.47%
		2024	\$987	\$1,014	\$1,135	\$1,358	-	\$1,58	\$1,27	\$1,07	\$1,09	-	\$1,17	-	3.11%	7.46%	6.41%	-	5.41%
		2023	\$1,193	\$1,185	\$1,191	\$1,382	-	\$1,91	\$1,48	\$1,12	\$1,11	-	\$1,29	-	2.66%	6.85%	4.49%	-	4.76%
9	8	2025	-	\$1,207	\$1,477	\$1,684	-	-	\$1,59	\$1,34	\$1,28	-	\$1,41	-	7.85%	7.19%	5.29%	-	7.25%
		2024	-	\$1,239	\$1,504	\$1,730	-	-	\$1,63	\$1,36	\$1,31	-	\$1,44	-	6.28%	6.99%	4.41%	-	6.42%
		2023	-	\$1,292	\$1,471	\$1,709	-	-	\$1,70	\$1,33	\$1,30	-	\$1,44	-	5.56%	6.19%	3.52%	-	5.64%

Zip Code	Number of Complexes	Number of Units	Period	Average Rent		Vacancy
				per Unit	per Sq. Ft.	Total
70710	2	288	2025	\$1,077	\$1.18	4.51%
			2024	\$1,051	\$1.15	18.06%
			2023	\$1,094	\$1.20	10.07%
70726	10	1,997	2025	\$1,220	\$1.24	7.91%
			2024	\$1,137	\$1.15	5.01%
			2023	\$1,218	\$1.24	4.66%
70737	10	1,785	2025	\$1,354	\$1.35	7.90%
			2024	\$1,393	\$1.39	3.42%
			2023	\$1,378	\$1.37	4.37%
70785	2	203	2025	\$1,404	\$1.22	6.90%
			2024	\$1,295	\$1.13	10.34%
			2023	\$1,329	\$1.15	5.42%
70791	4	524	2025	\$1,409	\$1.31	5.92%
			2024	\$1,453	\$1.35	6.68%
			2023	\$1,430	\$1.33	5.53%
70801	3	109	2025	\$1,604	\$1.74	16.51%
			2024	\$1,516	\$1.65	9.17%
			2023	\$1,583	\$1.72	6.42%
70802	20	2,133	2025	\$1,528	\$1.79	10.69%
			2024	\$1,438	\$1.69	5.63%
			2023	\$1,374	\$1.61	6.09%
70805	7	671	2025	\$772	\$1.07	12.97%
			2024	\$783	\$1.08	6.26%
			2023	\$740	\$1.02	7.90%
70806	20	2,569	2025	\$964	\$1.03	9.96%
			2024	\$962	\$1.02	4.01%
			2023	\$935	\$1.00	4.71%
70807	3	444	2025	\$1,505	\$1.82	4.50%
			2024	\$1,112	\$1.35	0.90%
			2023	\$1,258	\$1.52	1.58%
70808	16	3,136	2025	\$1,279	\$1.44	8.71%
			2024	\$1,213	\$1.36	8.71%
			2023	\$1,236	\$1.39	4.88%
70809	22	4,633	2025	\$1,302	\$1.31	5.35%
			2024	\$1,229	\$1.24	5.37%
			2023	\$1,258	\$1.27	4.32%
70810	10	2,074	2025	\$1,300	\$1.28	6.85%
			2024	\$1,252	\$1.23	5.30%
			2023	\$1,286	\$1.27	3.47%
70814	4	541	2025	\$746	\$0.85	9.80%
			2024	\$739	\$0.85	4.44%
			2023	\$751	\$0.86	2.59%
70815	14	1,769	2025	\$882	\$0.97	7.35%
			2024	\$838	\$0.93	4.24%
			2023	\$818	\$0.90	6.67%
70816	32	7,552	2025	\$1,064	\$1.15	6.78%
			2024	\$1,004	\$1.08	3.73%
			2023	\$1,000	\$1.08	4.87%

**Table 7**  
Apartment Data by Zip Code  
2023 - 2025 Matched Sample Data Set

**Table 8**  
Apartment Data by Select Submarkets (2025 Full Data Set)

Area	Total Complexes	Average Rent					Average Rent per Sq.Ft.					Vacancy Rate						
		0 BR	1 BR	2 BR	3 BR	4 BR	0 BR	1 BR	2 BR	3 BR	4 BR	0 BR	1 BR	2 BR	3 BR	4 BR	Total	
All	222	\$906	\$1,037	\$1,225	\$1,532	\$2,653	\$1.92	\$1.44	\$1.19	\$1.22	\$1.75	\$1.31	7.36%	6.90%	7.81%	8.04%	6.48%	7.45%
ASCA	7	-	\$1,252	\$1,557	\$1,836	-	-	\$1.63	\$1.36	\$1.28	-	\$1.43	-	7.87%	8.21%	5.29%	-	7.71%
BRA	20	-	\$1,317	\$1,533	\$2,148	-	-	\$1.68	\$1.38	\$1.41	-	\$1.50	-	5.09%	5.10%	5.53%	-	5.11%
CBD	9	\$850	\$1,445	\$1,771	\$2,233	-	\$2.52	\$1.85	\$1.64	\$1.58	-	\$1.73	25.00%	9.64%	13.61%	16.67%	-	11.81%
LVA	10	\$1,064	\$1,179	\$1,351	\$1,509	\$1,850	\$1.71	\$1.52	\$1.14	\$1.05	\$0.96	\$1.24	5.17%	2.42%	6.92%	6.65%	20.00%	5.12%
LSUA	17	\$1,220	\$1,391	\$1,752	\$2,592	\$2,997	\$2.78	\$2.55	\$1.88	\$1.94	\$1.87	\$1.95	5.26%	5.06%	7.09%	7.00%	5.71%	6.39%
LSUB	13	\$614	\$869	\$1,039	\$1,390	\$1,637	\$2.07	\$1.30	\$1.14	\$1.20	\$1.15	\$1.21	13.95%	7.45%	10.12%	7.69%	25.00%	9.14%
ME	2	-	\$625	\$767	\$863	-	-	\$1.04	\$0.93	\$1.03	\$0.00	-	-	4.12%	5.13%	20.14%	-	11.60%

**Table 8a**  
**Apartment Data by Submarket**  
**2023 - 2025 Matched Sample Data Set**

Submarket	Number of Complexes	Time Period	Average Rent					Average Rent per Sq.Ft.					Vacancy Rate						
			0 BR	1 BR	2 BR	3 BR	4 BR	0 BR	1 BR	2 BR	3 BR	4 BR	Total	0 BR	1 BR	2 BR	3 BR	4 BR	Total
All	217	2025	\$906	\$1,037	\$1,227	\$1,534	\$2,653	\$1,92	\$1,44	\$1,20	\$1,22	\$1,75	\$1,31	7,36%	6,91%	7,82%	8,07%	6,48%	7,46%
		2024	\$870	\$992	\$1,177	\$1,448	\$2,435	\$1,84	\$1,38	\$1,15	\$1,15	\$1,61	\$1,25	7,58%	5,36%	4,99%	6,12%	6,34%	5,36%
		2023	\$861	\$1,005	\$1,176	\$1,385	\$2,116	\$1,82	\$1,40	\$1,15	\$1,10	\$1,40	\$1,23	4,55%	4,80%	4,66%	4,84%	5,35%	4,77%
ASCA	7	2025	-	\$1,252	\$1,506	\$1,684	-	-	\$1,63	\$1,36	\$1,28	-	\$1,43	-	7,87%	8,21%	5,29%	-	7,71%
		2024	-	\$1,300	\$1,536	\$1,730	-	-	\$1,69	\$1,38	\$1,31	-	\$1,47	-	3,09%	5,47%	4,41%	-	4,41%
		2023	-	\$1,337	\$1,508	\$1,709	-	-	\$1,74	\$1,36	\$1,30	-	\$1,46	-	4,07%	5,82%	3,52%	-	4,85%
BRA	20	2025	-	\$1,258	\$1,514	\$1,885	-	-	\$1,68	\$1,38	\$1,41	-	\$1,50	-	5,09%	5,10%	5,53%	-	5,11%
		2024	-	\$1,210	\$1,458	\$1,700	-	-	\$1,62	\$1,33	\$1,27	-	\$1,44	-	5,47%	4,92%	9,05%	-	5,36%
		2023	-	\$1,228	\$1,533	\$1,886	-	-	\$1,64	\$1,39	\$1,41	-	\$1,49	-	5,38%	4,64%	7,54%	-	5,13%
CBD	9	2025	-	\$1,445	\$1,761	\$2,233	-	-	\$1,85	\$1,64	\$1,58	-	\$1,73	-	9,64%	13,61%	16,67%	-	11,81%
		2024	-	\$1,311	\$1,681	\$2,218	-	-	\$1,68	\$1,57	\$1,57	-	\$1,62	-	9,64%	7,85%	0,00%	-	8,54%
		2023	-	\$1,403	\$1,873	\$2,224	-	-	\$1,80	\$1,75	\$1,57	-	\$1,77	-	8,63%	7,33%	16,67%	-	8,29%
LIVA	10	2025	-	\$1,218	\$1,215	\$1,419	-	-	\$1,52	\$1,14	\$1,05	-	\$1,24	-	2,42%	6,92%	6,65%	-	5,12%
		2024	-	\$1,031	\$1,201	\$1,397	-	-	\$1,29	\$1,12	\$1,04	-	\$1,16	-	3,10%	6,78%	6,90%	-	5,53%
		2023	-	\$1,205	\$1,260	\$1,358	-	-	\$1,50	\$1,18	\$1,01	-	\$1,24	-	2,56%	5,67%	5,42%	-	4,60%
LSUA	17	2025	\$1,229	\$1,416	\$1,747	\$2,442	\$2,874	\$2,78	\$2,55	\$1,88	\$1,94	\$1,87	\$1,95	5,26%	5,06%	7,09%	7,00%	5,71%	6,39%
		2024	\$1,142	\$1,322	\$1,632	\$2,198	\$2,669	\$2,58	\$2,38	\$1,76	\$1,75	\$1,73	\$1,80	2,11%	6,58%	4,78%	11,28%	6,24%	6,74%
		2023	\$1,067	\$1,222	\$1,459	\$1,927	\$2,266	\$2,41	\$2,20	\$1,57	\$1,53	\$1,47	\$1,57	2,11%	3,29%	3,01%	3,11%	5,17%	3,88%
LSUB	13	2025	\$909	\$873	\$1,059	\$1,481	\$1,833	\$2,07	\$1,30	\$1,14	\$1,20	\$1,15	\$1,21	13,95%	7,45%	10,12%	7,69%	25,00%	9,14%
		2024	\$900	\$858	\$922	\$1,430	\$1,907	\$2,05	\$1,28	\$0,99	\$1,16	\$1,20	\$1,13	30,23%	7,95%	10,35%	10,06%	36,11%	10,25%
		2023	\$864	\$865	\$1,020	\$1,376	\$1,737	\$1,97	\$1,29	\$1,10	\$1,12	\$1,09	\$1,17	2,33%	5,34%	2,82%	2,96%	5,56%	3,94%
ME	2	2025	-	\$613	\$756	\$794	-	-	\$1,04	\$0,93	\$1,03	-	\$1,01	-	4,12%	5,13%	20,14%	-	11,60%
		2024	-	\$575	\$694	\$803	-	-	\$0,98	\$0,85	\$1,04	-	\$0,97	-	3,09%	3,85%	0,69%	-	2,19%
		2023	-	\$550	\$650	\$782	-	-	\$0,94	\$0,80	\$1,02	-	\$0,94	-	3,09%	5,13%	2,78%	-	3,45%

<b>Table 9</b> <b>2025 - Full Data Set Statistics by Class</b>					
Construction Class	Number of Complexes	Number of Units	Avg Rent/ Unit	Avg Rent/ Sq.Ft.	% Vacant
A	64	13,280	\$1,646	\$1.60	6.3%
B	44	8,715	\$1,219	\$1.23	6.7%
C	113	14,124	\$929	\$1.05	9.1%

**Table 10**  
**Apartment Data by Class**  
**2023 - 2025 Matched Sample Data Set**

Construction Class	Number of Complexes	Number of Units	Period	Average Rent		Vacancy Rate
				per Unit	per Sq. Ft.	Total
A	64	13,280	2025	\$1,646	\$1.60	6.27%
			2024	\$1,562	\$1.52	6.14%
			2023	\$1,523	\$1.48	4.79%
B	42	8,657	2025	\$1,220	\$1.23	6.65%
			2024	\$1,150	\$1.16	5.80%
			2023	\$1,157	\$1.17	4.48%
C	110	14,022	2025	\$928	\$1.05	9.09%
			2024	\$895	\$1.02	4.36%
			2023	\$877	\$1.00	4.94%

*CoStar Multifamily Market Analysis:* An Apartment Market Analysis is provided for the Baton Rouge market from Costar. Information for the apartment market in the Fourth Quarter of 2025 is provided:

Overview

Baton Rouge Multi-Family

12 Mo Delivered Units	12 Mo Absorption Units	Vacancy Rate	12 Mo Asking Rent Growth
<b>833</b>	<b>898</b>	<b>14.2%</b>	<b>-0.1%</b>

Demand has been largely driven by new inventory being absorbed, which explains why supply-heavy areas such as South Baton Rouge and Downtown have posted some of the strongest absorption figures over the past 12 months. Nevertheless, these areas also have some of the highest vacancy rates as supply has exceeded demand. Vacancies are lowest in outlying areas like West Feliciana Parish, with small inventories and no supply pressure.

Vacancies are highest among the 1 & 2 Star properties at 21.8%. These elevated vacancies are largely the result of economic distress. This segment makes up roughly one-third of Baton Rouge's total market-rate inventory and is anticipated to remain in the red through the foreseeable future. Moving forward, the outlook is for vacancies to remain between 14% and 15% through the end of 2025 due to new construction.

The construction pipeline in Baton Rouge's multifamily market is winding down after opening roughly 4,000 over the past five years, which expanded total inventory by about 9.8%.

The STOA Group has been especially active. The 232-unit The Heights at Picardy is near completion and the Waters at Bluebonnet opened last summer. Both are in the Airline/Jefferson Submarket, which is part of the Downtown Baton Rouge cluster.

Over the past two decades, roughly \$3 billion has been

invested in the downtown area, thanks to Plan Baton Rouge II, a Downtown Development District initiative focused on attracting new residents and businesses. The area has witnessed an urban renaissance, and plenty of new restaurants, nightclubs, cutting-edge green spaces, and new office buildings have popped up.

Asking rents of \$1,160/month are about \$100/month below nearby New Orleans. When looking at the national average, rents in Baton Rouge come at a \$500/month discount. The median household income here is \$70,000. At that income, tenants would spend about 21% of their yearly budget on rent.

Annual rent growth across the entirety of the market sits at -0.1%. For context, annual rent growth averaged 1.2% between 2015 and 2019. Rent growth has not been a strong suit due to a steady stream of new supply. During that time more than 4,400 units were delivered. By price point, performance is worse among 4 & 5 Star properties, growing by 0.8% where the bulk of new supply has been concentrated. Meanwhile, rents in 3 Star properties have adjusted by -1.1%. Looking ahead, rent growth is anticipated to average in the 2.3% - 2.5% range annually between 2025 and 2027, aided by a much lighter supply pipeline and steady demand.

Downside risks to the forecast include further slowing of job growth and single-family affordability, which has historically acted as a counterbalance to multifamily demand in Baton Rouge.

Overview

Baton Rouge Multi-Family

KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	13,182	11.1%	\$1,490	\$1,468	47	0	0
3 Star	17,448	10.5%	\$1,108	\$1,099	8	0	0
1 & 2 Star	13,776	21.8%	\$875	\$859	38	0	0
<b>Market</b>	<b>44,406</b>	<b>14.2%</b>	<b>\$1,174</b>	<b>\$1,159</b>	<b>93</b>	<b>0</b>	<b>0</b>

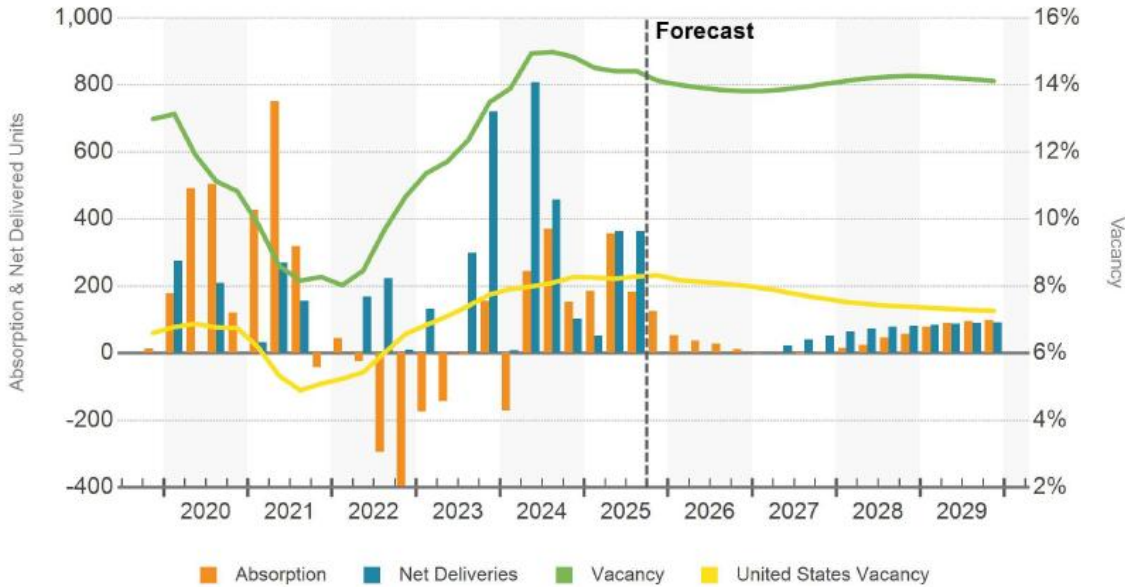
  

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	-0.7% (YOY)	9.8%	14.1%	15.0%	2018 Q4	6.8%	2014 Q3
Absorption Units	898	544	252	2,113	2009 Q1	(1,009)	2023 Q2
Delivered Units	833	719	274	2,688	2008 Q4	5	2013 Q1
Demolished Units	150	14	31	150	2025 Q3	0	2025 Q2
Asking Rent Growth	-0.1%	1.4%	1.2%	7.9%	2022 Q1	-3.1%	2009 Q4
Effective Rent Growth	0.1%	1.3%	1.3%	8.7%	2022 Q1	-2.8%	2009 Q3
Sales Volume	\$148M	\$140.3M	N/A	\$783.1M	2022 Q3	\$465K	2010 Q2

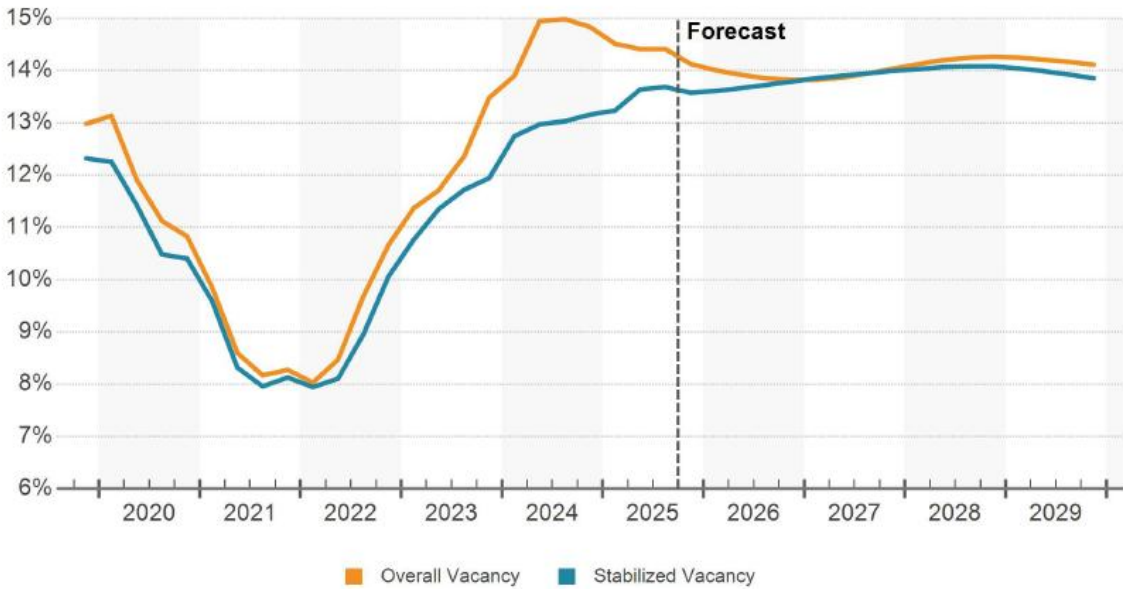
# Vacancy

Baton Rouge Multi-Family

## ABSORPTION, NET DELIVERIES & VACANCY



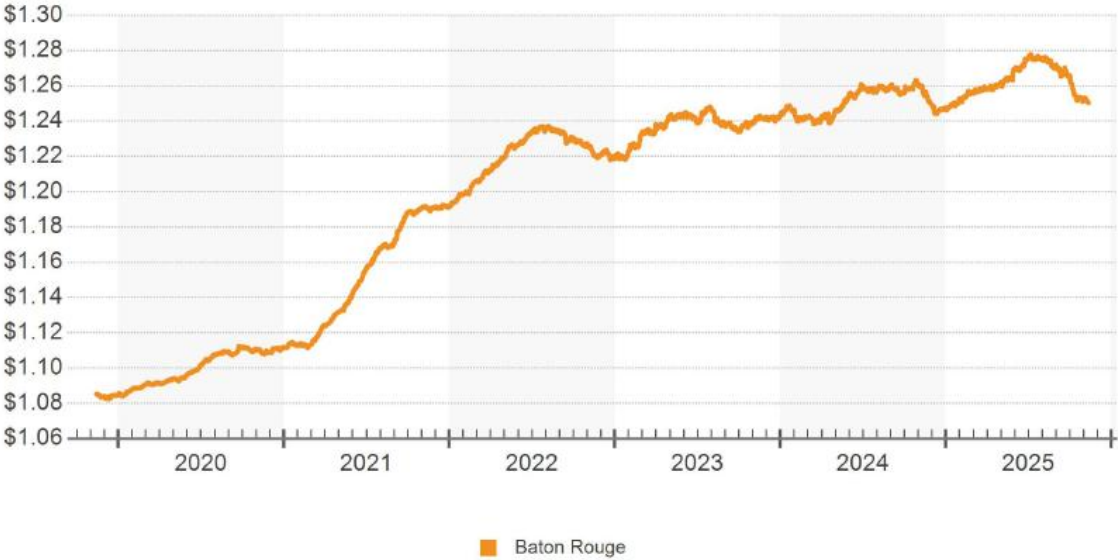
## OVERALL & STABILIZED VACANCY



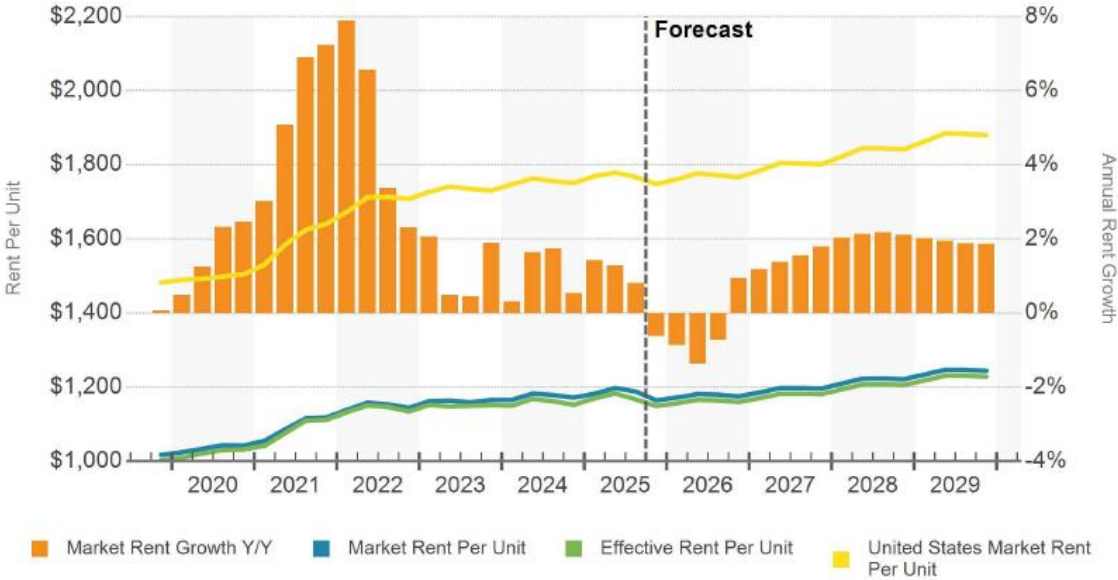
Rent

Baton Rouge Multi-Family

DAILY ASKING RENT PER SF



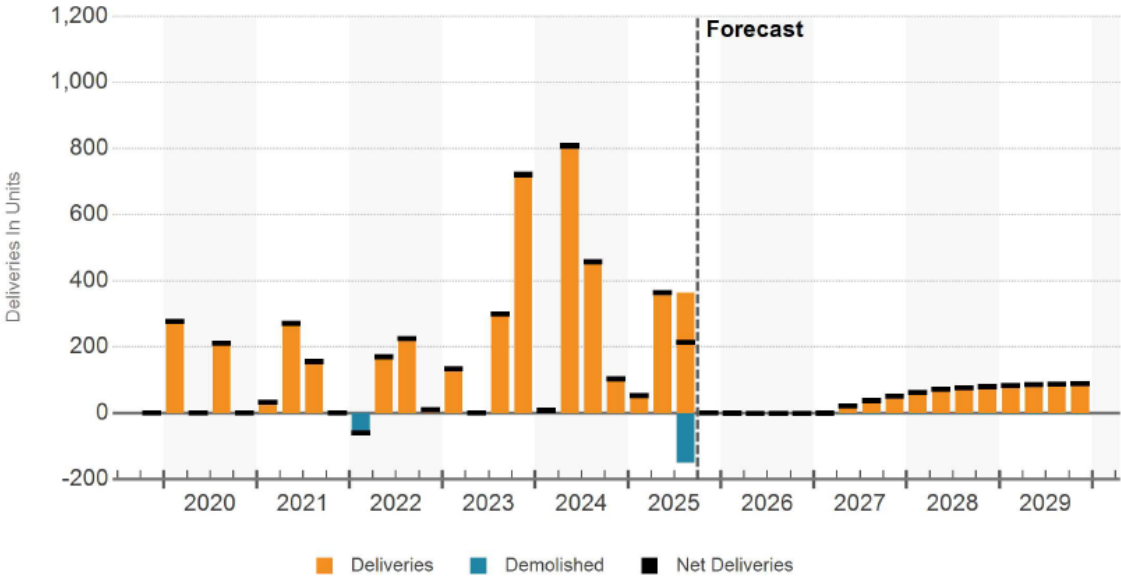
MARKET RENT PER UNIT & RENT GROWTH



### Construction

Baton Rouge Multi-Family

#### DELIVERIES & DEMOLITIONS



Economy

Baton Rouge Multi-Family

Baton Rouge is the capital of Louisiana, and its second-largest city after New Orleans, serving as a key economic engine for Louisiana, with major themes centered around its role in petrochemical manufacturing, government services, healthcare, and education. The region has shown steady growth in sectors like professional services, education and health services, and leisure and hospitality, while other sectors like construction and financial activity have seen overall employment numbers slip throughout 2025.

Demographically, the Baton Rouge MSA is home to a growing and diverse population, recently reaching a record high of 880,000 residents. The region benefits from a relatively young median age of 36, which supports a dynamic labor force and positions the area well for long-term economic vitality. Many young families are drawn to the area for work opportunities and a relatively affordable cost of living. Educational attainment is a strong point in this market, with nearly 90% of adults holding at least a high school diploma and 29%

possessing a bachelor's degree or higher.

Industrial employment is driven by manufacturing, construction, and logistics, with notable employers including ExxonMobil, Dow Chemical, BASF, and Georgia-Pacific. The healthcare and education sectors are also major job providers, led by institutions like Our Lady of the Lake Regional Medical Center, Ochsner Health, and Louisiana State University.

Baton Rouge benefits from strong infrastructure connections, including the Port of Greater Baton Rouge and Baton Rouge Metropolitan Airport, which link this region to the broader U.S. and international markets. It is also home to several higher education institutions, such as LSU, Southern University, and Baton Rouge Community College. Strategic initiatives by the Baton Rouge Area Chamber aim to diversify the economy, enhance livability, and strengthen the talent pipeline through targeted investment and workforce development programs.

BATON ROUGE EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	31	0.9	1.34%	-0.82%	0.48%	0.28%	0.64%	0.16%
Trade, Transportation and Utilities	70	0.9	0.01%	0.42%	0.03%	0.80%	0.06%	0.25%
Retail Trade	39	0.9	-1.14%	0.47%	-0.96%	-0.01%	0.01%	0.16%
Financial Activities	24	1.0	-1.03%	0.64%	2.81%	1.25%	0.07%	0.31%
Government	75	1.2	-0.03%	0.12%	0.45%	0.64%	0.60%	0.26%
Natural Resources, Mining and Construction	51	2.1	-2.76%	0.22%	-0.26%	1.98%	0.42%	0.60%
Education and Health Services	64	0.9	4.76%	2.96%	2.09%	2.18%	0.20%	0.55%
Professional and Business Services	52	0.9	-0.18%	-0.17%	0.69%	1.26%	0.37%	0.62%
Information	4	0.6	1.92%	-0.08%	-3.69%	0.60%	-0.22%	0.32%
Leisure and Hospitality	41	0.9	3.03%	0.94%	0.53%	1.09%	0.52%	0.84%
Other Services	18	1.1	3.08%	1.06%	0.51%	0.72%	0.10%	0.22%
<b>Total Employment</b>	<b>431</b>	<b>1.0</b>	<b>0.78%</b>	<b>0.69%</b>	<b>0.62%</b>	<b>1.13%</b>	<b>0.34%</b>	<b>0.43%</b>

Source: Oxford Economics  
LQ = Location Quotient

## Submarkets

### Baton Rouge Multi-Family

#### SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	Units	% Market	Rank	Bldgs	Units	Percent	Rank	Bldgs	Units	Percent	Rank
1	Ascension Parish	34	3,216	7.2%	4	0	0	0%	-	0	0	0%	-
2	Downtown Baton Rouge	213	13,571	30.6%	1	4	748	5.5%	1	0	0	0%	-
3	East Baton Rouge Parish	78	12,226	27.5%	2	0	0	0%	-	0	0	0%	-
4	Iberville Parish	3	100	0.2%	10	0	0	0%	-	0	0	0%	-
5	Livingston Parish	34	2,787	6.3%	5	1	54	1.9%	2	0	0	0%	-
6	North Baton Rouge Parish	23	962	2.2%	7	0	0	0%	-	0	0	0%	-
7	Outlying East Baton Rou...	8	980	2.2%	6	0	0	0%	-	0	0	0%	-
8	Pointe Coupee Parish	3	107	0.2%	9	0	0	0%	-	0	0	0%	-
9	South Baton Rouge Parish	192	9,551	21.5%	3	0	32	0.3%	3	0	0	0%	-
10	St Helena Parish	1	34	0.1%	12	0	0	0%	-	0	0	0%	-
11	West Baton Rouge Parish	8	780	1.8%	8	0	0	0%	-	0	0	0%	-
12	West Feliciana Parish	2	92	0.2%	11	0	0	0%	-	0	0	0%	-

#### SUBMARKET RENT

No.	Market	Asking Rents				Effective Rents					
		Per Unit	Per SF	Rank	Yr. Growth	Per Unit	Per SF	Rank	Yr. Growth	Concession	Rank
1	Ascension Parish	\$1,442	\$1.42	2	0%	\$1,430	\$1.41	2	1.1%	0.8%	7
2	Downtown Baton Rouge	\$1,146	\$1.26	4	-1.2%	\$1,128	\$1.24	4	-1.5%	1.6%	2
3	East Baton Rouge Parish	\$1,058	\$1.13	8	0.7%	\$1,043	\$1.11	8	0.6%	1.4%	3
4	Iberville Parish	\$1,039	\$1.05	9	1.3%	\$1,030	\$1.04	9	1.2%	0.8%	6
5	Livingston Parish	\$1,312	\$1.23	5	-2.4%	\$1,273	\$1.20	5	-1.3%	3.0%	1
6	North Baton Rouge Parish	\$885	\$0.96	10	3.4%	\$878	\$0.95	10	2.9%	0.8%	8
7	Outlying East Baton Rou...	\$1,516	\$1.45	1	1.2%	\$1,504	\$1.44	1	2.1%	0.7%	9
8	Pointe Coupee Parish	\$410	\$1.13	7	0.7%	\$406	\$1.12	7	0.7%	1.0%	4
9	South Baton Rouge Parish	\$1,239	\$1.38	3	0.8%	\$1,232	\$1.37	3	1.3%	0.6%	10
10	St Helena Parish	-	-	-	-	-	-	-	-	0%	-
11	West Baton Rouge Parish	\$1,156	\$1.21	6	-3.2%	\$1,145	\$1.19	6	0.3%	0.9%	5
12	West Feliciana Parish	\$984	\$0.95	11	0.7%	\$981	\$0.95	11	0.6%	0.4%	11

Submarkets

Baton Rouge Multi-Family

SUBMARKET VACANCY & ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		Units	Percent	Rank	Units	% of Inv	Rank	Construc. Ratio
1	Ascension Parish	252	7.8%	2	94	2.9%	4	-
2	Downtown Baton Rouge	2,236	16.5%	9	504	3.7%	1	1.5
3	East Baton Rouge Parish	1,538	12.6%	8	264	2.2%	2	-
4	Iberville Parish	17	16.8%	10	0	0%	-	-
5	Livingston Parish	254	9.1%	3	238	8.5%	3	-
6	North Baton Rouge Parish	170	17.7%	12	(23)	-2.3%	11	-
7	Outlying East Baton Rou...	117	11.9%	7	(6)	-0.6%	10	-
8	Pointe Coupee Parish	12	11.3%	6	0	0%	-	-
9	South Baton Rouge Parish	1,622	17.0%	11	(178)	-1.9%	12	-
10	St Helena Parish	4	10.9%	5	0	0%	-	-
11	West Baton Rouge Parish	81	10.4%	4	9	1.2%	5	-
12	West Feliciana Parish	5	5.1%	1	0	0%	-	-



## FLOOD PLAIN MAP

# Louisiana Flood Map

30.48695,-91.10881



### Visible Layers

<input checked="" type="checkbox"/>	Effective FIRM
<input type="checkbox"/>	Imagery

### Point Coordinates

Point #	Lat., Long.
1	30.4869, -91.1088
2	30.4869, -91.1082

Flood information in this table is from the:  Effective FIRM

Point	Panel ID	Flood Zone	BFE	Ground Elevation	LOMR
1	22033C0255F 6/19/2012	X-AREA OF MINIMAL FLOOD HAZARD	out	49.0	N/A
2	22033C0255F 6/19/2012	AE	manual	46.9	N/A

1. *Ground Elevation is provided by USGS's elevation web service which provides the best available data for the specified point. If unable to find elevation at the specified point, the service returns an extremely large, negative value (-1.79769313486231E+308).*

Floodplain data that is shown on this map is the same data that your flood plain administrator uses. This web product is not considered an official FEMA Digital Flood Insurance Rate Map (DFIRM). It is provided for information purposes only, and it is not intended for insurance rating purposes. Please contact your local floodplain administrator for more information or to view an official copy of the FIRM or DFIRM.

**FLOOD PLAIN MAP – CLOSE UP**

*Not to Scale*



**AERIAL PHOTOGRAPH**



## SITE ANALYSIS

**Location** The subject is an interior parcel along the west side of Lanier Drive in Baton Rouge, Louisiana.

**Site Size**

Land Summary			
Gross Land Area (Acres)	Gross Land Area (SF)	Usable Land Area (Acres)	Usable Land Area (SF)
3.240	141,134	3.240	141,134

**Shape** The site is irregularly-shaped.

**Frontage** 420' of frontage along the west side of Lanier Drive.  
Lanier Drive is a 2-lane, asphalt-paved roadway, overhead utilities, and open-swale drainage.

**Topography** The subject is flat, level and at the road grade.

**Soils** The existence of surrounding structures supports the assumption that soil conditions are sufficient for structural support.

**Drainage** The property drainage is assumed to be adequate.

**Flood Zone**

Flood Zones	X and AE
FEMA Community Panel #	22033C-0255F
Map Date	6/19/2012

The subject **is partially** within the 100-year flood zone.

**Wetlands** The subject does not appear to possess the 3 characteristics (hydric soils, wetlands plantlife and wetlands hydrology) necessary to be designated as jurisdictional wetlands by the U.S Army Corps of Engineers. It appears improbable the subject contains jurisdictional wetlands.

**Environmental** No environmentally hazardous conditions were noted during the site visit, and there are no known adverse environmental conditions on the subject site.

**Utilities**

The subject's utilities are typical and adequate for the market area. The site is served by municipal electricity, water, and sewer.

**Site Improvements**

The subject is improved with a gravel driveway/parking and a concrete basketball court. The site improvements are not of contributory value to the subject property. The capital outlays to demolish and remove the site improvements are estimated to be \$10,000. This will be deducted from the *hypothetical market value* of the subject property “as if vacant land” to derive the *market value* of the subject property “as is.”

**Zoning**

According to the East Baton Rouge Parish Zoning Department, the subject property is zoned A-1 (Single Family Residential). The purpose of the “A-1” District is to permit low density residential development with a maximum density of 4.1 units per acre. Accessory uses normally compatible with surrounding low density residential development may be permitted. Conditional uses include: bed and breakfast homes; cemeteries and mausoleums; childcare centers, preschools including Head Start and other Pre-K programs; and educational, religious, and philanthropic institutions. The requirements under A-1 (Single Family Residential) zoning are as follows:

<b>“A-1” Zoning</b>	
Height Restriction	2.5 Stories
Front Yard Requirement	15 Feet
Side Yard Requirement	8 Feet
Rear Yard Requirement	25 Feet
Minimum Lot Width	75 Feet
Minimum Lot Area	10,500 Square Feet
Maximum Density	4.1 units per acre

Uses not permitted in "A-1" zoning districts include transitional (B districts), commercial uses (C districts), industrial uses (M districts), junk yards, auto salvage yards, fish or meat canneries, foundry casting, etc. Heavy commercial and industrial uses are not permitted, nor are any uses involving the onsite sale and consumption of alcohol. The subject appears to conform to the current zoning requirements.

The subject property is currently zoned A-1 (Single-Family Residential). It is an extraordinary assumption of this report that the subject would be able to be rezoned to allow for multifamily development without significant capital outlays or delays in development.

***Private Restrictions***

The subject is not known to be encumbered by any deed or private restrictions.

***Easements & Encroachments***

It appears that utility and drainage servitudes exist along the roadway frontage. We are unaware of any easements or encroachments that would be of adverse influence on the market value of the subject property.

We do not warrant the absence of additional easements or encroachments. We have done no title search to determine the marketability of the title or the existence of easements and encroachments. We suggest that competent legal advice be obtained with respect to such.

***Surrounding Property Uses***

The subject property is situated within a predominantly residential area of North Baton Rouge characterized by established single-family dwellings and neighborhood streets. Surrounding land uses include additional public recreational facilities, local churches, and scattered neighborhood-oriented commercial uses along nearby arterial corridors. Overall, the area reflects a stable residential setting with supporting community services typical of an urban neighborhood park location.

***Highest and Best Use*** - The highest and best use of the land (or site) "as though vacant land and available for use" may be different from the highest and best use of the property "as improved." This is true when the improvement is not deemed optimal or appropriate, though it continues to contribute to the total property value (in excess of the value of the site less demolition).

Several tests must be met in determining the highest and best use. The use must be physically possible. The use must be legal. The use must be reasonably probable, not speculative or conjectural. There must be reasonable demand for such use and it must return to the land the highest net return over the expected holding period. These tests will be applied to the subject property as vacant. In arriving at the conclusion of highest and best use, the subject site will be analyzed as if vacant and available for development.

***Possible Uses*** - The size and location are the most important determinants of value. In general, the larger the site, the greater its potential to achieve economies of scale and flexibility in development. The subject site contains approximately 3.240 acres (141,134 square feet) and is irregular in shape, with

approximately 420 feet of frontage along the west side of Lanier Drive. The property is generally flat, level, and situated at road grade, which enhances its development utility and reduces the likelihood of extraordinary site preparation costs. Utilities including municipal water, sewer, and electricity are available to the site, and soil conditions are assumed adequate for structural support based on surrounding development. Although a portion of the property is located within Flood Zone AE (100-year floodplain), the balance lies within Flood Zone X, and development could potentially be configured to mitigate floodplain impacts through site planning and compliance with local floodplain regulations. Overall, the size, access, topography, and utility availability support a range of low-density residential or compatible community uses as physically possible.

*Permissible Uses (Legal)* - Legal restrictions, as they apply to the subject property, include public (zoning) and private (subdivision) restrictions. The subject property is currently zoned A-1 (Single Family Residential), which permits low-density residential development at a maximum density of 4.1 units per acre along with certain accessory and conditional uses compatible with residential neighborhoods. Multifamily development is not permitted under the existing zoning classification. However, it is an extraordinary assumption of this report that the subject could be successfully rezoned to allow multifamily residential development without significant capital outlays, opposition, or delays. Under this extraordinary assumption, the legally permissible uses expand to include higher-density residential development consistent with applicable multifamily zoning districts within East Baton Rouge Parish. This assumption materially impacts the scope of legally permissible uses and is fundamental to the highest and best use conclusion.

*Feasible Uses* - The surrounding area is characterized by established residential development, with supporting community services and neighborhood-oriented uses. Under existing A-1 zoning, subdivision into single-family lots would represent a feasible and conforming use; however, achievable pricing, absorption rates, and construction costs within this submarket must be considered in determining profitability. Under the extraordinary assumption of successful rezoning, multifamily development may provide enhanced revenue potential through increased density and improved land utilization efficiency. The financial feasibility of multifamily development would depend upon rental demand, achievable market rents, development costs, and absorption within the North Baton Rouge area. Assuming adequate market

demand and prudent development planning, multifamily residential development would likely generate greater overall site value than low-density single-family subdivision.

*Maximally Productive Uses* - Considering the expanded legally permissible uses under the extraordinary assumption of rezoning, together with the site's physical capacity and potential for increased density, multifamily residential development is concluded to be the maximally productive use of the subject property as if vacant. This use would allow more intensive land utilization than single-family development and may provide superior financial returns, provided market demand and development economics support such a project. While single-family residential development remains a legally conforming and physically feasible alternative under current zoning, the potential for rezoning materially alters the productivity analysis. Therefore, subject to the stated extraordinary assumption regarding rezoning, the highest and best use of the property as if vacant is concluded to be multifamily residential development.

*Highest and Best Use* - After analyzing the physically possible, legally permissible, and financially feasible uses, it is our opinion the highest and best use of the subject property "as vacant land" would be for multifamily development (when market conditions support the feasibility of new construction).

## LAND VALUE ESTIMATE

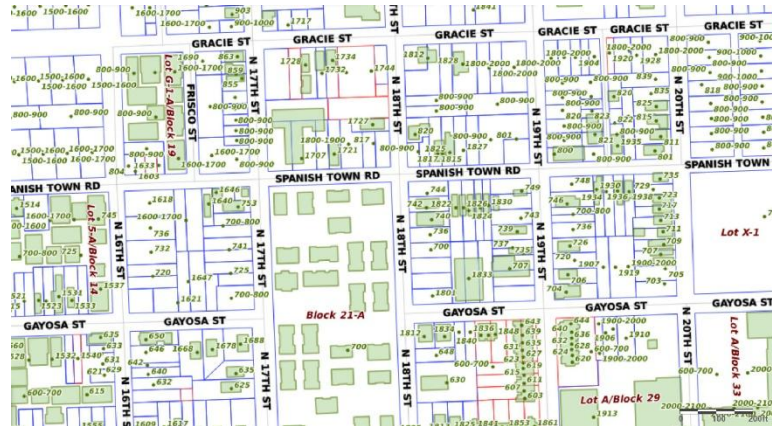
The appraisal process is the orderly program by which the data used to estimate the market value of the subject property is acquired, classified, analyzed and presented. The first step involves defining the appraisal problem - i.e., identification of the real estate, the effective date of the value estimate, the property rights being appraised, and the type of value sought. Once this has been accomplished, the appraiser collects and analyzes the factors that affect the *market value* of the subject property. These include Area and Neighborhood Analyses, Site and Improvement Analyses, Highest and Best Use Analysis, and the application of the various approaches to estimating the property's value. Appraisers generally use three approaches to value: the Sales Comparison Approach, the Cost Approach, and the Income Approach.

The Sales Comparison Approach can be used to estimate the value of the land as if vacant and/or the property as improved. The appraiser gathers data on sales of comparable properties and analyzes the nature and condition of each sale, making logical adjustments for dissimilar characteristics. Typically, a common denominator is found. For land value, this is usually either a price per square foot or price per acre. For improved property, the common denominator may be price per square foot, price per unit, gross rent multipliers, etc. The Sales Comparison Approach gives a good indication of value when sales of similar properties are available. The Sales Comparison Approach will be applied, as there is adequate data to develop a value estimate and this approach reflects market behavior for this property type.

We will first estimate the *hypothetical market value* of the subject property begin quotations as if vacant land.” We will then deduct the necessary capital outlays to demolish and remove the site improvements to derive the *market value* of the subject property “as is.”

The records of East Baton Rouge Parish (and surrounding areas) were researched to determine the most recent sales within the subject’s immediate proximity or in similar areas that would support a *hypothetical market value* estimate for the subject property “as if vacant land.” We found several sales indicative of the *hypothetical market value*. Information on these sales is presented on the following pages:

Land Sale No. 1



**Property Identification**

**Record ID** 67993  
**Property Type** Single-Family  
**Property Name** Gayosa Street 67993  
**Address** Gayosa Street, North 16th Street, North 17th Street, North 18th Street, Spanish Town Road & Gracie St., Baton Rouge, East Baton Rouge Parish, Louisiana 70802  
**Location** 17 Lots, Squares 14, 17, 18, 26, 27 & 36, Gracie, fronting on Gayosa Street, North 16th Street, North 17th Street, North 18th Street, Spanish Town Road & Gracie St.  
**Latitude, Longitude** N30.454380, W-91.172870  
**MLS Area** 31

**Sale Data**

**Grantor** Riddick Investments, LLC (1), Downtown East Properties, LLC (2)  
**Grantee** East Baton Rouge Parish Council on the Aging, Inc.  
**Sale Date** June 27, 2025 [Contract Date], November 26, 2025  
**Deed Book/Page** 884-13406, Pending  
**Property Rights** Fee Simple  
**Financing** Cash Sale  
**Verification** Other sources: Appraisal Files

**Land Sale No. 1 (Cont.)**

<b>Sale Price</b>	\$698,530 [\$628,530 (1) + \$70,000 (2)]
<b>Cash Equivalent</b>	\$698,530
<b>Upward Adjustment</b>	\$10,000 [Demolition Cost]
<b>Adjusted Price</b>	\$708,530

**Land Data**

<b>Zoning</b>	A3.3, C2, See Remarks
<b>Utilities</b>	All Available
<b>Shape</b>	Irregular
<b>Flood Info</b>	X
<b>Access</b>	Concrete, two-lane
<b>Corner Lot</b>	Yes, corners
<b>Drainage</b>	Subsurface

**Land Size Information**

<b>Gross Land Size</b>	2.574 Acres or 112,125 SF
<b>Useable Land Size</b>	2.574 Acres or 112,125 SF, 100.00%
<b>Front Footage</b>	Gayosa Street, North 16th Street, North 17th Street; North 18th Street, Spanish Town Road; Gracie Street;

**Indicators**

<b>Sale Price/Gross Acre</b>	\$271,375 Actual or \$275,260 Adjusted
<b>Sale Price/Gross SF</b>	\$6.23 Actual or \$6.32 Adjusted
<b>Sale Price/Useable Acre</b>	\$271,375 Actual or \$275,260 Adjusted
<b>Sale Price/Useable SF</b>	\$6.23 Actual or \$6.32 Adjusted

**Land Sale No. 1 (Cont.)**

**Remarks**

This site consists of numerous non-contiguous lots across 6 different squares in Gracie Subdivision. The property is comprised of 17 lots, 16 are vacant tracts and one lot which was improved with a 1,758 sf old single-family residence, which offered no contributing value. The estimated demolition cost is \$10,000. The property is under contract to be purchased for \$6.00/sf (\$628,530) for all the lots, except two lots. The lot addressed 2029 Gracie Street and the adjoining lot (W 2/3 Lot 3 & PT of Lot 5) are under contract for \$70,000. The total under contract sale price is \$698,530.

The lots were not actively marketed for sale to individuals, or as a bulk holding to a developer. The seller and purchaser have been involved in numerous other transactions in the immediate area.

The site has multiple zoning with A3.3 (Single-family Residential) and C2 (Heavy Commercial).

Legal Description: East 1/2 of Lot 2 in Square 14, North 1/2 of Lot 12 in Square 17, Lots A, B, C, East 1/2 of Lot E, West 1/2 Lot E, South 1/2 Lot J, in Square 18, Lots 4, 5 in Square 26, Lot 6, South portion of Lot 7, South 1/2 of Lot 12, East 1/2 of Lot 3 in Square 27, Lot 1 & 2, South 1/2 of Lot 4, West 2/3 Lot 3, and portion of Lot 5 in Square 36

Municipal Addresses: Gayosa Street, 632 North 16th Street, 760 North 16th Street, 736 North 16th Street, 732 North 16th Street, 1621 Gayosa Street, 1607 Gayosa Street, North 17th Street, 736 North 18th Street, 700 North 18th Street, North 19th Street, North 19th Street, North 18th Street, Spanish Town Road, Gracie Street, 2029 Gracie Street, Gracie Street

Gayosa Street, North 16th Street, North 17th Street, North 18th Street, , North 19th Street, Spanish Town Road, and Gracie Street are all two-lane, concrete and asphalt-paved roadways with subsurface drainage.

Land Sale No. 2



**Property Identification**

**Record ID** 67847  
**Property Type** Single-Family  
**Property Name** Booker  
**Address** Booker Street & Stilt Street, Baton Rouge, East Baton Rouge Parish, Louisiana 70807  
**Location** A .24 acre tract, Lots 1-13, Square 14, North Baton Rouge, fronting on the southeast corner of Booker Street & Stilt Street, the north side of Teal Street, east of Scenic Hwy  
**Latitude, Longitude** N30.526582, W-91.181142  
**MLS Area** 12

**Sale Data**

**Grantor** P.B.S. Pinchback Lodge Number 377 (Leonard J. Polk, Jr.)  
**Grantee** Go International Ministries (James W. & Patricia T. Roan)  
**Sale Date** September 05, 2023  
**Deed Book/Page** 44-13273  
**Property Rights** Fee Simple  
**Marketing Time** 15  
**Financing** Cash Sale  
**Sale History** Listing Price-\$35,000  
**Verification** Other sources: MLS#2023012809

**Land Sale No. 2 (Cont.)**

<b>Sale Price</b>	\$30,000
<b>Cash Equivalent</b>	\$30,000
<b>Upward Adjustment</b>	\$100,000 [Demolition Cost]
<b>Adjusted Price</b>	\$130,000

**Land Data**

<b>Zoning</b>	A3.1, Limited Residential
<b>Utilities</b>	Sewer, Water, Electricity, Gas
<b>Shape</b>	Irregular
<b>Flood Info</b>	X
<b>Access</b>	Asphalt, two-lane
<b>Corner Lot</b>	Yes
<b>Drainage</b>	Subsurface

**Land Size Information**

<b>Gross Land Size</b>	1.480 Acres or 64,469 SF
<b>Useable Land Size</b>	1.480 Acres or 64,469 SF, 100.00%
<b>Front Footage</b>	240 ft Total Frontage: 240 ft Booker Street; 342 ft Stilt Street; 244 ft Teal Street;

**Indicators**

<b>Sale Price/Gross Acre</b>	\$20,270 Actual or \$87,838 Adjusted
<b>Sale Price/Gross SF</b>	\$0.47 Actual or \$2.02 Adjusted
<b>Sale Price/Useable Acre</b>	\$20,270 Actual or \$87,838 Adjusted
<b>Sale Price/Useable SF</b>	\$0.47 Actual or \$2.02 Adjusted
<b>Sale Price/Front Foot</b>	\$125 Actual or \$542 Adjusted

**Land Sale No. 2 (Cont.)**

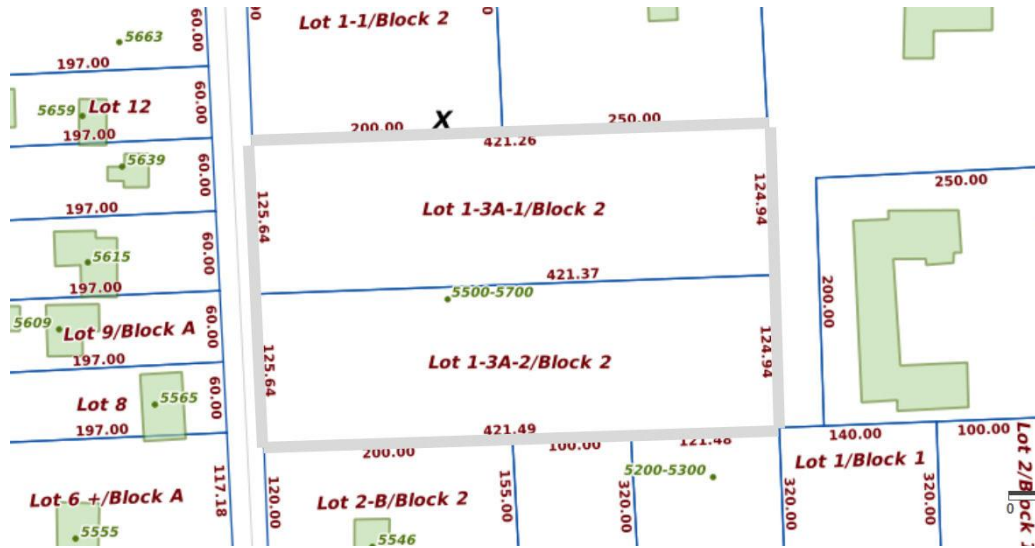
**Remarks**

At the time of sale, the site was improved an old school facility (roughly 14,500 square feet) formerly occupied by South Scotlandville Elementary, which offered no contributory value. The estimated demolition cost is \$100,000, inclusive of allowances for contingencies and entrepreneurial incentive.

The property was marketed for 15 days at an asking price of \$35,000 and sold for \$30,000. Michael Vallien with Vallien Realty represented the seller and Laurie Brown with Drewam Home Realty represented the purchaser.

Booker Street, Stilt Street and Teal Street are two-lane, concrete-paved roadways with sidewalks and subsurface drainage.

Land Sale No. 3



**Property Identification**

<b>Record ID</b>	63815
<b>Property Type</b>	Multi-family
<b>Property Name</b>	Winchester Avenue 63815
<b>Address</b>	Winchester Avenue, Baton Rouge, East Baton Rouge Parish, Louisiana 70805
<b>Location</b>	Lots 1-3-A-1 and 1-3-A-2, Square 2, Suburb Loudon, fronting on the east side of Winchester Avenue just south of Greenwell Street
<b>Latitude, Longitude</b>	N30.501051, W-91.137857
<b>MLS Area</b>	31
<b>MSA</b>	Baton Rouge

**Sale Data**

<b>Grantor</b>	Interdenominational Faith Assembly
<b>Grantee</b>	Urban Restoration Enhancement Corp.
<b>Sale Date</b>	June 21, 2023
<b>Deed Book/Page</b>	665-13259
<b>Property Rights</b>	Fee Simple
<b>Marketing Time</b>	327
<b>Financing</b>	Cash Sale
<b>Verification</b>	Other sources: Not Verified, MLS#2022009381

**Land Sale No. 3 (Cont.)**

**Sale Price** \$110,000  
**Cash Equivalent** \$110,000

**Land Data**

**Zoning** B1 , Transition  
**Utilities** Sewer, Water, Electricity  
**Shape** Roughly Rectangular  
**Flood Info** X  
**Access** Asphalt, two-lane  
**Corner Lot** No  
**Drainage** Open Swale

**Land Size Information**

**Gross Land Size** 2.424 Acres or 105,589 SF  
**Useable Land Size** 2.424 Acres or 105,589 SF  
**Front Footage** 250 ft Total Frontage: 250 ft Winchester Avenue;

**Indicators**

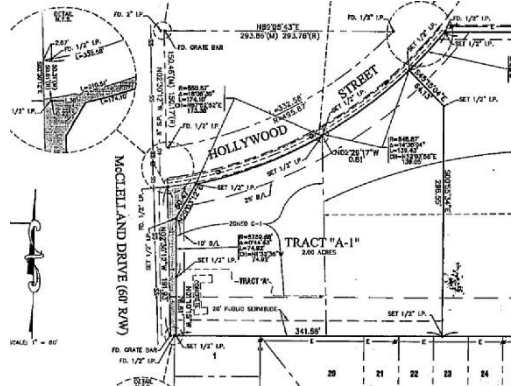
**Sale Price/Gross Acre** \$45,380  
**Sale Price/Gross SF** \$1.04  
**Sale Price/Useable Acre** \$45,380  
**Sale Price/Useable SF** \$1.04  
**Sale Price/Front Foot** \$440

**Remarks**

The property was marketed for 11 months.

Winchester Avenue is a two-lane, asphalt-paved roadway with open swale drainage.

**Land Sale No. 4**



**Property Identification**

<b>Record ID</b>	63814
<b>Property Type</b>	Land, Multi-Family
<b>Property Name</b>	McClelland Drive 63814
<b>Address</b>	McClelland Drive, Baton Rouge, East Baton Rouge Parish, Louisiana 70805
<b>Location</b>	Lot A-1 in Section 51, T6S, R1E, fronting on the southeast corner of McClelland Drive and Hollywood Crossover Street
<b>Latitude, Longitude</b>	N30.499784, W-91.135210
<b>MLS Area</b>	22
<b>MSA</b>	Baton Rouge

**Sale Data**

<b>Grantor</b>	Donna D. Weaver Silvio, Brookstown Hardware
<b>Grantee</b>	Mark Eric and Joyce Miller Grant
<b>Sale Date</b>	March 07, 2022
<b>Deed Book/Page</b>	722-13173
<b>Property Rights</b>	Fee Simple
<b>Marketing Time</b>	26
<b>Financing</b>	Cash Sale
<b>Verification</b>	Other sources: Not Verified, MLS#2022000098

<b>Sale Price</b>	\$98,500
<b>Cash Equivalent</b>	\$98,500

**Land Sale No. 4 (Cont.)**

**Land Data**

<b>Zoning</b>	LC1, Limited Commercial One
<b>Utilities</b>	None
<b>Shape</b>	Irregular
<b>Flood Info</b>	X
<b>Corner Lot</b>	Yes
<b>Drainage</b>	Subsurface

**Land Size Information**

<b>Gross Land Size</b>	2.000 Acres or 87,120 SF
<b>Useable Land Size</b>	2.000 Acres or 87,120 SF
<b>Front Footage</b>	192 ft Total Frontage: 192 ft McClelland Drive; 314 ft Hollywood Crossover Street;

**Indicators**

<b>Sale Price/Gross Acre</b>	\$49,250
<b>Sale Price/Gross SF</b>	\$1.13
<b>Sale Price/Useable Acre</b>	\$49,250
<b>Sale Price/Useable SF</b>	\$1.13
<b>Sale Price/Front Foot</b>	\$513

**Remarks**

The property was marketed for 26 days at an asking price of \$115,000 and sold for \$98,500.

McClelland Drive is a three-lane, concrete-paved roadway with subsurface drainage.

Land Sale No. 5



**Property Identification**

<b>Record ID</b>	51243
<b>Property Type</b>	Multi-family
<b>Property Name</b>	The Reserve at Howell Place
<b>Address</b>	Plank Road, Baton Rouge, East Baton Rouge Parish, Louisiana 70807
<b>Location</b>	Tracts A-1-A-1-A-3 and A-1-A-1-A-4-A, Howell Place, fronting on the west side of Plank Road just south of Harding Blvd.
<b>Latitude, Longitude</b>	N30.519723, W-91.149071
<b>MLS Area</b>	12
<b>MSA</b>	Baton Rouge

**Land Sale No. 5 (Cont.)**

**Sale Data**

<b>Grantor</b>	Maxco Development, LLC (Richard Preis)
<b>Grantee</b>	CST Land Developers, LLC (Thomas C. Delahaye)
<b>Sale Date</b>	September 20, 2021
<b>Deed Book/Page</b>	95-13139
<b>Property Rights</b>	Fee Simple
<b>Financing</b>	Cash Sale
<b>Verification</b>	Other sources: Appraisal Files
<b>Sale Price</b>	\$2,700,000
<b>Cash Equivalent</b>	\$2,700,000

**Land Data**

<b>Zoning</b>	C2, Heavy Commercial
<b>Utilities</b>	All Available
<b>Shape</b>	Irregular
<b>Flood Info</b>	X
<b>Access</b>	Asphalt, five-lane
<b>Corner Lot</b>	No
<b>Drainage</b>	Subsurface

**Land Size Information**

<b>Gross Land Size</b>	18.102 Acres or 788,523 SF
<b>Useable Land Size</b>	18.102 Acres or 788,523 SF
<b>Front Footage</b>	500 ft Total Frontage: 500 ft Plank Road;

**Indicators**

<b>Sale Price/Gross Acre</b>	\$149,155
<b>Sale Price/Gross SF</b>	\$3.42
<b>Sale Price/Useable Acre</b>	\$149,155
<b>Sale Price/Useable SF</b>	\$3.42
<b>Sale Price/Front Foot</b>	\$5,400

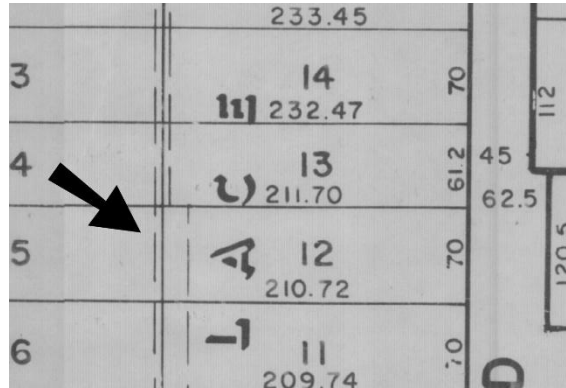
**Land Sale No. 5 (Cont.)**

**Remarks**

This property (2 non-contiguous tracts near each other, sandwiching the site of a new charter school) was purchased to be improved with a 300-unit, affordable multifamily development that will be subsidized by federal low-income housing tax credits (LIHTCs).

This portion of Plank Road (US Highway 67) is a five-lane, asphalt-paved highway with center concrete median, turn lanes, sidewalks, and subsurface drainage.

Land Sale No. 6



**Property Identification**

**Record ID** 63817  
**Property Type** Land, Multi-Family  
**Property Name** North Foster Drive 63817  
**Address** North Foster Drive, Baton Rouge, East Baton Rouge Parish, Louisiana 70805  
**Location** Lot 12, Wilkerson Place, fronting on the west side of North Foster Drive between Denham Street and Greenwell Street  
**Latitude, Longitude** N30.503358, W-91.141668  
**MLS Area** 31  
**MSA** Baton Rouge

**Sale Data**

**Grantor** Shannon H. Robertson  
**Grantee** S & M Towing, LLC (Elton Dunn, Jr. & Marie Dunn)  
**Sale Date** January 18, 2022  
**Deed Book/Page** 308-13163  
**Property Rights** Fee Simple  
**Marketing Time** 132  
**Financing** Cash Sale  
**Verification** Not Verified, MLS#2021013261

**Sale Price** \$23,000  
**Adjusted Price** \$23,000

**Land Sale No. 6 (Cont.)**

**Land Data**

<b>Zoning</b>	M1, Light Industrial
<b>Utilities</b>	Sewer, Water, Electricity
<b>Dimensions</b>	81.90' x 200'
<b>Shape</b>	Rectangular
<b>Flood Info</b>	A
<b>Corner Lot</b>	No
<b>Drainage</b>	Subsurface
<b>Depth</b>	200

**Land Size Information**

<b>Gross Land Size</b>	0.376 Acres or 16,380 SF
<b>Useable Land Size</b>	0.376 Acres or 16,380 SF
<b>Front Footage</b>	82 ft North Foster Drive;

**Indicators**

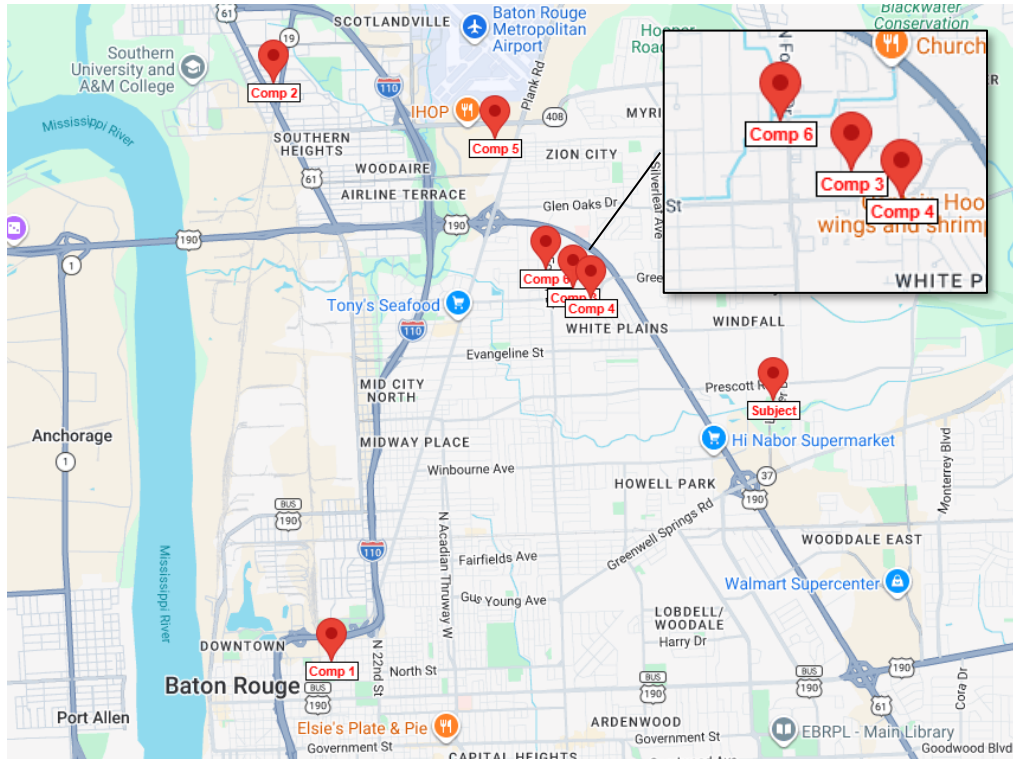
<b>Sale Price/Gross Acre</b>	\$61,165 Actual or \$61,165 Adjusted
<b>Sale Price/Gross SF</b>	\$1.40 Actual or \$1.40 Adjusted
<b>Sale Price/Useable Acre</b>	\$61,165 Actual or \$61,165 Adjusted
<b>Sale Price/Useable SF</b>	\$1.40 Actual or \$1.40 Adjusted

**Remarks**

The property was marketed for four months at an asking price of \$20,000, and sold above the asking price for \$23,000.

North Foster Drive is a four-lane, asphalt-paved roadway with subsurface drainage.

**MAP OF LAND SALE COMPARABLES**



**LAND SALE SUMMARY**

Land Sale Summary Table					
Sale	Date	Address	Price	Usable Land SF	Price Per/Square Foot
Subject	2/20/2026	3901 Lanier Road		141,134	
1	6/27/2025	Gayosa Street, North 16th Street, N	\$698,530	112,125	\$6.23
2	9/5/2023	Booker Street & Stilt Street	\$30,000	64,469	\$0.47
3	6/21/2023	Winchester Avenue	\$110,000	105,589	\$1.04
4	3/7/2022	McClelland Drive	\$98,500	87,120	\$1.13
5	9/20/2021	Plank Road	\$2,700,000	788,523	\$3.42
6	1/18/2022	North Foster Drive	\$23,000	16,380	\$1.40

Considered were the terms of financing, conditions of sale, and property rights transferred (fee simple versus leased fee). Where necessary, adjustments were made. Consideration of adjustments to the comparable sales for differences from the subject property in regard to time, size, location, corner influence and physical characteristics are also warranted. Listing comparables were also researched and considered. Explanation of each adjustment is presented:

**Transactional Adjustments**

***Property Rights:*** Adjustments for property rights (fee simple vs. leased fee) conveyed are warranted. All were fee-simple purchases, warranting no adjustments.

***Financing:*** Adjustments for terms of sale (cash vs. owner financing) are considered. Sales with favorable owner financing (below market interest rates, etc.) warrant downward adjustments, while sales with unfavorable financing (above market interest rates, etc.) warrant upward adjustments. These adjustments, if warranted, are discussed in the previously presented comparable sale discussions and are reflected in the “cash equivalent” sale prices. As all of the comparable sales were cash sales, no adjustments were warranted.

***Conditions of Sale:*** Adjustments for conditions of sale (arm’s-length vs. related-party) are considered. Non-arm’s-length sales are discarded from the analysis. All of the comparable sales are arm’s-length transactions, warranting no adjustments.

***Expenditures Immediately After Purchase:*** Comparables #1 and #2 required approximately \$10,000 and \$100,000 in capital outlays, respectively for the demolition and removal of site improvements, increasing their effective purchase prices. No capital outlays are known to have been required or expected for the remaining sales, warranting no adjustments

***Market Conditions*** - All of the comparable sales occurred since 2021. Adjustments for the passage of time (and any associated changes in market conditions) may be warranted for the comparable sales. Property values typically fluctuate with the passage of time due to inflation, increased demand for real estate, etc.

Extensive discussions with property sales and management professionals indicate that achievable rentals and occupancies for properties in the area have been steady for the past several years. Based on the trends observed, and indications of market participants, no market conditions adjustment will be applied to the comparables.

**Physical Adjustments**

**Location** – The relative location of the subject warrants adjustment. The subject is along the west side of Lanier Drive. Properties in superior commercial corridors (i.e., corridors which typically attract greater \$/sf rentals) or with superior positioning warrant downward adjustments. Similarly, properties in inferior commercial corridors or with inferior positioning warrant downward adjustments. A summary of the relative locational/positional strength of the comparables is presented below:

<b>Location Adjustment Table</b>						
<b>Comparable</b>	<b>Comp 1</b>	<b>Comp 2</b>	<b>Comp 3</b>	<b>Comp 4</b>	<b>Comp 5</b>	<b>Comp 6</b>
<b>Location</b>	Superior	Inferior	Inferior	Inferior	Superior	Inferior
<b>Applied Adjustment</b>	<b>-20%</b>	<b>10%</b>	<b>10%</b>	<b>10%</b>	<b>-15%</b>	<b>10%</b>

**Size** - Larger properties typically sell for less per unit than smaller properties. This is a basic rule of commerce. When more of a commodity is purchased, the per unit price is generally reduced. The sales presented generally support this theory. Adjustments to account for differences in size are warranted.

**Access/Shape/Frontage** - The physical characteristics (access, shape, frontage-to-depth ratio, etc.) affect the value of property. Those sales with greater (less) linear feet of frontage, typically offer superior (inferior) access and visibility, warranting downward (upward) adjustments. The same is true for a site’s shape. Sites that are quadrangular are typically more valuable than other polygon-shaped sites, as development and use of the site is easier and thus, maximized.

The site is irregularly-shaped, with 420' of frontage along the west side of Lanier Drive. A summary of the comparables’ access, shape, and frontage in relation to the subject is presented below:

<b>Access, Shape, and Frontage Table</b>						
<b>Comparable</b>	<b>Comp 1</b>	<b>Comp 2</b>	<b>Comp 3</b>	<b>Comp 4</b>	<b>Comp 5</b>	<b>Comp 6</b>
<b>Access</b>	Superior	Superior	Similar	Superior	Superior	Similar
<b>Shape</b>	Superior	Superior	Superior	Similar	Similar	Superior
<b>Frontage</b>	Superior	Superior	Similar	Superior	Similar	Similar
<b>Overall</b>	<b>Superior</b>	<b>Superior</b>	<b>Superior</b>	<b>Superior</b>	<b>Superior</b>	<b>Superior</b>
<b>Applied Adjustment</b>	-15%	-15%	-5%	-10%	-5%	-5%

**Flood Zone** - The subject is in Flood Zones X and AE. Those sales in Flood Zone AE (flood prone) are subject to flood insurance requirements or the stigma of being within the flood plain. An article by three LSU professors published in the Appraisal Journal concluded that an adjustment of 5% to 10% to land values is appropriate for the capitalized cost of flood insurance. Comparables #1 through #5 are within Flood Zone X, warranting downward adjustments. Comparable #6 is within Flood Zone A, warranting upward adjustments.

The sale comparables will be analyzed and adjusted in estimating the *hypothetical market value* for the subject property “as is.” The adjustments to the selected comparable sales are presented on the following grid:

**SALES COMPARISON ADJUSTMENT GRID**

Land Analysis Grid			Comp 1	Comp 2	Comp 3	Comp 4	Comp 5	Comp 6
Address	3901 Lanier Road		Gayosa Street, North 16th Street, North 17th Street, North 18th Street, North 18th	Booker Street & Stilt Street	Winchester Avenue	McClelland Drive	Plank Road	North Foster Drive
City	Baton Rouge		Baton Rouge	Baton Rouge	Baton Rouge	Baton Rouge	Baton Rouge	Baton Rouge
Date	2/20/2026		6/27/2025	9/5/2023	6/21/2023	3/7/2022	9/20/2021	1/18/2022
Price			\$698,530	\$30,000	\$110,000	\$98,500	\$2,700,000	\$23,000
Usable Land SF	141,134		112,125	64,469	105,589	87,120	788,523	16,380
Price Per/Square Foot			\$6.23	\$0.47	\$1.04	\$1.13	\$3.42	\$1.40
<b>Transactional Adjustments</b>								
Property Rights	Fee Simple		\$0	\$0	\$0	\$0	\$0	\$0
Financing	Cash Sale		\$0	\$0	\$0	\$0	\$0	\$0
Conditions of Sale	Arm's-Length		\$0	\$0	\$0	\$0	\$0	\$0
Expenditures After Sale	None		\$10,000	\$100,000	\$0	\$0	\$0	\$0
Total Adjustments			\$10,000	\$100,000	\$0	\$0	\$0	\$0
Adjusted Price			\$708,530	\$130,000	\$110,000	\$98,500	\$2,700,000	\$23,000
<b>Adjusted Price/Square Foot</b>			<b>\$6.32</b>	<b>\$2.02</b>	<b>\$1.04</b>	<b>\$1.13</b>	<b>\$3.42</b>	<b>\$1.40</b>
Market Trends Through	2/20/2026	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Adjusted Price/Square Foot</b>			<b>\$6.32</b>	<b>\$2.02</b>	<b>\$1.04</b>	<b>\$1.13</b>	<b>\$3.42</b>	<b>\$1.40</b>
<b>Characteristics Adjustments</b>								
Location	Good		Superior -20%	Inferior 10%	Inferior 10%	Inferior 10%	Superior -15%	Inferior 10%
Size	Size Difference 141,134		-29,009 0%	-76,665 0%	-35,545 0%	-54,014 0%	647,389 10%	-124,754 -5%
Access/Shape/Frontage	Good		Superior -15%	Superior -15%	Superior -5%	Superior -10%	Superior -5%	Superior -5%
Flood Zone	X and AE		X -5%	X -5%	X -5%	X -5%	X -5%	A 5%
<b>Adjusted Land SF Unit Price</b>			<b>\$3.79</b>	<b>\$1.81</b>	<b>\$1.04</b>	<b>\$1.07</b>	<b>\$2.91</b>	<b>\$1.47</b>
Net Adjustments			-40%	-10%	0%	-5%	-15%	5%
Gross Adjustments			40%	30%	20%	25%	35%	25%

The adjusted indicators for the comparable properties range from \$1.04 to \$3.79 per square foot. The mean and median figures support a *market value* estimate for the subject property “as is” of \$2.02 and \$1.64 per square foot, respectively. Based on the adjusted prices for the comparables, a market value conclusion of \$1.85 per square foot is concluded reasonable. The *market value* calculation is:

$$141,134 \text{ square feet @ } \$1.85 \text{ per square foot} = \$261,099, \text{ rounded to: } \$260,000$$

It was previously noted that the subject will require \$10,000 in capital outlays for demolition and removal of site improvements. This will be deducted from the *hypothetical market value* “as if vacant land” to derive the *market value* of the subject property “as is.” The *market value* of the subject property “as is,” as of February 20, 2026 (date of the property visit), is \$260,000 - \$10,000 = \$250,000.

MARKET VALUE OF A FEE SIMPLE INTEREST  
IN THE SUBJECT PROPERTY “AS IS,  
AS OF FEBRUARY 20, 2026 (DATE OF THE PROPERTY VISIT)”

***TWO HUNDRED FIFTY THOUSAND DOLLARS***

***\$250,000***

## **EXPOSURE TIME**

The value reported assumes the property has had reasonable market exposure time, at a realistic price, with a typical marketing effort. This is reported as *exposure time*.

*Exposure Time*<sup>5</sup> is defined as:

Estimated length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at a market value on the effective date of the appraisal. Exposure time is a retrospective opinion based on analysis of past events assuming a competitive and open market.

For an asset the size and age of the subject, a substantial due diligence period would likely be required prior to the sale. Commercial real estate market conditions in the corridor have been relatively stable over the past year and are not expected to significantly change in the near-term future. Based upon average marketing times observed for similar properties and discussions with market participants, *exposure time* is estimated to be **12 to 18 months**.

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<sup>5</sup> Uniform Standards of Professional Appraisal Practice, *2024 Edition* (The Appraisal Foundation, 2024), pg. 4

## **CERTIFICATION OF APPRAISERS**

We, Tom W. Cook, MAI, and Robert E. Beaman hereby certify to the best of our knowledge and belief,

- The statements of fact contained in this report are true and correct;
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, impartial, and unbiased professional analyses, opinions and conclusions;
- We have no present or prospective interest in the subject property, and we have no personal interest or bias with respect to the parties involved;
- We have no bias with respect to the subject property, or to the parties involved with the assignment;
- Our engagement in this assignment was not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result or the occurrence of a subsequent event directly related to the intended use of this appraisal;
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics of the Appraisal Institute and Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation;
- Tom W. Cook, MAI, has made a personal inspection of the property;
- Robert E. Beaman has made a personal inspection of the property;
- No one provided significant real property appraisal assistance to the person(s) signing this certification;
- We certify that the appraisal assignment was not based upon a requested minimum valuation, a specific valuation, or the approval of a loan;
- We have performed no (or the specified) services, as an appraiser or in any other capacity, regarding the subject property within the three-year period immediately preceding the acceptance of this assignment;
- The use of this report is subject to the requirements of The Appraisal Institute and the Louisiana Real Estate Commission relating to review by its duly authorized representatives;
- As of the date of this report, Tom W. Cook, MAI, has completed the requirements under the continuing education program for Designated Members of the Appraisal Institute.

Respectfully submitted,



Tom W. Cook, MAI  
Louisiana Certified General  
License #APR.00005-CGA  
tcook@cookmoore.com



Robert E. Beaman  
Louisiana Certified General  
License #APR.04446-CGA  
bbeaman@cookmoore.com

**ADDENDUM**

**PHOTOGRAPHS**  
**SUPPLEMENTAL INFORMATION**  
**CLIENT ENGAGEMENT LETTER**  
**GLOSSARY OF TERMS**  
**ASSUMPTIONS AND LIMITING CONDITIONS**  
**QUALIFICATIONS OF APPRAISERS**



*Subject Property*



*Subject Property*



*Subject Property*



*Lanier Drive*

**\*\* SUPPLEMENTAL INFORMATION \*\***

**EAST BATON ROUGE PARISH**

**STATUS: EXEMPT/TAX FREE**

TAX	TAX ACCOUNT	ASSESSMENT	TAX AUTHORITY	WARD
2025	0	2414783	EAST BATON ROUGE	2-1

TAXPAYER INFORMATION	PROPERTY LOCATION
PARISH OF EAST BATON ROUGE 222 ST LOUIS ST BATON ROUGE, LA 70801	N/A KILDARE LOT NO 227

**ASSESSED VALUES**

**HOMESTEAD: NONE**

**HISTORICAL TAX ABATEMENT:**

DESCRIPTION	UNIT	TOTAL	HOMESTEAD	TAXABLE
INSTITUTIONAL ACREAGE	1.00.A	0	0	0
<b>TOTALS</b>		0	0	0

**ESTIMATED TAXES**

DESCRIPTION	MILLAGE	TOTAL	HOMESTEAD	TAXES DUE
E.B.R. SCHOOL DISTRICT-EBR ADDITION	2.780M	\$0.56	\$0.00	\$0.00
E.B.R. SCHOOL DISTRICT-EBR AID TO P	6.500M	\$1.30	\$0.00	\$0.00
E.B.R. SCHOOL DISTRICT-EBR CONSTITU	4.980M	\$1.00	\$0.00	\$0.00
E.B.R. SCHOOL DISTRICT-EBR SCHOOL E	1.860M	\$0.37	\$0.00	\$0.00
E.B.R. SCHOOL DISTRICT-EBR SCHOOL E	5.990M	\$1.20	\$0.00	\$0.00
E.B.R. SCHOOL DISTRICT-EBR SCHOOL E	7.140M	\$1.43	\$0.00	\$0.00
E.B.R. SCHOOL DISTRICT-EBR SCHOOL E	7.190M	\$1.44	\$0.00	\$0.00
E.B.R. SCHOOL DISTRICT-EBR SCHOOL M	1.040M	\$0.21	\$0.00	\$0.00
E.B.R. SCHOOL DISTRICT-EBR SCHOOL R	5.250M	\$1.05	\$0.00	\$0.00
E.B.R. SCHOOL DISTRICT-EBR SCHOOL S	0.720M	\$0.14	\$0.00	\$0.00
PARISH-ADDITIONAL SPECIAL LAW ENFOR	3.730M	\$0.75	\$0.00	\$0.00
PARISH-ADDITIONAL SPECIAL LAW ENFOR	6.900M	\$1.38	\$0.00	\$0.00
PARISH-ASSESSOR SALARY & EXPENSE FU	1.150M	\$0.23	\$0.00	\$0.00
PARISH-BREC MAINTENANCE & OPERATION	0.399M	\$0.08	\$0.00	\$0.00
PARISH-BREC MAINTENANCE & OPERATION	0.599M	\$0.12	\$0.00	\$0.00
PARISH-BREC MAINTENANCE & OPERATION	1.995M	\$0.40	\$0.00	\$0.00
PARISH-BREC MAINTENANCE & OPERATION	3.090M	\$0.62	\$0.00	\$0.00
PARISH-BREC MAINTENANCE & OPERATION	3.762M	\$0.75	\$0.00	\$0.00
PARISH-BREC MAINTENANCE & OPERATION	3.895M	\$0.78	\$0.00	\$0.00
PARISH-COUNCIL ON AGING	2.000M	\$0.40	\$0.00	\$0.00
PARISH-EMERGENCY MEDICAL SERVICES	3.130M	\$0.63	\$0.00	\$0.00
PARISH-MENTAL HEALTH CRISIS CENTER	1.330M	\$0.27	\$0.00	\$0.00
PARISH-MOSQUITO ABATEMENT DISTRICT1	1.060M	\$0.21	\$0.00	\$0.00
PARISH-MOSQUITO ABATEMENT DISTRICT2	0.350M	\$0.07	\$0.00	\$0.00

PARISH-PARISH LIBRARY	9.890M	\$1.98	\$0.00	\$0.00
PARISH-PARISH TAX	2.960M	\$0.59	\$0.00	\$0.00
PARISH-SPECIAL LAW ENFORCEMENT1	4.360M	\$0.87	\$0.00	\$0.00
<b>TOTALS</b>		\$18.83	\$0.00	\$0.00

**PROPERTY DESCRIPTION**

Ward: 2-1, Subdivision: KILDARE, Lot: 227. SEC. 19 1967.(66-6449) (LESS 3.24 ACRES TO RECREATION & PARK COMMISSION 64-8001)

**\* CLIENT ENGAGEMENT LETTER \***



REAL ESTATE APPRAISERS

11616 Southfork Avenue • Suite 404  
Baton Rouge, Louisiana 70816  
p 225.293.7006 • f 225.293.7009

## AGREEMENT FOR PROFESSIONAL VALUATION SERVICES

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**DATE OF AGREEMENT:** January 16, 2026

**PARTIES TO AGREEMENT:**

<b>Client (Please complete/correct as appropriate)</b>	<b>Appraiser</b>
<p><b>Mr. Brett Wallace, BREC</b> Mr. Will Chadwick, JRE 6201 Florida Boulevard Baton Rouge, LA 70806</p> <p>Phone: 225-273-6405x1506 Email: <a href="mailto:bwallace@brec.org">bwallace@brec.org</a></p>	<p><b>Tom W. Cook, MAI</b> Cook, Moore, Davenport &amp; Associates 11616 Southfork Avenue, Suite 404 Baton Rouge, LA 70816</p> <p>Phone: (225) 293-7006x12 Email: <a href="mailto:tcook@cookmoore.com">tcook@cookmoore.com</a></p>

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

**PROPERTY IDENTIFICATION**

Vacant tracts of land, known as Alexander State Park, Cortana Place Park, Lafitte Hill, Lot 7, Sharon Hills Senior Center, Wenonah Street, Belfair Park, Blueberry Street Park, Lanier Drive Park, Fortune Addition Park, Dover Street Park, and Industriplex Park

**INTEREST VALUED**

Fee Simple

**REPORT ADDRESSEE**

Mr. Brett Wallace, BREC  
And  
Mr. Will Chadwick, JRE  
6201 Florida Boulevard  
Baton Rouge, LA 70806

**INTENDED USERS**

Mr. Brett Wallace c/o BREC and Mr. Will Chadwick c/o JRE

*Note: No other users are intended by Appraiser. Appraiser shall consider the intended users when determining the level of detail to be provided in the Appraisal Report.*

**INTENDED USE**

To assist Client in value for portfolio management purposes

**TYPE OF VALUE**

Market value as defined by US Treasury Department, Comptroller of the Currency

**DATE OF VALUE**

Current – As of date of property visit

**HYPOTHETICAL CONDITIONS, EXTRAORDINARY ASSUMPTIONS**

*Hypothetical Condition*

None

*Extraordinary Assumptions*

None

**APPLICABLE REQUIREMENTS OTHER THAN THE UNIFORM STANDARDS OF PROFESSIONAL APPRAISAL PRACTICE (USPAP)**

The Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute

**ANTICIPATED SCOPE OF WORK**

**Site visit**

~~Interior and~~ Exterior

**Valuation approaches**

**Sales Comparison Approach / ~~Cost Approach~~ / ~~Income Approach~~**

Note: Appraiser shall use all approaches necessary to develop a credible opinion of value.

**APPRAISAL REPORT**

**Report option**

Appraisal Report

**Form or format:**

Narrative

**CONTACT FOR PROPERTY ACCESS, IF APPLICABLE**

Please provide

**DELIVERY DATE**

February 27, 2026, pending engagement and retainer received

**NUMBER OF COPIES INCLUDED**

*Upon completion of report:* Downloadable PDF copy via email

*Upon request:* Up to 3 hard copies via standard ground shipping or local delivery

**PAYMENT TO APPRAISER**

\$ 1,750.00 - Alexander State Park

\$ 1,750.00 - Cortana Place Park

\$ 1,450.00 - Lafitte Hill, Lot 7

\$ 1,450.00 - Sharon Hills Senior Center

\$ 1,450.00 - Wenonah Street

\$ 1,750.00 - Belfair Park

\$ 1,750.00 - Blueberry Street Park

\$ 1,750.00 - Lanier Drive Park

\$ 1,750.00 - Fortune Addition Park

\$ 1,750.00 - Dover Street Park

\$ 1,750.00 - Industriplex Park

**\$18,350.00 – Total Fee**

**\$ 9,175.00 – Due at Engagement (Retainer)**

**\$ 9,175.00 – Due upon completion/delivery of appraisal**

**PAYABLE TO**

Cook, Moore, Davenport & Associates

(Federal Tax ID #20-0527512)

**CONFIDENTIALITY**

Appraiser shall not provide a copy of the written Appraisal Report to, or disclose the results of the appraisal prepared in accordance with this Agreement with, any party other than Client, unless Client authorizes, except as stipulated in the Confidentiality Section of the ETHICS RULE of the Uniform Standards of Professional Appraisal Practice (USPAP).

**CHANGES TO AGREEMENT**

Any changes to the assignment as outlined in this Agreement shall necessitate a new Agreement. The identity of the client, intended users, or intended use; the date of value; type of value; or property appraised cannot be changed without a new Agreement.

**CANCELLATION**

Client may cancel this Agreement at any time prior to the Appraiser's delivery of the Appraisal Report upon written notification to the Appraiser. Client shall pay Appraiser for work completed on assignment prior to Appraiser's receipt of written cancellation notice billable at a rate of \$250/hour, unless otherwise agreed upon by Appraiser and Client in writing.

**NO THIRD PARTY BENEFICIARIES**

Nothing in this Agreement shall create a contractual relationship between the Appraiser or the Client and any third party, or any cause of action in favor of any third party. This Agreement shall not be construed to render any person or entity a third party beneficiary of this Agreement, including, but not limited to, any third parties identified herein.

**USE OF EMPLOYEES OR INDEPENDENT CONTRACTORS**

Appraiser may use employees or independent contractors at Appraiser's discretion to complete the assignment, unless otherwise agreed by the parties. Notwithstanding, Appraiser shall sign the written Appraisal Report and take full responsibility for the services provided as a result of this Agreement.

**TESTIMONY AT COURT OR OTHER PROCEEDINGS**

Unless otherwise stated in this Agreement, Client agrees that Appraiser's assignment pursuant to this Agreement shall not include the Appraiser's participation in or preparation for, whether voluntarily or pursuant to subpoena, any oral or written discovery, sworn testimony in a judicial, arbitration or administrative proceeding, or attendance at any judicial, arbitration, or administrative proceeding relating to this assignment.

**APPRAISER INDEPENDENCE**

Appraiser cannot agree to provide a value opinion that is contingent on a predetermined amount. Appraiser cannot guarantee the outcome of the assignment in advance. Appraiser cannot insure that the opinion of value developed as a result of this Assignment will serve to facilitate any specific objective by Client or others or advance any particular cause. Appraiser's opinion of value will be developed competently and with independence, impartiality and objectivity.

**EXPIRATION OF AGREEMENT**

This Agreement is valid only if signed by both Appraiser and Client within 5 days of the Date of Agreement specified.

**GOVERNING LAW & JURISDICTION**

The interpretation and enforcement of this Agreement shall be governed by the laws of the state in which the Appraiser's principal place of business is located, exclusive of any choice of law rules.

By Appraiser:

By Client:

*Tom W. Cook*

*[Handwritten Signature]*

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Signature)

Tom W. Cook, MAI

*Donnie Sarran*

\_\_\_\_\_  
(Printed name)

\_\_\_\_\_  
(Printed name)

January 16, 2026

*1-20-26*

\_\_\_\_\_  
(date)

\_\_\_\_\_  
(date)

**REQUESTED PROPERTY INFORMATION**

- Property contact info
- Site survey and/or legal description
- Lease(s), if applicable
- Copy of Tax Bill
- Signed Agreement and Retainer

Items may be delivered electronically, or physical copies can be received at our office.

## **GLOSSARY OF TERMS**

***Business Enterprise Value***<sup>1</sup>: The value contribution of the total intangible assets of a continuing business enterprise such as marketing and management skill, an assembled work force, working capital, trade names, franchises, patents, trademarks, contracts, leases, customer base, and operating agreement.

***Conformity***<sup>2</sup> The appraisal principle that real estate value is created and sustained when the characteristics of a property conform to the demands of its market.

***Disposition Value***<sup>3</sup> is the most probable price that a specified interest in property should bring under the following conditions:

- 1) Consummation of a sale within a specified time, which is shorter than the typical exposure time for such a property in that market.
- 2) The property is subjected to market conditions prevailing as of the date of valuation.
- 3) Both the buyer and seller are acting prudently and knowledgeably.
- 4) The seller under compulsion to sell.
- 5) The buyer typically motivated.
- 6) Both parties acting in what they consider to be their best interest.
- 7) An adequate marketing effort will be made during the exposure time.
- 8) Payment will be made in cash in US dollars (or the local currency) or in terms of financial arrangements comparable thereto.
- 9) 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.

***Exposure Time***<sup>4</sup>: 1) The time a property remains on the market. 2) The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal. Comment: Exposure time is a retrospective opinion based on an analysis of past events assuming a competitive and open market.

***Extraordinary Assumption***<sup>5</sup>: An assumption, directly related to a specific assignment, as of the effective date of assignment results, which, if found to be false, could alter the appraiser's opinions or conclusions. Extraordinary assumptions presume as fact otherwise uncertain information about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis.

***Fee Simple Estate***<sup>6</sup>: 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.

***Highest and Best Use***<sup>7</sup>: The reasonably probable use of a property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum probability.

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<sup>1</sup> The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 28

<sup>2</sup> The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 47

<sup>3</sup> The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 67

<sup>4</sup> The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 83

<sup>5</sup> Uniform Standards of Professional Appraisal Practice, *2016-2017 Edition* (The Appraisal Foundation, 2016), pg. 2

<sup>6</sup> The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 90

**Hypothetical Condition**<sup>8</sup>: A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis. Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market condition or trends; or about the integrity of data used in an analysis.

**Insurable Value**<sup>9</sup>: A type of value for insurance purposes

**Just Compensation**<sup>10</sup>: In condemnation, the amount of loss for which a property owner is compensated when his or her property is taken. Just compensation should put the owner in as good a position as he or she would be if the property had not been taken.

**Leased Fee Interest**<sup>11</sup>: 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.

**Leasehold Interest**<sup>12</sup>: The right held by the lessee to use and occupy real estate for a stated term and under the conditions specified in the lease.

**Limited-Market Property**<sup>13</sup>: A property (or property right) that has relatively few potential buyers.

**Liquidation Value**<sup>14</sup>: The most probable price that a specified interest in property should bring under all of the following conditions:

- 1) Consummation of a sale within a short time period.
- 2) The property is subjected to market conditions prevailing as of the date of valuation.
- 3) Both the buyer and seller are acting prudently and knowledgeably.
- 4) The seller is under extreme compulsion to sell.
- 5) The buyer is typically motivated.
- 6) Both parties are acting in what they consider to be their best interest<sup>3</sup>
- 7) A normal marketing effort is not possible due to the brief exposure time.
- 8) Payment will be made in cash in US dollars (or the local currency) or in terms of financial arrangements comparable thereto.
- 9) 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

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<sup>7</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 109

<sup>8</sup>Uniform Standards of Professional Appraisal Practice, *2016-2017 Edition* (The Appraisal Foundation, 2016), pg. 3

<sup>9</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 119

<sup>10</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 123

<sup>11</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 128

<sup>12</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 128

<sup>13</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 131

<sup>14</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015) pg. 132-133

**Market Rent**<sup>15</sup>: The most probable rent that a property should bring in a competitive and open market reflecting the conditions and restrictions of a specified lease agreement, including the rental adjustment and revaluation, permitted uses, use restrictions, expense obligations, term, concessions, renewal and purchase options, and tenant improvements (TIs).

**Market Value**<sup>16</sup>: 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:

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

**Market Value of the Going Concern**<sup>17</sup>: The market value of an established and operating business including the real property, personal property, financial assets, and the intangible assets of the business.

**Marketing Time**<sup>18</sup>: An opinion of the amount of time it might take to sell a real or personal property interest at the concluded market value level during the period immediately after the effective date of the appraisal. Marketing time differs from exposure time, which is always presumed to precede the effective date of an appraisal.

**Neighborhood**<sup>19</sup>: A group of complementary land uses; a congruous grouping of inhabitants, buildings or business enterprises.

**Neighborhood Analysis**<sup>20</sup>: The objective analysis of observable and/or quantifiable data indicating discernible patterns or urban growth, structure, and change that may detract from or enhance property values; focuses on four sets of considerations that influence value: social, economic, governmental and environmental factors.

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<sup>15</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015) pg. 140

<sup>16</sup>United States Treasury Department, Comptroller of the Currency 12 CFR part 34, §34.42(f)

<sup>17</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 143

<sup>18</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 143

<sup>19</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 156

<sup>20</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 156

**Net Realizable Value (NRV)**<sup>21</sup>: Market value minus all costs related to (1) holding costs during the expected marketing period, (2) all selling costs related to disposition of the property, and (3) the cost of funds or rent loss during the anticipated marketing period. Holding cost include, but are not limited to, real estate taxes, property insurance, liability insurance, utilities and normal repairs and maintenance. Selling costs include, but are not limited to, brokerage commissions, closing costs, title work, and surveys.

**Prospective Opinion of Value**<sup>22</sup>: A value opinion effective as of a specified future date. The term does not define a type of value. Instead, it identifies a value opinion as being effective at some specific future date. An opinion of value as of a prospective date is frequently sought in connection with projects that are proposed, under construction, or under conversion to a new use, or those that have not achieved sellout or a stabilized level of long-term occupancy.

**Retrospective Value Opinion**<sup>23</sup>: A value opinion effective as of a specified historical date. The term *retrospective* does not define a type of value. Instead, it identifies a value opinion as being effective at some specific prior date. Value as of a historical date is frequently sought in connection with property tax appeals, damage models, lease renegotiation, deficiency judgments, estate tax, and condemnation. Inclusion of the type of value with this term is appropriate, e.g., “retrospective market value opinion.”

**Special-Purpose Property**<sup>24</sup>: A property with a unique physical design, special construction materials, or a layout that particularly adapts its utility to the use for which it was built; also called a *special-design property*.

**Value In Exchange**<sup>25</sup>: A type of value that reflects the amount that can be obtained for an asset if exchanged between parties. Examples include market value, fair value, liquidation value, and disposition value.

**Value In Use**<sup>26</sup>: The value of a property assuming a specific use, which may or may not be the property’s highest and best use on the effective date of the appraisal. Value in use may or may not be equal to market value but is different conceptually.

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<sup>21</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 158

<sup>22</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 180

<sup>23</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 200

<sup>24</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 217

<sup>25</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 245

<sup>26</sup>The Dictionary of Real Estate Appraisal, *Sixth Edition* (The Appraisal Institute, 2015), pg. 212

## **ASSUMPTIONS AND LIMITING CONDITIONS**

### **Limit of Liability**

The liability of Cornerstone Appraisal Group d.b.a. Cook, Moore, Davenport & Associates, with respect to this report, or anything done or not done in connection therewith, whether in contract or in tort, or any other basis, shall be limited to standard damages for this litigation. Cornerstone Appraisal Group d.b.a. Cook, Moore, Davenport & Associates shall not be liable for any special, indirect, incidental or consequential damages. This report is furnished for the benefit of the person to whom it is addressed only. This report reflects the professional judgement of Cornerstone Appraisal Group d.b.a. Cook, Moore, Davenport & Associates on the matters set forth herein and shall not be construed as a guarantee or warranty of the matters set forth herein.

### **Copies, Publications, Distributions, Use of the Report**

Possession of this report, or any copy thereof, does not carry with it the right of publication, nor may it be used for anything other than its intended use; the physical report(s) shall remain the property of the Appraiser(s) for the use of the client, the fee being for the analytical services only.

The Bylaws and Regulations of The Appraisal Institute and the National Association of Realtors requires each Member and Candidate to control the use and distribution of each appraisal report signed by such Member or Candidate. Therefore, except as hereinafter provided, the party for whom this appraisal report was prepared may distribute copies of this appraisal report, in its entirety, to such third parties as may be selected by the party for whom this appraisal report was prepared. However, selected portions of this appraisal report shall not be given to third parties without the prior written consent of the signatories of this appraisal report. Further, neither all nor part of this appraisal report shall be disseminated to the general public by the use of advertising media, public relations media, news media, sales media, or other media for public communication without the prior written consent.

### **Confidentiality**

The Appraiser(s) may not divulge the material (evaluation) contents of the report, analytical findings or conclusions, or give a copy of the report to anyone other than the client or his designee as specified in writing except as may be required by The Appraisal Institute as they may request in confidence for ethics enforcement, or by a court of law or body with the power of subpoena.

The appraisal is to be used only in its entirety and no part is to be used without the whole report. All conclusions and opinions concerning the analysis which will be set forth in the report was prepared by the Appraiser(s) whose signature(s) appear on the appraisal report, unless indicated as "Review Appraiser". No change of any item in the report shall be made by anyone other than the Appraiser(s). The Appraiser(s) shall have no responsibility if any such unauthorized change is made.

**Trade Secrets**

This appraisal will be obtained from Cornerstone Appraisal Group d.b.a. Cook, Moore, Davenport & Associates and consists of "trade secrets and commercial or financial information" which is privileged and confidential and exempted from disclosure under 5 U.S.C. 552 (b) (4). Notify the Appraiser(s) signing the report of any request to reproduce this appraisal in whole or part.

**Information Used**

No responsibility will be assumed for accuracy of information furnished by or from others, the client, his designee, or public records. We are not liable for such information or the work of possible subcontractors. The comparable data relied upon in this report has been confirmed with one or more parties familiar with the transaction or from affidavit; all are considered appropriate for inclusion to the best of our factual judgement and knowledge.

**Testimony, Consultation, Completion of Contract or Appraisal Services**

The contract for appraisal, consultation or analytical service will be fulfilled and the total fee payable upon completion of the report, unless other arrangements have been made. The Appraiser(s), or those assisting in preparation of the report, will not be asked or required to give testimony in court or hearing because of having made the appraisal, in full or in part, nor engage in post appraisal consultation with client or third parties except under separate and special arrangements and at additional fees.

**Exhibits**

The sketches and maps in the report will be included to assist the reader in visualizing the property and are not necessarily to scale. Various photos, if any, are included for the same purpose and are not intended to represent the property in other than actual status, as of the date of the photos. Site plans are not surveys unless shown from separate Surveyors.

**Legal, Engineering, Financial, Structural, or Mechanical Nature of Hidden Components, Soil**

No responsibility is assumed for matters legal in character or nature, nor matters of survey, nor of any architectural, structural, mechanical, or engineering nature. No opinion will be rendered as to the title, which will be presumed to be good and merchantable. The property will be appraised as if free and clear, unless otherwise stated in particular parts of the report.

The legal description will be assumed to be correct and used in this report as furnished by the client, his designee, or as derived by the Appraiser(s).

The Appraiser(s) will inspect as far as possible, by observation, the land and the improvements thereon. It will not be possible to personally observe conditions beneath the soil or hidden structural, or other components. We will not critically inspect mechanical components within the improvements and no representations will be made therein as to those matters unless specifically stated and considered in the report. The value estimate will consider there being no such conditions that would cause a loss in value. Even though the land or the soil in the area being appraised may appear firm; however, subsidence in the area may not be known from a physical inspection by us. The Appraiser(s) will not warrant against this condition or occurrence of problems arising from soil conditions.

The appraisal will be based on there being no hidden, unapparent, or apparent, conditions of the property site, subsoil, or structures which would render it more or less valuable. No responsibility will be assumed for any such conditions or for any expertise or engineering required to discover them. All mechanical components will be assumed to be in operable condition and status standard for properties of the subject type. Conditions of heating, cooling, ventilating, electrical and plumbing equipment will be considered to be commensurate with the condition of the balance of the improvements unless otherwise stated. No judgement will be made as to adequacy of insulation, type of insulation, or energy efficiency of the improvements or equipment.

If the Appraiser(s) is not supplied with termite inspection, survey, or occupancy permit, no responsibility or representation is assumed or made for any costs associated with obtaining same or for any deficiencies discovered before or after they are obtained. No representation or warranties are made concerning obtaining the above mentioned items.

The Appraiser(s) will assume no responsibility for any costs or consequences arising due to the need, or the lack of need for flood hazard insurance. An Agent from the Federal Flood Insurance Program should be contacted to determine the actual need for Flood Hazard Insurance.

### Legality of Use

The appraisal will be based on the premise that; there will be full compliance with all applicable federal, state and local environmental regulations and laws unless otherwise stated in the report; further that all applicable zoning, building and use regulations and restrictions of all types have been complied with unless otherwise stated in the report; further, it will be assumed that all required licenses, consents, permits, or other legislative or administrative authority, local, state, federal and/or private entity or organization have been or can be obtained or renewed for any use considered in the value estimate.

### Fee

The fee for the appraisal, or study, will be for the service rendered and not for the time spent on the physical report.

### Component Values

The distribution of the total valuation in this report between land and improvements will apply only under the existing program of utilization. The separate valuations for land and buildings must not be used in conjunction with any other appraisal and are invalid if so used.

### Auxiliary and Related Studies

No environmental or impact studies, special market study or analysis, highest and best use analysis study or feasibility study have been requested or made unless otherwise specified in an agreement for services or in the report. The Appraiser(s) reserves the unlimited right to alter, amend, revise or rescind any of the statements, findings, opinions, values, estimates, or conclusions upon any subsequent such study or analysis or previous study of analysis subsequently becoming known to him.

### Dollar Values, Purchasing Power

The *market value* estimate and the costs used will be as of the date of the estimate of value. All dollar amounts will be based on the purchasing power of the dollar, as of the date of the value estimate.

### Inclusions

Furnishings and equipment or business operations except as specifically indicated and typically considered as a part of real estate, have been disregarded with only the real estate being considered in the value estimate, unless otherwise stated.

### Proposed Improvements, Conditioned Value

Improvements proposed, if any, on or off-site, as well as any repairs required, will be considered, for purposes of this appraisal, to be completed in a good and workmanlike manner according to information submitted and/or considered by the Appraiser(s). In cases of proposed construction, the appraisal is subject to change upon inspection of property after construction is completed. The estimate of *market value* will be as of the date shown, as proposed, as if completed and operating at levels shown and projected.

### Value Change, Dynamic Market, Influence

The estimated *market value* will be subject to change with market changes over time; value is highly related to exposure, time, promotional effort, terms, motivation, and conditions surrounding the offering. The value estimate considers the productivity and relative attractiveness of the property physically and economically in the marketplace.

The "Estimate of *Market Value*" in the appraisal report will not be based in whole or in part upon the race, color, creed, or national origin of the owners, past, present, or future, of the property, or owners or occupants of the properties in the vicinity of the property appraised.

In cases of appraisals involving the capitalization of income benefits, the estimate of *market value* will be a reflection of such benefits and the Appraiser's interpretation of income and yields and other factors derived from general and specific market information. Such estimates will be as of the date of the estimate of value; they are thus subject to change as the market is naturally dynamic.

The Appraiser(s) reserves the right to alter the opinion of value on the basis of any information withheld or not discovered in the normal course of a diligent investigation.

**Management of the Property**

It will be assumed that the property, which is the subject of this report, will be under prudent and competent ownership and management; neither inefficient nor super-efficient.

**Continuing Education**

"The Appraisal Institute" awards designations to Appraisers who qualify, under specific guidelines. Also, this organization conducts a voluntary program of education for its designated and non-designated members. MAI's and RM's who meet the minimum standards of this program are awarded periodic educational certification. The Appraiser(s) is educated and/or designated as described in the "Qualifications of Appraiser" included within this report.

**Insulation, Lead-based Paints, other Hazardous Materials**

Unless otherwise stated in this report, the existence of hazardous material, which may or may not be present on the property, was not observed by the Appraiser(s). The Appraiser(s) has no knowledge of the existence of such materials on, or in, the property. The Appraiser(s); however, is not qualified to detect such substances. The presence of substances such as asbestos, urea-formaldehyde foam insulation, or other potentially hazardous materials may affect the value of the property. The value estimate is predicated on the assumption that there is no such material on, or in, the property that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field, if desired.

**ACCEPTANCE OF, AND/OR USE OF, THE APPRAISAL REPORT WILL  
CONSTITUTE ACCEPTANCE OF THE ABOVE CONDITIONS.**

## **QUALIFICATIONS OF APPRAISER**

### **TOM W. COOK, MAI**

*Founder/President - Cook, Moore, Davenport & Associates; 1989*

#### **Education and Technical Training**

Louisiana State University, 1980 - B.S. Degree  
Real Estate Law, Real Estate Principles and Basic Appraisal Procedures

##### *Appraisal Institute:*

- Principles of Real Estate Appraisal
- Procedures of Real Estate Appraisal
- Capitalization Theory & Techniques, Part I, II & III
- Case Studies in Real Estate Valuation
- Report Writing and Analysis
- Standards of Professional Practice
- Residential Valuation

##### *CCIM Institute (an Affiliate of the National Association of Realtors):*

- CI 102: Market Analysis for Commercial Investment Real Estate; 04/06
- CI 103: User Decision Analysis for Commercial Investment Real Estate; 06/06

##### *Society of Real Estate Appraisers:*

- Courses 101 - An Introduction to Real Estate Appraising, completed in 1981
- R-1 Course and Exam Study on Residential Appraisals, completed in 1981

*Federal Highway Administration:* Federal Highway Procedures in Condemnation  
*General Real Estate Instruction (G.R.I.):* Courses I & II

**Designations and Associations**

- Member of the Appraisal Institute (**MAI #8307**), 1989
- Louisiana State Certified General Appraiser #G5
- Member of the Louisiana Board of Realtors
- Affiliate Member of the Year, Baton Rouge Board of Realtors, 1999
- Regional Representative, Appraisal Institute, Region IX
- Admissions Committee Chair, La. Chapter of the Appraisal Institute, 1995-96
- Secretary, La. Chapter of the Appraisal Institute, 1996
- Treasurer, La. Chapter of the Appraisal Institute, 1997
- Vice President, La. Chapter of the Appraisal Institute, 1998
- President, La. Chapter of the Appraisal Institute, 1999
- Board Member, Baton Rouge Growth Coalition, 1999-2001
- President, Commercial Investment Division of the Baton Rouge Board of Realtors, 2001
- Good Growth Awards Committee Chair, B.R. Growth Coalition, 2001
- Seminar Chairman, Trends in Real Estate, 2001-2003
- Baton Rouge Growth Coalition, Vice President, 2002
- Baton Rouge Growth Coalition, President, 2003

**Personal Affiliations**

- Chairman Admissions Committee, Louisiana Chapter of the Appraisal Institute, 1991
- Real Estate Columnist, Baton Rouge Business Report
- Chairman Building Committee, Broadmoor United Methodist Church, 1988-1990
- Speaker, Trends in Real Estate, 2005-2014
- Member of Dunham School Board, Dunham School, 1999-2003
- Honorary Chairman, Business Advisory Council - 2003 National Leadership Award
- Member of Greater Baton Rouge Canvas Workshop, 2003
- Vice Chair of Board & Chair of the Development Committee, Heritage Ranch, 2007
- Associate Pastor, Broadmoor United Methodist Church, 2018

**Business Experience**

- Founder/President of Cook, Moore, Davenport & Associates; 1989 to present
- Independent Real Estate Appraiser, 1980 to present
- Independent Residential Fee Appraiser, 1980 to present
- LA Dept of Transportation and Development, Staff Appraiser - Condemnation, 1978-1980

**Qualified as Expert Witness in Real Estate Valuation**

Parish (Parish), State and Federal Courts in Baton Rouge and Louisiana

**Primary Work Territory**

State of Louisiana; have completed appraisal assignments in Mississippi and Florida

**Recently Published Articles**

Baton Rouge Business Report  
The Advocate, Baton Rouge  
The Wall Street Journal

**Partial Listing of Seminars Attended on Appraisal Topics**

**Conducted/Completed by the American Institute of Real Estate Appraisers**

Standards of Professional Practice (Ethics); 1985  
Appraisal Guidelines for F.H.L.B.B Regulation "41-B"; 1985, Federal Home Loan Bank Board  
Investment Valuation and Evaluation Seminar; 1986  
Highest and Best Use Seminar; 1986  
1986 Tax Law Changes and Their Effect on Real Estate Valuation; 1986  
Appraisal Requirements of the New Federal Home Loan Bank Board Regulation "41-C"; 1986  
Real Estate Risk Analysis; 1987  
Shopping Center Appraisals; 1987  
Subdivision Analysis Seminar; 1987  
Capitalization Overview; 1987  
Industrial Property Valuation; 1988  
Rates, Ratios and Reasonableness; 1989  
Local Research & Forecasting (Commercial and Residential); 1990  
Trends in Real Estate by the Baton Rouge Board of Realtors, 1991  
Standards of Professional Appraisal Practice Part A; 1991  
Standards of Professional Appraisal Practice Part B; 1991  
Local Research & Forecasting (Commercial and Residential); 1990  
Trends in Real Estate by the Baton Rouge Board of Realtors, 1991  
Standards of Professional Practice Part A; 1991  
Standards of Professional Practice Part B; 1991  
Fair Value/What it is & How to Estimate; 1991  
Understanding the Fannie Mae Form; 1993  
Proposed Real Estate Appraisers' Liability & Loss Prevention Seminar; 1994  
The Uniform Commercial/Industrial Appraisal Report; 1994  
The Appraiser as Expert Witness; 1995  
General Appraisal Principles, Current Topics; 1995  
Cert. Law Update, USPAP; 1995  
The Future of Appraising; 1996

Standards of Professional Practice, Part A (USPAP); 1996  
Standards of Professional Practice, Part B; 1996  
How to Value Louisiana Timberland; 1997  
Attacking and Defending an Appraisal in Litigation; 01/1999  
Special Purpose Properties, the Challenges of Real Estate Appraising in Limited Markets; 04/99  
Standards of Professional Practice, Part C; 07/99  
Federal Housing Administration's. Homebuyer Protection Plan and the Appraisal Process; 10/99  
Trends in Real Estate; 04/00  
Appraisal Seminar Block 2-B and 2-D; 12/00  
Real Estate Fraud, The Appraiser's Responsibilities & Liabilities; 01/01  
Standards of Professional Practice, Part A (USPAP) & Part B; 05/01  
CI 101: Financial Analysis for Commercial Investment Real Estate; 06/02  
3<sup>rd</sup> Party MultiFamily Accelerated Processing (MAP) Training; 09/02  
Rates and Ratios: Making Sense of GIMs, OARs and DCFA; 01/03  
Case Studies in Commercial Highest and Best Use; 10/03  
Appraising Environmentally Contaminated Properties; 10/04  
Argus Power User Training; 12/04  
Appraising Convenience Stores; 01/05  
User Decision Analysis for Commercial Investments; 06/06  
Uniform Standards of Professional Appraisal Practice; 10/07  
Business Practices and Ethics; 07/09  
USPAP and State Law Update; 10/09  
Appraising From Blueprints and Specifications; 12/09  
Analyzing Distressed Real Estate; 12/09  
USPAP Laws & Rules; 10/11  
Advanced Internet Search Strategies; 12/11  
Forecasting Operating Expenses; 12/13  
Forecasting Revenues; 12/13  
Analyzing Operating Expenses; 01/14  
Basic Appraisal Principles, 10/14  
Basic Appraisal Procedures, 10/14  
Business Practices & Ethics; 11/14  
Basic Appraisal Principles; 11/14  
USPAP, 12/14  
Basic Appraisal Principles, 12/17  
USPAP, 11/17  
Simple Tools for Credible Results; 8/19  
Business Practices and Ethics; 10/19  
Review Theory - General; 10/19  
National USPAP Update; 12/19  
Cool Tools: New Technology for Real Estate Appraisers; 12/21  
USPAP; 12/21

**References for Appraisal Work**

Attorneys

Breazealle, Sachse & Wilson, Attys  
Chiccarelli, Stephen  
Downs & Saffiotti, LLP  
Gunn & York  
Jones Walker, LLP  
Kean, Miller, etals  
McCollister, Rolfe H.  
R. Loren Kleinpeter, Atty  
Keogh, Cox & Wilson, Attorneys  
McGlinchey Stafford, PLLC  
Perry, Balhoff, Mengis & Burns, LLC  
Phelps, Dunbar, LLP  
Postlethwaite & Netterville  
Powers & Hightower, LLP  
Roedel, Parsons, Koch, Blache, Balhoff & McCollister  
Steffes, Vingiello & McKenzie, LLC  
Taylor, Porter, Brooks, Phillips, LLP

Oil Companies

Chevron U.S.A., Incorporated  
Exxon Oil Company  
Mobil Oil Company  
Texaco Oil Company

Corporate Clients

Broadmoor United Methodist Church  
CJ Brown Development, Inc.  
Cole Development  
CRSR  
Dollar General Corporation  
Hartley & Vey Developers, Inc.  
Hughes Realty Group  
JTS Interest, Inc.  
Kurz & Hebert Commercial Real Estate, Inc.  
Latter & Blum, Inc.  
Maestri-Murrell Commercial Real Estate  
R.W. Day/Rentmore Management  
Saurage-Rotenberg Commercial Real Estate  
Stirling Properties  
Wal-Mart Stores, Inc.  
Walsh Commercial Properties

Corporations

Albermarle Corporation  
Auto Zone, Inc.  
Beau Box Commercial Real Estate  
Blue Cross/Blue Shield of LA  
Caves Enterprises, Inc.  
CLM Equipment Company, Inc.  
General Health Corporation  
International Hotel  
Management Corp  
Lanehart/Laneco Company  
McDonald's Corporation  
Pentagon Petroleum Corp.  
Piccadilly Restaurant, LLC  
Rayford Enterprises  
Research Park Corporation  
Seale Funeral Services, Inc.  
Southeastern Health Care  
Surgi-Center Limited Partnership  
United Companies  
Volunteers of America  
Wampold Companies  
Witter Development  
Corporation

Mortgage Companies

Allstate Appraisal, LP  
Amerifund Homet Mortgage Co.  
Arbor Commercial Mortgage  
AMRESO  
Central Park Funding  
Countrywide Funding Corp.  
Deposit Guaranty Mortgage  
Dougherty Mortgage  
Eustis Mortgage  
Hanover Capital  
Highland Commercial Mortgage Co.  
Midland Loan Services  
National Realty Funding  
P.W. Funding  
Pelican State Credit Union  
Regions Mortgage Company  
Standard Mortgage

**Qualifications of Appraiser  
Tom W. Cook, MAI**

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Banks

American Bank & Trust  
American Gateway Bank  
AmSouth Bank  
Bancorp South  
Bank of Gonzales  
Bank of Montgomery  
Bank of St. Francisville  
Bank of West Baton Rouge  
Bank of Zachary  
Business First Bank  
Capital One Bank  
Central Progressive Bank  
Citizens Bank & Trust Co  
Community Bank of Louisiana  
Concordia Bank  
Cottonport Bank  
Dow Federal Credit Union  
Essential Federal Credit Union  
Fidelity Bank & Trust  
First American Bank  
First Bank & Trust Co.  
First Guaranty Bank  
Guaranty Bank & Trust Co.  
Gulf Coast Bank  
Hancock Bank  
Hibernia National Bank  
Home Bank  
Iberia Bank  
Investar Bank  
JP Morgan Chase Bank  
Mid-South Bank  
Neighbors FCU  
Omni Bank  
Origin Bank  
Pelican State FCU  
Progressive Bank  
Prudential Huntoon Paige  
Red River Bank  
Regions Bank  
Renasant Bank  
Resource Bank  
Sicily Island State Bank  
Simmons Bank  
South Louisiana Bank  
State Bank  
Synergy Bank  
Teche Federal Bank  
United Community Bank  
US Bank  
Washington State Bank  
Wells Fargo Bank  
Whitney National Bank

Developers

Alvarez Construction  
Audubon Contractors  
Dantin Bruce Development  
Geaux Clean Companies  
LDG Development  
SALCO Construction  
Southern Key Investments  
Tower Capital  
American Homeland

Government Agencies

B.R. City-Parish Government  
B.R. Recreation & Park  
Dept. Of Transportation & Development  
Fannie Mae  
Federal Aviation Association  
Federal Deposit Ins. Corp.  
Fed. Savings & Loan Ins. Corp  
Gen. Services Adm. (U.S.A.)  
LWCC  
Resolution Trust Corporation  
US Marshall Services  
US Agencies Mgmt Services, Inc.

Other

BR Area Foundation  
BR Community College  
BR Marine Institute  
Central Community School System  
E. Feliciana Parish Policy Jury  
Greater BR Hope Academy  
Habitat for Humanity of Greater BR  
Healing Place Church  
EBR Housing Authority  
Neuro Medical Center  
OLOL  
Pennington Foundation  
YMCA of Baton Rouge

**Specialized Appraisal Experience**

Apartments

McDonough 16 Apts, New Orleans, LA  
Domain at MidCity Apts, Baton Rouge, LA  
Providence Club, Hammond, LA  
Beaumonde Apts., Hammond, LA  
Glenwood Townhomes, West Monroe, LA  
Lakeview Apts, Natchitoches, LA  
Royal Palms, Baton Rouge, LA  
Magnolia Gardens Apts, Baton Rouge, LA  
Sterling Apts., Sterlington, LA  
Jax Square Apts, Sterlington, LA  
River Palms, Baton Rouge, LA  
Murray Plaza, Monroe, LA  
Villa Broussard Apts, Broussard, LA  
Alexis Park Apts, Bossier City, LA  
Park Rowe Village, Baton Rouge  
Boardwalk Apts, Denham Springs, LA  
The Embers Apts, Lake Charles, LA  
Courtyard Orleans Apts, Baton Rouge  
Nonpariel Apts, Monroe, LA  
Spanish Town Apts, Baton Rouge, LA  
Ingleside Quarters Apts, Baton Rouge  
University View Apts, Baton Rouge, LA  
Frenchman's Wharf Apts., New Orleans, LA  
Royal deVille Apartments, New Orleans, LA  
Pepper Tree Apartments, Lafayette, LA  
Sugar Mill Apartments, New Orleans, LA  
Oakbrook Suites Apartments, Baton Rouge, LA  
Atrium Tower Apartments, Baton Rouge, LA  
Oakbrook Village Apartments, Baton Rouge, LA  
Normandy Village Apartments, Baton Rouge, LA

Automotive/Car Dealership Facilities

Audubon Imports, Baton Rouge, LA  
A.J. Dohmann, Berwick, LA  
Acura, Baton Rouge, LA  
Richards Honda, Baton Rouge, LA  
Iberville Motors, Plaquemine, LA  
Ralph Sellers, Gonzales, LA  
Henderson Chrysler Jeep, Baton Rouge, LA  
All Star Dodge/All Star Ford, Denham Springs, LA  
Duplessis Pontiac-Buick GMC, Gonzales, LA  
Gerry Lane Chevrolet Dealership, Baton Rouge, LA  
AK Durnin Chrysler-Jeep, Baton Rouge, LA  
Team Honda of Baton Rouge, LA  
John Deere Dealership, New Roads, LA  
Audubon Ford/Audubon Imports, LA  
Brian Harris BMW, Baton Rouge, LA  
Brian Harris Chevrolet, Baton Rouge, LA  
Hanks Pontiac-GMC-Buick, Plaquemine, LA  
Price LeBlanc Toyota/Lexus, Baton Rouge, LA  
Duplessis Cadillac, Baton Rouge, LA  
Durham Toyota, Hammond, LA  
Hollingsworth Richards Ford, B.R., LA  
Bayou Country Harley Davidson, Houma, LA  
Dohmann Chevrolet Cadillac, Berwick, LA

Day Care Facilities

Kids are Special, Baton Rouge, LA  
Lil' One's Learning Center, Denham Springs, LA  
Children's Ark Day Care/Preschool, BR, LA

Equestrian Facility

Jumonville Horse Farm, Ventress, LA

Carwash Facilities (both self-service and full-service)

Proposed Self-Service, Baton Rouge, LA  
Oasis Carwash, Mandeville, LA  
Prop. Self-Service, Staring Lane, B.R., LA  
Carriage House Carwash, Baton Rouge, LA  
Benny's Carwash (full-service), Baton Rouge, LA  
Superior Carwash, Baton Rouge, LA  
Self-Service Carwash, Gonzales, LA  
Florida Street Carwash, Baton Rouge, LA  
Plantation Carwash, Denham Springs, LA  
Pit Stop Carwash, St. Amant, LA  
Geaux Clean, Baton Rouge, LA

Industrial Facilities

Bengal Industries, Baton Rouge, LA  
AKM Fabrication, Prairieville, LA  
Wilson Clark Steel Facility, Livingston, LA  
Go-Devil Manufacturing, Baton Rouge, LA  
Plant Fab Facility, Port Allen, LA  
Marine Power, Inc. Ponchatoula, LA

**Qualifications of Appraiser  
Tom W. Cook, MAI**

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Church Facilities

First Pentecostal Church of Baton Rouge, LA  
Church of the Highlands, Baton Rouge, LA  
Beech Grove Baptist Church, Baton Rouge, LA  
Revival Temple Church, Denham Springs, LA  
Judson Baptist Church, Walker, LA  
Comite Baptist Church & School, B. R., LA  
Quail Ridge Baptist Church, Baton Rouge, LA  
First Baptist Church of Zachary, LA  
Cornerstone Church of Zachary, LA  
St. Andrew Methodist Church, Baton Rouge, LA  
Denham Road Baptist Church, Pride, LA  
Christian Life Fellowship, Baton Rouge, LA  
Istrouma Baptist Church, Baton Rouge, LA  
Broadmoor United Methodist, Baton Rouge, LA  
Redeeming Life, Walker, LA  
Riverdale Baptist Church, B.R., LA  
Hopeful Triumph Baptist Church, Darrow, LA  
The First New Testament Church, B.R., LA  
Jubilee Christian Church, Baton Rouge, LA  
Harvest Church & Retreat, Hammond, LA  
New Song Church, Baton Rouge, LA  
Istrouma Baptist Church, Baton Rouge, LA  
Abundant Life Church, Denham Springs, LA  
Trinity Lutheran Church, Baton Rouge, LA  
Zachary United Methodist Church, Zachary, LA

Fraternity Homes

DEKE, Louisiana State University

Funeral Home Facilities

Winnfield Funeral Home, Baton Rouge, LA  
Wilbert Funeral Home, Plaquemine, LA  
Seale Funeral Home, Denham Springs, LA

Golf Course Facilities

Country Club of Louisiana, Baton Rouge, LA  
Sherwood Forest Country Club, BR, LA  
City Club at River Ranch, Lafayette, LA

Health Club/Spa/Gym

Spectrum, Denham Springs, LA  
Spectrum, Baton Rouge, LA  
Athletic in Motion, Prairieville, LA  
Superior Fitness, Prairieville, LA  
Fusion Health Club, Prairieville, LA  
Shannon's Health and Fitness Club, LaPlace, LA

Hotel/Motel Facilities

Comfort Suites, Port Allen, LA  
Alamo Plaza Motel, Baton Rouge, LA  
Hotel Bentley, Alexandria, LA  
Best Western Chateau, Baton Rouge, LA  
Newcourt Inn, Port Allen, LA  
Ramada Inn, Port Allen, LA  
Days Inn of Baton Rouge, LA  
Myrtles Plantation, St. Francisville, LA  
Holiday Inn North, Lafayette, LA  
Holiday Inn, Natchez, MS  
Suburban Extended Stay of Laplace, LA  
The Lodge at the Bluffs on Thompson Creek, LA  
La Qunita Inn, Metairie, LA  
Best Western, Plaquemine, LA  
Lafayette Sleep Inn, Lafayette, LA

Laboratory Facilities

International Analytical Services, Baton Rouge, LA

Mini-Warehouse Storage Facilities

(small to full-service climate-controlled)  
Store More Mini Warehouse, Baton Rouge, LA  
MGM Mini Storage, Gonzales, LA  
Security Storage of Gonzales, LA  
ClimaStor, Baton Rouge, LA  
Parkway Plaza Self-Storage, Lafayette, LA  
ABC Mini-Storage, Baton Rouge, LA  
Jam's Mini-Storage, Denham Springs, LA

**Qualifications of Appraiser**  
**Tom W. Cook, MAI**

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Nursing Homes

(retirement community, convalescent centers, assisted living)

Heritage Manor, Napoleonville, LA  
Ringgold Nurse Care Center, Ringgold, LA  
Riverbend Care Center, Belle Chase, LA  
Sterling Place, Baton Rouge, LA  
Guest House Convalescent Cntr., Baton Rouge, LA  
Crescent City Health Care, New Orleans, LA  
Jo Ellen Smith Convalescent Cntr, New Orleans, LA  
Lakewood Quarters, Baton Rouge, LA  
Stonebridge Convalescent Center, New Orleans, LA  
Amite Nursing, Amite, LA  
Woodland Village Nursing Home, Algiers, LA  
Camellia Gardens Retirement Center, Slidell, LA  
Evangeline Village Nursing Home, Houma, LA  
Lexington House, Alexandria, LA  
The Retirement Center, Baton Rouge, LA  
Morris Lahasky Nursing Home, Erath, LA  
Magnolia Manor, Baton Rouge, LA  
Booker T. Washington Nursing Home  
Shreveport Manor, Shreveport, LA  
Grace Nursing Home, Clinton, LA  
Sherwood Manor Rehab Home, Baton Rouge, LA  
Idlewood Nursing Center, St. Francisville, LA  
Oakwood Village Asst. Living Complex, Zachary, LA  
La Plantation Asst. Living, Denham Springs, LA  
Innisfree Retirement Community, Rogers, AR  
Acadian House Care Center, Baton Rouge, LA  
Village at Windermere, Baton Rouge, LA  
Southern Pines Retirement Community, Walker, LA  
Three Rivers Nursing Center, Marked Tree, AR  
Live Oak Village, Hammond, LA  
Maison Des Ami Nursing Home, Baton Rouge, LA  
Audubon Guest House of Thibodaux, LA  
St. Margaret's Nursing Home, New Orleans, LA  
Riverside Nursing Home, Monroe, LA  
The Heritage Healthcare Center of Hammond, LA  
The Golden Age Nursing Home, Denham Springs, LA  
Harvest Manor Nursing Home, Denham Springs, LA  
The Ormond Nursing and Care Center, Destrehan, LA  
Haven Nursing Home, Columbia, LA  
Rayville Nursing Home, Rayville, LA  
Summerwood Nursing Home, Crowley, LA  
Heritage Health Care, Hammond, LA  
Northshore Living Center, Slidell, LA

Market Study of the Nursing Home Industry

Napoleonville  
Alexandria  
Slidell

Hospital/Medical Facility

Surgical Specialty Hospital, Baton Rouge, LA  
La. Orthopedic & Sports Rehab, Baton Rouge, LA  
Mary Bird Perkins Cancer Center, Baton Rouge, LA  
Flanders Medical Center, Baton Rouge, LA  
North Boulevard Psychiatric Hospital, B.R., LA  
Dixon Memorial Hospital, Denham Springs, LA  
HealthSouth Rehab Hospital of South, LA  
Health South Surgery Center of Baton Rouge  
Jefferson Healthcare, Jefferson, LA  
Surgical Hospital & Medical Office Bldg, B.R., LA  
Orthopaedic Surgery Hospital, B.R., LA  
Rehabilitation/Psychiatric Hospital, B.R., LA  
Dermatology & Aesthetic Institute, B.R., LA  
Greenbriar Hospital, Covington, LA

Plantation Homes

Judge Poche' Plantation, Convent, LA  
Homochitto Plantation, Mississippi  
The Myrtles, St. Francisville, LA  
Nottoway Plantation  
Sleepy Hollow, Baton Rouge, LA  
Mt. Hope Plantation, Baton Rouge, LA  
Rosale Plantation, St. Francisville, LA

Schools (private)

Baton Rouge Marine Institute, Baton Rouge, LA  
East Ascension Academy, Gonzales, LA  
Martin L. King Christian Academy, BR, LA  
Harvest Academy, Hammond, LA  
Desire Street Academy, Baton Rouge, LA

Theaters

Joy's Cinema Eight, Baton Rouge, LA  
Oak Cinema Eight (proposed), Baton Rouge, LA  
United Artists, Baton Rouge, LA

Vacant Land

Acreage  
Parking lot  
Windmill Nursery, Folsom, LA

Veterinary Clinic

Centerville Vet Hospital, Denham Springs, LA  
Goodwood Animal Hospital, Baton Rouge, LA  
St. George Animal Hospital, Baton Rouge, LA

Specialized Market Study/Analysis

Medical Office Market Study, Baton Rouge, LA  
Effects of Flood Zone States, Baton Rouge, LA  
Franklin Hope Haven Project, Franklin, LA

Subdivisions

Residential

Bocage Lake S/D, Baton Rouge, LA  
Riverbend Subdivision, Baton Rouge, LA  
Azalea Lakes S/D, Baton Rouge, LA  
Santa Maria S/D, Baton Rouge, LA  
Country Club of Louisiana, Baton Rouge, LA  
Woodlake at Bluebonnet, Baton Rouge, LA  
Five Oaks S/D, Baton Rouge, LA  
Lake Ridge S/D, Baton Rouge, LA  
Riverbend Lakes S/D, Baton Rouge, LA  
Highland Ridge S/D, Baton Rouge, LA  
Clearlake Estates S/D, Baton Rouge, LA  
Heritage Estates at Highland S/D, Baton Rouge, LA  
The Links Subdivision, Baton Rouge, LA  
The Village at Country Club of La, Baton Rouge, LA  
Highland Knoll Subdivision, Baton Rouge, LA  
Fifteen Fairwood Subdivision, Baton Rouge, LA  
The Lake at Manchac S/D, Baton Rouge, LA  
Le Triomphe' S/D, Lafayette, LA  
Highland Greens S/D, Baton Rouge, LA  
Jefferson Park S/D, Baton Rouge, LA  
Kensington Estates S/D, Baton Rouge, LA  
Manchac Knoll S/D, Prairieville, LA  
Chase Court S/D, Prairieville, LA  
Oaks at Belle River, Napoleonville, LA  
University Club S/D, Baton Rouge, LA  
Camellia Trace S/D, Baton Rouge, LA  
The Lakes at Highland S/D, Baton Rouge, LA

Subdivisions

Commercial

Highland Business Park, Baton Rouge, LA  
Bluebonnet Ridge S/D, Baton Rouge, LA  
Howell Place, Baton Rouge, LA

Other Property Types too Numerous to List

Campsites (recreational)  
Office Buildings  
Office/Warehouse Buildings  
Restaurants (small drive-thru to large dine-in)  
Retail (small free-standing to large big box, including shopping centers and outlet malls)

# Louisiana Real Estate Appraisers Board

Having complied with the requirements of Chapter 51 of Title 37 of the Louisiana Revised Statutes of 1950 and the requirements of the Louisiana Real Estate Appraisers Board,

## Certified General Appraiser

license is hereby granted to

**Thomas W. Cook**

License Number - APR.00005-CGA

First Issuance Date - 03/23/1990

Expiration Date - 12/31/2027



Chairperson



Secretary



*Qualifications of Appraiser*  
**Robert Beaman**

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**I. EDUCATION**

Louisiana College, Pineville, LA (2011-2015)  
BA – Major in Christian Studies, Minor in Communications  
Overall GPA: 3.06

Appraisal Institute – Successful Completion of:

USPAP – Uniform Standards of Professional Appraisal Practice (2019)  
Supervisor-Trainee Course (2019)  
Basic Appraisal Principles (2019)  
Basic Appraisal Procedures (2019)

**II. BUSINESS EXPERIENCE**

Cook, Moore, Davenport & Associates – 1/2019 to Present, Real Estate Appraiser Trainee

**III. PROFESSIONAL AFFILIATIONS/QUALIFICATIONS**

Louisiana Real Estate Appraiser Trainee #T4446

**IV. SPECIALIZED APPRAISAL EXPERIENCE**

Subdivisions

Sub-Lakes at Harveston, Phase I	Sub-Kaden Creek
Sub-Cheval Point, Phase I	Sub-Oakland Crossing
Sub-Meadows at Oak Grove, Phase III	Sub-Retreat at Juban
Sub-Lots in Meadows at Oak Grove	Sub-Bellmont
Sub-Waters Cove (Gonzales)	Sub-Oak Colony
Sub-Lots in South Creek	Sub-Lots in Long Farm
Sub-King George Bay Road	Sub-Zachary Farms
Sub-Lots in Highland Lakes	Sub-Lochs at Carnoustie
Sub-Orice Roth Road	Sub-Meadow Oaks, Phase III
Sub-Belle Savanne	Sub-Lots in Arbor Grove
Sub-Lots in Belle Savanne	Sub-Juban Trails
Sub-Rivanna Townhomes	Sub-Clare Court
Sub-Water's Edge at Lexington Estates	Sub-Blood River Escape
Sub-Milito Lot Inventory	Sub-Lake Villas Crossing
Sub-Lots in Village at Magnolia Square	Sub-Cheval Point, Phase II
Sub-Allen Trails	Sub-Preserve at Gray's Creek, Phase II
Sub-Jamestown Crossing	Sub-Lots in Lakes at Harveston
Sub-Lakeview (Walker)	Sub-South Haven, Phase IV
Sub-Heron Pointe	Sub-Lots in Shoe Creek
Sub-Conway Plantation	Sub-University Grove

Office Warehouses

OW-15555 Airline Hwy  
OW-4301 Jeffrey Drive  
OW-8910 Buzbee Drive  
OW-26904 James Chapel Road  
OW-Gator Millworks Florida Boulevard  
OW-D-Bat Academy – Barringer Court  
OW-Gainey’s Concrete (Holden)  
OW-Hotard Coaches (Geismar)  
OW-2352 Lobdell Boulevard  
OW-6829 S Choctaw Drive  
OW-2322 Lobdell Blvd  
OW-1925 Ryder Drive  
OW-2069 Commercial Drive  
OW-8910 Buzbee Drive  
OW-Bent’s RV  
OW-7655 Airline Hwy  
OW-17260 Jefferson Hwy  
OW-308 Galbert Rd (Lafayette)  
OW-300 Wooddale Boulevard  
OW-2301 S College Rd Ext (Lafayette)  
OW-4598 Woodlawn Drive (Maurice)  
OW-223 Luke Street (Lafayette)  
OW-225 Luke Street (Lafayette)  
OW-824 I-10 Service Road (Scott)  
OW-100 Precision Drive (Broussard)

Industrial

Ascension Ready Mix - Nicholson Drive  
Ascension Ready Mx - S Choctaw Drive

Medical Office Buildings

MOB-37279 Market Place Drive  
MOB-14169 LA Hwy 73 (Prairieville)  
MOB-4242 LA Hwy 19 (Zachary)  
MOB-19850 Old Scenic Hwy

Office Buildings

Office-6160 Perkins Road  
Office-GoAuto Highlandia Drive  
Office-14661 S Harrells Ferry Road  
Office-422 Colonial Drive  
Office-11207 Proverbs Ave  
Office-728 Chevelle Drive  
Office-7979 Innovation Park  
Office-5500 Bankers Ave

Shopping Centers

SC-Siegen Lane Center  
SC-Perkins Plaza  
SC-Siegen Place  
SC-Carriage Crossing  
SC-Sherwood Abbey  
SC-Perkins Crossing  
SC-Lindberg Drive (Slidell)  
SC-Siegen Square

Retail

Retail-Friendly Powersports Airline  
Retail-4860 Florida Boulevard  
Retail-Smoothie King Coursey  
Retail-Former Family Dollar  
Retail-7587 and 7597 Jefferson Hwy  
Retail-4671 Hwy 19 (Zachary)  
Retail-2121 N Foster Drive

Land

Land-Sunshine Cleaners in Rouzan  
Land-Carpenter Training Fund  
Land-Community College Drive  
Land-Bent’s RV (Albany)  
Land-River Highlands (St. Amant)  
Land-LA Hwy 22 (Sorrento)  
Land-Lakes at Harveston Excess Land  
Land-Pecue at I-10  
Land-Conway Commercial Lots  
Land-425 Airline Hwy (Gonzales)  
Land-Lexington Estates Excess Land  
Land-9995 Greenwell Springs  
Land-Hooper Road  
Land-AtWater, River Road

# Louisiana Real Estate Appraisers Board

Having complied with the requirements of Chapter 51 of Title 37 of the Louisiana Revised Statutes of 1950 and the requirements of the Louisiana Real Estate Appraisers Board,

## Certified General Appraiser

license is hereby granted to

# Robert E. Beaman

License Number - APR.04446-CGA

First Issuance Date - 02/20/2025

Expiration Date - 12/31/2026

*F. Tracy Williams*

Chairperson

*H. Catlett IV*

Secretary

