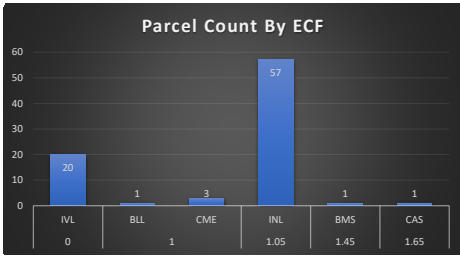


**CITY OF ROCHESTER**  
**LAND FOR 2022: IND**

| BSA DATABASE    |                              | SALES DATA                            |        |
|-----------------|------------------------------|---------------------------------------|--------|
| Parcel Count    | 83                           | # of Sales                            | 9      |
| ECF Nbhd        | IVL, INL, CME, BMS, BLL, CAS | Sales Ratio                           | 47.90% |
| Min ECF         | 1.000                        | (Land Resid.-Est. Land Value)/Est. LV | 16.40% |
| Max ECF         | 1.650                        | Projected % Change                    | 14.29% |
| Land Table LtoB | 17.61%                       | Current Land Table LtoB               | 21.24% |
| CVT LtoB        | 20.20%                       | Projected Land Table LtoB             | 24.08% |

| RATE    | OLD RATE | CALC'D RATE | USED RATE | ACREAGE | OLD RATE | CALC'D RATE | USED RATE |
|---------|----------|-------------|-----------|---------|----------|-------------|-----------|
| AVERAGE | \$2.98   | \$3.47      | \$3.40    | AVERAGE | \$30,096 | \$35,031    | \$34,397  |
| MEDIAN  | \$2.37   | \$2.76      | \$2.71    | MEDIAN  | \$4,703  | \$5,474     | \$5,375   |
| MINIMUM | \$0.70   | \$0.81      | \$0.80    | MINIMUM | \$941    | \$1,095     | \$1,075   |
| MAXIMUM | \$7.12   | \$8.29      | \$8.14    | MAXIMUM | \$84,645 | \$98,524    | \$96,740  |



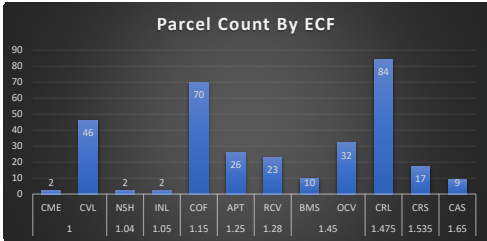
| Parcel Number    | Street Address     | Sale Date | Sale Price  | Cur. Asmnt. | Cur. Appraisal | Land Residual | Land Value  | Total Acres | Dollars/Acre | Dollars/SqFt | ECF Area | Other Parcels in Sale | Land Table | LtoB |
|------------------|--------------------|-----------|-------------|-------------|----------------|---------------|-------------|-------------|--------------|--------------|----------|-----------------------|------------|------|
| 02-14-02-451-001 | 3720 LAPEER RD     | 04/02/18  | \$5,150,000 | \$2,062,980 | \$4,125,950    | \$2,086,432   | \$1,062,382 | 8.04        | \$259,506    | \$5.96       | IC_4     | Ind_North Lapeer      | 51.50%     |      |
| 02-14-03-251-006 | 4000 PINNACLE CT   | 07/01/19  | \$7,550,000 | \$3,784,400 | \$7,568,802    | \$1,748,374   | \$1,767,176 | 15.48       | \$112,966    | \$2.59       | IC_5     | Ind_North 75          | 46.70%     |      |
| 02-14-11-329-001 | 2990 LAPEER RD     | 11/27/19  | \$1,490,000 | \$694,750   | \$1,389,503    | \$728,483     | \$627,986   | 7.91        | \$92,096     | \$2.11       | IC_3     | Ind_North Opdyke      | 90.39%     |      |
| 02-14-13-300-006 | 3300 UNIVERSITY DR | 10/31/19  | \$8,350,000 | \$3,933,990 | \$7,867,982    | \$1,777,521   | \$1,295,503 | 9.48        | \$187,502    | \$4.30       | IC_E3    | Ind_Oak Tech Park     | 32.93%     |      |
| 02-14-23-151-014 | 1203 CENTRE RD     | 03/19/20  | \$730,000   | \$362,000   | \$723,996      | \$159,684     | \$153,680   | 0.80        | \$199,605    | \$4.58       | IC_1     | Ind_Opdyke Centre     | 42.45%     |      |
| 02-14-23-151-015 | 1195 CENTRE RD     | 07/30/18  | \$1,896,500 | \$994,790   | \$1,989,571    | \$197,565     | \$290,636   | 1.71        | \$115,535    | \$2.65       | IC_3     | Ind_Opdyke Centre     | 29.22%     |      |
| 02-14-23-152-023 | 1180 CENTRE RD     | 07/24/19  | \$2,000,000 | \$905,660   | \$1,811,322    | \$436,064     | \$247,386   | 1.41        | \$309,265    | \$7.10       | IC_3     | Ind_Opdyke Centre     | 27.32%     |      |
| 02-14-23-177-004 | 1290 N OPDYKE RD   | 07/25/19  | \$1,715,500 | \$795,710   | \$1,800,698    | \$366,025     | \$451,223   | 3.14        | \$116,568    | \$2.68       | IC_FM    | Ind_Opdyke Centre     | 56.71%     |      |
| 68-15-14-176-017 | 390 SOUTH ST       | 7/21/2020 | \$500,000   | \$163,260   | \$326,521      | \$237,624     | \$64,145    | 0.47        | \$509,923    | \$11.71      | INL      | Land Table IND        | 19.64%     |      |
| P -04-04-376-006 | 3020 ADVENTURE LN  | 06/21/19  | \$620,000   | \$268,610   | \$537,211      | \$286,217     | \$203,428   | 3.80        | \$75,320     | \$1.73       | IND      | Land Table IND        | 37.87%     |      |

**CITY OF ROCHESTER**

**LAND FOR 2022: COM**

| BSA DATABASE    |  | SALES DATA                            |        |
|-----------------|--|---------------------------------------|--------|
| Parcel Count    | 323  | # of Sales                            | 14     |
| ECF Nbhhd       | CVL, APT, CAS, CRL, COF, BMS, RCV, OCV, CRS, NSH, INL, CME | Sales Ratio                           | 44.57% |
| Min ECF         | 1.000  | (Land Resid.-Est. Land Value)/Est. LV | 38.95% |
| Max ECF         | 1.650  | Projected % Change                    | 29.41% |
| Land Table LtoB | 20.98%   | Current Land Table LtoB               | 31.30% |
| CVT LtoB        | 20.20%   | Projected Land Table LtoB             | 35.53% |

| RATE    | OLD RATE | CALC'D RATE | USED RATE |
|---------|----------|-------------|-----------|
| AVERAGE | \$16.73  | \$23.25     | \$21.65   |
| MEDIAN  | \$12.34  | \$17.15     | \$15.97   |
| MINIMUM | \$0.34   | \$0.47      | \$0.44    |
| MAXIMUM | \$50.00  | \$69.48     | \$64.71   |



| Parcel Number    | Street Address      | Sale Date  | Sale Price  | Cur. Asmnt. | Cur. Appraisal | Land Residual | Land Value | Total Acres | Dollars/Acre | Dollars/SqFt | ECF Area | Other Parcels in Sale | Land Table     | LtoB   |
|------------------|---------------------|------------|-------------|-------------|----------------|---------------|------------|-------------|--------------|--------------|----------|-----------------------|----------------|--------|
| 68-15-10-255-004 | 1117 N WILCOX ST    | 3/6/2020   | \$275,000   | \$99,200    | \$198,404      | \$117,784     | \$41,188   | 0.10        | \$1,143,534  | \$26.25      | CAS      |                       | Land Table COM | 20.76% |
| 68-15-10-427-022 | 1031 N MAIN ST      | 9/2/2020   | \$560,000   | \$362,370   | \$724,740      | \$138,734     | \$303,474  | 0.55        | \$252,703    | \$5.80       | CAS      |                       | Land Table COM | 41.87% |
| 68-15-10-430-001 | 345 GRIGGS ST       | 8/16/2019  | \$360,000   | \$171,490   | \$342,979      | \$83,934      | \$66,913   | 0.20        | \$411,441    | \$9.45       | CRL      |                       | Land Table COM | 19.51% |
| 68-15-10-431-023 | 817 N MAIN ST       | 7/1/2019   | \$325,000   | \$139,720   | \$279,436      | \$146,722     | \$101,158  | 0.18        | \$801,760    | \$18.41      | OCV      |                       | Land Table COM | 36.20% |
| 68-15-10-476-027 | 727 N MAIN ST       | 5/16/2019  | \$700,000   | \$441,320   | \$882,647      | \$297,128     | \$479,775  | 1.02        | \$292,161    | \$6.71       | CRS      |                       | Land Table COM | 54.36% |
| 68-15-10-477-030 | 210 W UNIVERSITY DR | 3/19/2020  | \$2,650,000 | \$1,227,910 | \$2,455,814    | \$833,525     | \$639,339  | 1.00        | \$833,525    | \$19.14      | CRL      | 68-15-10-479-012      | Land Table COM | 22.98% |
| 68-15-10-478-004 | 427 6TH ST          | 4/19/2019  | \$340,000   | \$174,890   | \$349,785      | \$85,293      | \$95,078   | 0.17        | \$495,890    | \$11.38      | OCV      |                       | Land Table COM | 27.18% |
| 68-15-11-305-012 | 135 ROMEO RD        | 4/15/2019  | \$367,000   | \$119,600   | \$239,192      | \$207,959     | \$80,151   | 0.18        | \$1,142,632  | \$26.23      | OCV      |                       | Land Table COM | 33.51% |
| 68-15-14-108-002 | 226 S MAIN ST       | 11/26/2019 | \$1,000,000 | \$529,020   | \$1,058,043    | \$550,928     | \$608,971  | 0.41        | \$1,333,966  | \$30.62      | CAS      |                       | Land Table COM | 57.56% |
| 68-15-15-232-009 | 333.5 S MAIN ST     | 12/12/2019 | \$1,040,000 | \$367,000   | \$734,002      | \$432,951     | \$126,953  | 0.08        | \$5,622,740  | \$129.08     | CRL      |                       | Land Table COM | 17.30% |
| 68-15-15-234-004 | 211 WALNUT BLVD     | 8/6/2019   | \$1,800,000 | \$728,130   | \$1,456,255    | \$496,401     | \$152,656  | 0.21        | \$2,398,072  | \$55.05      | BMS      |                       | Land Table COM | 10.48% |
| 68-15-15-235-002 | 226 WALNUT BLVD     | 2/5/2019   | \$700,000   | \$183,340   | \$366,674      | \$495,570     | \$162,244  | 0.22        | \$2,252,591  | \$51.71      | OCV      |                       | Land Table COM | 44.25% |
| 68-15-15-276-068 | 71 WALNUT BLVD      | 3/12/2019  | \$208,000   | \$70,010    | \$140,011      | \$105,051     | \$37,062   | 0.02        | \$4,775,045  | \$109.62     | COF      |                       | Land Table COM | 26.47% |
| 68-15-15-276-069 | 71 WALNUT BLVD      | 10/11/2019 | \$175,000   | \$65,500    | \$131,008      | \$78,083      | \$34,091   | 0.02        | \$3,718,238  | \$85.36      | COF      |                       | Land Table COM | 26.02% |