# APPRAISAL OF REAL PROPERTY

## LOCATED AT

Mars Avenue (06-0589390)
Suitland, MD 20746
Map 80, Grid E1, Subdivision 2800,  Block 13, Lots 7 & 8

## FOR

Prince Georges County
1400 McCormick Drive #336
Largo, Maryland 20774

## OPINION OF VALUE

18,000

## AS OF

May 10, 2019

## BY

Anissa Rae Beatty
Treffer Appraisal Group
1244 Ritchie Hwy - Suite 19
Arnold, MD 21012
(410) 544-7744
appraisals@treffergroup.com

# USPAP ADDENDUM

File No. AB190509A

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Borrower | N/A | | | | | | |
| Property Address | Mars Avenue (06-0589390) | | | | | | |
| City | Suitland | County | Prince George's | State | MD | Zip Code | 20746 |
| Lender | Prince Georges County | | | | | | |

This report was prepared under the following USPAP reporting option:

☒ Appraisal Report — This report was prepared in accordance with USPAP Standards Rule 2-2(a).

☐ Restricted Appraisal Report — This report was prepared in accordance with USPAP Standards Rule 2-2(b).

## Reasonable Exposure Time

My opinion of a reasonable exposure time for the subject property at the market value stated in this report is: 0-90 days

The neighborhood analysis, the exposure time to be the same as those reported as marketing time in the neighborhood section. The estimated length of time that the property's interest being appraised would have been offered on the market prior to the hypothetical consummation or a sale at market value on the effective date of the appraisal. Exposure time is a retrospective opinion based on an analysis of past events assuming a competitive and open market. As per the current market data, and the market trend in the subject's general market area, the exposure time is based on the average of the days on market of the selected comparables as reference. With reference to the selected comparables, the range of exposure time for the neighborhood is 0 to 90 days.

## Additional Certifications

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

☒ I have NOT performed services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.

☐ I HAVE performed services, as an appraiser or in another capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment. Those services are described in the comments below.

- 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.
- Unless otherwise indicated, I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I have no bias with respect to the property that is the subject of this report or the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice that were in effect at the time this report was prepared.
- Unless otherwise indicated, I have made a personal inspection of the property that is the subject of this report.
- Unless otherwise indicated, no one provided significant real property appraisal assistance to the person(s) signing this certification (if there are exceptions, the name of each individual providing significant real property appraisal assistance is stated elsewhere in this report).

## Additional Comments

The purpose of this appraisal assignment is to provide an opinion of the market value for Mars Avenue Tax Id#06-06-0589390.

The subject property is a 4,000 square foot non buildable mostly level lot. The subject property is zoned R-T which current standards state the site needs to be 6,500 sq ft in order to build. However, the subject falls under the zoning ordinance 27-443 which states lots 5,000 sq ft and larger are buildable if the plat is before November 29, 1949. The subject's plat (#A-1293) is for Dupont Heights is dated 1906. The subject's current lot size of 4,000 sq ft is not buildable under current regulations or the zoning ordinance. The highest and best use for the subject property lot is to be assembled with the Dupont Avenue Lots 45 & 46 which are directly to the west of the subject. Separately neither lot is buildable however, assembled the lot of 8,000 sq ft becomes buildable under both the current and zoning ordinance. When the highest and best use of the subject property is for assembly the market value of the parcel is to be determined by performing a before and after assembly analysis with the adjacent parcel. In this case the adjacent parcel is the Dupont Avenue Lots 45 & 46 which is to the west of the subject property. The Dupont Avenue Lots 45 & 46 are zoned R-T like the subject property and is 4,000 sq ft. The evaluation conclusion for the subject lot will be based on the valuation of the Dupont Ave Lots 45 & 46 As Is and As Assembled with the subject property. The difference between the As Is and As Assembled values is the implied market value of the subject property. I am unaware of any easements or maintenance agreement between the owners of the subject property and the owners of the adjacent properties. Typical utility easements (telephone, electric) do not detract from the market value of the property. This area has public utilities available.

The As Is Value of Dupont Avenue Lots 45 & 46 is $25,000 and the Assembled value of Dupont Avenue Lots 45 & 46 and the subject parcel is $42,000. The subject's market value is $18,000.

Due to the non-buildable nature of the parcel, the highest and best use of the subject property is for assemblage with an adjacent parcel.

**APPRAISER:**

Signature: Anissa Rae Beatty

Name: Anissa Rae Beatty

Date Signed: 05/14/2019

State Certification #: 03-20531

or State License #:

State: MD

Expiration Date of Certification or License: 09/07/2020

Effective Date of Appraisal: May 10, 2019

**SUPERVISORY APPRAISER: (only if required)**

Signature:

Name:

Date Signed:

State Certification #:

or State License #:

State:

Expiration Date of Certification or License:

Supervisory Appraiser Inspection of Subject Property:

☐ Did Not ☐ Exterior-only from Street ☐ Interior and Exterior

# LAND APPRAISAL REPORT

File No.: AB190509A

## SUBJECT

Property Address: Mars Avenue (06-0589390) City: Suitland State: MD Zip Code: 20746
County: Prince George's Legal Description: Map 80, Grid E1, Subdivision 2800, Block 13, Lots 7 & 8
Assessor's Parcel #: 06-0589390 Tax Year: Exempt R.E. Taxes: $ 0 Special Assessments: $ 0
Market Area Name: Prince Georges County Map Reference: 47894 Census Tract: 8019.07
Current Owner of Record: Prince Georges County Borrower (if applicable): N/A
Project Type (if applicable): ☐ PUD ☐ De Minimis PUD ☐ Other (describe) HOA: $ ☐ per year ☐ per month
Are there any existing improvements to the property? ☒ No ☐ Yes If Yes, indicate current occupancy: ☐ Owner ☐ Tenant ☐ Vacant ☐ Not habitable
If Yes, give a brief description:

## ASSIGNMENT

The purpose of this appraisal is to develop an opinion of: ☒ Market Value (as defined), or ☐ other type of value (describe)
This report reflects the following value (if not Current, see comments): ☒ Current (the Inspection Date is the Effective Date) ☐ Retrospective ☐ Prospective
Property Rights Appraised: ☒ Fee Simple ☐ Leasehold ☐ Leased Fee ☐ Other (describe)
Intended Use: The purpose of this appraisal assignment is to provide an opinion of the market value of Mars Avenue (Tax Id#06-0589390), Suitland, Maryland 20746.
Intended User(s) (by name or type): Prince Georges County

Client: Prince Georges County Address: 1400 McCormick Drive #226, Largo, Maryland 20774
Appraiser: Anissa Rae Beatty Address: 1244 Ritchie Hwy - Suite 19, Arnold, MD 21012

## MARKET AREA DESCRIPTION

| Characteristics | | | | Predominant Occupancy | One-Unit Housing | | Present Land Use | | Change in Land Use |
|---|---|---|---|---|---|---|---|---|---|
| Location: | ☐ Urban | ☒ Suburban | ☐ Rural | ☒ Owner 70 | PRICE $(000) | AGE (yrs) | One-Unit | 75 % | ☒ Not Likely |
| Built up: | ☒ Over 75% | ☐ 25-75% | ☐ Under 25% | ☐ Tenant | Low | | 2-4 Unit | 5 % | ☐ Likely * ☐ In Process * |
| Growth rate: | ☐ Rapid | ☒ Stable | ☐ Slow | ☐ Vacant (0-5%) | High | | Multi-Unit | 5 % | * To: |
| Property values: | ☒ Increasing | ☐ Stable | ☐ Declining | ☒ Vacant (>5%) | Pred | | Comm'l | 15 % | |
| Demand/supply: | ☒ Shortage | ☐ In Balance | ☐ Over Supply | | | | | % | |
| Marketing time: | ☒ Under 3 Mos. | ☐ 3-6 Mos. | ☐ Over 6 Mos. | | | | | % | |

**Factors Affecting Marketability**

| Item | Good | Average | Fair | Poor | N/A | Item | Good | Average | Fair | Poor | N/A |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Employment Stability | ☐ | ☒ | ☐ | ☐ | ☐ | Adequacy of Utilities | ☐ | ☒ | ☐ | ☐ | ☐ |
| Convenience to Employment | ☐ | ☒ | ☐ | ☐ | ☐ | Property Compatibility | ☐ | ☒ | ☐ | ☐ | ☐ |
| Convenience to Shopping | ☐ | ☒ | ☐ | ☐ | ☐ | Protection from Detrimental Conditions | ☐ | ☒ | ☐ | ☐ | ☐ |
| Convenience to Schools | ☐ | ☒ | ☐ | ☐ | ☐ | Police and Fire Protection | ☐ | ☒ | ☐ | ☐ | ☐ |
| Adequacy of Public Transportation | ☐ | ☒ | ☐ | ☐ | ☐ | General Appearance of Properties | ☐ | ☐ | ☒ | ☐ | ☐ |
| Recreational Facilities | ☐ | ☒ | ☐ | ☐ | ☐ | Appeal to Market | ☐ | ☐ | ☒ | ☐ | ☐ |

Market Area Comments: The subject property is located in Suitland, Prince George's County, Maryland, which is primarily comprised of single-family dwellings along with some multi-family dwellings and commercial use properties. Employment centers, schools, hospitals, places of worship and shopping facilities are within close proximity. The subject property has good access to Washington, D.C., the surrounding Washington, D.C. Metro Area, and the Baltimore City Metro Area. The overall Washington, D.C. Metro Area has been experiencing increasing prices (3.4% increase from last year) and a shortage of supply (Active listings down 9.7% from last year). The residential real estate market in Prince George's Count is the most affordable market area in the Washington, D.C. Metro Area with a median sale price of $300,000 (11.1% increase from last year) and is currently experiencing a decline in active listing at -4.2%. Overall, Prince George's County, with a decreasing supply and increasing prices, appears to be an attractive market for investors. The above information is taken from the most recent BrightMLS Market Update (March, 2019) and can be found in the addendum of this report. The subject property's more immediate area of Suitland has experienced rising Average Sold Price of $208,348 from the first quarter of 2018 to $223,688 from the first quarter of 2019. This represents a 7.36% increase. See Addendum

## SITE DESCRIPTION

Dimensions: 40x100 Site Area: 4,000 sf
Zoning Classification: R-T Description: R-T Townhouse - permits one-family detached and attached, two-family, and three-family dwellings;promotes the maximum amount of freedom in the design of attached dwellings and their grouping and layout.
Do present improvements comply with existing zoning requirements? ☐ Yes ☐ No ☒ No Improvements
Uses allowed under current zoning: R-T Attached dwelling, maximum dwelling units per net acre; three-family dwelling - 9, two-family dwelling - 8, other attached dwellings - 6 with a minimum area for development is 2 acres.

Are CC&Rs applicable? ☐ Yes ☐ No ☒ Unknown Have the documents been reviewed? ☐ Yes ☒ No Ground Rent (if applicable) $ ____ / ____
Comments:
Highest & Best Use as improved: ☐ Present use, or ☒ Other use (explain) Lot Assemblage
Actual Use as of Effective Date: Vacant Land Use as appraised in this report: Lot Assemblage
Summary of Highest & Best Use: The highest and best use of the subject property is assembly with one of the adjacent lots. The highest and best use is to assemble with the Dupont Avenue Lots 45 & 46 which are directly to the west of the subject. Separate neither lot is buildable however, assembled the lot becomes buildable. The subject parcel is not suitable for being improved with townhomes due to the required 2 acre site needed for townhomes.

| Utilities | Public | Other | Provider/Description |
|---|---|---|---|
| Electricity | ☒ | ☐ | Available Hookup |
| Gas | ☒ | ☐ | Available Hookup |
| Water | ☒ | ☐ | Available Hookup |
| Sanitary Sewer | ☒ | ☐ | Available Hookup |
| Storm Sewer | ☒ | ☐ | Available Hookup |
| Telephone | ☒ | ☐ | Available Hookup |
| Multimedia | ☒ | ☐ | Available Hookup |

| Off-site Improvements | Type | Public | Private |
|---|---|---|---|
| Street | None | ☐ | ☐ |
| Width | None | | |
| Surface | None | | |
| Curb/Gutter | None | ☐ | ☐ |
| Sidewalk | None | ☐ | ☐ |
| Street Lights | None | ☐ | ☐ |
| Alley | None | ☐ | ☐ |

| | |
|---|---|
| Frontage | 40 feet |
| Topography | Mostly Level |
| Size | 4,000 square feet |
| Shape | Rectangular |
| Drainage | Natural;Appears Adequate |
| View | Residential |

Other site elements: ☒ Inside Lot ☐ Corner Lot ☐ Cul de Sac ☐ Underground Utilities ☐ Other (describe)
FEMA Spec'l Flood Hazard Area ☐ Yes ☒ No FEMA Flood Zone X FEMA Map # 24033C0235E FEMA Map Date 09/16/2016
Site Comments: The subject property is a 4,000 square foot non buildable mostly level lot. The subject property is zoned R-T which current standards state the site needs to be 6,500 sq ft in order to build. However, the subject falls under the zoning ordinance 27-443 which states lots 5,000 sq ft and larger are buildable if the plat is before November 29, 1949. The subject's plat (#A-1293) is for Dupont Heights is dated 1906. The subject's current lot size of 4,000 sq ft is not buildable under current regulations or the zoning ordinance. I am unaware of any easements or maintenance agreement between the owners of the subject property and the owners of the adjacent properties. Typical utility easements (telephone, electric) do not detract from the market value of the property. This area has public utilities available.

GP LAND
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# LAND APPRAISAL REPORT

File No.: AB190509A

**TRANSFER HISTORY**

My research ☒ did ☒ did not reveal any prior sales or transfers of the subject property for the three years prior to the effective date of this appraisal.

Data Source(s):

| 1st Prior Subject Sale/Transfer | |
|---|---|
| Date: | 06/21/1994 |
| Price: | 0 |
| Source(s): | Property Assessment |
| **2nd Prior Subject Sale/Transfer** | |
| Date: | 03/23/1972 |
| Price: | 0 |
| Source(s): | Property Assessment Record |

Analysis of sale/transfer history and/or any current agreement of sale/listing: The subject sold previously on 06/21/1994 for $0. This transaction was by order of the Circuit Court for Prince George's County, Maryland, in Civil Action CAE #93-14953, passed on the 10th day of May, 1994, it was ordered that the Collector of Taxes for Prince George's County execute a deed of conveyance per deed# 9633/444. The subject sold previously on March 22, 1972 for $10.00 per deed# 4055/569 the SDAT record has this sale for $0.

**SALES COMPARISON APPROACH**

| FEATURE | SUBJECT PROPERTY | COMPARABLE NO. 1 | | COMPARABLE NO. 2 | | COMPARABLE NO. 3 | |
|---|---|---|---|---|---|---|---|
| Address | Mars Avenue (06-0589390) Suitland, MD 20746 | Nova Ave (Lots 2 and 3) Capitol Heights, MD 20743 | | 908 Larchmont Ave Capitol Heights, MD 20743 | | 5810 Jefferson Heights Dr Fairmount Heights, MD 20743 | |
| Proximity to Subject | | 3.19 miles NE | | 2.72 miles NE | | 4.50 miles NE | |
| Sale Price | $ | | $ 25,000 | | $ 10,000 | | $ 35,000 |
| Price/ Sq.Ft. | $ | $ 5.43 | | $ 2.50 | | $ 7.73 | |
| Data Source(s) | | Assessment Records | | BrightMLS#1003971441 | | BrightMLS#1000203512;DOM 52 | |
| Verification Source(s) | | Deed | | Assessment Records, Deed | | Assessment Records, Deed | |
| VALUE ADJUSTMENT | DESCRIPTION | DESCRIPTION | +(-) $ Adjust | DESCRIPTION | +(-) $ Adjust | DESCRIPTION | +(-) $ Adjust |
| Sales or Financing Concessions | | Unknown None Noted | | Cash None Noted | | Cash None Noted | |
| Date of Sale/Time | | 06/2017 | +1,312 | C 5/18 S 5/18 | +225 | C 4/18 S 5/18 | +787 |
| Rights Appraised | Fee Simple | Fee Simple | | Fee Simple | | Fee Simple | |
| Location | Suitland | Capitol Heights | +1,000 | Capitol Heights | +400 | Fairmount Heights | +1,400 |
| Site Area (in Sq.Ft.) | 4,000 | 4,600 | 0 | 4,000 | 0 | 4,525 | 0 |
| Zoning | R-T | R-55 | 0 | R-55 | 0 | R-55 | 0 |
| Development Status | Platted and Recorded | Platted and Recorded | | Platted and Recorded | | Platted and Recorded | |
| Improvements | None | None | | None | | None | |
| Site Utility | Typical | Typical | | Typical | | Typical | |
| | | | | | | | |
| Net Adjustment (Total, in $) | | ☒ + ☐ − | $ 2,312 | ☒ + ☐ − | $ 625 | ☒ + ☐ − | $ 2,187 |
| Adjusted Sale Price (in $) | | Net 9.2 % Gross 9.2 % | $ 27,312 | Net 6.3 % Gross 6.3 % | $ 10,625 | Net 6.2 % Gross 6.2 % | $ 37,187 |

Summary of Sales Comparison Approach: When the highest and best use of the subject property is for assembly the market value of the parcel is to be determined by performing a before and after assembly analysis with the adjacent parcel. In this case the adjacent parcel is the Dupont Avenue Lots 45 & 46 which is to the west of the subject property. The Dupont Avenue Lots 45 & 46 are zoned R-T like the subject property and is 4,000 sq ft. The evaluation conclusion for the subject lot will be based on the valuation of the Dupont Ave Lots 45 & 46 As Is and As Assembled with the subject property. The difference between the As Is and As Assembled values is the implied market value of the subject property. I am unaware of any easements or maintenance agreement between the owners of the subject property and the owners of the adjacent properties. Typical utility easements (telephone, electric) do not detract from the market value of the property. This area has public utilities available.

The As Is Value of Dupont Avenue Lots 45 & 46 is $25,000 and the Assembled value of Dupont Avenue Lots 45 & 46 and the subject parcel is $42,000. The subject's market value is $18,000. Comparables #1, #2, #3 & #4 are for the As Is Value of Dupont Avenue Lots 45 & 46 and comparables #7, #8, #9, #10 & #11 are for the Assembled value of Dupont Avenue Lots 45 & 46 with the subject property.

**PUD**

**PROJECT INFORMATION FOR PUDs (if applicable)** ☐ The Subject is part of a Planned Unit Development.

Legal Name of Project:

Describe common elements and recreational facilities:

**RECONCILIATION**

**Indicated Value by: Sales Comparison Approach $** 18,000

Final Reconciliation: The As Is Value of Dupont Avenue Lots 45 & 46 is $25,000 and the Assembled value of Dupont Avenue Lots 45 & 46 is $42,000. The subject's market value is $18,000.

This appraisal is made ☒ "as is", or ☐ subject to the following conditions:

☐ This report is also subject to other Hypothetical Conditions and/or Extraordinary Assumptions as specified in the attached addenda.

**Based upon an inspection of the subject property, defined Scope of Work, Statement of Assumptions and Limiting Conditions, and Appraiser's Certifications, my (our) Opinion of the Market Value (or other specified value type), as defined herein, of the real property that is the subject of this report is: $ 18,000 , as of: May 10, 2019 , which is the effective date of this appraisal. If indicated above, this Opinion of Value is subject to Hypothetical Conditions and/or Extraordinary Assumptions included in this report. See attached addenda.**

**ATTACH.**

A true and complete copy of this report contains 26 pages, including exhibits which are considered an integral part of the report. This appraisal report may not be properly understood without reference to the information contained in the complete report, which contains the following attached exhibits:

☐ Scope of Work ☒ Limiting cond./Certifications ☒ Narrative Addendum ☒ Location Map(s) ☐ Flood Addendum ☒ Additional Sales ☒ Photo Addenda ☐ Parcel Map ☐ Hypothetical Conditions ☐ Extraordinary Assumptions ☐

**SIGNATURES**

Client Contact: Benjamin H Hobbs | Client Name: Prince Georges County

E-Mail: bhobbs@co.pg.md.us | Address: 1400 McCormick Drive #226, Largo, Maryland 20774

**APPRAISER**

Appraiser Name: Anissa Rae Beatty

Company: Treffer Appraisal Group

Phone: (410) 544-7744 Fax:

E-Mail: appraisals@treffergroup.com

Date of Report (Signature): 05/14/2019

License or Certification #: 03-20531 State: MD

Designation: Certified Residential

Expiration Date of License or Certification: 09/07/2020

Inspection of Subject: ☒ Did Inspect ☐ Did Not Inspect (Desktop)

Date of Inspection: May 10, 2019

**SUPERVISORY APPRAISER (if required) or CO-APPRAISER (if applicable)**

Supervisory or Co-Appraiser Name:

Company:

Phone: Fax:

E-Mail:

Date of Report (Signature):

License or Certification #: State:

Designation:

Expiration Date of License or Certification:

Inspection of Subject: ☐ Did Inspect ☐ Did Not Inspect

Date of Inspection:

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# ADDITIONAL COMPARABLE SALES

File No.: AB190509A

SALES COMPARISON APPROACH

| FEATURE | SUBJECT PROPERTY | COMPARABLE NO. 4 | | COMPARABLE NO. 5 | | COMPARABLE NO. 6 | |
|---|---|---|---|---|---|---|---|
| Address | Mars Avenue (06-0589390) Suitland, MD 20746 | 6404 57th Ave Riverdale, MD 20737 | | | | | |
| Proximity to Subject | | 8.78 miles N | | 4.64 miles NE | | 4.31 miles N | |
| Sale Price | $ | | $ 20,000 | | $ | | $ |
| Price/ Sq.Ft. | $ | $ 5.00 | | $ | | $ | |
| Data Source(s) Verification Source(s) | | BrightMLS#1001088753;DOM 122 Assessment Records, Deed | | | | | |
| VALUE ADJUSTMENT | DESCRIPTION | DESCRIPTION | +(-) $ Adjust | DESCRIPTION | +(-) $ Adjust | DESCRIPTION | +(-) $ Adjust |
| Sales or Financing Concessions | | Cash None Noted | | | | | |
| Date of Sale/Time | | C 6/17 S 6/17 | +1,050 | | | | |
| Rights Appraised | Fee Simple | Fee Simple | | | | | |
| Location | Suitland | Riverdale | -2,000 | | | | |
| Site Area (in Sq.Ft.) | 4,000 | 4,000 | 0 | | | | |
| Zoning | R-T | R-55 | 0 | | | | |
| Development Status | Platted and Recorded | Platted and Recorded | | | | | |
| Improvements | None | None | | | | | |
| Site Utility | Typical | Typical | | | | | |
| | | | | | | | |
| Net Adjustment (Total, in $) | | ☐ + ☒ − | $ -950 | ☐ + ☐ − | $ | ☐ + ☐ − | $ |
| Adjusted Sale Price (in $) | | Net 4.8 % Gross 15.3 % | $ 19,050 | Net % Gross % | $ | Net % Gross % | $ |

Summary of Sales Comparison Approach

Sales Comparison Comments Comparables #1, -#4:

Date of Sale/Time: As noted in the Market Conditions section of this report. The Capitol Heights area is currently experiencing increasing property values. The comparable sales have been positively adjusted at a 3% annual rate.

Rights Appraised: The subject property and all of the comparable sales offer Fee Simple ownership rights. No adjustment was necessary in this category.

Location: A market research was completed on the Capitol Heights/Fairmount Heights market and the Riverdale market. There was approximately 6% difference in the average sold price from the subject's market and the Capitol Heights/Fairmount Heights market and therefore, a 4% positive adjustment was applied. The Riverdale market had approximately a 20% difference in the average sold price and the subject's market and therefore, a 10% negative adjustment was applied.

Site Area: No adjustment for site area was deemed necessary as all of the comparable sales are relatively close in site area and are all less than 5,000 square feet having the same utility and functionality at their site sizes.

Zoning: The subject is zoned R-T and all of the comparable sales are zoned R-55 both zones have similar regulations and requirements. No adjustment was necessary in this category. The subject parcel is not suitable for being improved with townhomes due to the required 2 acre site needed for townhomes.

Development Status: The subject and all of the comparable sales are not-buildable. No adjustment was necessary in this category.

Improvements: The subject and all of the comparable sales have no improvements. No adjustment was necessary for this category.

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# ADDITIONAL COMPARABLE SALES

File No.: AB190509A

SALES COMPARISON APPROACH

| FEATURE | SUBJECT PROPERTY | COMPARABLE NO. 7 | | COMPARABLE NO. 8 | | COMPARABLE NO. 9 | |
|---|---|---|---|---|---|---|---|
| Address | Mars Avenue (06-0589390)<br>Suitland, MD 20746 | 6409 K St<br>Capitol Heights, MD 20743 | | 911 Cypresstree Dr<br>Capitol Heights, MD 20743 | | 907 Cypresstree Dr<br>Capitol Heights, MD 20743 | |
| Proximity to Subject | | 4.52 miles N | | 4.31 miles N | | 4.52 miles N | |
| Sale Price | $ | | $ 45,000 | | $ 32,000 | | $ 36,000 |
| Price/ Sq.Ft. | $ | $ 6.00 | | $ 4.34 | | $ 4.53 | |
| Data Source(s)<br>Verification Source(s) | | BrightMLS#1001500875<br>Assessment Record, Agent | | BrightMLS#1000033305<br>Assessment Record, Agent | | BrightMLS#1000033237<br>Assessment Record, Agent | |
| VALUE ADJUSTMENT | DESCRIPTION | DESCRIPTION | +(-) $ Adjust | DESCRIPTION | +(-) $ Adjust | DESCRIPTION | +(-) $ Adjust |
| Sales or Financing Concessions | | Cash<br>None | | Cash<br>None | | Cash<br>None | |
| Date of Sale/Time | | C 12/17, S 1/18 | +1,687 | C 3/18, S 3/18 | +960 | C 3/18, S 3/18 | +1,080 |
| Rights Appraised | Fee Simple | Fee Simple | | Fee Simple | | Fee Simple | |
| Location | Suitland | Capitol Heights | +2,700 | Capitol Heights | +1,920 | Capitol Heights | +2,160 |
| Site Area (in Sq.Ft.) | 4,000 | 7,500 | +500 | 7,375 | +625 | 7,950 | +50 |
| Zoning | R-T | R-55 | 0 | R-55 | 0 | R-55 | 0 |
| Development Status | Platted and Recorded | Platted and Recorded | | Platted and Recorded/F | | Platted and Recorded/F | |
| Improvements | None | None | | Gate | | None | |
| Site Utility | Typical | Typical | | Typical | | Typical | |
| | | | | | | | |
| Net Adjustment (Total, in $) | | ☒ + ☐ − | $ 4,887 | ☒ + ☐ − | $ 3,505 | ☒ + ☐ − | $ 3,290 |
| Adjusted Sale Price (in $) | | Net 10.9 %<br>Gross 10.9 % | $ 49,887 | Net 11.0 %<br>Gross 11.0 % | $ 35,505 | Net 9.1 %<br>Gross 9.1 % | $ 39,290 |

Summary of Sales Comparison Approach

Sales Comparison Comments Comparables #7-#11:

Date of Sale/Time: As noted in the Market Conditions section of this report. The Capitol Heights area is currently experiencing increasing property values. The comparable sales have been positively adjusted at a 3% annual rate.

Rights Appraised: The subject property and all of the comparable sales offer Fee Simple ownership rights. No adjustment was necessary in this category.

Location: A market research was completed on the Capitol Heights/Fairmount Heights market and the Riverdale market. There was approximately 6% difference in the average sold price from the subject's market and the Capitol Heights/Fairmount Heights market and therefore, a 4% positive adjustment was applied. The Riverdale market had approximately a 20% difference in the average sold price and the subject's market and therefore, a 10% negative adjustment was applied.

Site Area: A site adjustment was necessary due to size of lots and change in utility and functionality of the lot being buildable. Site area adjustments have been made at $1.00 per square foot.

Zoning: The subject is zoned R-T and all of the comparable sales are zoned R-55 both zones have similar regulations and requirements. No adjustment was necessary in this category. The subject parcel is not suitable for being improved with townhomes due to the required 2 acre site needed for townhomes.

Development Status: The subject and all of the comparable sales are buildable under the zoning ordinance 27-443 which states lots 5,000 sq ft and larger are buildable if the plat is before November 29, 1949. The subject and comparables are similar in R-T and R-55 both fall under this ordinance and no adjustment is warranted.

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# ADDITIONAL COMPARABLE SALES

File No.: AB190509A

SALES COMPARISON APPROACH

| FEATURE | SUBJECT PROPERTY | COMPARABLE NO. 10 | | COMPARABLE NO. 11 | | COMPARABLE NO. 12 | |
|---|---|---|---|---|---|---|---|
| Address | Mars Avenue (06-0589390)<br>Suitland, MD 20746 | 5715 Jost St<br>Fairmount Heights, MD 20743 | | 1003 60th Ave<br>Fairmount Heights, MD 20743 | | | |
| Proximity to Subject | | | | | | | |
| Sale Price | $ | | $ 38,000 | | $ 41,000 | | $ |
| Price/ Sq.Ft. | $ | $ 7.31 | | $ 6.43 | | $ | |
| Data Source(s)<br>Verification Source(s) | | BrightMLS#1002226990<br>Assessment Record, Agent | | BrightMLS#MDPG227618<br>Assessment Record, Agent | | | |
| VALUE ADJUSTMENT | DESCRIPTION | DESCRIPTION | +(-) $ Adjust | DESCRIPTION | +(-) $ Adjust | DESCRIPTION | +(-) $ Adjust |
| Sales or Financing Concessions | | Cash<br>None | | Cash<br>None | | | |
| Date of Sale/Time | | C 8/18, S 9/18 | +570 | C 1/19, S 4/19 | +307 | | |
| Rights Appraised | Fee Simple | Fee Simple | | Fee Simple | | | |
| Location | Suitland | Fairmount Heights | +2,280 | Fairmount Heights | +2,460 | | |
| Site Area (in Sq.Ft.) | 4,000 | 5,200 | +2,800 | 6,380 | +1,620 | | |
| Zoning | R-T | R-55 | 0 | R-55 | 0 | | |
| Development Status | Platted and Recorded | Platted and Recorded | | Platted and Recorded | | | |
| Improvements | None | None | | None | | | |
| Site Utility | Typical | Typical | | Typical | | | |
| | | | | | | | |
| Net Adjustment (Total, in $) | | ☒ + ☐ − | $ 5,650 | ☒ + ☐ − | $ 4,387 | ☐ + ☐ − | $ |
| Adjusted Sale Price (in $) | | Net 14.9 %<br>Gross 14.9 % | $ 43,650 | Net 10.7 %<br>Gross 10.7 % | $ 45,387 | Net %<br>Gross % | $ |

Summary of Sales Comparison Approach

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# Land Subject Photos

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Borrower | N/A | | | | | | |
| Property Address | Mars Avenue (06-0589390) | | | | | | |
| City | Suitland | County | Prince George's | State | MD | Zip Code | 20746 |
| Lender/Client | Prince Georges County | | | | | | |



## Subject Front

Mars Avenue (06-0589390)
Sales Price
Gross Living Area
Total Rooms
Total Bedrooms
Total Bathrooms
Location Suitland
View
Site 4,000
Quality
Age




## Subject Rear

## Subject Street

# Land Comparables Photos 1-3

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Borrower | N/A | | | | | | |
| Property Address | Mars Avenue (06-0589390) | | | | | | |
| City | Suitland | County | Prince George's | State | MD | Zip Code | 20746 |
| Lender/Client | Prince Georges County | | | | | | |



## Comparable 1

Nova Ave (Lots 2 and 3)

| | |
|---|---|
| Prox. to Subject | 3.19 miles NE |
| Sale Price | 25,000 |
| Gross Living Area | |
| Total Rooms | |
| Total Bedrooms | |
| Total Bathrooms | |
| Location | Capitol Heights |
| View | |
| Site | 4,600 |
| Quality | |
| Age | |



## Comparable 2

908 Larchmont Ave

| | |
|---|---|
| Prox. to Subject | 2.72 miles NE |
| Sale Price | 10,000 |
| Gross Living Area | |
| Total Rooms | |
| Total Bedrooms | |
| Total Bathrooms | |
| Location | Capitol Heights |
| View | |
| Site | 4,000 |
| Quality | |
| Age | |



## Comparable 3

5810 Jefferson Heights Dr

| | |
|---|---|
| Prox. to Subject | 4.50 miles NE |
| Sale Price | 35,000 |
| Gross Living Area | |
| Total Rooms | |
| Total Bedrooms | |
| Total Bathrooms | |
| Location | Fairmount Heights |
| View | |
| Site | 4,525 |
| Quality | |
| Age | |

# Land Comparable Photos 4-6

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Borrower | N/A | | | | | | |
| Property Address | Mars Avenue (06-0589390) | | | | | | |
| City | Suitland | County | Prince George's | State | MD | Zip Code | 20746 |
| Lender/Client | Prince Georges County | | | | | | |



## Comparable 4

6404 57th Ave

| | |
|---|---|
| Prox. to Subject | 8.78 miles N |
| Sale Price | 20,000 |
| Gross Living Area | |
| Total Rooms | |
| Total Bedrooms | |
| Total Bathrooms | |
| Location | Riverdale |
| View | |
| Site | 4,000 |
| Quality | |
| Age | |

## Comparable 5

| | |
|---|---|
| Prox. to Subject | 4.64 miles NE |
| Sale Price | |
| Gross Living Area | |
| Total Rooms | |
| Total Bedrooms | |
| Total Bathrooms | |
| Location | |
| View | |
| Site | |
| Quality | |
| Age | |

## Comparable 6

| | |
|---|---|
| Prox. to Subject | 4.31 miles N |
| Sale Price | |
| Gross Living Area | |
| Total Rooms | |
| Total Bedrooms | |
| Total Bathrooms | |
| Location | |
| View | |
| Site | |
| Quality | |
| Age | |

# Comparable Photo Page

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Borrower | N/A | | | | | | |
| Property Address | Mars Avenue (06-0589390) | | | | | | |
| City | Suitland | County | Prince George's | State | MD | Zip Code | 20746 |
| Lender/Client | Prince Georges County | | | | | | |



## Comparable 7

6409 K St

| | |
|---|---|
| Prox. to Subject | 4.52 miles N |
| Sale Price | 45,000 |
| Gross Living Area | |
| Total Rooms | |
| Total Bedrooms | |
| Total Bathrooms | |
| Location | Capitol Heights |
| View | |
| Site | 7,500 |
| Quality | |
| Age | |



## Comparable 8

911 Cypresstree Dr

| | |
|---|---|
| Prox. to Subject | 4.31 miles N |
| Sale Price | 32,000 |
| Gross Living Area | |
| Total Rooms | |
| Total Bedrooms | |
| Total Bathrooms | |
| Location | Capitol Heights |
| View | |
| Site | 7,375 |
| Quality | |
| Age | |



## Comparable 9

907 Cypresstree Dr

| | |
|---|---|
| Prox. to Subject | 4.52 miles N |
| Sale Price | 36,000 |
| Gross Living Area | |
| Total Rooms | |
| Total Bedrooms | |
| Total Bathrooms | |
| Location | Capitol Heights |
| View | |
| Site | 7,950 |
| Quality | |
| Age | |

# Comparable Photo Page

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Borrower | N/A | | | | | | |
| Property Address | Mars Avenue (06-0589390) | | | | | | |
| City | Suitland | County | Prince George's | State | MD | Zip Code | 20746 |
| Lender/Client | Prince Georges County | | | | | | |



## Comparable 10

5715 Jost St

| | |
|---|---|
| Prox. to Subject | |
| Sale Price | 38,000 |
| Gross Living Area | |
| Total Rooms | |
| Total Bedrooms | |
| Total Bathrooms | |
| Location | Fairmount Heights |
| View | |
| Site | 5,200 |
| Quality | |
| Age | |



## Comparable 11

1003 60th Ave

| | |
|---|---|
| Prox. to Subject | |
| Sale Price | 41,000 |
| Gross Living Area | |
| Total Rooms | |
| Total Bedrooms | |
| Total Bathrooms | |
| Location | Fairmount Heights |
| View | |
| Site | 6,380 |
| Quality | |
| Age | |

## Comparable 12

| | |
|---|---|
| Prox. to Subject | |
| Sale Price | |
| Gross Living Area | |
| Total Rooms | |
| Total Bedrooms | |
| Total Bathrooms | |
| Location | |
| View | |
| Site | |
| Quality | |
| Age | |

# Supplemental Addendum

File No. AB190509A

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Borrower | N/A | | | | | | |
| Property Address | Mars Avenue (06-0589390) | | | | | | |
| City | Suitland | County | Prince George's | State | MD | Zip Code | 20746 |
| Lender/Client | Prince Georges County | | | | | | |

Purpose of the Appraisal

The purpose of the report is to develop and report an opinion of market value for the subject property.

Scope of the Appraisal

The scope of the appraisal provides for a physical inspection of the property and its surroundings sufficient to gather data necessary to form a supportable estimate of market value. Comparable properties are chosen after reviewing recent settled sales, current listings, and properties currently under contract for sale. Specifics regarding physical features of the comparable properties and the terms of sale are obtained from one or more of the following sources: Multiple Listing Services, public records, deeds, and other commercially available subscription services. Comparable sales are then compared to the subject, and necessary adjustments (market abstracted) are applied to arrive at an indicated value by direct sales comparison. A reasoned reconciliation of the approach to value is then made to arrive at an estimate of market value as defined in the appraisal report as of the effective date of the appraisal and subject to the Certification and Limiting Conditions that are attached hereto.

Unless otherwise stated in the appraisal report, the appraiser has no knowledge of any hidden or unapparent conditions of the property that would make the property more or less valuable and makes no guarantees, or warranties, expressed or implied, regarding the condition of the property. Furthermore, this appraisal report is not a home inspection report. No warranty is expressed or implied.

Standard Comments

1) Client: The client is the private party who has engaged this assignment, or other representative/employee that is a party to the ordering of the appraisal.

2) Intended Use: The intended use of the appraisal report is to assist the client in evaluating the subject properties market value, as of the effective date of this assignment.

3) Intended User: The intended user of the report is the client who has ordered the appraisal report or the employee(s) of the client that may be required to review or comment on the appraisal. The report is intended for use only by the client. Use of the report by others is not intended by the appraiser.

4) Exposure Time: The exposure time of the subject is the same as marketing time. Exposure time is defined as: 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.

5) I am qualified and competent to perform this appraisal under USPAP guidelines.

6) No personal property other than what is typical for the area is included in this report, (i.e. appliances).

Additional Certifications

-My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP) and in accordance with the regulations developed by the Lender's Federal Regulatory Agency as required by FIRREA.

The photographs presented in this report were produced using digital photography. None of the photographs have been altered with the possible exception of brightness and or contrast in order to enhance clarity. Photographs are true representation of the subject and or comparable sales as of the inspection date unless otherwise noted in report.

No warranty of the appraised property is given or implied.

This appraisal is not intended to be used by any third party as the third party is not the intended user as defined in this report. This appraisal report has been prepared solely for the benefit of the client identified here within. It is not prepared for the benefit of others.

Neither I, nor anyone associated with this appraisal assignment, has performed valuation services on the subject property within the past three years.

Market Value

The 6th Edition of The Dictionary of Real Estate Appraisal includes several definitions for market value. The following definition from the dictionary is used by the federal agencies that regulate insured financial institutions in the United States.

Market value: the most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:
1. Buyer and seller are typically motivated;
2. Both parties are well informed or well advised, and acting in what they consider their best interests;
3. A reasonable time is allowed for exposure in the open market;
4. Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
5. The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

Hazmat/Environmental statement 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. The appraiser has no knowledge of the existence of such materials on or in the property. The appraiser, however, is not qualified to detect such substances. The presence of substances such as asbestos, radon, urea-formaldehyde foam insulation, lead paint, or other potentially hazardous materials may affect the

value of the property. The value is predicated on the assumption that there is no such materials on or in the property that would cause the loss of 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.

Detrimental Conditions Statement

There are a wide variety of detrimental conditions that can impact property values. These include, but are not limited to: non-market motivations, future temporary disruptions, acts of terrorism, stigmas, convicted criminals who reside in the neighborhood, neighborhood nuisances, future unannounced surrounding developments, structural and engineering conditions, construction conditions, soils and geo technical issues, environmental conditions and natural conditions. The appraiser has inspected the subject property on a level that is consistent with the typical responsibilities of the appraisal profession; however the appraiser does not have the expertise of market analysts, soils, structural or engineers, scientists, specialists, urban planners and specialists for the various fields. Unless otherwise stated within the report, we assume no responsibilities for the impact that the variety of detrimental conditions may cause.

Neighborhood Market Conditions

The market area is approximately bound by: The subject property is south of Route 4; east of Washington, D.C. line; north of Branch Avenue; west of I 495.

The subject property is located in Suitland, Prince George's County, Maryland, which is primarily comprised of single-family dwellings along with some multi-family dwellings and commercial use properties. Employment centers, schools, hospitals, places of worship and shopping facilities are within close proximity. The subject property has good access to Washington, D.C., the surrounding Washington, D.C. Metro Area, and the Baltimore City Metro Area. The overall Washington, D.C. Metro Area has been experiencing increasing prices (3.4% increase from last year) and a shortage of supply (Active listings down 9.7% from last year).

The residential real estate market in Prince George's Count is the most affordable market area in the Washington, D.C. Metro Area with a median sale price of $300,000 (11.1% increase from last year) and is currently experiencing a decline in active listing at -4.2%. Overall, Prince George's County, with a decreasing supply and increasing prices, appears to be an attractive market for investors. The above information is taken from the most recent BrightMLS Market Update (March, 2019) and can be found in the addendum of this report.

The subject property's more immediate area of Suitland has experienced rising Average Sold Price of $208,348 from the first quarter of 2018 to $223,688 from the first quarter of 2019. This represents a 7.36% increase. The SmartCharts Market Statistics report where this information is sourced from can be found in the addendum of this report.

With the above statistics in mind, market conditions or Date of Sale/Time adjustment utilized in the sales comparison approach has been reconciled to a 3% annual increase.

Sale Price/Data Source/Verification Source

The sale prices of all comparable sales were verified through public tax records, or through contact with the respective Agent(s).

Site Comments

The subject property is a 4,000 square foot non buildable mostly level lot. The subject property is zoned R-T which current standards state the site needs to be 6,500 sq ft in order to build. However, the subject falls under the zoning ordinance 27-443 which states lots 5,000 sq ft and larger are buildable if the plat is before November 29, 1949. The subject's plat (#A-1293) is for Dupont Heights is dated 1906. The subject's current lot size of 4,000 sq ft is not buildable under current regulations or the zoning ordinance. I am unaware of any easements or maintenance agreement between the owners of the subject property and the owners of the adjacent properties. Typical utility easements (telephone, electric) do not detract from the market value of the property. This area has public utilities available.

Final Reconciliation

The adjusted sale prices via the sales comparison approach fall in close range and support the final estimate of value. The values indicated via the sales comparison analysis are used as the final estimate because of the quality of the data.

Zoning

R-T Townhouse - permits one-family detached and attached, two-family, and three-family dwellings;promotes the maximum amount of freedom in the design of attached dwellings and their grouping and layout. R-T Attached dwelling, maximum dwelling units per net acre; three-family dwelling - 9, two-family dwelling - 8, other attached dwellings - 6 with a minimum area for development is 2 acres.

Sale Price/Data Source/Verification Source

The sale prices of all comparable sales were verified through public tax records, by examination of Deed, or through contact with the respective Agent(s).

# Supplemental Addendum

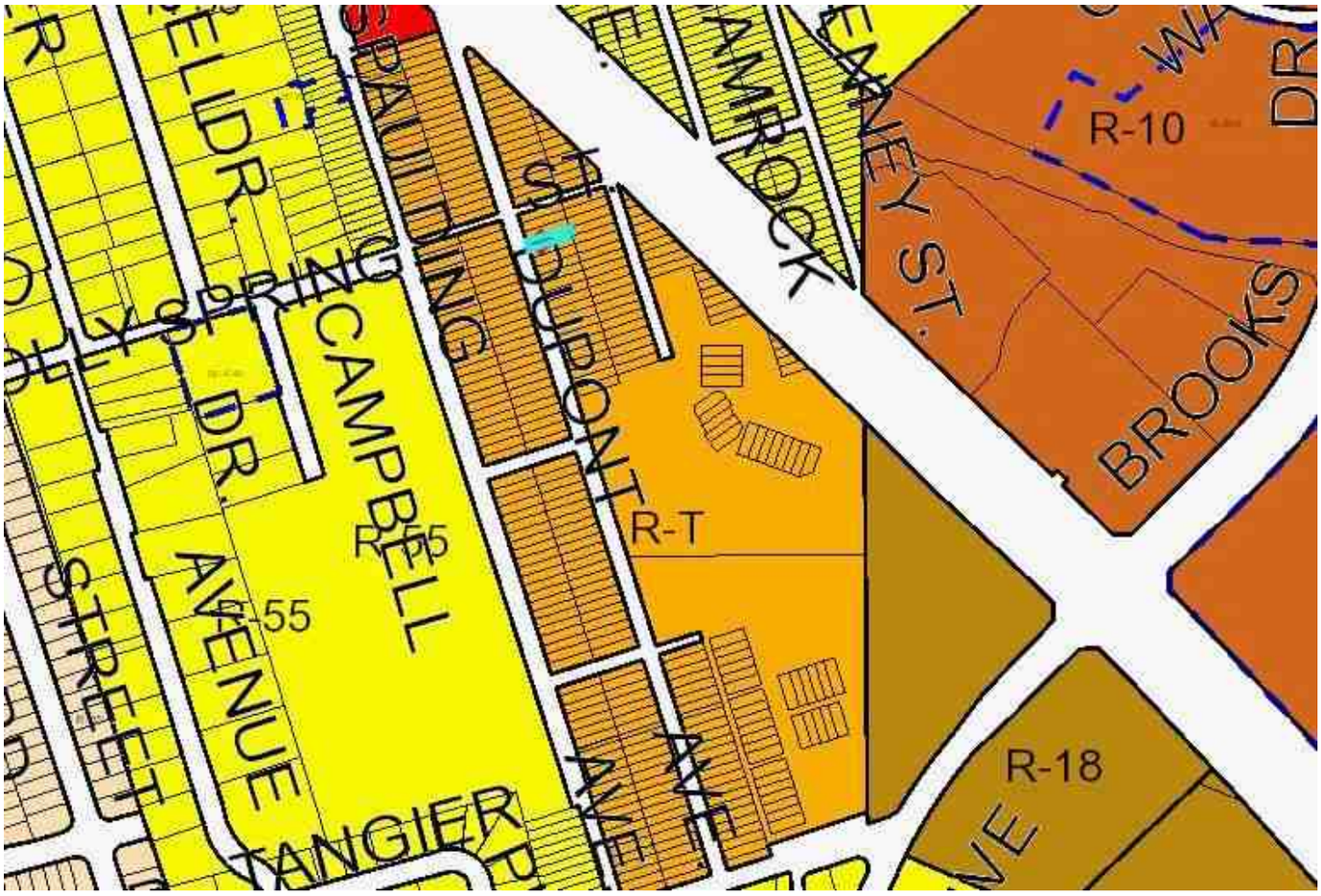
File No. AB190509A

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Borrower | N/A | | | | | | |
| Property Address | Mars Avenue (06-0589390) | | | | | | |
| City | Suitland | County | Prince George's | State | MD | Zip Code | 20746 |
| Lender/Client | Prince Georges County | | | | | | |

Highest and Best Use

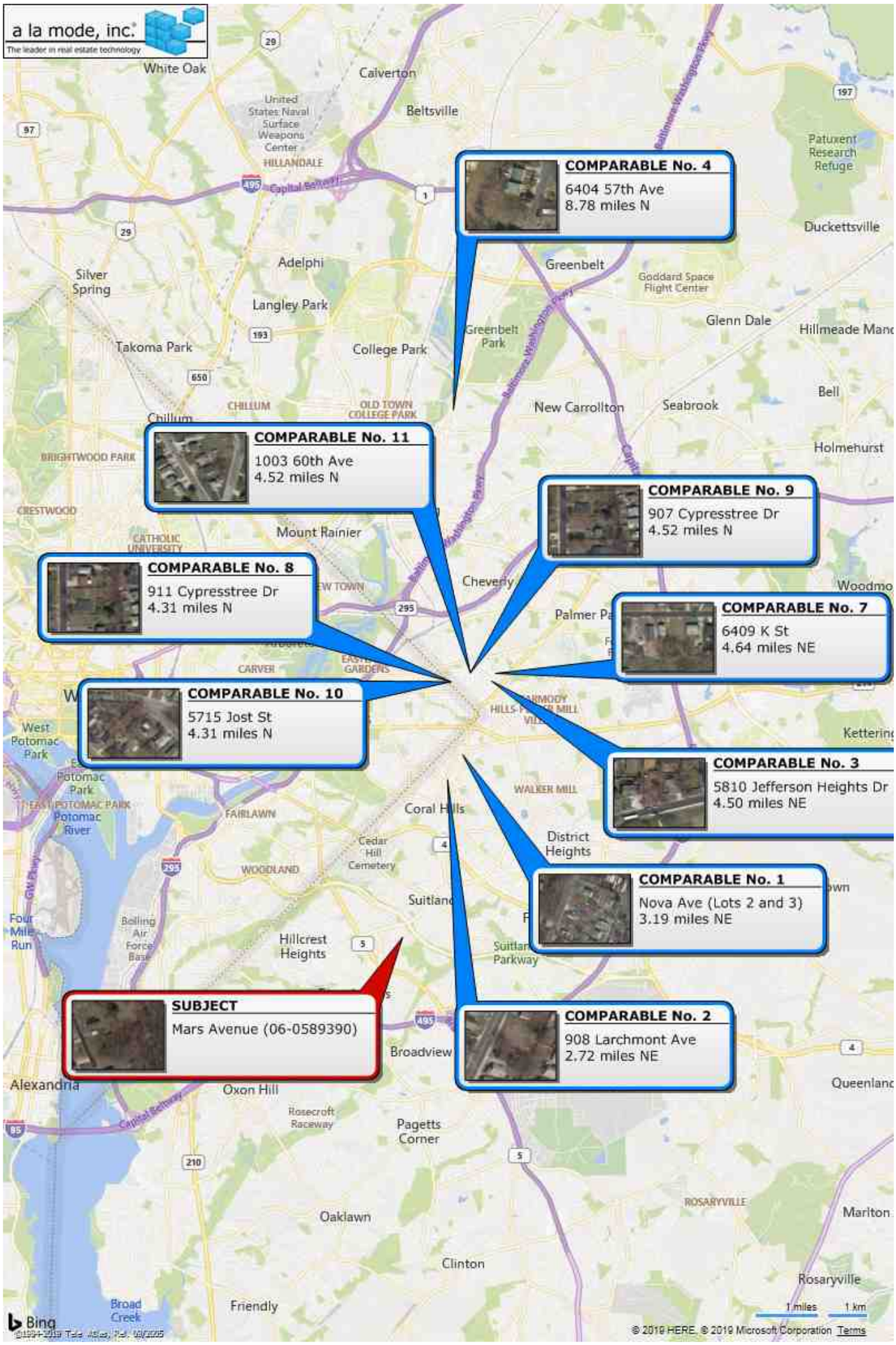
The highest and best use of the subject property is assembly with one of the adjacent lots. The highest and best use is to assemble with the Dupont Avenue Lots 45 & 46 which are directly to the west of the subject. Separate neither lot is buildable however, assembled the lot becomes buildable.

## Zoning Map

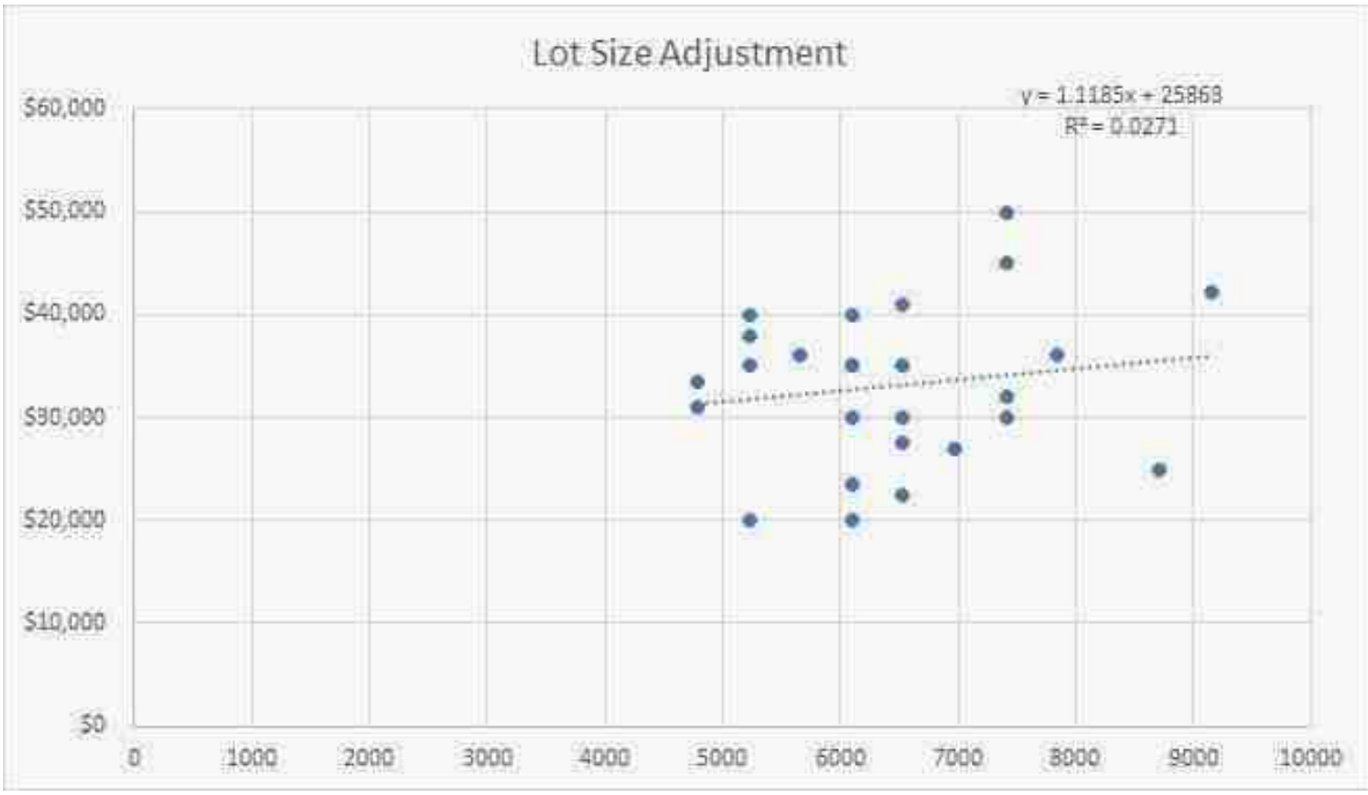


# Location Map

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Borrower | N/A | | | | | | |
| Property Address | Mars Avenue (06-0589390) | | | | | | |
| City | Suitland | County | Prince George's | State | MD | Zip Code | 20746 |
| Lender/Client | Prince Georges County | | | | | | |



# Lot Size Adjustment Support



# Washington, D.C. Metro Area – March 2019 Housing Market Update

***Washington D.C. Metro sets yet another March price record at $450,000; closed sales decline for eighth month in a row; inventory levels down for second consecutive month***

**Rockville, MD – (April 11, 2019)** – The following analysis of the Washington, D.C. Metro Area housing market has been prepared by Elliot Eisenberg, Ph.D. of MarketStats by ShowingTime and is based on March 2019 Bright MLS housing data.

***OVERVIEW***

- The March 2019 Washington D.C. Metro area median home price of $450,000 was up 3.4% or $15,000 from last year, the 30th consecutive month of year-over-year price increases.
- Sales volume across the DC Metro area was more than $2 billion, down 6.3% from last year.
- Closed sales of 3,820 were down 9.9% from last year, the eighth month in a row of declines.
- New pending sales compared to last year were, however, up by 2.2% to 5,995.
- New listings compared to last year were down 3.6% to 7,307.
- Active listings of 6,799 were down 9.7% from last year and remain well below historical levels.
- The average percent of original list price received at sale was 98.5%, the highest March level of the last decade.
- Median days on market was 26, down nine days from last March.



## *Home prices*




- March's median sales price of $450,000 was up 3.4% or $15,000 compared to last year and up 5.4% or $23,000 compared to last month.
- Compared to last year, prices for single-family homes rose 3.7% to $560,000, townhomes rose by 3.0% to $442,900 and condo prices rose 1.6% to $315,000.
- Prices remain well above the 5-year average of $420,800 and the 10-year average of $384,140.
- This month's median sales price is 45.2% higher than the March of 2010 price of $310,000.
- Falls Church City has the most expensive homes in the region, with a median sales price of $816,200, a 48.5% increase from last March. Prince George's County remains the most affordable area, with a median sales price of just $300,000, an 11.1% increase over last year.
- Prices were also up in Alexandria City (+24.3% to $579,250), in Arlington County (+4.8% to $591,555), in Fairfax County (+4.3% to $527,750), and in Washington D.C. (+3.5% to $575,000). They were down in Montgomery County (-0.5% to $435,000) and in Fairfax City (-1.4% to $543,000).
- For the year-to-date, prices across the region are up 3.4% to $429,000.

**Median Sales Price by Jurisdiction**
**DC Metro Area**

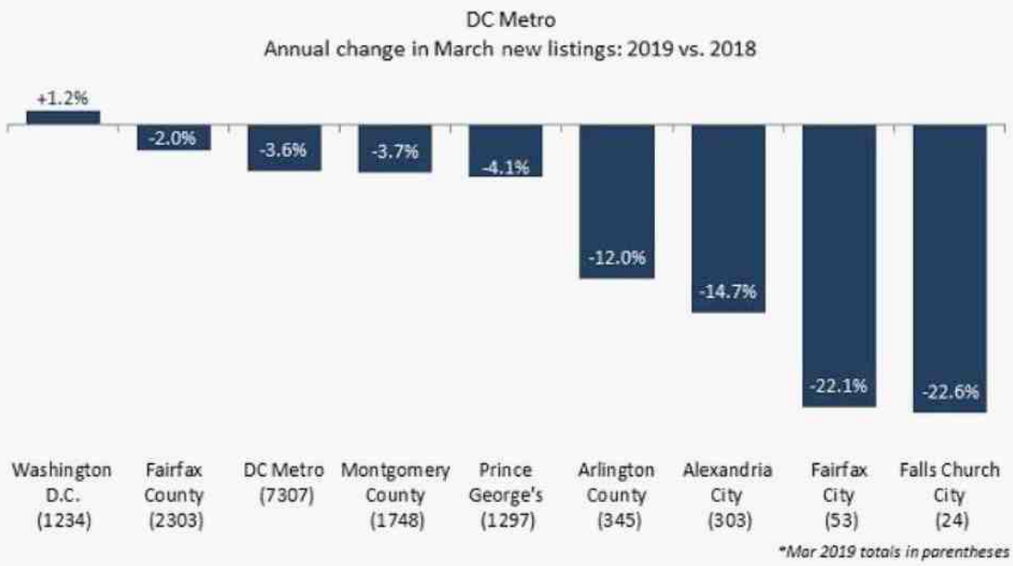
| | March | | | Year-to-Date | | |
|---|---|---|---|---|---|---|
| **Locale** (# Mar sales) | **2019** | **2018** | **YoY** | **2019** | **2018** | **YoY** |
| Falls Church City (14) | $816,200 | $549,555 | 48.5% | $790,000 | $624,500 | 26.5% |
| Arlington (201) | $591,555 | $564,250 | 4.8% | $592,000 | $555,000 | 6.7% |
| Alexandria City (192) | $579,250 | $466,000 | 24.3% | $507,000 | $518,000 | -2.1% |
| Washington D.C. (676) | $575,000 | $555,451 | 3.5% | $566,000 | $533,750 | 6.0% |
| Fairfax City (23) | $543,000 | $550,584 | -1.4% | $530,000 | $525,000 | 1.0% |
| Fairfax County (1156) | $527,750 | $506,000 | 4.3% | $510,000 | $490,000 | 4.1% |
| **DC Metro (3820)** | **$450,000** | **$435,000** | **3.5%** | **$429,000** | **$415,000** | **3.4%** |
| Montgomery (786) | $435,000 | $437,000 | -0.5% | $419,900 | $419,000 | 0.2% |
| Prince George's (772) | $300,000 | $270,000 | 11.1% | $290,000 | $275,000 | 5.5% |

©2019 MarketStats by ShowingTime. Data Source: MRIS. Stats calculated 4/4/2019

## *New Listing Activity*




- March's new listings compared to last year declined by 3.6% to 7,307 but are up a seasonal 48.6% compared to last month.
- New listings of single-family homes compared to last year were flat at 3,747. New townhome listings were down 6.2% to 1,743, and new condo listings were down 8.5% to 1,806.
- New listings are below the 5-year average of 7,682 but are above the 10-year average of 7,238.
- March new listings were 12.5% below the March 2017 high of 8,352 but are 25.6% above the March 2013 low of 5,817.
- New listing activity across the region was mostly down. Only Washington D.C. (+1.2% to 1,234) saw a gain in new listings. Elsewhere, the smallest percentage decline was in Fairfax County (-2.0% to 2,303) and the largest was in Falls Church City (-22.6% to 24).
- For the year-to-date, regional new listings are down 3.0% to 16,667.




©2019 MarketStats by ShowingTime. Data Source: Bright MLS. Statistics calculated 4/4/2019

## Market Statistics – Detailed Report

JJThomas Weigand

Treffer Appraisal Group
Email: tweigand@treffergroup.com
Work Phone: 410-544-7744

### 2018
20746, Suitland, MD

### Sold Summary

| | 2018 | 2017 | % Change |
|---|---|---|---|
| Sold Dollar Volume | $66,410,097 | $58,700,272 | 13.13% |
| Avg Sold Price | $226,656 | $205,246 | 10.43% |
| Median Sold Price | $230,000 | $215,150 | 6.90% |
| Units Sold | 293 | 286 | 2.45% |
| Avg Days on Market | 50 | 61 | -18.03% |
| Avg List Price for Solds | $228,328 | $208,229 | 9.65% |
| Avg SP to OLP Ratio | 98.0% | 97.4% | 0.64% |
| Ratio of Avg SP to Avg OLP | 100.0% | 96.9% | 3.26% |
| Attached Avg Sold Price | $192,495 | $169,870 | 13.32% |
| Detached Avg Sold Price | $251,027 | $232,324 | 8.05% |
| Attached Units Sold | 122 | 124 | -1.61% |
| Detached Units Sold | 171 | 162 | 5.56% |

### Financing (Sold)

| | |
|---|---|
| Assumption | 0 |
| Cash | 49 |
| Conventional | 98 |
| FHA | 98 |
| Other | 20 |
| Owner | 0 |
| VA | 26 |

### Days on Market (Sold)

| | |
|---|---|
| 0 | 3 |
| 1 to 10 | 48 |
| 11 to 20 | 44 |
| 21 to 30 | 43 |
| 31 to 60 | 69 |
| 61 to 90 | 46 |
| 91 to 120 | 17 |
| 121 to 180 | 15 |
| 181 to 360 | 7 |
| 361 to 720 | 1 |
| 721+ | 0 |

Notes:
- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

### Sold Detail

| | Residential | | | | | | Condo/Coop |
|---|---|---|---|---|---|---|---|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All |
| Price Ranges | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached |
| < $50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| $50K to $99,999 | 0 | 0 | 0 | 0 | 1 | 0 | 20 |
| $100K to $149,999 | 2 | 0 | 8 | 3 | 2 | 0 | 9 |
| $150K to $199,999 | 0 | 3 | 13 | 3 | 10 | 0 | 13 |
| $200K to $299,999 | 2 | 5 | 54 | 27 | 42 | 10 | 20 |
| $300K to $399,999 | 0 | 0 | 6 | 9 | 26 | 0 | 0 |
| $400K to $499,999 | 0 | 0 | 0 | 0 | 5 | 0 | 0 |
| $500K to $599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| $600K to $799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| $800K to $999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| $1M to $2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| $2.5M to $4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| $5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 4 | 8 | 81 | 42 | 86 | 10 | 62 |
| Avg Sold Price | $171,000 | $215,812 | $230,769 | $240,020 | $273,830 | $245,960 | $148,669 |
| Prev Year - Avg Sold Price | $181,000 | $169,464 | $205,767 | $207,311 | $256,625 | $228,530 | $126,023 |
| Avg Sold % Change | -5.52% | 27.35% | 12.15% | 15.78% | 6.70% | 7.63% | 17.97% |
| Prev Year - # of Solds | 7 | 8 | 67 | 50 | 88 | 10 | 56 |

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Data Source: Bright MLS. Statistics calculated April 04, 2019.

MarketStats

# Zoning Ordinance page 1

| | ZONE | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | R-T [7] | R-30 [7] | R-30C [7] | R-18 [7] | R-18C [7] | R-10A | R-10 | R-H |
| Lot shown on a plat recorded prior to November 29, 1949 (CB-114-1989) | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | - | 5,000 | 5,000 |
| Lot that is part of a resubdivision of land on a plat that was originally recorded prior to November 29, 1949, and was composed of lots having an average net area of 5,000 square feet or less (CB-114-1989) | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | - | 5,000 | 5,000 |
| Lot, shown on a recorded plat, that is in a minor portion of a block, the majority (more than half) of which and the immediate surrounding area of which has been subdivided prior to September 22, 1957, with lots having net areas of 5,500 square feet or less (CB-114-1989) | 5,500 | 5,500 | 5,500 | 5,500 | 5,500 | - | 5,500 | 5,500 |
| One-family metropolitan dwellings (CB-33-2005) | 2,200 | - | - | - | - | - | - | - |
| One-family semidetached dwellings | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | - | - | - |

# Zoning Ordinance page 2

| | ZONE | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | R-T [7] | R-30 [7] | R-30C [7] | R-18 [7] | R-18C [7] | R-10A | R-10 | R-H |
| One-family detached dwellings: | | | | | | | | |
| In general | 6,500 | 6,500 | 6,500 | 6,500 | 6,500 | - | 6,500 | 6,500 |
| Lot shown on a plat recorded after February 1, 1970 | - | - | - | - | - | - | - | - |
| Lot shown on a plat recorded on or before February 1, 1970 | - | - | - | - | - | - | - | - |
| Lot shown on a plat recorded on or before July 1, 1966 | - | - | - | - | - | - | - | - |
| Lot shown on a valid preliminary plat of subdivision filed with the Commission on or before July 1, 1966, and subdivision plat recorded on or before July 1, 1967 | - | - | - | - | - | - | - | - |
| Lot in a cluster development (CB-114-1989) | - | - | - | - | - | - | - | - |
| Lot that was created under the intra-family conveyance provisions of Subtitle 24, Sec. 107(c)(15) [24] | - | - | - | - | - | - | - | - |

# Appraiser License

FHA/VA Case No. 244-1634502

## Certified Residential License

09/05/2017 5,062,406

COMMISSION OF RE APPRAISERS & HOME INSPECTORS

10 03 20531 ANISSA R BEATTY 6065 09-03-2017
MESSAGE(S):

THIS DOCUMENT IS VOID WITHOUT RED EMBOSSED SEAL AND CONTAINS COPY VOID FEATURE & ARTIFICIAL WATERMARK ON THE BACK.

DLLR
DEPARTMENT OF LABOR, LICENSING AND REGULATION

LICENSE * REGISTRATION * CERTIFICATION * PERMIT

STATE OF MARYLAND

DEPARTMENT OF LABOR, LICENSING AND REGULATION

Lawrence J. Hogan, Jr. Governor
Boyd K. Rutherford Lt. Governor
Kelly M. Schulz Secretary

COMMISSION OF RE APPRAISERS & HOME INSPECTORS
CERTIFIES THAT:
ANISSA R BEATTY

IS AN AUTHORIZED: 03- CERTIFIED RESIDENTIAL

| LIC/REG/CERT | EXPIRATION | EFFECTIVE | CONTROL NO |
|---|---|---|---|
| 20531 | 09-07-2020 | 09-03-2017 | 5062406 |

Signature of Bearer

Kelly M. Schulz
Secretary DLLR

WHERE REQUIRED BY LAW THIS MUST BE CONSPICUOUSLY DISPLAYED IN OFFICE TO WHICH IT APPLIES

10 03 20531 5,062,406

10 03 20531
COMMISSION OF RE APPRAISERS & HOME INSPECTORS
500 N. CALVERT STREET
BALTIMORE, MD 21202-3651

ANISSA R BEATTY
604 BELLE DORA CT.

ARNOLD MD 21012

DLLR
STATE OF MARYLAND
COMMISSION OF RE APPRAISERS & HOME INSPECTORS
CERTIFIES THAT:
ANISSA R BEATTY

IS AN AUTHORIZED: 03 - CERTIFIED RESIDENTIAL

| LIC/REG/CERT | EXPIRATION | EFFECTIVE | CONTROL NO |
|---|---|---|---|
| 20531 | 09-07-2020 | 09-03-2017 | 5062406 |

Signature of Bearer

Secretary DLLR



Form SCNLGL - "TOTAL" appraisal software by a la mode, inc. - 1-800-ALAMODE