

**APPRAISAL OF REAL PROPERTY  
FOR  
(6) OFFICE CONDOMINIUMS**

---

Located Within Integrity Heights -  
An Office Condominium Complex  
Smyrna, Cobb County, GA

**AS OF:  
OCTOBER 22, 2007**

**PREPARED FOR**  
  
**Jonesboro, GA**

**PREPARED BY  
FLETCHER & COMPANY  
REAL ESTATE APPRAISALS AND CONSULTATION  
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REAL ESTATE APPRAISAL SERVICE · Since 1974

October 29, 2007

[REDACTED]  
Jonesboro, GA

RE: Summary Appraisal Report  
(6) Office Condominiums  
Located Within Integrity Heights -  
An Office Condominium Complex  
Smyrna, Cobb County, GA

Dear Sir or Madam:

In accordance with your request I have personally inspected the above captioned property for the purpose of estimating the Market Value in the Fee Simple Interest and Leased Fee Interest. The effective date of this appraisal is October 22, 2007.

Submitted herewith is my report containing pertinent facts and data gathered in my investigation.

The method of appraising is detailed in the attached narrative report. As of October 22, 2007 it is my opinion that the Market Value with Fee Simple Interest and Leased Fee Interest in the subject property is:

<u>Unit</u>	<u>Square Feet</u>	<u>Market Value</u>	<u>Interest</u>
3020 Highland Pkwy – Suite C	1,137	\$285,000	Fee Simple
3020 Highland Pkwy – Suite D	1,137	\$285,000	Fee Simple
3020 Highland Pkwy – Suite G	1,137	\$285,000	Fee Simple
3020 Highland Pkwy – Suite H	1,137	\$285,000	Fee Simple
3060 Highland Pkwy – Suite G	2,200	\$520,000	Fee Simple
3080 Highland Pkwy – Suite D	2,176	\$545,000	Leased Fee
	8,948	\$2,205,000	

The undersigned appraiser states that his employment was not conditioned upon his producing a specific value or a value within a given range. Further employment or the payment of the fee is not dependent upon producing specified values.

It has been a pleasure to serve you in this matter.

A handwritten signature in cursive script, appearing to read "Nathan Fitzwater".

Nathan Fitzwater  
State of Georgia  
Registered Appraiser #210926

Respectfully submitted,

A handwritten signature in cursive script, appearing to read "Ken A. Fletcher".

FLETCHER & COMPANY  
Ken A. Fletcher  
State of Georgia  
Certified General Appraiser #596

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We have met the requirements of 12 CFR (Code of Federal Regulations) Part 323, concerning appraisal standards for federally related transactions per the Federal Deposit Insurance Company (FDIC).

## SUMMARY OF SALIENT FACTS AND CONCLUSIONS

Intended Uses of Appraisal: [REDACTED]

Property Type: (6) Office Condominiums

Property Address: Illustrated in the following chart

Owner/Borrower: [REDACTED]

Site Size: Office Condominium Layout with Common Areas

Improvements: Various - Class A Office Condominiums

Year Built: 2005

Zoning: OD – OFFICE DISTRIBUTION

Interest Appraised: Estimate the Market Value of the Fee Simple Interest

Effective Date of Appraisal: October 22, 2007

Date of Report: October 29, 2007

Highest & Best Use: Current Use

Final Estimate of Value:

<u>Unit</u>	<u>Square Feet</u>	<u>Market Value</u>	<u>Interest</u>
3020 Highland Pkwy – Suite C	1,137	\$285,000	Fee Simple
3020 Highland Pkwy – Suite D	1,137	\$285,000	Fee Simple
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3080 Highland Pkwy – Suite D	2,176	\$545,000	Leased Fee
	<b>8,948</b>	<b>\$2,205,000</b>	

Note: At the time of inspection suites c, d, g, and h, of building 3020 were nearly completed (90-95%) with the interior build out. The suites were originally designed as four units; however at the time of this appraisal Integrity Development had connected the suites for use as their corporate office. At the time of this report the complex overall was nearing sell out of all units with prices increasing as supply is diminished and demand remaining strong.

# INTRODUCTION

## Assumptions and Limiting Conditions

The appraisal is made subject to the following conditions and assumptions:

1. Any legal description or plats reported herein are assumed to be accurate. Any sketches, plats or drawings included in this report are included to assist the reader in visualizing the property. I have made no survey of the property and assume no responsibility in connection with such matters.
2. No responsibility is assumed for matters legal in nature. Title is assumed to be good and marketable and in fee simple unless discussed otherwise in this report. The property is appraised as free and clear of existing liens, assessments and encumbrances, except as noted in the attached report.
3. The appraiser does not assume responsibility for sub-surface soil conditions. No geological reports have been furnished to the appraiser.
4. Unless otherwise noted, it is assumed that there are no encroachments, zoning or restriction violations affecting the subject property.
5. The property is assumed to be under competent and aggressive management.
6. Information, estimates, and opinions used in this appraisal are obtained from sources considered reliable; however, no liability for them can be assumed by the appraiser.
7. The value estimates reported herein apply to the entire property and any proration or division of the total into fractional interests will invalidate the value estimate, unless such proration or division of interests is set forth in the report.
8. This report may not be used for any purpose other than as stated in the report, by any other than the client without previous consent of the appraiser and his client and then only with proper qualifications.
9. The appraiser assumes the reader or user of this report has been provided with copies of all leases and amendments, if any, encumbering this property.
10. Neither all nor any part of the contents of this report shall be conveyed to the public through advertising, public relations, news sales or other media, without the prior written consent and approval of the author. This pertains particularly to valuation conclusions, the identity of the appraiser or firm with which he is associated.
11. The final value estimate has been concluded on the basis that the property is environmentally compliant. Further the acreage was based on information provided by the owner and/or

public records. If the actual acreage or developable unit is different than the amounts used in this report, the appraiser reserves the right to modify this report.

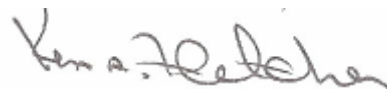
12. The final value estimate has been concluded on the basis that the subject is not subject to flooding. For an official determination a certified survey is recommended.



## Certification

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

- The statements of fact contained in this report are true and correct.
- Ken Fletcher did not inspect the subject property and the comparables used in the report.
- Nathan Fitzwater visited and inspected the subject property and the comparables used in the report.
- The reported analyses, opinions, and conclusions in this review report are limited only by the assumptions and limiting conditions stated in this review report, and are my personal, unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved. I have no bias with respect to the property that is the subject of this report.
- My engagement in this assignment or in any future assignment is not contingent upon developing or reporting predetermined results.
- My compensation is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value estimate, the attainment of a stipulated result, or the occurrence of a subsequent event.
- My analyses, opinions, and conclusions were developed, and this review report was prepared in conformity with the Georgia Real Estate Appraiser Classification and Regulation Act and the rules and regulations of the Georgia Real Estate Appraisers Board.



---

Ken Fletcher



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Nathan Fitzwater

## **Appraiser Competency**

Ken A. Fletcher and Nathan Fitzwater are experienced in the valuation of commercial, retail, office, industrial, land acquisition and development, condemnation, recreational and special purpose properties. For additional information on the competency of the appraiser, please review the Qualifications of Appraiser in this report.

The appraiser's have extensive experience in appraising various types of office condominium facilities similar to the subject property and are considered to be competent in performing an appraisal on the subject property.

# Definitions

## Market Value

Market Value 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 are 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 United States 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.”<sup>2</sup>

## Fee Simple Interest or Estate

“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.”<sup>3</sup>

## Leased Fee Interest Defined

The interest remaining in one who has granted possession and occupancy to another for a designated term under a lease contract. Generally, it is the interest of the owner in his property after it has been leased.

## Real Property

“All interests, benefits, and rights inherent in the ownership of physical real estate; the bundle of rights with which the ownership of the real estate is endowed.” In some states, real property is defined by statute and is synonymous with real estate. See also personal property; real estate.<sup>4</sup>

## Improvements

“Buildings or other relatively permanent structures or developments located on, or attached to, land.”<sup>5</sup>

<sup>2</sup> “12 CFR, Part 34.42 (g) June 17, 1994”

<sup>3</sup> *The Dictionary of Real Estate Appraisal*, 4th Ed., (Chicago Appraisal Institute, 2002), p. 113

<sup>4</sup> *Ibid*, 234.

5 Ibid, 142

## **Personal Property**

“Identifiable tangible objects that are considered by the general public as being ‘personal’ -for example, furnishings, artwork, antiques, gems and jewelry, collectibles, machinery and equipment; all tangible property that is not classified as real estate.”<sup>6</sup>

## **Intangible Personal Property**

“Property that has no physical existence beyond merely representational, nor any extrinsic value; includes rights over tangible real and personal property, but not rights of use and possession. Its value lies chiefly in what it represents. Examples include corporate stock, bonds, money on deposit, goodwill, restrictions on activities (for example, patents and trademarks), and franchises. Note: Thus, in taxation, the rights evidenced by outstanding corporation stocks and bonds constitute intangible property of the security holders because they are claims against the assets owned and income received by the corporation rather than by the stockholders and bondholders; interests in partnerships, deeds, and the like are not ordinarily considered intangible property for tax purposes because they are owned by the same persons who own the assets and receive the income to which they attach.”<sup>7</sup>

## **Goodwill**

“The intangible asset that arises as a result of a name, reputation, customer patronage, location, products, and similar factors that have not been separately identified and/or valued but that generate economic benefits.”<sup>8</sup>

## **Exposure Time**

“The estimated length of time the property interest being appraised would have been offered on the market prior to a hypothetical consummation of a sale at market value on the effective date of the appraisal.”<sup>9</sup>

It is our opinion that the estimated exposure time for the subject property prior to the effective date of this report would have been less than twelve months.

<sup>6</sup> *Uniform Standards of Professional Appraisal Practice*, 2006 Edition (The Appraisal Foundation), p.4.

<sup>7</sup> *The Dictionary of Real Estate Appraisal*, 4th Ed., (Chicago Appraisal Institute, 2002), p. 148.

<sup>8</sup> *The Dictionary of Real Estate Appraisal*, 4th Ed., (Chicago Appraisal Institute, 2002), p. 128.

<sup>9</sup> *Uniform Standards of Professional Appraisal Practice*, 2006 Edition (The Appraisal Foundation), p. 90.

## **Marketing Time**

“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 an appraisal.”<sup>10</sup>

With regard to marketability, primary consideration has been given to the subject's overall location, features, the socioeconomic characteristics of the area, and probable near-term and long-term market demand for the property.

The marketing time for the appraised is based on a review of real estate sales, some of which are provided later in this report, together with conversations with brokers and other real estate professionals in the subject market.

The estimated marketing time is estimated less than twelve months based on current market conditions.

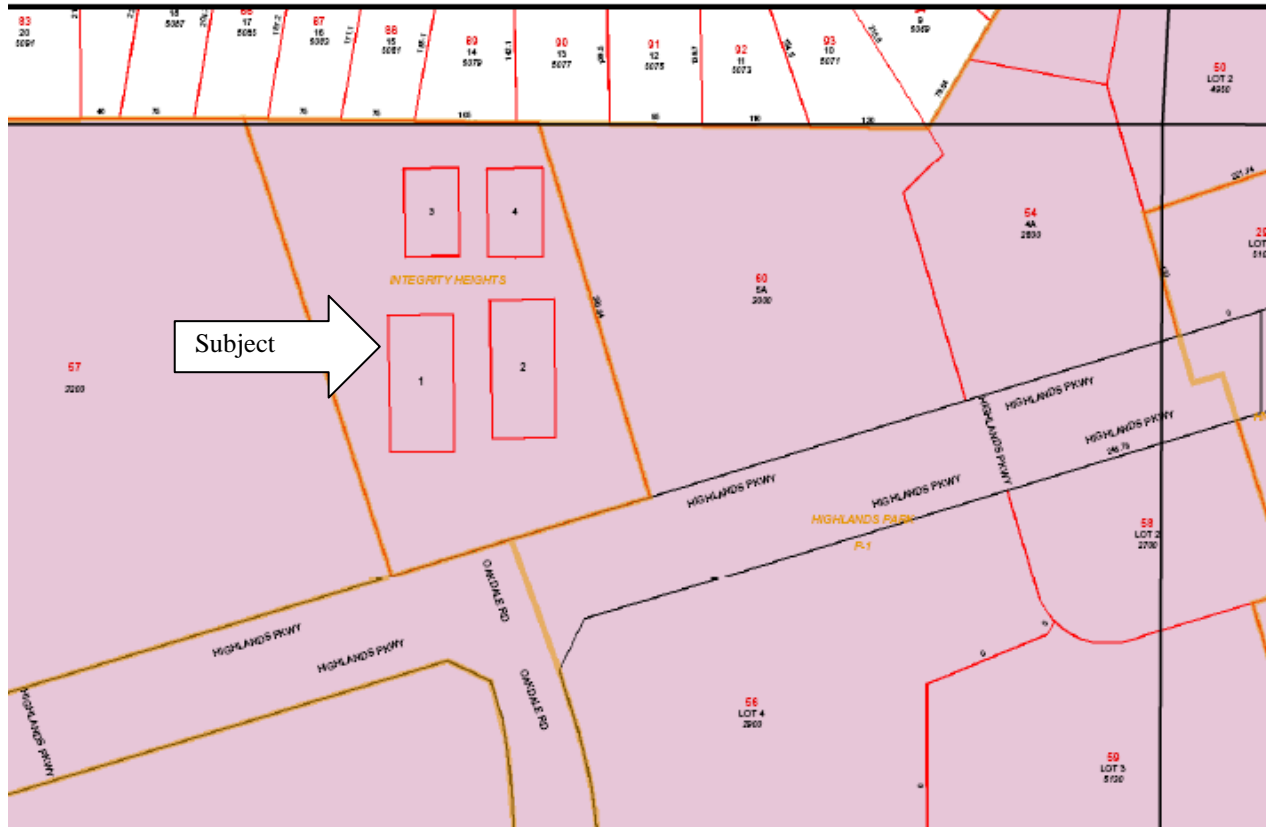
Market conditions are considered favorable with reasonable interest rates and no financing concessions necessary.

<sup>10</sup> *Uniform Standards of Professional Appraisal Practice*, 2006 Edition (The Appraisal Foundation), p. 128.

## **Assignment Description**

## Property Identification

The subject property consists of (6) office condominiums. The buildings are one-story and two-story and were constructed in 2005. This is an office condominium layout with common area parking and landscaped areas.



### Appraisal Objective and Property Rights

The objective of this appraisal is to estimate the current fee simple and leased fee market value of the subject property's real estate assets.

### Intended Use and Intended Users

Per Standard Rule 1-2 of USPAP, the intended use and users of the appraisal must be stated. [REDACTED] of Jonesboro, GA requires a market value appraisal of the Fee Simple Interest in the subject property for collateral evaluation purposes. The intended user of the report would be [REDACTED] of Jonesboro, GA. All information contained within this report is confidential between the client and the undersigned appraiser(s). Any information contained in this report cannot be released to a third party without the written consent of the client.



### **Effective Date of the Appraisal / Report Date**

The final estimate of market value represents our opinion estimates as of October 22, 2007, the most recent date of the property inspection. The report date is October 29, 2007.

### **Statement of Ownership and Sales History**

The Integrity Heights Condominium Development was constructed in late 2005 with various units sold or being marketed for sale at the time of this appraisal. The overall site for the development was purchased in 2004 as an undeveloped land tract.

## The Scope of Work

According to Advisory Opinion 28 of USPAP, an appraisal must “1) identify the problem to be solved; 2) determine and perform the scope of work necessary to develop credible assignment results; and 3) disclose the scope of work in the report.”<sup>1</sup>

The primary purpose of the appraisal is to meet the requirements of Title XI of the Federal Financial Institutions Reform, Recovery, and Enforcement Act (“FIRREA”) of 1989 with respect to real estate-related financial transactions as we understand these requirements [REDACTED] of Jonesboro, GA requires a market value appraisal of the subject property in order to determine its collateral value for loan underwriting purposes. This summary appraisal report covers a detailed collection and analysis of data, property inspections, and the application of the accepted approaches to value. This report sets forth the rationale, assumptions, conditions and significant facts upon which the final value is based. All of the generally accepted approaches to value have been considered within this report.

The scope of the assignment is to prepare a narrative summary appraisal report of the subject property as requested by [REDACTED]. The appraiser was requested to provide a market value appraisal of (6) condos units as identified in this report. The following is a discussion of the various inspections, analysis and data collection considered and utilized in arriving at a conclusion of value. In order to properly estimate the market value of the subject property, the appraiser has found it necessary to apply the Sales Comparison and Income Approaches to value which make-up a credible appraisal as per the requirements of the Uniform Standards of Appraisal Practice. These two value approaches are considered to be the acceptable means by which to value similar property types as necessitated by the appraisal profession, which is comprised of the appraiser’s peers who are deemed to be also competent in valuing such properties. Therefore, the appraiser has applied the Sales Comparison Approach and the Income Approach to value in the valuation process as it applies to the subject property.

The following is a brief discussion of the various inspections and analysis and data collection and analysis considered and utilized in arriving at a conclusion of value.

1. An inspection and analysis of area and neighborhood factors which would have an impact on the subject property.
2. An inspection and analysis of the physical features of the subject property and any factors which would have a positive or negative influence on value.
3. Property consideration of the present zoning and a discussion of highest and best use of the subject.

<sup>1</sup> Ibid. P. 213.

4. The collection, analysis, and verification of market data considered pertinent to arriving at the value estimates made by the Sales Comparison, Cost and Income Approach (when applicable).
5. The value indications for the three approaches are then reconciled into a final estimate of value.
6. An inspection and analysis of the physical features of the subject property and any factors which would have a positive or negative influence on value.
7. Property consideration of the present zoning and a discussion of highest and best use of the subject.
8. The collection, analysis, and verification of market data considered pertinent to arriving at the value estimates made by the Sales Comparison, Cost Approach, and Income Approach (when applicable).
9. The value indications for the three approaches are then reconciled into a final estimate of value.

The appraisal has been prepared in accordance with Uniform Standards of Professional Appraisal Practice requirements (USPAP).

We have met the requirements of 12 CFR (Code of Federal Regulations) Part 323, concerning appraisal standards for federally related transactions per the Federal Deposit Insurance Company (FDIC).

## **Property Identification**

## Property Data

### Description of Site

Location:	Integrity Heights Condominium Office Complex
Land Area:	Office Condominium Layout with Common Areas
Shape:	The subject property is considered rectangular in shape
Layout:	The complex consists of four buildings with various units – The buildings are one and two-story.
Topography:	The site is best described as level with street grade.
Utilities:	All Available
Environmental:	There were no visible signs of hazards from the visit to the site. This report assumes that there are no environmental hazards present that would impact the value of the property.
Flood Plain:	According to the FEMA Flood Map. The subject is located in Zone X. Zone X is defined as areas determined to be outside the 500-year floodplain. This report assumes that the property is not in a flood hazard area and will not be subject to flooding. For official determination, a certified survey is recommended. Flood map located in the addenda.
Easements:	The appraiser is not aware of any detrimental easements or encroachments encumbering the site other than typical utility and access easements.
Real Estate Taxes:	The subject's assessed value is illustrated in the addenda. The subject is considered to be under assessed.
Zoning:	The subject site is zoned OD, Office/Distribution. This portion of the zoning ordinance is located in the addenda of this report.

## Description of Improvements

The subject property consists of (6) office condominiums. The buildings are one-story and two-story and were constructed in 2005. This is an office condominium layout with common area parking.

The major construction components of the subject property are as follows:

Foundation: Reinforced concrete slab foundation

Structural: Pre-engineered steel frame

Exterior Walls: Decorative Masonry

Roof Covering: Built-up

Interior Finish  
Building 3020  
Suites C, D, G, H:

These suites have excellent quality finishes including high end travertine and other tile flooring throughout with drywall finished partitions covered in paint and other good quality wall coverings with excellent base and ceiling trim. All lighting fixtures and hardware throughout are of excellent quality. The subject has various high end cabinetries counter tops throughout. Many of the cabinet units are in development and drawing areas, receptions areas, employee work stations, and executive offices. The unit has adequate restroom and HVAC Systems. The unit has excellent quality insulated decorative windows.

Interior Finish  
Building 3060  
Suites D:

As illustrated in the photos perimeter walls finished only with lay-in-grid ceilings, and carpet and hardwood floors. The unit has adequate restroom and HVAC Systems. The unit has excellent quality insulated decorative windows.

Interior Finish  
Building 3080  
Suites D:

The subject has good quality finishes including tile flooring and hardwood throughout with drywall finished partitions covered in paint and other good quality wall coverings with good base and ceiling trim. All lighting fixtures and hardware throughout are of good quality. The unit has

adequate restroom and HVAC Systems. The unit has excellent quality insulated decorative windows.

HVAC:	Forced air heating and cooling
Electrical & Plumbing:	Good electrical with adequate restrooms for the operation
Site Improvements:	Site improvements consist of concrete paving/curbing, landscaping, and signage
Physical Condition:	The overall property was considered to be in excellent condition
Functional Utility:	The subject buildings are designed and utilized for professional office condominiums and have very good utility for high end professional office uses.

Actual Age, Effective Age,  
Remaining Economic Life:

The subject buildings were constructed in 2005 and have actual ages of 2 years and an effective age of 2 years. The total economic life is estimated at 60 years, of which 58 years are remaining.



## Subject Photos

## Four Suites C, D, G, H Building 3020







## 2,200 SF Suite D



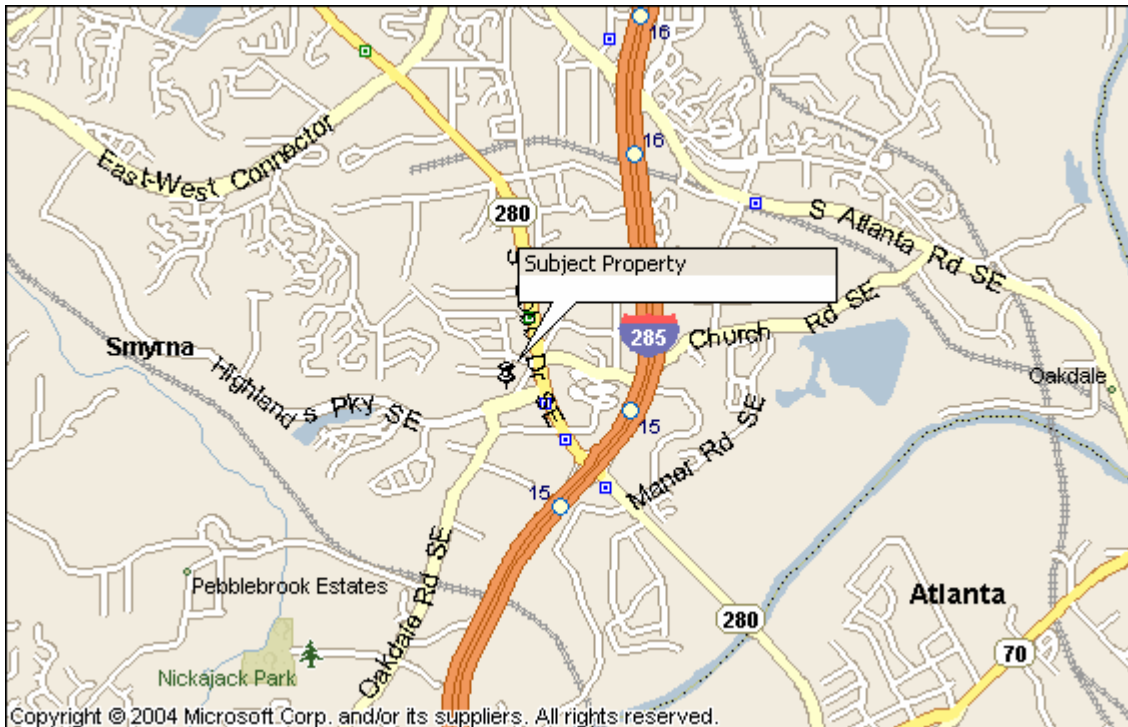
## 2,200 SF Suite G





## Area & Neighborhood Overview

The subject property is located along Highlands Parkway in the Integrity Heights Office Condominium Complex. The subject is situated in a commercial neighborhood located just off of South Cobb Drive Southeast within 1 mile of Interstate 285. The neighborhood consists of a variety of hotels, restaurants, small retail strip centers, gas stations, banks, and professional/medical offices. Further along Highlands Parkway are various mid-scale to large scale industrial properties along with various residential town homes and other professional office/warehouse type complexes.



The majority of development in the immediate area is relatively new with the area considered part of the Vinings - Cobb Galleria market. Development of the area has been considerable over the last several years due to the subject's location in a highly desirable market with very good access to the other areas of Atlanta.

The immediate neighborhood boundaries would be considered the East-west Connector to the north and west, with Highlands Parkway to the south, and I-285 to the east. The area's rapid development growth has increased demand for all types of supporting business such as retail and office space. The residential development in the area has been significant requiring increased demand for business and medical professionals such as real estate persons, lawyers, accountants, doctors, etc., which is the expected type of potential buyers for the subject property. As the heart of Vinings has also rapidly expanded, the surrounding areas have become more and more desirable for development as additional expansion land.

Job growth continues to expand in the Atlanta Market with some 67,000 jobs created through August of 2006 with a total of over 80,000 estimated for the year end. The overall vacancy rates in office space have flattened in the market due to speculative development meeting absorption levels.

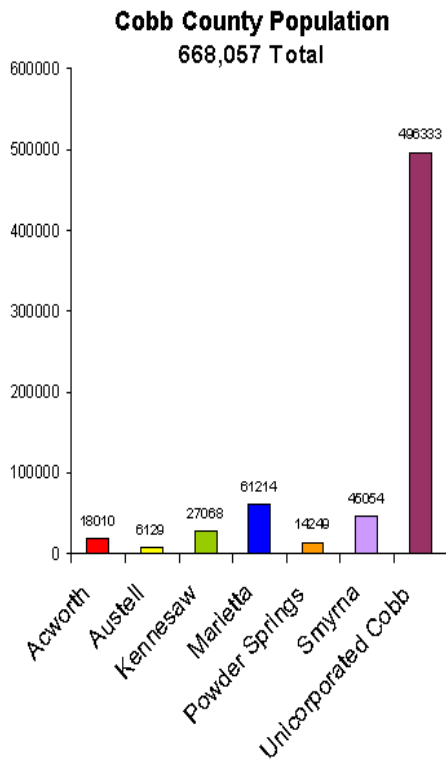
The 2007 prediction for Atlanta is a healthy economy with employment on the rise and good continued demand for office space. In conversations with leasing agents and sales agents in the subject's market, it was confirmed that the market is at a good operating levels. The subject property provides potential Class-A leasing tenants the ability to purchase, which is considered a positive attribute of the subject property, which could also be purchase and leased for investments purposes.

In summary the overall Atlanta office market is considered strong and at reasonable levels with the subject's immediate neighborhood experiencing similar levels of growth. This is apparent through recent speculative development in conjunction with near finished development and completed development being marketed for sale and/or lease.



**City of Smyrna**

Year	Population
1950	2,005
1960	10,157
1970	19,157
1980	20,312
1990	30,981
2000	40,999
2004 (estimate)	46,109



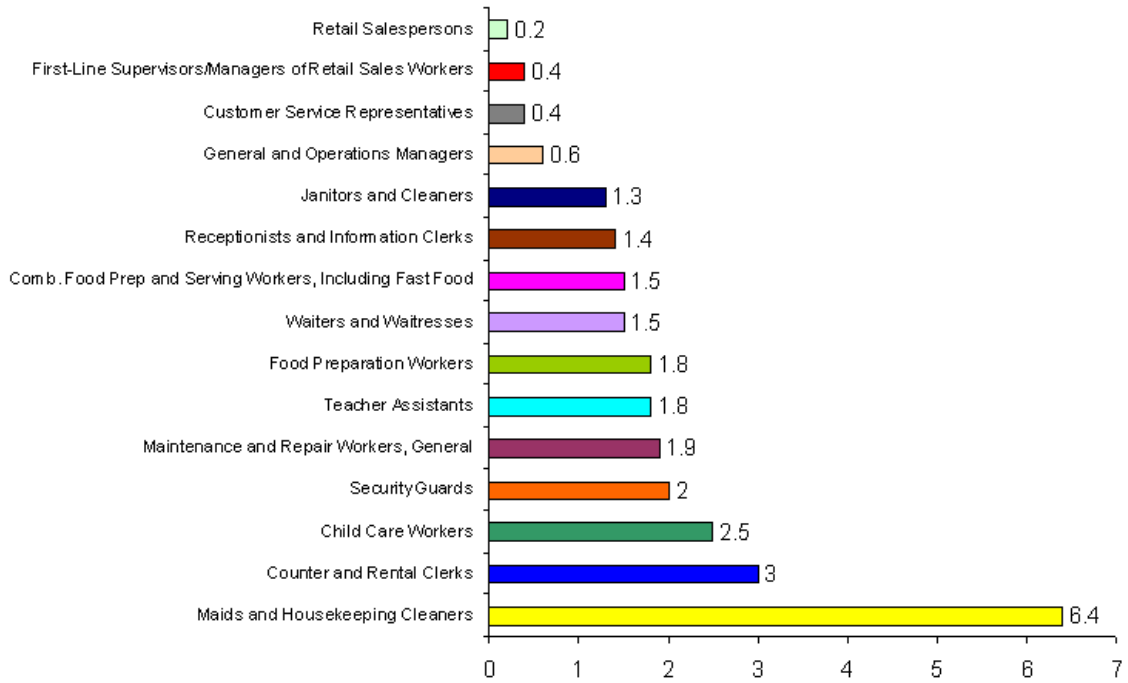
## COBB COUNTY DEMOGRAPHIC OVERVIEW (2006 ESTIMATES)

<a href="#">Population</a>	668,057
Median Age	33.35 years
Race*	
White	69.2%
African American	19.9%
Hispanic	9.9%
Asian	3.6%
American Indian & Alaska Native	0.07%
Other	4.5%
Total Households	249,062
Total Household Units	260,008
Median Household Income	\$65,649
<a href="#">Per Capita Income</a>	\$31,500
<a href="#">Total Employment (August 2006)</a>	373,135
<a href="#">Unemployment Rate (August 2006)</a>	4.1%

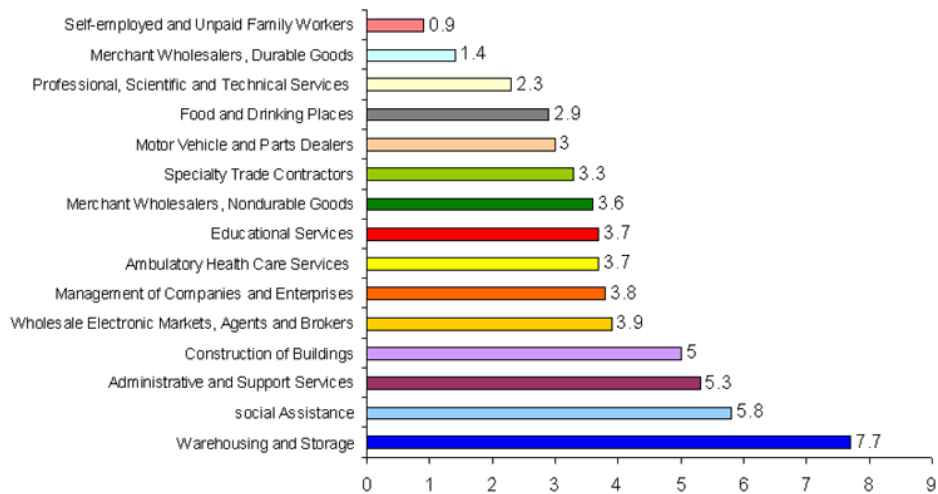
## TOP 10 EMPLOYERS IN COBB COUNTY

Company	Number of Employees
<a href="#">Cobb County Public Schools</a>	13,837
<a href="#">WellStar Health System, Inc.</a>	10,469
<a href="#">Lockheed Martin Aeronautics Company</a>	7,531
<a href="#">The Home Depot, Inc.</a>	6,920
<a href="#">Cobb County Government</a>	4,839*
<a href="#">Publix Super Markets, Inc.</a>	3,200
<a href="#">Six Flags Atlanta Properties</a>	2,765**
<a href="#">Kennesaw State University</a>	1,425
<a href="#">IBM Corporation</a>	1,400
<a href="#">Marietta City Schools</a>	1,281

## Fastest Growing Occupations

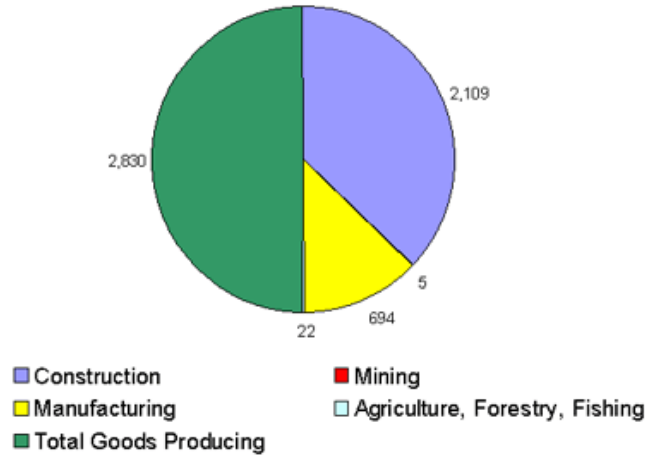


## Fastest Growing Industries



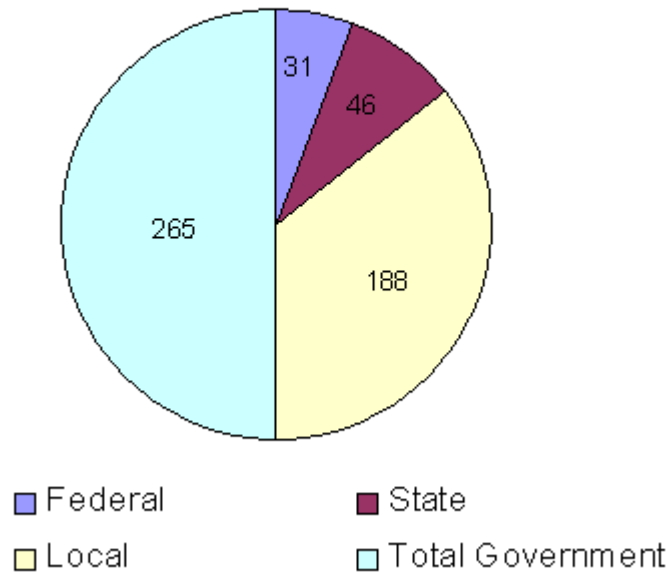
## Industry Breakdown

### Industry Mix - Goods Producing

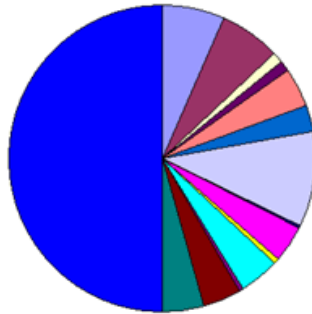


## Industry Mix - Government

### Total # of Agencies 265



**Industry Mix - Service Producing**  
 Total # of Businesses 16,015



- |                                     |  |
|-------------------------------------|--|
| ■ Wholesale Trade                   | ■ Retail Trade                           |
| ■ Transportation & Warehousing      | ■ Utilities                              |
| ■ Information                       | ■ Finance & Insurance                    |
| ■ Real Estate & Rental & Leasing    | ■ Professional, Scientific/Tech Services |
| ■ Management: Companies/Enterprises | ■ Administrative & Waste Services        |
| ■ Educational Services              | ■ Health Care & Social Services          |
| ■ Arts, Entertainment & Recreation  | ■ Accommodation & Food Services          |
| ■ Other (Except Government)         | ■ Total Service Producing                |

## HIGHEST AND BEST USE

Highest and Best Use defined is: The reasonable, probable, and legal use of vacant land or an improved property which is legally permissible, physically possible, financially feasible, and maximally productive.

The highest and best use of land as vacant and as improved must meet four criteria. The highest and best use as illustrated above must be legally permissible, physically possible, financially feasible and maximally productive. In highest and best use analysis legally permissible and physically possible must be considered first. Once these items are analyzed, their financial feasibility and maximal productiveness are considered. These four elements are discussed as follows:

### As Vacant

Legally Permissible – An analysis must be made to determine what uses of the site are legally permissible. Private deed restrictions, zoning restrictions, building codes, and environmental regulations must be considered and investigated since these items affect the uses of a site. The subject is currently zoned OD, Office Industrial, which allows for a wide variety of commercial/retail and office uses. Other uses existing for the subject's overall development include professional office uses. In the appraiser's opinion and in relation to development layout and as is governed by owners association rules and regulations, the highest and best use for the site would be for office uses as allowed under the current zoning.

Physically Possible – An analysis must be made to determine the physical possibilities of a site. In this analysis, size, shape, area, terrain, accessibility, and flood hazard affect the use of a site. These items must be analyzed to determine which use will return the highest profit or which use will be the maximally productive use. The subject property will be owned in a condominium type situation whereas the building will be owned on the footprint with common area usage. Many office type uses would be allowed and are physically possible to the subject as listed in the following zoning guidelines. Developments requiring larger type parcels would not be physically possible to the subject site.

Financially Feasible – Once the legal permissibility and physically possible uses are determined, it is necessary to determine, which of these uses are economically feasible. A use that produces an overall positive return, be it cash flow or return on investment, is economically feasible. From the lists of economically feasible uses, the one use that produces the greatest return is chosen. This is the maximally productive use and therefore, is the highest and best use of the subject property. This thought process should be described as a detailed process of elimination.

The subject property is located just off of a high traffic corridor and is surrounded by multi-tenant commercial buildings, numerous restaurants, service stations, auto services, hotels, drugstores, banks, and large and small shopping centers.

In the appraisers opinion the property is somewhat hampered by the allowable uses that require larger land areas such as large strip centers. The property has good utility for office use, with the overall Integrity heights development having a history for office uses. Other parties have shown interest or purchased other properties in the development for professional office uses.

Maximally Productive – The final test of highest and best use of the site as if vacant is that the use be maximally productive, yielding the highest return to the land. In the case of the subject as if vacant, the analysis has indicated that an office use would be most appropriate for the subject property. The tract size and visibility to the main traffic corridor would limit some commercial uses.

Concluded Highest and Best Use As If Vacant – Based on the information presented above and upon information contained in the area analysis, the appraiser concludes that the highest and best use of the subject property as if vacant, would be to develop with a professional office condominium development.

### **As Improved**

The subject property is (6) units in a condominium facility known as Integrity Heights.

### Legally Permissible and Physically Possible –

The properties are located throughout the overall development, which is located in Smyrna in a high traffic area. The property is zoned OD, Office/Distribution. This zoning allows for a variety of office uses. Therefore the existing use is permissible.

As improved the design, construction, and arrangement of the building would be best utilized for various office uses. The building is designed as an office building and is considered to be best situated for that use.

### Economically Feasible and Maximally Productive –

The subject property is improved with a office type condominium in an overall development known as Integrity Heights. Due to the design of the building, retail/office uses are considered its only feasible use. The subject improvements provide contributory value to the property as a whole. Therefore, the current use is considered feasible use, and it should be able to compete and function in the local market.

The area is located in an immediate neighborhood that is dominated by professional office and retail buildings on the secondary streets and main traffic corridors. There are various properties in the area that appear to be successful. Therefore, given the above discussion as to the use that is considered financially feasible, the maximally productive use of the property is considered to be for office uses.

### Highest and Best Use as If Improved

The subject is (6) retail office condos in the Integrity Heights Condominium Complex in Smyrna, GA. Based on the valuation sections of this report, the improvements are considered to contribute to the value of the property. Consequently, the highest and best use of the site, considered as improved, is for office uses.



# VALUATION

## THE VALUATION PROCESS

The valuation process is the orderly program in which data used to estimate the value of the subject property are acquired, classified, analyzed, and presented. The first step in the process is to define the appraisal problem, i.e., identify the real estate, the effective date of 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 factors are addressed in the area and neighborhood analysis, the site and improvement analysis, and the highest and best use analysis, and in the application of the three approaches to value: The sales comparison approach, the cost approach, and the income capitalization approach.

The sales comparison approach is used to estimate the value of the land as though vacant and/or the property as improved. The Appraiser gathers data on sales of comparable properties and analyzes the nature and conditions of each sale, making logical adjustments for dissimilar characteristics. Typically, a common denominator is found. For land value, the unit of comparison is usually price per square foot or per acre.

The second approach applied is the cost approach to value. Accrued depreciation is deducted from the new cost of the improvements and this figure is added to the land value to indicate the value of the whole property. The third approach applied is the income capitalization approach and is predicated on the assumption that a definite relationship exists between the amount of income a property can earn and its value. In other words, value is created by the expectation of benefits to be derived in the future. In this approach, the anticipated annual net income of the subject property is processed to produce an indication of value. Net income is the income generated before payment of any debt service. Income is converted into value through capitalization, in which net income is divided by a capitalization rate. Factors such as risk, time, interest on capital invested, and recapture of the depreciating assets are considered in selecting the capitalization rate.

The final step in the valuation process is the reconciliation or correlation of the value indications. In the reconciliation, the Appraiser considers the relative applicability of each approach used, examines the range of the value indications, and gives most weight to the approach that appears to produce the most reliable solution to the appraisal problem. The purpose of the appraisal, the type property, and the adequacy and reliability of each approach to value are all taken into consideration. To apply the three approaches to value, information pertaining to the fair market value of the subject property must be derived from the market because the Appraiser seeks to anticipate the actions of buyers and sellers in the market.

## **APPROACH TO VALUE**

The Sales Comparison Approach and Income Approaches to value will be performed in this appraisal. For the purposed of this report the Cost Approach to value is not believed to be applicable. A condominium development is a form of fee simple ownership of separate units or portions of a multiunit building. Each condominium unit is a separate ownership and title is held by an individual owner. The unit may be separately leased, sold, or mortgaged. The owner possess a three dimensional space within in the outer walls and along with the other owners, has an undivided interest in common areas such as underlying land, public portions of the buildings, and parking. The owner's typically participate in maintenance of common areas by common areas maintenance fees divided among owners on a pro rata basis. Since the owners have no individual ownership of the underlying land the costs approach to value is not applicable in this situation.

The Sale Comparison Approach and Income Approaches are set forth as follows.

## Sales Comparison Approach

This indication of value for the subject property is based on an analysis of the sales of similar properties located in similar market areas. A search was conducted for the most comparable or similar type facilities in the subject property's market area. The following sales are considered to be the most comparable and current sales data from which to compare the subject and have been adjusted for accordingly. A comparable analysis is set forth as follows:

### Comparable Sales Summary – Detail Comparable Data Obtained In the Addenda

Sale No.	Size Building (SF)	Overall Price / SF	Date of Sale
1	1,137 SF	\$236.59 No Interior Partitions In Subject's Complex	11/2006
2	4,700 SF	\$225.82 Majority Finished	6/2006
3	4,700 SF	\$236.59 50% Very High Quality 50% Good Quality	10/2007
4	2,250 SF	\$257.77 100% Very High Quality	2/2007

### Explanation of Adjustments

**Cash Equivalency** - All of the sales were cash or cash equivalency sales that did not require cash equivalent adjustments.

**Conditions of Sale** – No condition of sale adjustments were made to the comparable sales.

**Market/Time** - The time adjustment represents a dollar/percentage change (plus or minus) applied to the sale for appreciation and/or depreciation in values within the area between the time of sale for the comparable and the present. The sales range in date from June 2006 to October 2007. The sales were not adjusted for this characteristic.

**Location** - Location adjustments are made to comparable sales to recognize perceived value differences in relation to neighborhood influences, access to commercial services, location aesthetics, commercial density, overall exposure and visibility, and overall market demand. The sales are located within the subject's facility and did not require a location adjustment.

**Access** – The sales are located within the subject’s park and did not require an access adjustment.

**Condition/Age** – Condition and age adjustments are usually required when a comparable is older or newer than the subject property. Deferred maintenance also must be considered of the comparable, this could be a positive or negative adjustment. A building can also be older but have a similar effective age as a newer building if it has been well maintained and may only require a minor adjustment. An older property will obviously sell for less since a potential buyer may have to spend more money on curable physical deficiencies in the near future. The incurable physical depreciation must be considered as well. The sales were considered similar from this aspect.

**Quality of Improvements** – When comparing sales in the market, the quality of construction must be noted. Buildings with more architectural detail and higher end materials and features will obviously sell for more than a standard grade finish. However, there is a point of diminishing returns. Some properties can be over improved for their typical use. Sale #1 had limited interior build out which was considered when adjusting for finishes. Sale #4 had medical finishes, which required adjustment downward.

**Building Size** - Smaller buildings tend to sell for higher prices per square foot than larger buildings due to a higher demand for smaller buildings. Sales 2 and 3 were adjusted slightly downward for size with smaller buildings typically selling at more per SF than larger buildings. It is likely that the subject’s buildings would be sold as a package, but could be sold separately. Typically in these cases larger spaces will sale for slightly less per SF than smaller spaces, which were considered.

**Land Size** – When estimating an overall value for the subject property the land size must be considered. If an improvement is situated on a larger or smaller size parcel than the subject property, an appropriate adjustment must be made to offset these factors. When considering the land of a comparable sale, the appraiser must recognize the size, estimated value, and any excess land that could be later divided for more development. There are scenarios where the comparable in question may be situated on a larger or smaller tract than the subject property but the value may be similar requiring no adjustment. However, in most cases the land difference must be adjusted properly to accurately conclude the appropriate value for the subject. The sales are in a condominium situation have equal rights to parking areas and other common areas.

Based on the appraiser's experience with similar properties and the preceding characteristics discussed. The appraiser estimates the following value for the subject property.

Then:

<u>Unit</u>	<u>Square Feet</u>	<u>Price Per S/F</u>	<u>Market Value</u>	<u>Interest</u>
3020 Highland Pkwy – Suite C	1,137	\$250.00	\$285,000	Fee Simple
3020 Highland Pkwy – Suite D	1,137	\$250.00	\$285,000	Fee Simple
3020 Highland Pkwy – Suite G	1,137	\$250.00	\$285,000	Fee Simple
3020 Highland Pkwy – Suite H	1,137	\$250.00	\$285,000	Fee Simple
3060 Highland Pkwy – Suite G	2,200	\$235.00 Limited Build Out	\$520,000	Fee Simple
3080 Highland Pkwy – Suite D	<u>2,176</u>	\$250.00	<u>\$545,000</u>	Leased Fee
	8,948		\$2,205,000	

**Called: \$2,205,000**

# **COST APPROACH**

**Deemed Not Applicable**

## INCOME APPROACH

The initial step in estimating the value of the subject via the Income Approach is to determine the property's market or economic rent. A rental survey of similar type properties was conducted with the following rents and askings observed.

Location	Rentable Area	Use	Lease Rates and Basis
4040 Orchard Park Smyrna, GA	900 SF in Suite 100 - Building 100	Office Condo – Professional Building	\$18.00 per SF per year base rent - with extra charges for taxes, insurance, and other expenses above and beyond rent. Triple Net Type Lease
One Ivy Walk Smyrna, GA	1,000 to 1,500	Professional Office Condos	Typical Lease Rates \$25.00 to \$28.00 per SF per year – Triple Net
2802 Paces Ferry Vinings, GA	3,000 SF	Excellent Quality Professional Office Space	\$21.00 per SF per year base rent - with extra charges for taxes, insurance, and other expenses above and beyond rent. Triple Net Type Lease
3499 S. Cobb Drive Smyrna, GA	2,500 SF	Good Quality Professional Office Portion of 5,000 SF building.	\$17.50 per SF per year base rent - with extra charges for taxes, insurance, and other expenses above and beyond rent. Triple Net Type Lease
3475 Cobb Parkway Cobb County, GA	2,800 SF	Medical/Professional	\$22.50 per SF per year base rent - with extra charges for taxes, insurance, and other expenses above and beyond rent. Triple Net Type Lease
3080 Highlands Cobb County, GA	2,176 SF	Corporate Sales One of Subject's Units	\$17.50 per SF per year base rent - with extra charges for taxes, insurance, and other expenses above and beyond rent. Triple Net Type Lease

The above leases represent current and asking lease rates for competing space as it relates to the subject property. The majority of office condos in the local market are owner occupied; however it is feasible for an owner to lease these particular kinds of units. Based on market lease data for similar space it is likely that the space would be leased on a triple net basis whereas the tenant would be responsible for real estate taxes, insurance, and maintenance above and beyond the monthly lease payment. The lessor or owner would possibly incur a minimal management fee and reserves for future replacement.

Based on the above rental data and various other surveyed rental data retained in the appraiser's work file the following rental estimates for the subject property are deemed reasonable. The rent for Address 3080 Suite D is contract rent for RUST-OLEUM Company; this suite is encumbered by a five year triple net lease with options to renew. This lease was extensive and retained in the appraisers work file and can be provided if necessary. This other lease amounts are estimated based on comparable market rates.



Potential Gross Annual Income:

<u>Unit</u>	<u>Square Feet</u>	<u>Estimated Rent</u>	<u>Gross Lease Annual</u>	<u>Interest</u>
3020 Highland Pkwy – Suite C	1,137	\$18.00	\$20,466	Fee Simple
3020 Highland Pkwy – Suite D	1,137	\$18.00	\$20,466	Fee Simple
3020 Highland Pkwy – Suite G	1,137	\$18.00	\$20,466	Fee Simple
3020 Highland Pkwy – Suite H	1,137	\$18.00	\$20,466	Fee Simple
3060 Highland Pkwy – Suite G	2,200	\$18.00	\$39,600	Fee Simple
3080 Highland Pkwy – Suite D	<u>2,176</u>	\$17.50	<u>\$38,080</u>	<u>Leased Fee</u>
	<b>8,948</b>		<b>\$159,544</b>	

It is appropriate to allow for a yearly vacancy and collection loss, which based on market surveys, is approximately 3% to 9%

### **INCOME EXPENSE SUMMARY**

Potential Gross Annual Income	\$159,544
Less Vacancy and Collection Loss Allowance 5%	<u>\$7,977</u>
Potential Net Annual Income	\$151,767

Management Estimated at 3%    \$4,547

Reserves @ 1.00%                \$1,400  
     \$3,147

Estimated NOI                \$145,820

# CAPITALIZATION

## Real Estate Investor Surveys

One technique used to determine the proper capitalization rate involves analyzing surveys of real estate investors. These surveys include data on investors operating regionally, nationally, such as representative of insurance companies, commercial banks, pension funds, investment banking firms, syndication firms and investment advisory firms. Such companies invest in all types of real estate properties, including office buildings, retail shopping centers, restaurants, hotels, apartment complexes, and industrial and healthcare facilities. Anticipated yields varied according to perceived risks associated with different types of investment real estate. In addition, OARs are dependent on these types of investors, their cost of capital, expectations about future inflation, and anticipated holding period.

## Capitalization Rate Formula

Another accepted method to develop an overall rate is a formula based on expected financial and funds cost. This is as follows:

### Assumptions:

Mortgage at 8.25%; 20 year – Monthly Amortization; 75% LTV  
 Equity at 12%  
 Holding Period 10 years  
 No appreciation or depreciation

<b>Method 3: Band of Investment</b>					
Weighted Debt Component:	75%	x	8.25%	=	6.19%
Weighted Equity Component:	25%	x	12.00%	=	3.00%
					9.19%
				<b>Rounded To:</b>	<b>9.20%</b>

## Capitalization Rates Extracted From the Market

This method is considered to be reliable when estimating a capitalization rate since it is derived from the competing market and proves what investors are willing to receive as a rate of return within the competing market on similar properties. The sales that were utilized for comparison did not have lease data; therefore the rates could not be extracted. The market rents estimated and the contracted sales prices and recent transactions are indicative of 7.29% Capitalization Rates for the subject property. For example, the 4,700 SF suites under contract for \$1,112,000 would lease for approximately \$81,075 annually or \$17.25 per SF, which is likely achievable.  $\$81,075/\$1,112,000 = 7.29\%$  based on comparable market rates.

## Capitalization

The Net Operating Income must be capitalized at an appropriate rate in order to arrive at a value estimate for the subject property. The appraiser will utilize a capitalization rate of 7.25% based on this sales data and with additional rate data obtained through Realtyrates.com as exhibited in the preceding. The appraiser notes that overall capitalization rates have been decreasing in recent years.

The subject is an excellent facility that is nearly sold out. The property has high desirability for credit worthy tenants as is illustrated in the RUST-OLEUM Company lease for the 3080 Suite D which is a portion of this appraisal.

$$\text{NOI} = \frac{\$145,820}{7.25\%} = \$2,011,310$$

**Called: \$2,010,000**

## Additional OAR Comparables

Comparable	Sale Price/ Date	Rate Data
<b>810 Canton RD Marietta, GA</b>	<b>\$2,300,000 3/2007</b>	<b>9,000 SF Professional Office \$18.99 NNN OAR 7.49%</b>
<b>3822 Highlands Parkway Smyrna, GA</b>	<b>\$322,770 11/2006</b>	<b>1,337 SF Office Condo \$18.00 NNN OAR 7.60%</b>
<b>3860 Highlands Parkway Units 3610 -3612 Smyrna, GA</b>	<b>\$580,000 2/2007</b>	<b>2,250 SF Office Condo \$19.00 NNN OAR 7.30%</b>

RealtyRates.com INVESTOR SURVEY - 3rd Quarter 2007*						
OFFICE - ALL TYPES						
Item	Input					OAR
<b>Minimum</b>						
Spread Over 10-Year Treasury	0.90%	<b>DCR Technique</b>	0.30	0.069268	0.85	<b>5.30</b>
Debt Coverage Ratio	0.90	<b>Band of Investment Technique</b>				
Interest Rate	5.65%	Mortgage	85%	0.069268	0.058878	
Amortization	30	Equity	15%	0.077000	0.011550	
Mortgage Constant	0.069268	OAR				<b>7.04</b>
Loan-to-Value Ratio	85%	<b>Surveyed Rates</b>				<b>6.69</b>
Equity Dividend Rate	7.70%					
<b>Maximum</b>						
Spread Over 10-Year Treasury	4.80%	<b>DCR Technique</b>	1.90	0.125669	0.50	<b>11.94</b>
Debt Coverage Ratio	1.90	<b>Band of Investment Technique</b>				
Interest Rate	9.55%	Mortgage	50%	0.125669	0.062835	
Amortization	15	Equity	50%	0.155200	0.077600	
Mortgage Constant	0.125669	OAR				<b>14.04</b>
Loan-to-Value Ratio	50%	<b>Surveyed Rates</b>				<b>13.34</b>
Equity Dividend Rate	15.52%					
<b>Average</b>						
Spread Over 10-Year Treasury	2.35%	<b>DCR Technique</b>	1.40	0.095581	0.70	<b>8.39</b>
Debt Coverage Ratio	1.40	<b>Band of Investment Technique</b>				
Interest Rate	7.10%	Mortgage	70%	0.095581	0.053906	
Amortization	25	Equity	30%	0.120010	0.036003	
Mortgage Constant	0.095581	OAR				<b>9.59</b>
Loan-to-Value Ratio	70.0%	<b>Surveyed Rates</b>				<b>9.50</b>
Equity Dividend Rate	12.00%					

\*2nd Quarter 2007 Data

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RealtyRates.com INVESTOR SURVEY - 3rd Quarter 2007*						
OFFICE - MEDICAL						
Item	Input					OAR
<b>Minimum</b>						
Spread Over 10-Year Treasury	1.60%	<b>DCR Technique</b>	1.45	0.074668	0.70	<b>7.58</b>
Debt Coverage Ratio	1.45	<b>Band of Investment Technique</b>				
Interest Rate	6.35%	Mortgage	70%	0.074668	0.052268	
Amortization	30	Equity	30%	0.078000	0.023400	
Mortgage Constant	0.074668	OAR				<b>7.57</b>
Loan-to-Value Ratio	70%	<b>Surveyed Rates</b>				<b>7.19</b>
Equity Dividend Rate	7.80%					
<b>Maximum</b>						
Spread Over 10-Year Treasury	4.23%	<b>DCR Technique</b>	1.60	0.121534	0.50	<b>9.72</b>
Debt Coverage Ratio	1.60	<b>Band of Investment Technique</b>				
Interest Rate	8.98%	Mortgage	50%	0.121534	0.060767	
Amortization	15	Equity	50%	0.149200	0.074600	
Mortgage Constant	0.121534	OAR				<b>13.54</b>
Loan-to-Value Ratio	50%	<b>Surveyed Rates</b>				<b>12.86</b>
Equity Dividend Rate	14.92%					
<b>Average</b>						
Spread Over 10-Year Treasury	2.91%	<b>DCR Technique</b>	1.53	0.093368	0.60	<b>8.54</b>
Debt Coverage Ratio	1.53	<b>Band of Investment Technique</b>				
Interest Rate	7.66%	Mortgage	60%	0.093368	0.056021	
Amortization	23	Equity	40%	0.110040	0.044016	
Mortgage Constant	0.093368	OAR				<b>10.00</b>
Loan-to-Value Ratio	60%	<b>Survey</b>				<b>8.83</b>
Equity Dividend Rate	11.00%					

\*2nd Quarter 2007 Data

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## RECONCILIATION AND FINAL ESTIMATE

<u>Approach</u>	<u>Market Value</u>
<u>Market Approach:</u>	\$2,205,000
<u>Cost Approach:</u>	N/A
<u>Income Approach:</u>	\$2,010,000

The Market Approach is generally the most reliable indicator of value since it typically reflects actions of buyers and sellers in the market place, especially in an active market.

The Cost Approach traditionally sets the upper limits. This approach is more reliable when appraising new construction or special purpose properties as to the highest and best use and for feasibility. As discussed earlier this approach was deemed not applicable.

The Income Approach is the most basic of the three approaches and is normally the starting point for the developer or lender. The Income Approach is considered a reliable indication of value since the typical investor in this type property is concerned with the income producing aspect. This approach is considered more speculative and therefore was given less consideration since most of the units are being purchased by owner uses.

Due to the speculation involved with the Income Approach; the most weight was given to the Sales Comparison Approach. Therefore, the final value estimate is calculated in the following.

### Final Estimate of Value, as of October, 2007 is:

Allocated as Follows

<u>Unit</u>	<u>Square Feet</u>	<u>Market Value</u>	<u>Interest</u>
3020 Highland Pkwy – Suite C	1,137	\$285,000	Fee Simple
3020 Highland Pkwy – Suite D	1,137	\$285,000	Fee Simple
3020 Highland Pkwy – Suite G	1,137	\$285,000	Fee Simple
3020 Highland Pkwy – Suite H	1,137	\$285,000	Fee Simple
3060 Highland Pkwy – Suite G	2,200	\$520,000	Fee Simple
3080 Highland Pkwy – Suite D	2,176	\$545,000	Leased Fee
	<b>8,948</b>	<b>\$2,205,000</b>	

# **ADDENDA**

**Supporting Documents  
For  
Subject Property**

**BLANK**



## ATTACHMENT "A"

### APPRAISAL INSTRUCTION SHEET

The appraisal for the Bank must be written and presented in a (narrative or summary) format or on a form that shall, at a minimum:

1. Conform to the Uniform Standards of Professional Appraisal Practices ("USPAP") adopted by the Appraisal Standards Board of the Appraisal Foundation, except that Departure Provision of the USPAP shall not apply;
2. Disclose any steps taken that were necessary or appropriate to comply with the Competency Provision of the USPAP;
3. Be based upon the definition of market value, 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 acting in what they consider their own best interests;
  - 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.
4. Clearly identify the property rights being appraised;
5. Be sufficiently descriptive to enable the reader to ascertain the estimated market value and the rationale for the estimate as well as provide detail and depth of analysis that reflect the complexity of the real estate appraised;
6. Analyze and report in reasonable detail any prior sales of the property being appraised that occurred within the following time periods:
  - a) for 1-to-4 family residential property, one year preceding the date when the appraisal was prepared; and
  - b) for all other property, three years preceding the date when the appraisal was prepared;
  - c) the report data should include sales price, listing price, days on market, grantor, grantee, agent, financing and related detail on any transaction;
7. Analyze and report data on current revenues, expenses, and vacancies for the property if it is and will continue to be income-producing;
8. Analyze and report a reasonable marketing period for the subject property;
9. Analyze and report on current market conditions and trends that will affect projected income or the absorption period, to the extent they affect the value of the subject property;
10. Analyze and report appropriate deductions and discounts for any proposed construction, or any completed properties that are partially leased or leased at other than market rents as of the date of the appraisal, or any tract developments with unsold units. If the project is under construction or to be built, then the value shall be reported as "as is", "as completed", "at stabilized income",

- and "future value". The report must also include a land value estimate based upon its highest and best use as if vacant and the land's value at its highest and best use as improved;
11. Include in the certification required by the USPAP an additional statement that the appraisal assignment was not based on a requested minimum valuation, a specified valuation, or the approval of a loan;
  12. Contain sufficient supporting documentation with all pertinent information reported so that the appraiser's logic, reasoning, judgment, and analysis in arriving at a conclusion indicate to the reader the reasonableness of the value reported;
  13. Include a legal description and census tract of the real estate being appraised, in addition to the description required by the USPAP;
  14. When valuing distressed property solely on a land value basis that implies demolition or removal of improvements, the cost of demolition and/or removal should be netted against the land value with the estimated cost of removal so reflected;
  15. Note any potential environmental hazards, i.e., underground storage tanks, storage containers of known or unknown contents, evidence of waste disposal such as sludge, paints, chemical residues, oil spillage, asbestos content in building material, etc. All environmental problems that may affect the value of the subject property must be dealt with in the appraisal. Any visible physical encroachments, non-conforming uses and any adverse influences that the present or past occupancy might create must be reported.
  16. Identify and comment on any special flood hazard areas, including a copy of the flood map and its panel number;
  17. Include comparables on land, improved sales and leases/rents and photographs of the subject property;
  18. Identify and separately value any personal property, fixtures, or intangible items that are not real property but are included in the appraisal, and discuss the impact of their inclusion or exclusion on the estimate of value;
  19. Follow a reasonable valuation method that address the direct sales comparison, income, and cost approaches to market value, reconciles those approaches, and explains the elimination of each approach not used; and
  20. If information required or deemed pertinent to the completion of an appraisal is unavailable, that fact shall be disclosed and the affect of its absence on the value estimate must be explained.
  21. The report must contain a certification by you, certifying that you are properly licensed or certified to complete the appraisal assignment as required by state law and as required by the regulatory agencies. The report must also be signed and personally inspected by the primary (approved) appraiser. All persons participating in the preparation of the report must sign the report.
  22. **The instructions given in this engagement letter and the attachments hereto must be recited in your appraisal report. A copy of this letter must be included in your report.**

ATTACHMENT "B"

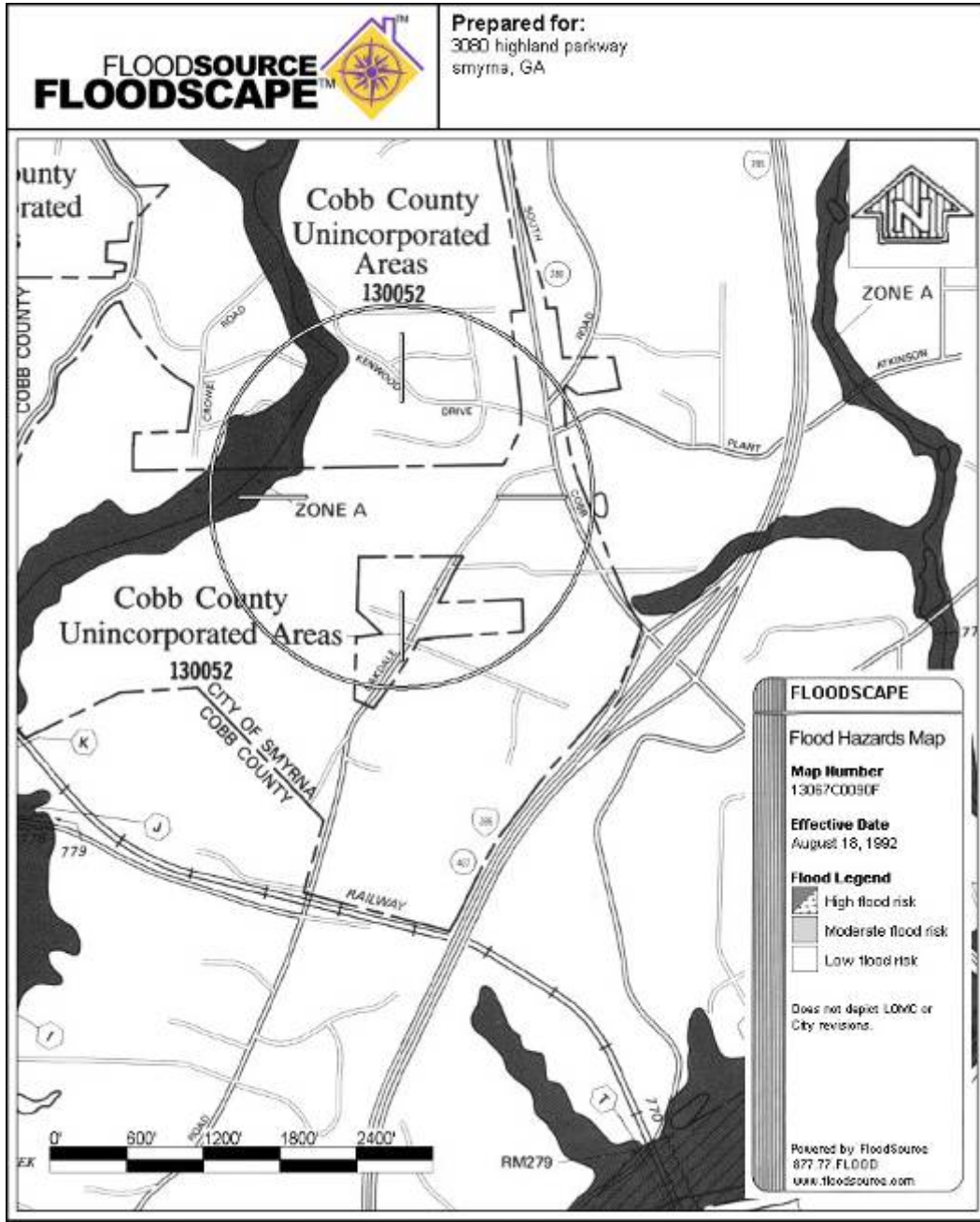
(Legal Description)

**Exhibit “B”**  
**Subject Legal Description**

N/A

# Exhibit "C"

## Flood Map



## Exhibit "D" Tax Assessment

**PARID: 17068800710**

**INTEGRITY HEIGHTS LLC**

**3020 HIGHLANDS PKWY**

### 2007 Owner Information

Name	INTEGRITY HEIGHTS LLC
Address	1600 WILSON WAY SUITE 8 SMYRNA GA 30082

### 2007 Property Details

Parcel ID	17068800710
Address	3020 HIGHLANDS PKWY BLDG/UNIT 2/H
Acres	0.03
Original Gross Value	\$253,870.00
Original Gross Assessment	\$101,548.00

### 2007 Tax Bill Summary

School General	\$1,919.26
<b>Total School Taxes</b>	<b>\$1,919.26</b>
County General	\$692.56
County Bond	\$22.34
County Fire	\$0.00
<b>Total County Taxes</b>	<b>\$714.90</b>
City General	\$0.00
City Bond	\$0.00
<b>Total City Taxes</b>	<b>\$0.00</b>
<b>Total State Taxes</b>	<b>\$25.39</b>
<b>Less Homeowner's Tax Credit</b>	<b>\$0.00</b>
Penalty	\$0.00
<b>Total Tax</b>	<b>\$2,659.55</b>

### Current 2007 Tax Bill Status

Original Tax Bill Amount	\$2,659.55
Total Payments	-\$2,659.55
Total Adjustments	\$0.00
Outstanding Balance	\$0.00
Last Payment By	Integrity Heights
Last Pymt or Adj Date	10/15/2007
Status	Paid

PARID: 17068800650

INTEGRITY HEIGHTS LLC

3020 HIGHLANDS PKWY

**2007 Owner Information**

Name	INTEGRITY HEIGHTS LLC
Address	1600 WILSON WAY SUITE 8 SMYRNA GA 30082

**2007 Property Details**

Parcel ID	17068800650
Address	3020 HIGHLANDS PKWY BLDG/UNIT 2/C
Acres	0.03
Original Gross Value	\$253,870.00
Original Gross Assessment	\$101,548.00

**2007 Tax Bill Summary**

School General	\$1,919.26
<b>Total School Taxes</b>	<b>\$1,919.26</b>
County General	\$692.56
County Bond	\$22.34
County Fire	\$0.00
<b>Total County Taxes</b>	<b>\$714.90</b>
City General	\$0.00
City Bond	\$0.00
<b>Total City Taxes</b>	<b>\$0.00</b>
<b>Total State Taxes</b>	<b>\$25.39</b>
<b>Less Homeowner's Tax Credit</b>	<b>\$0.00</b>
Penalty	\$0.00
<b>Total Tax</b>	<b>\$2,659.55</b>

**Current 2007 Tax Bill Status**

Original Tax Bill Amount	\$2,659.55
Total Payments	-\$2,659.55
Total Adjustments	\$0.00
Outstanding Balance	\$0.00
Last Payment By	Integrity Heights LLC
Last Pymt or Adj Date	10/15/2007
Status	Paid

**PARID: 17068800660**

**INTEGRITY HEIGHTS LLC**

**3020 HIGHLANDS PKWY**

**2007 Owner Information**

Name INTEGRITY HEIGHTS LLC  
Address 1600 WILSON WAY SUITE 8  
SMYRNA GA 30082

**2007 Property Details**

Parcel ID 17068800660  
Address 3020 HIGHLANDS PKWY BLDG/UNIT 2/D  
Acres 0.03  
  
Original Gross Value \$253,870.00  
Original Gross Assessment \$101,548.00

**2007 Tax Bill Summary**

School General	\$1,919.26
<b>Total School Taxes</b>	<b>\$1,919.26</b>
County General	\$692.56
County Bond	\$22.34
County Fire	\$0.00
<b>Total County Taxes</b>	<b>\$714.90</b>
City General	\$0.00
City Bond	\$0.00
<b>Total City Taxes</b>	<b>\$0.00</b>
<b>Total State Taxes</b>	<b>\$25.39</b>
<b>Less Homeowner's Tax Credit</b>	<b>\$0.00</b>
Penalty	\$0.00
<b>Total Tax</b>	<b>\$2,659.55</b>

**Current 2007 Tax Bill Status**

Original Tax Bill Amount	\$2,659.55
Total Payments	-\$2,659.55
Total Adjustments	\$0.00
Outstanding Balance	\$0.00
Last Payment By	Integrity Heights
Last Pymt or Adj Date	10/15/2007
Status	Paid



PARID: 17068800700

INTEGRITY HEIGHTS LLC

3020 HIGHLANDS PKWY

**2007 Owner Information**

Name INTEGRITY HEIGHTS LLC  
Address 1600 WILSON WAY SUITE 8  
SMYRNA GA 30082

**2007 Property Details**

Parcel ID 17068800700  
Address 3020 HIGHLANDS PKWY BLDG/UNIT 2/G  
Acres 0.03  
  
Original Gross Value \$253,870.00  
Original Gross Assessment \$101,548.00

**2007 Tax Bill Summary**

School General	\$1,919.26
<b>Total School Taxes</b>	<b>\$1,919.26</b>
County General	\$692.56
County Bond	\$22.34
County Fire	\$0.00
<b>Total County Taxes</b>	<b>\$714.90</b>
City General	\$0.00
City Bond	\$0.00
<b>Total City Taxes</b>	<b>\$0.00</b>
<b>Total State Taxes</b>	<b>\$25.39</b>
<b>Less Homeowner's Tax Credit</b>	<b>\$0.00</b>
Penalty	\$0.00
<b>Total Tax</b>	<b>\$2,659.55</b>

**Current 2007 Tax Bill Status**

Original Tax Bill Amount	\$2,659.55
Total Payments	-\$2,659.55
Total Adjustments	\$0.00
Outstanding Balance	\$0.00
Last Payment By	Integrity Heights
Last Pymt or Adj Date	10/15/2007
Status	Paid

PARID: 17068800870

INTEGRITY HEIGHTS LLC

3080 HIGHLANDS PKWY

**2007 Owner Information**

Name INTEGRITY HEIGHTS LLC  
Address 1600 WILSON WAY SUITE 8  
SMYRNA GA 30082

**2007 Property Details**

Parcel ID 17068800870  
Address 3080 HIGHLANDS PKWY BLDG/UNIT 3/D  
Acres 0.05  
  
Original Gross Value \$444,130.00  
Original Gross Assessment \$177,652.00

**2007 Tax Bill Summary**

School General	\$3,357.62
<b>Total School Taxes</b>	<b>\$3,357.62</b>
County General	\$1,211.59
County Bond	\$39.08
County Fire	\$0.00
<b>Total County Taxes</b>	<b>\$1,250.67</b>
City General	\$0.00
City Bond	\$0.00
<b>Total City Taxes</b>	<b>\$0.00</b>
<b>Total State Taxes</b>	<b>\$44.41</b>
<b>Less Homeowner's Tax Credit</b>	<b>\$0.00</b>
Penalty	\$0.00
<b>Total Tax</b>	<b>\$4,652.70</b>

**Current 2007 Tax Bill Status**

Original Tax Bill Amount	\$4,652.70
Total Payments	-\$4,652.70
Total Adjustments	\$0.00
Outstanding Balance	\$0.00
Last Payment By	Integrity Heights LLC
Last Pymt or Adj Date	10/15/2007
Status	Paid

PARID: 17068800820  
INTEGRITY HEIGHTS LLC

3060 HIGHLANDS PKWY

### 2007 Owner Information

Name INTEGRITY HEIGHTS LLC  
Address 1600 WILSON WAY SUITE 8  
SMYRNA GA 30082

### 2007 Property Details

Parcel ID 17068800820  
Address 3060 HIGHLANDS PKWY BLDG/UNIT 4/G  
Acres 0.05  
  
Original Gross Value \$421,030.00  
Original Gross Assessment \$168,412.00

### 2007 Tax Bill Summary

School General	\$3,182.99
<b>Total School Taxes</b>	<b>\$3,182.99</b>
County General	\$1,148.57
County Bond	\$37.05
County Fire	\$0.00
<b>Total County Taxes</b>	<b>\$1,185.62</b>
City General	\$0.00
City Bond	\$0.00
<b>Total City Taxes</b>	<b>\$0.00</b>
<b>Total State Taxes</b>	<b>\$42.10</b>
<b>Less Homeowner's Tax Credit</b>	<b>\$0.00</b>
Penalty	\$0.00
<b>Total Tax</b>	<b>\$4,410.71</b>

### Current 2007 Tax Bill Status

Original Tax Bill Amount	\$4,410.71
Total Payments	-\$4,410.71
Total Adjustments	\$0.00
Outstanding Balance	\$0.00
Last Payment By	Integrity Heights
Last Pymt or Adj Date	10/15/2007
Status	Paid

## **Exhibit ‘E’**

### **Zoning**

Sec. 713. **OD**, office-distribution district.

The intent of this section in establishing the **OD** district is to provide for office and distribution facilities not involving the manufacturing, fabrication, repair or servicing of any commodity or product and for limited commercial activities not devoted primarily to the retail sale of merchandise.

Within any **OD**, office-distribution district, the following uses shall be permitted:

(713.1) Financial institutions, including banks and savings and loan establishments.

(713.2) Health clubs and other similar physical fitness establishments.

(713.3) Reserved.

(713.4) Reserved.

(713.4.1) Miniwarehouses, for self-storage only and services accessory to the operation of the miniwarehouse including and limited to truck rental, provided the lot area is one acre or larger, the truck to property area ratio is not greater than two trucks per one acre of lot area, and the limited retail sale of storage related items. Miniwarehouses may include one apartment for a security guard or caretaker provided the apartment is an integral part of the warehouse complex and not a freestanding unit and provided said apartment shall not be leased or rented to any second party.

(713.5) Offices, including the following:

(1) Offices of health service practitioners, including physicians, chiropractors and other licensed practitioners similar to those listed;

(2) Other professional offices, including legal, accounting, auditing, engineering, architectural and others similar in character to those listed;

(3) General business offices, including financial, real estate, insurance, manufacturers and sales representatives and others similar in character to those listed, provided that no goods are for sale at retail;

(4) Governmental offices, including federal, state, county and city.

(713.6) Office supply establishments, including accessory printing operations.

(713.7) Parking lot and parking garage, both private and public.

(713.8) Planned office development in accordance with the provisions of article X, section 1012.

(713.9) Public buildings and uses other than those already permitted, provided that there is no outdoor storage of equipment and materials.

(713.10) Retail sales and services accessory to the operation of an office building, institutional use, motel or hotel, conducted wholly within the building housing the use to which such activities are accessory, provided that the floorspace used or to be used for such secondary uses shall be limited to 25 square feet per room in hotel or motel, or ten percent of the net floor area in an office building or institutional use, and provided that:

(a) Every public entrance to such a use shall be from a lobby, hallway or other interior portion of the primary use structure;

(b) No show window, advertising or display shall be visible from the exterior of the primary use structure; and

(c) No merchandise shall be stored or displayed outside of the primary use structure. However, the requirements of [subsections] (a) and (b) above shall not apply to restaurants and cafeterias secondary to a hotel or motel and office building or institutional use; these secondary uses may be located in a structure other than the primary use structure. The following accessory uses are permitted:

- (1) Barbershops, beauty shops, laundry and dry cleaning pickup and distribution stations and other similar personal service establishments;
- (2) Bookstores;
- (3) Drugstores and apothecary shops;
- (4) Florists;
- (5) Convenience food stores;
- (6) Gift shops;
- (7) Cafeterias and restaurants;
- (8) Lounge and/or package store for the consumption, and/or sale of alcoholic beverages;
- (9) Newsstands.

(713.11) Wholesale trade sales and distribution establishments and warehousing facilities, including offices.

(Ord. of 3-3-80, § 1; Ord. of 1-7-85 (85-6), § 1; Ord. of 6-6-88 (88-13); Ord. No. 96-02, 5-20-96)

Sec. 94-169. Light manufacturing district (M-1).

In the light manufacturing district, the following uses are permitted:

- (1) Cabinet shops and furniture manufacturing.
- (2) Building supply sales and material yards.
- (3) Utility stations including water and wastewater treatment facilities, buildings and grounds for storage of vehicles, equipment, and materials.
- (4) Transportation terminals for freight.
- (5) Wholesaling, commercial warehousing, miniwarehouses, and commercial storage facilities.
- (6) Veterinary offices, hospitals, laboratories, commercial kennels and dog daycare businesses.
- (7) *Reserved.*
- (8) Machine shops and related activities.
- (9) Gasoline and diesel fuel sales and motor vehicle repair facilities, garages, car washes, body shops and paint shops, but not including junkyards or salvage operations.
- (10) Wholesale bakeries that do not include retail facilities.
- (11) Manufacturing operations and assembly plants which do not create excessive noise, odor, smoke or dust, or possess other objectionable characteristics.
- (12) Construction contractors.
- (13) Dry cleaning plant operations and service outlets.
- (14) Drive-in theaters.
- (15) Farmers markets.

- (16) Printing, engraving and publishing facilities.
  - (17) Pest control contractors and services.
  - (18) Public buildings and facilities including emergency facilities.
  - (19) Ice plants, cold storage warehouses, and transportation terminals for freight.
  - (20) Food processing, including bottling and canning plants.
  - (21) Nurseries and greenhouses.
  - (22) Bulk storage facilities.
  - (23) Rodeos, carnivals, fairs and other outdoor public events.
  - (24) Radio and television studios, provided that antennas are at least 500 feet from the nearest residential property line.
  - (25) Towing services, including vehicle storage yards, provided that such yards are fenced with a minimum six-foot woven wire fence and screened with opaque plant materials from public view.
  - (26) Similar businesses and industries provided that any business or industry characterized by noise, vibration, smoke, gas, fumes, odor, dust, fire hazard or other objectionable features shall be required to show that these features will be controlled so that the location, construction, and operation of the business or industry will not injure present or prospective industrial development in the district.
  - (27) *Reserved.*
  - (28) Non-emergency medical transport service facilities.
  - (29) Vehicle for hire services.
  - (30) Firing ranges by special exception only.
  - (31) Sports instruction facilities by special exception only.
  - (32) Park and ride lots.
  - (33) Sexually oriented businesses by special exception only.
  - (34) Pet grooming facilities.
- (Ord. of 4-15-96, art. V, § 512; Ord. No. 0-8-98, § 1, 1-19-98; Ord. No. 0-11-99, 3-15-99; Ord. No. 0-21-99, § 13, 8-2-99; Ord. No. 0-10-02, § 5, 3-28-02; Ord. No. 0-27-03, art. 4, 6-5-03; Ord. No. 0-30-05, art. 9, 8-4-05)

**Supporting Documents  
For  
Comparable Sales**

**Exhibit “F”**  
**Profiles for Improved Sale**



# Improved Sale 1

## Property Identification

- |                   |  |
|-------------------|--|
| 1. Property Type: | Office Condominium                               |
| 2. Address:       | 3040 Highlands Parkway<br>Smyrna, Cobb County GA |
| 3. Tax ID:        | Portion of 17-0688-0061-0                        |

## Sale Data

- |                      |                           |
|----------------------|---------------------------|
| 4. Grantor:          | Integrity Heights LLC     |
| Grantee:             | Platinum Capital Partners |
| 5. Sale Price:       | \$269,000                 |
| 6. Price Per SF:     | \$236.59                  |
| 7. Sale Date:        | 11/2006                   |
| 8. Deed Book/Page:   | 14412-122                 |
| 9. Verification:     | Grantee and Grantor       |
| 10                   |                           |
| . Condition of Sale: | Arm's Length              |
| 11                   |                           |
| . Financing:         | All Cash to Seller        |

## Property Data

- |                  |                              |
|------------------|------------------------------|
| 12               |                              |
| . Building Size: | 1,137 SF                     |
| 13               |                              |
| . Land Area:     | Foot Print With Common Areas |
| 14               |                              |
| . Year Built:    | 2005                         |
| 15               |                              |
| . Zoning:        | OD, Office Institutional     |
| 16               |                              |
| . Utilities:     | All Available                |
| 17               |                              |
| . Comments:      |                              |

Office Condo In Integrity Heights – Interior Photo Not Available



## Improved Sale 2

### Property Identification

1. **Property Type:** Office Condominium
2. **Address:** 3080 Highlands Parkway Suite A & B  
Smyrna, Cobb County GA
3. **Tax ID:** Portion of 17-0688-0061-0

### Sale Data

4. **Grantor:** Integrity Heights LLC
5. **Grantee:** Jata Health Systems, Inc.
6. **Sale Price:** \$1,061,397
7. **Price Per SF:** \$225.84
8. **Sale Date:** 5/2007
9. **Deed Book/Page:** 14485-3526
10. **Verification:** Grantee and Grantor
11. **Condition of Sale:** Arm's Length
12. **Financing:** All Cash to Seller

### Property Data

12. **Building Size:** 4,700 SF
13. **Land Area:** Foot Print With Common Areas
14. **Year Built:** 2005
15. **Zoning:** OD, Office Institutional
16. **Utilities:** All Available
17. **Comments:**

### Office Condo In Integrity Heights – Interior Photos and Exterior Photos



## Improved Sale 3

### Property Identification

1. **Property Type:** Office Condominium
2. **Address:** 3060 Highlands Parkway Suite E & F  
Smyrna, Cobb County GA
3. **Tax ID:** Portion of 17-0688-0061-0

### Sale Data

4. **Grantor:** Integrity Heights LLC
- Grantee:** Jata Health Systems, Inc.
5. **Sale Price:** \$1,112,000 Combined Sales Price
6. **Price Per SF:** \$236.59
7. **Sale Date:** 10/30/2007
8. **Deed Book/Page:** N/A
9. **Verification:** Grantee and Grantor
10. **Condition of Sale:** Arm's Length
11. **Financing:** All Cash to Seller

### Property Data

12. **Building Size:** 4,700 SF
13. **Land Area:** Foot Print With Common Areas
14. **Year Built:** 2005
15. **Zoning:** OD, Office Institutional
16. **Utilities:** All Available
17. **Comments:**

**Office Condo In Integrity Heights – Interior Photos - Refer to Comp 2 For Exterior**



## Improved Sale 4

### Property Identification

- |                   |  |
|-------------------|--|
| 1. Property Type: | Office Condominium   |
| 2. Address:       | 3600 Highlands Parkway 3610-3612<br>Smyrna, Cobb County GA |
| 3. Tax ID:        | Portion of 17-0681-000-4                                   |

### Sale Data

- |                        |                    |
|------------------------|--------------------|
| 4. Grantor:            |                    |
| Grantee:               |                    |
| 5. Sale Price:         | \$580,000          |
| 6. Price Per SF:       | \$257.89           |
| 7. Sale Date:          | 2/2007             |
| 8. Deed Book/Page:     | 14451-2592         |
| 9. Verification:       | Agent              |
| 10. Condition of Sale: | Arm's Length       |
| 11. Financing:         | All Cash to Seller |

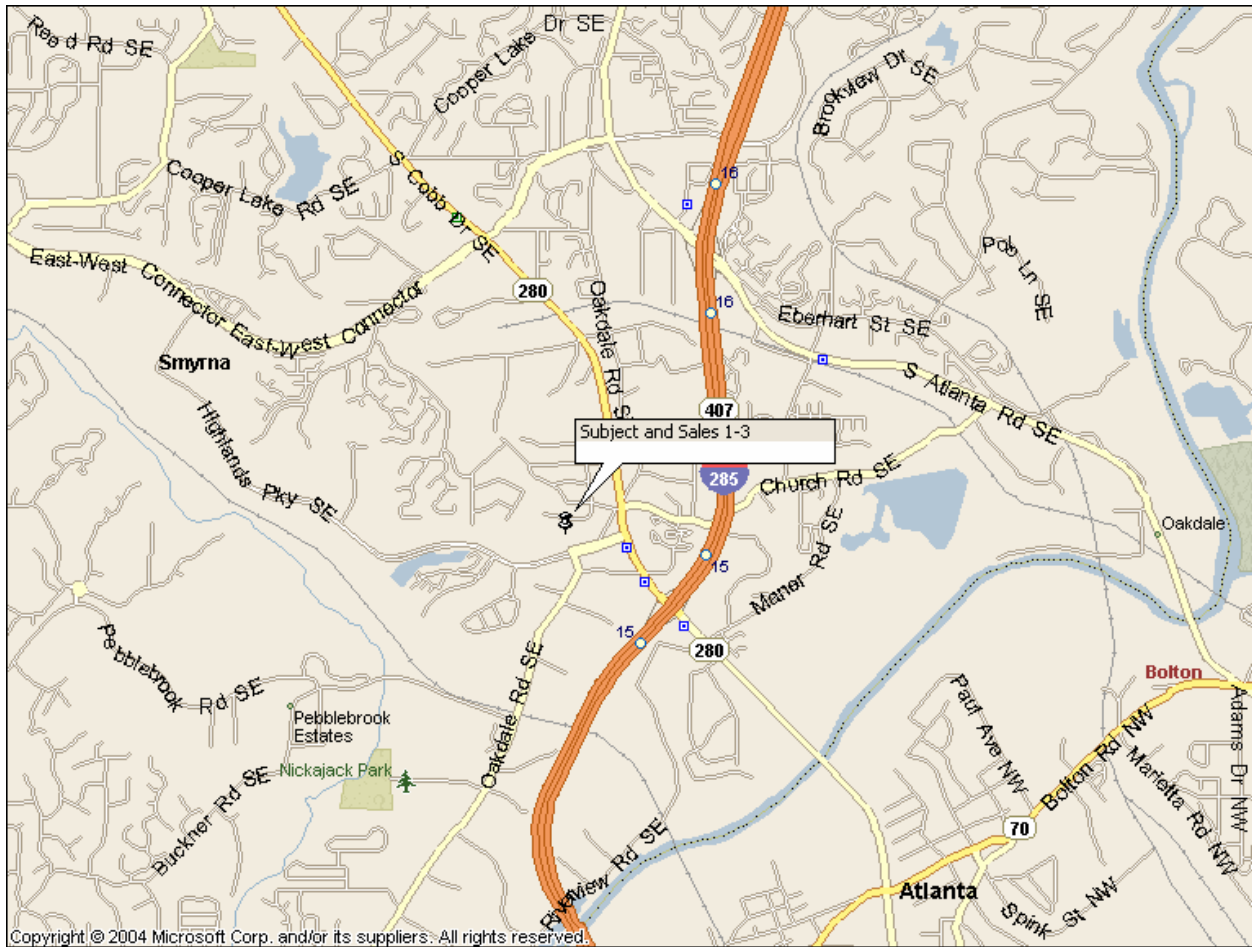
### Property Data

- |                    |                              |
|--------------------|------------------------------|
| 12. Building Size: | 2,250 SF                     |
| 13. Land Area:     | Foot Print With Common Areas |
| 14. Year Built:    | 2007                         |
| 15. Zoning:        | OD, Office Institutional     |
| 16. Utilities:     | All Available                |
| 17. Comments:      |                              |

**Office Condo In Highlands Grove – Professional Medical**



**Exhibit "G"**  
**Location Map for Improved Sales**



# And Appraiser Qualifications License & Resume

KEN A. FLETCHER  
122 West Solomon Street  
Griffin, Georgia  
Appraisals

**Commercial – Industrial – Land – Residential**

Appraisal Service Since 1971

**Appraisal of properties for:**

First Bank of Pike  
United Bank  
First National Bank of Griffin  
First National Bank of Barnesville  
United Community Bank  
BB & T  
Regions Bank  
West Central Georgia Bank of Thomaston  
Georgia Banking Company  
Colony Bank and Trust  
McIntosh State Bank  
First Georgia Bank  
Heritage Bank  
Park Avenue Bank

Peachtree Bank of Gwinnett  
Southern Community Bank  
Georgia Power Company  
First Liberty Building & Loan  
Security Bank  
Spalding County  
Horizon Bank  
City of Griffin  
Main Street Bank  
Neighborhood Community Bank  
Bank of Coweta  
First City Bank  
Farmers and Merchants Community Bank

**Attorneys:**

Larry Evans – Griffin  
John Newton – Griffin  
Sid Esary – Griffin  
Dick Mullins – Griffin  
Hal Sturdivant – Griffin  
Sam Sullivan – Griffin  
Wade Crumbley - McDonough

Drew Whalen – Griffin  
Tim Cramer – Griffin  
John Carlisle – Griffin  
Jack Park – Griffin  
John M. Cogburn – Griffin  
Smith, Welch & Brittain – McDonough

**Accountants – CPA:**

P. Lewis Robinson – McDonough  
Paul Cook – Griffin  
C. Randall Howell – Griffin  
Steve Manley – Acquisition Services

Alton Knight – Griffin  
M. Barry Erwin – Griffin

Qualified as Valuation Expert Witness: Superior Court of Spalding, Pike, Fayette, Lamar, Henry, Rockdale, Fulton, and Upson Counties. U. S. Bankruptcy Court, Savannah, Newnan, and Atlanta, Georgia.  
U. S. Tax Court – Northern District Atlanta

**Education:**

Graduate of the University of Georgia – 1970  
Degree: BBA  
Major: Real Estate and Urban Development  
Licensed Real Estate Broker  
State of Georgia –  
Certified General Real Estate Appraiser – No. 596

KENNETH A FLETCHER  
# 596  
STATUS ACTIVE  
CERTIFIED GENERAL REAL PROPERTY APPRAISER

ORIGINALLY LICENSED  
06/15/1991  
END OF RENEWAL  
08/31/2007

THIS APPRAISER CLASSIFICATION EXPIRES IF YOU FAIL TO PAY RENEWAL FEES OR IF YOU FAIL TO COMPLETE ANY REQUIRED EDUCATION IN A TIMELY MANNER. SEE REVERSE SIDE.

State of Georgia  
Real Estate Appraisers Board  
Suite 1000 – International Tower  
229 Peachtree Street, N.E.  
Atlanta, GA 30303-1626



Real Estate Commissioner  
CHARLES CLARK



Nathan S. Fitzwater  
P.O. Box 1291  
Griffin, GA 30224

Real Estate Appraiser - Commercial - Industrial - Residential - Land  
Phone: 404-483-7072

Appraisal of properties for:

Southern Community Bank - Atlanta Area	Regions Bank - Atlanta Area
Heritage Bank - Atlanta Area	CSR-Rinker Concrete Corporation
Liberty Building and Loan - Newnan, GA	Lafarge Concrete Corporation
United Bank of Griffin	Spondivits Restaurants, Inc.
First National Bank of Griffin	McIntosh State Bank - Atlanta
First National Bank of Barnesville	Alma Exchange Bank, Alma, GA
City of Senoia, GA	Bank Mortgage
Walker Concrete and Transportation - Atlanta	Telerent Leasing Corporation
Prudential Real Estate of America	Citicorp Financial Services
Willis Petroleum Company, Griffin, GA	Eastman Chemical Company
The Bank of Georgia - Atlanta Area	Kentucky Clay Corporation
BB&T - Atlanta Area	Pepsi Cola - USA
First Union - Atlanta Area	Overnite Transportation
Health South	Tyson Poultry Corporation
Integrity Development, Inc. - Atlanta	Quebecor World Color
West Central Bank, Thomaston, GA	Navajo India Reservation

Education:

1993 - 1998 Georgia Southern University, Statesboro, GA  
Bachelor of Business Administration Degree in Finance, 1998, Member  
GSI Finance Association

Appraisal Courses:

Course 110 Appraisal Principles  
Course 120 Appraisal Procedures  
Course 310 Basic Income Capitalization  
Course 510 Advanced Income Capitalization  
Course 520 Highest and Best Use Analysis  
Course 530 Advanced Sales Comparison and Cost Approaches  
American Society of Appraisers: Course SE100 USPAP

Georgia Registered Real Estate Appraiser #210926

NATHAN SCOTT FITZWATER  
# 210926  
Status: ACTIVE  
GEORGIA REGISTERED REAL ESTATE APPRAISER  
THE APPRAISER'S REGISTRATION EXPIRES 6  
MONTHS AFTER THE END OF THE YEAR  
FOR WHICH HE RECEIVED EDUCATION  
HE MUST MAINTAIN 100 HOURS C.E.

DATE OF BIRTH: 06/24/1968  
ISSUE DATE: 06/24/1998  
EXPIRES: 06/24/2003  
AREA: GA 2003 100

DIVIDUAL LICENSED  
REGISTERED  
END OF BIRTHDAY  
EXPIRES



CHARLES CLARK  
Real Estate Commissioner

Fletcher & Company