

# Market Value Appraisal Report

The North ½ of the 1600 Block of South Urbahn Avenue Right-of-Way,  
Bordered by Santa Clara Street to the north,  
Laredo, Webb County, Texas 78043



## RELEVANT DATES

Date of Inspection: July 16, 2024  
Effective Date of Value Opinion: July 16, 2024  
Date of Report: July 18, 2024

Prepared for:  
Ms. Mara Y. Cortez, Administrative Assistant  
City of Laredo Dept. of Community Development  
1301 Farragut Street,  
Laredo, Texas 78040

Prepared by:



Frank Leal Co. R.E. Appraisals  
3017 E. Lyon Street, Unit 1, Laredo, TX 78043  
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## Letter of Transmittal

July 18, 2024

Ms. Mara Y. Cortez, Administrative Assistant  
City of Laredo Dept. of Community Development  
1301 Farragut Street,  
Laredo, Texas 78040

**SUBJECT: Market Value Appraisal of:**

A tract of land containing approximately 7,711 Sq. Ft. (0.18 Acre), more or less, being the north ½ of the 1600 Block of South Urbahn Avenue Right-of-Way, bordered by Santa Clara Street to the north, Block 208 E.D. to the east and Block 209 E. D. to the west, Laredo, Webb County, Texas, 78043. The subject ROW is an unpaved paper avenue.

A paper street or paper avenue is a street or avenue that appears on maps but has not been built. As of the effective date of the report, there is no access to the subject paper avenue which negatively impacts its market value.

Dear Ms. Cortez,

Frank Leal Co. R.E. Appraisals is pleased to submit the accompanying appraisal report of the above referenced property. The purpose of the valuation is to estimate market value as defined by the Board of Governors of the Federal Reserve System, in accordance with Title XI of FIRREA (1989) on an “as is” basis. The property rights appraised are those rights constituting the fee simple estate. The effective date on an “as is” basis corresponds with the date of my inspection of July 16, 2024. The client for the assignment is the City of Laredo Department of Community Development and the intended use is for internal decision making purposes.

The scope of the appraisal is suitable to produce a credible estimate of value. I have completed an inspection of the subject right-of-way, and have also completed an inspection of the subject neighborhood.

The subject property consists of a tract of land containing approximately 7,711 Sq. Ft. (0.18 Acre), more or less, being the north ½ of the 1600 Block of South Urbahn Avenue Right-of-Way, bordered by Santa Clara Street to the north, Block 208 E.D. to the east and Block 209 E. D. to the west, Laredo, Webb County, Texas, 78043. The subject ROW is an unpaved paper avenue. A paper street or paper avenue is a street or avenue that appears on maps but has not been built. As of the effective date of the report, there is no access to the subject paper avenue which negatively impacts its market value.

My inspection was limited to visual observations of apparent conditions existing at the time of the inspection. My visual inspection did not find any presence of any danger from any potentially harmful substance and environmental hazards, including but not limited to radon gas, lead paint, asbestos, ureafomaldehyde (UFFI), toxic or chemical analysis, airborne hazards, mold, polluted water, or underground oil or fuel tanks.

### **Letter of Transmittal (continued)**

The valuation and appraisal report are intended to conform with the requirements of the Financial Institutions Reform, Recovery and Enforcement Act (FIRREA); and Interagency Appraisal and Evaluation Guidelines; the City of Laredo Appraisal Guidelines; and the Uniform Standards of Professional Appraisal Practice (USPAP 2024 edition).

To report the assignment results, I have used the Appraisal Report format. Accordingly, this report contains discussions of the data, reasoning, and analyses that are used in the appraisal process. The depth of discussion contained in this report is specific to the needs of the client and the intended use of the appraisal.

Based on the valuation analysis in the accompanying report, and subject to the definitions, assumptions, and limited conditions expressed in the report, my opinion of value for the "as is" fee simple interest in the Right-of-Way known as the north ½ of the 1600 Block of South Urbahn Avenue Right-of-Way, bordered by Santa Clara Street to the north, Laredo, Webb County, Texas, 78043, is as follows:

**(TWENTY ONE THOUSAND DOLLARS)**  
**(\$21,000)**  
**as of the effective date of July 16, 2024**

If you have any questions or comments, please feel free to contact me.  
Thank you for the opportunity to be of services.

Respectfully submitted,



Frank Leal  
Certified General Real Estate Appraiser, #TX1323807-G  
3017 E. Lyon Street, Ste. 1  
Laredo, Texas 78041  
956-724-4342 office  
956-645-8145 cell  
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## **EXECUTIVE SUMMARY**

### **General Description**

#### **Property Information**

Property Name: Part of South Urbahn Avenue ROW  
Address: 1600 Block South Urbahn Avenue  
Census Tract No.: 48-479-0001.05  
Location: The north ½ of the 1600 Block of South Urbahn Avenue Right-of-Way, bordered by Santa Clara Street to the north, Block 208 E.D. to the east and Block 209 E.D. to the west, Webb County, Texas, 78043.  
Property ID #'s: Not listed in the Webb County Appraisal District database  
Geographic ID: Not listed in the Webb County Appraisal District database  
Property Type: Designated Public Right-of-Ways (City of Laredo Paper Avenue)  
Owner of Record: City of Laredo

### **Site Characteristics**

Land Area: Approximately 7,711 Sq. Ft. (0.18 Acre)

Street Dimensions: 55.56' NS along Santa Clara Street, x 138.78' ES x 55.56' SS x 138.80 WS

Shape: Rectangular

Topography: Level

Flood Zone: "X", Not in flood prone area; FIRM Comm. Panel 48479C1380C, Effective date 4-2-08.

Zoning Designation: "R-2" Multi-Family Residential District

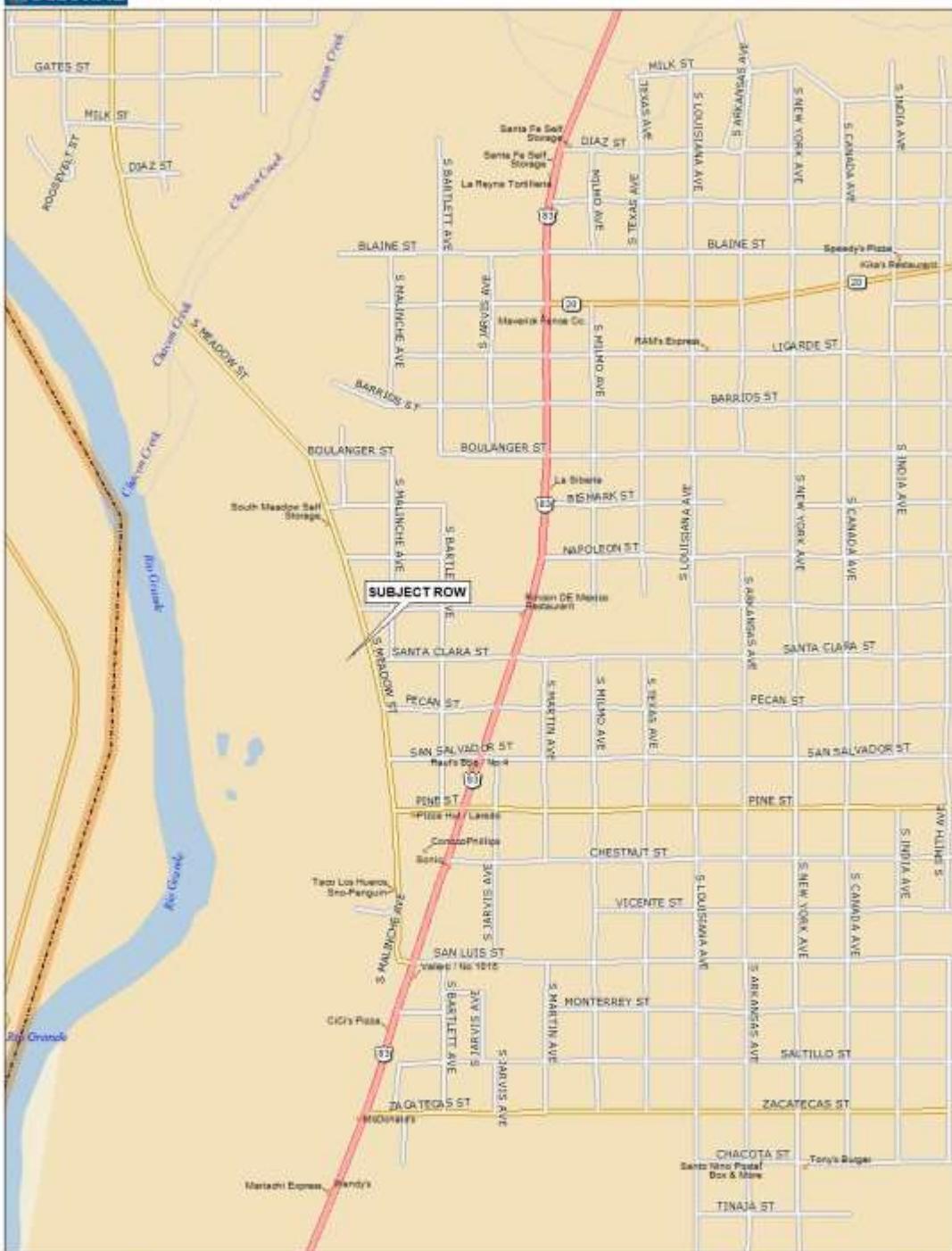
Conforming: Not applicable

**Highest and Best Use:** In this case, not applicable.

#### **Valuation Information**

Property Interest Appraised: "as is" fee simple  
Effective date of Appraisal: July 16, 2024  
Date of Report: July 18, 2024  
Exposure Time: 4-6 months  
Marketing Period: 4-6 months

**Value Conclusion:** **\$21,000**



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MN (3.9° E)



### Data Zoom 14-3

## LOCATION MAP



**Aerial View (for illustration only, may not match property lines)**

## SUBJECT PHOTOGRAPHS



View looking south



View looking north.



View looking east.



View looking west.

## **Introduction/Property Identification**

The appraised property consists of a tract of land containing approximately 7,711 Sq. Ft. (0.18 Acre), more or less, being the north ½ of the 1600 Block of South Urbahn Avenue Right-of-Way, bordered by Santa Clara Street to the north, Block 208 E.D. to the east and Block 209 E. D. to the west, Laredo, Webb County, Texas, 78043. The subject ROW is an unpaved paper avenue. A paper street or paper avenue is a street or avenue that appears on maps but has not been built. As of the effective date of the report, there is no access to the subject paper avenue which negatively impacts its market value.

Address: 1600 Block of South Urbahn Avenue, Laredo, Webb County, Texas, 78043.

Census Tract No.: 48-479-0001.05

Property ID #'s: Not listed on the Webb County Appraisal District database

Geographic ID: Not listed on the Webb County Appraisal District database

Property Type: Designated public right-of-ways (City of Laredo Paper Avenue)

Owner of Record: City of Laredo

The property was inspected by me on Tuesday, July 16, 2024, at 11:30 AM. The neighborhood was also inspected.

**My inspection was limited to visual observations of apparent conditions existing at the time of the inspection. My visual inspection did not find any presence of any danger from any potentially harmful substance and environmental hazards, including but not limited to radon gas, lead paint, asbestos, ureafomaldehyde (UFFI), toxic or chemical analysis, airborne hazards, mold, polluted water, or underground oil or fuel tanks.**

## **Scope of Work**

**USPAP Definition:** the type and extent of research and analyses in an appraisal or appraisal review assignment<sup>1</sup>.

Scope of work includes, but is not limited to:

- The extent to which the property is identified;
- The extent to which tangible property is inspected;
- The type and extent of data researched; and
- The type and extent of analyses applied to arrive at opinions or conclusions<sup>2</sup>.

### **The extent to which the property is identified:**

An appropriate Property Identification is described above.

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<sup>1</sup> USPAP 2024 Edition

<sup>2</sup> USPAP 2024 Edition, page 15

## **Scope of Work Continued:**

### **The type and extent of data researched:**

The data researched included a title search of the subject property, an examination of the subject property's subdivision plat of record, gathered comparable sales for comparison and analyses, and meetings with real estate agents familiar with the subject property's market area.

### **The type and extent of analyses applied to arrive at opinions or conclusions:**

The appraisal assignment consists of a public right-of-way containing approximately 7,711 sq. ft. I have utilized the approaches applicable to arrive at my opinion of market value for the subject property.

## **Scope of Work Continued:**

- a) Intended User:** City of Laredo
- b) Client:** City of Laredo
- c) Intended Use:** Internal decision making
- d) Type of Opinion:** Market value: as published in the Federal Register, in accordance with Title XI of the Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (“FIRREA”), 12 CFR 225 Subpart G – 225.62 Definitions (g).
- e) Effective date:** July 16, 2024, the date of my inspection.
- f) Date of the Report:** The date of the report is July 18, 2024.
- g) Interest valued:** Fee Simple
- h) Report type:** Appraisal Report
  - *The report has been prepared under the report option of Standards Rule 2-2(a) of USPAP. As such, it contains discussions of the data, reasoning, and analyses that are used in the appraisal process. The depth of discussion contained in this report is specific to the needs of the client and the intended use of the appraisal.*
- i) Approaches to Value:** As requested by Client.
  - *The client requested that we use only the most applicable approach to value and exclude other approaches that we might consider to be appropriate valuation methods for the subject. To determine the appropriate Scope of Work, we considered the client's request in relation to the intended use of the appraisal, the needs of the user, the complexity of the property and other pertinent factors.*

**Definition of Market Value:**

The type of value to be determined in the report is the *market value* of the appraised property. 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 under stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. *buyer and seller are typically motivated;*
2. *both parties are well-informed or well-advised, and acting in what they consider their own 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.<sup>3</sup>*

**Extraordinary Assumptions:** None

**Hypothetical Conditions:** None

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<sup>3</sup> As published in the Federal Register, in accordance with Title XI of the Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (“FIRREA”), 12 CFR Part 225 Subpart G – 225.62 Definitions (g)

## **Area and City Data:**

### **Location and Population:**

Laredo, the principal port of entry into Mexico, is often called the "Gateway to Mexico" and "the city under seven flags." Located in South Texas along the Rio Grande, Laredo's importance as an integral part of international trade has increased as a result of the North American Free Trade Agreement (NAFTA). Laredo is approximately 150 miles west of the deep water port of Corpus Christi; approximately 150 miles north of highly industrialized Monterrey, Mexico; and approximately 150 miles south of San Antonio, Texas; and just across the Rio Grande River from Nuevo Laredo, Mexico.

In 2000, the Census Bureau report: in Metropolitan Statistical Area MSA terms (City plus surrounding area) Laredo's MSA is the second fastest growing in Texas and the one of the fastest growing in the U.S. Laredo has approximately 91 percent of Webb County's population. Laredo's land area, however, accounts for only 0.6 percent of Webb County's 3,357 square miles.

During the 10 years since 1990, Laredo's MSA population grew by 50.0% to reach 200,000 in 2000. The 2010 MSA population stands at 236,091 people in Laredo and 250,304 in all of Webb County. With over 500,000 people living just across the river in Nuevo Laredo, the Los Laredos area has a combined population of over 736,091.

### **LAREDO-WEBB MSA TRENDS-POPULATION:**

|              |                   |
|--------------|-------------------|
| ▪ 1970       | 72,859            |
| ▪ 1980       | 99,258 (+36.2%)   |
| ▪ 1990       | 133,239 (+34.2%)  |
| ▪ 2000       | 193,117 (+45.0%)  |
| ▪ 2010       | 236,091 (+22.25%) |
| ▪ 2014 (est) | 252,309 (+06.87%) |

## **MARKET TRENDS**

Laredo economic indicators have shown market conditions have improved as of the effective date of my report.

With COVID over, it is predicted that more Mexican shoppers will be purchasing goods.

As per an article in the Laredo Morning Times dated Feb. 9, 2024, Port Laredo was named No. 1 international trade port in US for the year 2023. This is the first time Laredo has been named the No. 1 overall port for an entire year. Laredo climbed to the top thanks to Mexico surpassing Canada as the country's top trade partner with \$798.83 billion in trade in 2023. The U.S. has never reached \$800 billion in two-way trade with a single nation.

## **Location Description**

The location map on page 6 of the report helps identify the appraised property.

Street views are included in the photograph section of the report.

The market area is defined as Chihuahua Street to the north, Pita Mangana Road to the south, CuatroVientos Road to the east, and the Rio Grande River to the west.

The market area is in the stability stage of its life cycle. In comparison to other areas in the region, the market area is rated as follows:

### **MARKET AREA ATTRIBUTE RATINGS**

|   |         |
|---|---------|
| <i>Highway Access</i>                   | Average |
| <i>Demand Generators</i>                | Average |
| <i>Convenience to Support Services</i>  | Average |
| <i>Convenience to Public</i>            | Average |
| <i>Property Compatibility</i>           | Average |
| <i>General Appearance of Properties</i> | Average |
| <i>Appeal to Market</i>                 | Average |
| <i>Prices / Value Trend</i>             | Average |

## **Neighborhood Description:**

### **Boundaries of the neighborhood:**

The location map on page 6 of the report helps identify the appraised property.

The neighborhood boundaries could be described as Chihuahua Street to the north, Pita Mangana Road to the south, CuatroVientos Road to the east, and the Rio Grande River to the west.

The neighborhood is about 95% built up. The neighborhood is a mix of single and multi-family residences and commercial type property along S. Meadow Avenue and neighboring US Highway 83 South. The majority of commercial type property is along both sides of US Highway 83 South, a few blocks from the subject site.

Both S. Meadow and US Highway 83 thoroughfares are two of the oldest in the city, with single and multi-family residences being older residences.

Among commercial developments within close proximity to the subject site are South Meadow Self Storage, which is a newer development within close proximity to the subject site. Leal's Muffler Shop and Nana's Glass Shop are also located within close proximity.

A strip center with anchor HEB is located at the northwest corner of U. S. Highway 83 South and Zacatecas Street just a few blocks south from the subject property. This center and the Laredo Community College South Campus generated some growth in the subject neighborhood.

### **Neighborhood Description Continued:**

Demand for additional office, medical and retail service centers continues to be good in this southern quadrant of the city. In summary, given the history of the area and current trends described in the report, it is my opinion that property values will continue to be stable in the near future.

### **Neighborhood Life Cycle:**

The complementary land uses that comprise neighborhoods typically evolve through four stages.

1. *Growth – a period during which the neighborhood gains public favor and acceptance*
2. *Stability – a period of equilibrium without market gains or losses*
3. *Decline – a period of diminishing demand*
4. *Revitalization – a period of renewal, modernization, and increasing demand.*

*(From The Appraisal of Real Estate 15th Edition, Appraisal Institute)*

As of the date of the report, I estimate the neighborhood to be in the stability stage of development.

### **Trend of the neighborhood:**

The trend of the neighborhood is for continuing stability.

### **Site Description:**

The following site description is based on a personal inspection of the subject right-of-way and the survey reproduced on page 17 of the report. The subject ROW is an unpaved paper avenue. A paper street or paper avenue is a street or avenue that appears on maps but has not been built. As of the effective date of the report, there is no access to the subject paper avenue which negatively impacts its market value.

### **Physical Characteristics of the site:**

Land Area: Approximately 7,711 Sq. Ft. (0.18 Acre)

Street Dimensions: 55.56' NS along Santa Clara Street, x 138.78' ES x 55.56' SS x 138.80 WS

Shape: Rectangular

Topography: Level

Flood Zone: "X", Not in flood prone area; FIRM Comm. Panel 48479C1380C, Effective date 4-2-08.

## **Site Description Continued:**

Utilities: None

Easements: None adverse

### **Soil Conditions:**

There are no known poor soil conditions. The land appears to be adequately drained. The routine inspection of the subject site and nearby area disclosed no unusual adverse conditions affecting the land, but **no responsibility is accepted for discovering or evaluating subsoil, hidden or unusual conditions.** The General Underlying Assumptions at the end of the report cover unapparent conditions of the property.

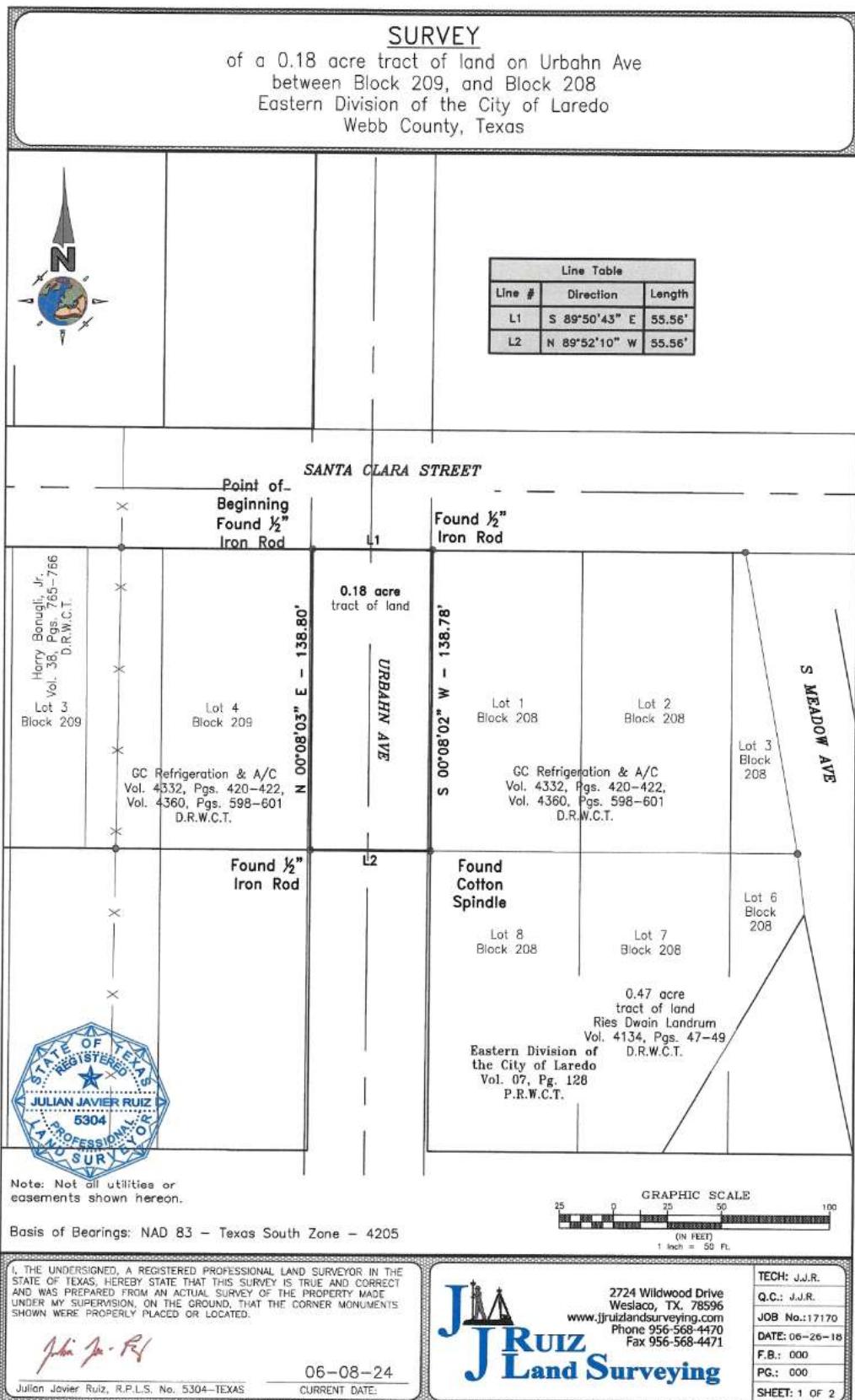
### **Environmental:**

This valuation is subject to the site having no environmental contamination. The land appears to be adequately drained with no known poor soil conditions. The routine inspection of the subject site and nearby area disclosed no unusual adverse conditions affecting the land, but no responsibility is accepted for discovering or evaluating subsoil, hidden or unusual conditions. The General Underlying Assumptions at the end of the appraisal cover unapparent conditions of the property. Photographs at the beginning of the appraisal aid in visualizing the subject property. The appraiser is not an expert in determining the presence or absence of hazardous substances, defined as all hazardous or toxic materials, waste, pollutants or contaminants, including but not limited to asbestos, PCB, UFFI, or other raw materials or chemicals used in construction or otherwise present on the property. This appraiser assumes no responsibility for studies or analysis which would be required to conclude the presence or absence of such substances or loss as a result of the presence of such substances. The client is urged to retain an expert in this field, if desired. However, the personal surface site inspection by this appraiser did not indicate the presence of hazardous materials or contaminants.

The subject ROW is an unpaved paper avenue. A paper street or paper avenue is a street or avenue that appears on maps but has not been built. As of the effective date of the report, there is no access to the subject paper avenue which negatively impacts its market value.

## SURVEY

of a 0.18 acre tract of land on Urbahn Ave  
between Block 209, and Block 208  
Eastern Division of the City of Laredo  
Webb County, Texas



### Property Survey



**Field Notes  
for a 0.18 acre tract of land on Urbahn Avenue  
between Block 209, and Block 208  
Eastern Division of the City of Laredo  
Webb County, Texas**

Being a 0.18 acre tract of land on Urbahn Avenue, between Block 209, and Block 208, Eastern Division to the City of Laredo, Texas, recorded in Volume 07, Page 128, Plat Records, Webb County, Texas, and being more particularly described by metes and bounds as follows, to wit:

**Beginning** at a  $\frac{1}{2}$ " **iron rod** found at the Northeast corner of Lot 4, Block 209, conveyed to GC Refrigeration & A/C, described in deed recorded in Volume 4332, Pages 420-422, and Volume 4360, Pages 598-601, Deed Records, Webb County, Texas, at the intersection of the southerly Right of Way of Santa Clara Street, and the westerly Right of Way line of Urbahn Avenue, for the northwest corner hereof;

**Thence**, with the southerly Right of Way line of said Santa Clara Street, across Urbahn Avenue, **South 89 degrees 50 minutes 43 seconds East, 55.56 feet** to a  $\frac{1}{2}$ " **iron rod** found at the northwest corner of Lot 1, Block 208, conveyed to GC Refrigeration & A/C, described in deed recorded in Volume 4332, Pages 420-422, and Volume 4360, Pages 598-601, Deed Records, Webb County, Texas, for the northeast corner hereof;

**Thence**, with the westerly line of said Lot 1, Block 208, **South 00 degrees 08 minutes 02 seconds West, 138.78 feet** to a **cotton spindle** found at the northwest corner of Lot 8, Block 208, Eastern Division, conveyed to Ries Dwain Landrum, described in deed recorded in Volume 4134, Pages 47-49, Deed Records, Webb County, Texas, for the southeast corner hereof;

**Thence**, across Urbahn Avenue, **North 89 degrees 52 minutes 10 seconds West, 55.56 feet** to a  $\frac{1}{2}$ " **iron rod** found at the northeast corner of Lot 5, Block 209, the southeast corner of aforementioned Lot 4, Block 209, for the southwest corner hereof;

**Thence**, with the easterly line of said Lot 4, Block 209, **North 00 degrees 08 minutes 03 seconds East, 138.80 feet** to the **Point of Beginning** and containing 0.18 acres of land, more or less.

**Basis of Bearings:** NAD 83 - Texas South Zone - 4205

**State of Texas:**

**County of Webb:**

I, Julian Javier Ruiz, a Registered Professional Land Surveyor in the State of Texas, do hereby state that the above-captioned "Field Notes" and attached "Drawing" was prepared from an actual Survey performed on the ground under my supervision.

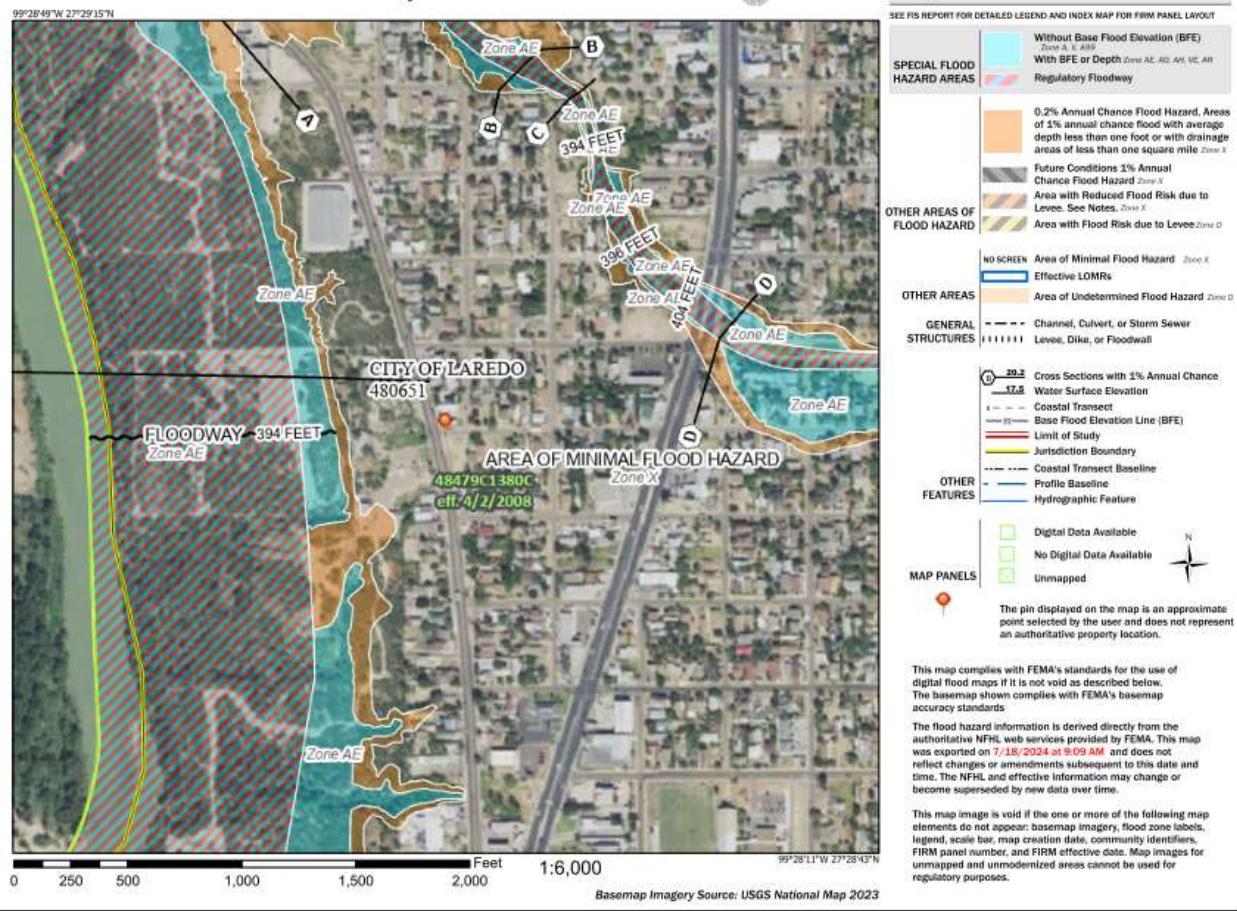


06-08-24  
Current Date

(Sheet 2 of 2)

**Field Notes**

## National Flood Hazard Layer FIRMette



## FLOOD MAP

## Zoning:



## ZONING R-2

The subject property is zoned "R-2", Multi-Family Residential District, Webb County, Texas. The district is composed of lands and structures which, by their use and location, are especially adapted to residential uses. Some specifically permitted uses in the "R-2" Multi-Family Residential District would include single family detached, single family zero lot line, single family townhouse, two family (duplex), three family (triplex), four family (quadruplex), multi-family, condominiums, and other permitted uses not listed above which are listed in Section 24.63.2, Laredo Land Development Code. Performance standards required within this district include a front and rear 20-foot building setback and a side 5-foot building setback.

**3-year ownership history of the appraised property:**

The subject property is owned by the City of Laredo. Ownership is for more than 3 years. The subject property is not listed or under contract.

## Real Estate Tax Analysis

As of the effective date of the appraisal report, the subject property is exempted from property taxes.

### **Highest and best use:**

In this case the highest and best use test is not considered applicable.

### **Approaches to Value:**

The client requested that we use only the most applicable approach to value and exclude other approaches that we might consider to be not applicable for the subject.

Since the appraised assignment is for land only, the sales comparison approach was the only approach to value considered applicable.

Summary of Approaches to Value

| Approach to Value         | Applicability to Subject | Use in Assignment |
|---------------------------|--------------------------|-------------------|
| Cost Approach             | Not applicable           | Not utilized      |
| Income Approach           | Not Applicable           | Not utilized      |
| Sales Comparison Approach | Applicable               | Utilized          |

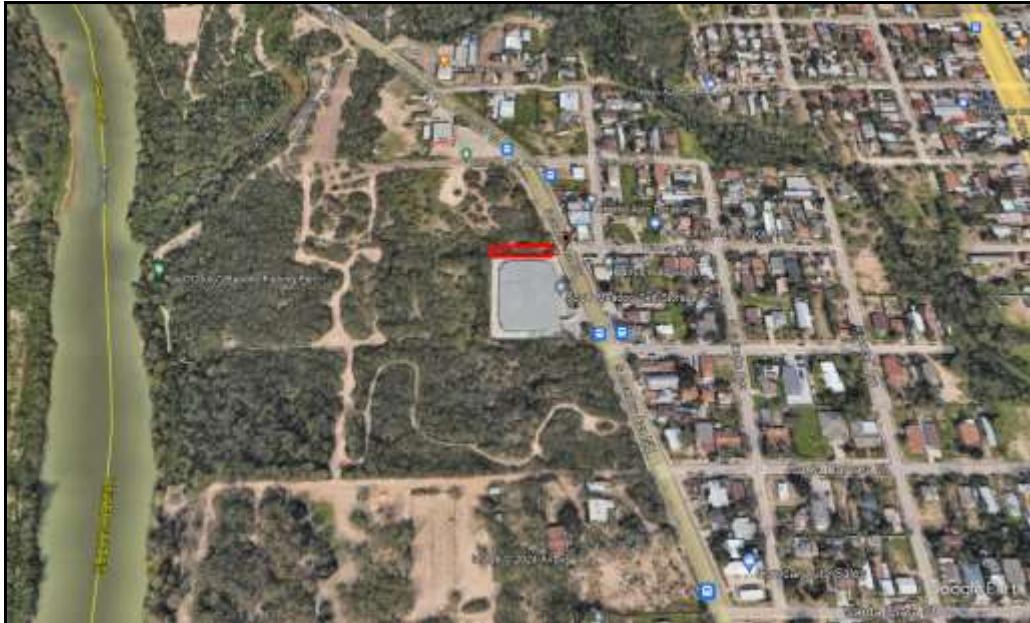
The Sales Comparison Approach is a systematic procedure for reflecting comparative shopping. Market supported adjustments are necessary to the comparable sales in many instances since no two properties are identical. If the comparable sale property is inferior to the subject for a particular characteristic, the sale price is enhanced by an appropriate adjustment factor. Conversely, if the comparable sale property is superior to the subject, then the sale price is reduced by a corresponding adjustment factor. Sales comparisons are generally concluded by relevant units of comparison (e.g., area, per square foot, per front foot, multipliers) to develop a comparative analysis for each unit. The most oriented unit of comparison is used to reconcile a single value indication.

Land sales have been researched and analyzed in the subject's neighborhood and in competing neighborhoods. Those sales given the most consideration in the valuation of the subject land are presented and analyzed on the following pages. All land sales were transferred in fee simple and on a cash equivalent basis.

**COMPARABLE LAND SALE 1**  
**Paper Street. 1900 Block of Bismark Street.**



Front View from South Meadow Avenue



Aerial View (for illustration only, may not match property lines)

**Property Identification**

**Property Type**

Paper Street

**Location**

1900 Block of Bismark Street, Laredo, Webb Co., TX, 78046

## COMPARABLE LAND SALE 1 (Continued):

|                                  |   |
|----------------------------------|---|
| <b>Street Description</b>        | 1900 Block of Bismark Street Right-of-Way, West of S. Meadow Ave. and East of Buena Vista Avenue, Laredo, Webb Co., Texas, 78046. |
| <b><u>Sale Data</u></b>          |   |
| <b>Grantor</b>                   | City of Laredo  |
| <b>Grantee</b>                   | Gateway Builders, Ltd.  |
| <b>Sale Date</b>                 | December 21, 2020   |
| <b>Instrument</b>                | Warranty Deed   |
| <b>Recordation:</b>              | Document No. 1415172, recorded in volume 4934, page 674, Webb Co. Official Public Records.  |
| <b>Property Rights Conveyed</b>  | Fee simple estate   |
| <b>Conditions of Sale</b>        | Market  |
| <b>Financing</b>                 | Cash to Seller  |
| <b><u>Land Data</u></b>          |   |
| <b>Frontage</b>                  | Approx. 57.92' along the west side of S. Meadow Avenue  |
| <b>Average Depth</b>             | 170'  |
| <b>Shape</b>                     | Rectangular   |
| <b>Topography</b>                | Level   |
| <b>Utilities</b>                 | All available   |
| <b>Flood Zone</b>                | “X”, not in flood prone area  |
| <b>Easements</b>                 | None known adverse  |
| <b>Environmental</b>             | No adverse conditions   |
| <b>Zoning</b>                    | B-1 Limited Commercial District   |
| <b><u>Land Size</u></b>          |   |
| <b>Gross Land Size</b>           | Approx. 9,832 Sq. Ft.   |
| <b>Useable Land Size</b>         | Approx. 9,832 Sq. Ft.   |
| <b><u>Indicators</u></b>         |   |
| <b>Sale Price</b>                | \$49,000  |
| <b>Sale Price/Gross Sq.Ft.</b>   | \$4.98 per sq. ft.  |
| <b>Sale Price/Useable Sq.Ft.</b> | \$4.98 per sq. ft.  |

### **Comparable Sale 1 - 36 month Sales History**

There were no prior sales found within the past 36 months from date of sale.

### **Source**

Webb County Appraisal District.

**COMPARABLE LAND SALE 2  
Paper Street. 2000 Block of Chestnut Street.**



Front View from South Meadow Avenue



Aerial View (for illustration only, may not match property lines)

**Property Identification**

**Property Type**

Paper Street

**Location**

2000 Block of Chestnut Street, Laredo, Webb Co., TX, 78046

## COMPARABLE LAND SALE 2 (Continued):

|                                    |   |
|------------------------------------|---|
| <b>Street Description</b>          | 2000 Block of Chestnut Street Right-of-Way, West of S. Meadow Ave. and East of Urbahn Avenue, Laredo, Webb Co., Texas, 78046. |
| <b><u>Sale Data</u></b>            |   |
| <b>Grantor</b>                     | City of Laredo  |
| <b>Grantee</b>                     | Jorge Manuel Benavides & Rebecca Benavides  |
| <b>Sale Date</b>                   | June 22, 2021   |
| <b>Instrument</b>                  | Warranty Deed   |
| <b>Recordation:</b>                | Document No. 1433191, recorded in volume 5050, page 563, Webb Co. Official Public Records.                                    |
| <b>Property Rights Conveyed</b>    | Fee simple estate   |
| <b>Conditions of Sale</b>          | Market  |
| <b>Financing</b>                   | Cash to Seller  |
| <b><u>Land Data</u></b>            |   |
| <b>Frontage</b>                    | Approx. 55.56' along the west side of S. Meadow Avenue  |
| <b>Average Depth</b>               | 217'  |
| <b>Shape</b>                       | Rectangular   |
| <b>Topography</b>                  | Level   |
| <b>Utilities</b>                   | All available   |
| <b>Flood Zone</b>                  | “X”, majority not in flood prone area   |
| <b>Easements</b>                   | None known adverse  |
| <b>Environmental</b>               | No adverse conditions   |
| <b>Zoning</b>                      | B-3 Community Business District   |
| <b><u>Land Size</u></b>            |   |
| Gross Land Area:                   | 12,096.65 Sq. Ft. (0.28 Acre)   |
| Net Land Area:                     | 7,924.65 Sq. Ft. (0.18 Acre)  |
| <b><u>Land Area Breakdown:</u></b> |   |
| Gross Land Area                    | 12,096.65 Sq. Ft. or (0.28 Acre) Sq. Ft.  |
| Less unusable area (creek) -       | <u>4,172 Sq. Ft. or (0.095 Acre)</u>  |
| Net Land Area                      | 7,924.65 Sq. Ft. or (0.18) Acre   |
| <b><u>Indicators</u></b>           |   |
| <b>Sale Price</b>                  | \$40,000  |
| <b>Sale Price/Useable Sq.Ft.</b>   | \$5.05 per sq. ft.  |

### **Comparable Sale 2 - 36 month Sales History**

There were no prior sales found within the past 36 months from date of sale.

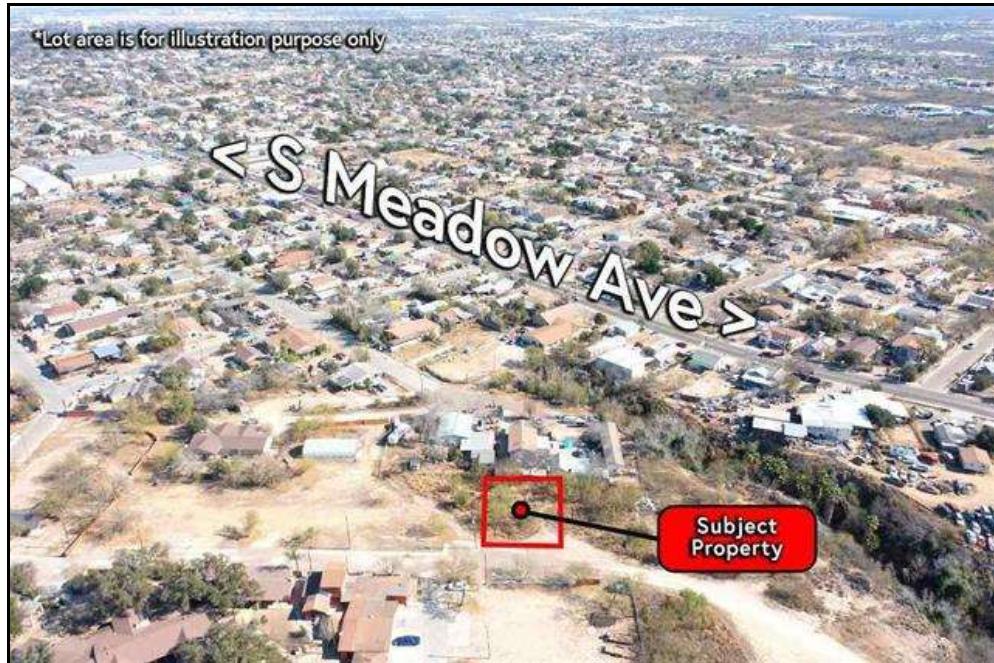
### **Source**

Webb County Appraisal District.

**COMPARABLE LAND SALE 3**  
**419 Jameson Street, Laredo, TX 78041**



Front View



Aerial View (for illustration only, may not match property lines)

**Property Identification**

**Property Type**

Residential Lot

**Location**

419 Jameson Street, Laredo, Webb Co., TX 78041

## COMPARABLE LAND SALE 3 (Continued):

### Sale Data

|                                 |  |
|---------------------------------|--|
| <b>Grantor</b>                  | Rene Ubaldo Sepulveda  |
| <b>Grantee</b>                  | Jesus T. Yruegas, Jr.  |
| <b>Sale Date</b>                | May 3, 2023  |
| <b>Instrument</b>               | Warranty Deed  |
| <b>Recordation:</b>             | Document No. 1498803, recorded in volume 5457, page 163, Webb Co. Official Public Records. |
| <b>Property Rights Conveyed</b> | Fee simple estate  |
| <b>Conditions of Sale</b>       | Market   |
| <b>Financing</b>                | Cash to Seller   |

### Land Data

|                      |  |
|----------------------|--|
| <b>Frontage</b>      | Approx. 50' along the northeast side of Jameson Street |
| <b>Average Depth</b> | 100'   |
| <b>Shape</b>         | Rectangular  |
| <b>Topography</b>    | Level  |
| <b>Utilities</b>     | All available  |
| <b>Flood Zone</b>    | "X", not in flood prone area                           |
| <b>Easements</b>     | None known adverse                                     |
| <b>Environmental</b> | No adverse conditions                                  |
| <b>Zoning</b>        | R-3 Mixed Residential District                         |

|                  |               |
|------------------|---------------|
| <b>Land Size</b> | 5,000 Sq. Ft. |
|------------------|---------------|

### Indicators

|                                  |                    |
|----------------------------------|--------------------|
| <b>Sale Price</b>                | \$30,000           |
| <b>Sale Price/Useable Sq.Ft.</b> | \$6.00 per sq. ft. |

### Comparable Sale 3 - 36 month Sales History

There were no prior sales found within the past 36 months from date of sale.

### Confirmation/Sources

Mario A. Zaragoza, Listing and Selling agent, Exclusive Broker & Realty, LLC, MLS #20230052, and Webb County Appraisal District.

**COMPARABLE LAND SALE 4  
315 S Loring Ave, Laredo, TX 78040**



Front View



Aerial View (for illustration only, may not match property lines)

**Property Identification**

**Property Type**

Residential Lot

**Location**

315 South Loring Avenue, Laredo, Webb Co., TX 78040

## COMPARABLE LAND SALE 4 (Continued):

### Sale Data

|                                 |  |
|---------------------------------|--|
| <b>Grantor</b>                  | Jose Isabel Guerra   |
| <b>Grantee</b>                  | Pena & Pena Investments LLC  |
| <b>Sale Date</b>                | January 6, 2023  |
| <b>Instrument</b>               | Warranty Deed  |
| <b>Recordation:</b>             | Document No. 1488688, recorded in volume 5399, page 219, Webb Co. Official Public Records. |
| <b>Property Rights Conveyed</b> | Fee simple estate  |
| <b>Conditions of Sale</b>       | Market   |
| <b>Financing</b>                | Cash to Seller   |

### Land Data

|                      |  |
|----------------------|--|
| <b>Frontage</b>      | Approx. 27.78' along the east side of S. Loring Avenue |
| <b>Average Depth</b> | 138.9'   |
| <b>Shape</b>         | Rectangular  |
| <b>Topography</b>    | Level  |
| <b>Utilities</b>     | All available  |
| <b>Flood Zone</b>    | "X", not in flood prone area                           |
| <b>Easements</b>     | None known adverse                                     |
| <b>Environmental</b> | No adverse conditions                                  |
| <b>Zoning</b>        | R-3 Mixed Residential District                         |

|                  |               |
|------------------|---------------|
| <b>Land Size</b> | 3,859 Sq. Ft. |
|------------------|---------------|

### Indicators

|                                  |                    |
|----------------------------------|--------------------|
| <b>Sale Price</b>                | \$24,000           |
| <b>Sale Price/Useable Sq.Ft.</b> | \$6.22 per sq. ft. |

### Comparable Sale 4 - 36 month Sales History

There were no prior sales found within the past 36 months from date of sale.

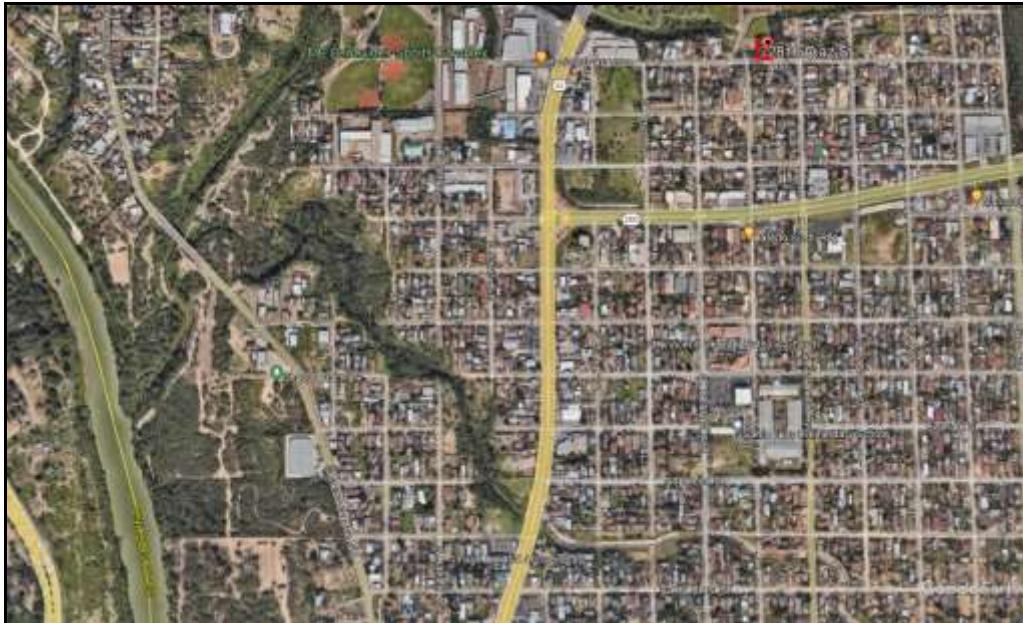
### Confirmation/Sources

Juan I. Gonzalez, Listing Agent, Keller Williams Laredo, MLS #20222765, and Webb County Appraisal District.

**COMPARABLE LAND SALE 5  
2810 Diaz Street, Laredo, TX 78043**



Front View



Aerial View (for illustration only, may not match property lines)

**Property Identification**

**Property Type**

Residential Lot

**Location**

2810 Diaz Street, Laredo, Webb Co., TX 78043

## COMPARABLE LAND SALE 5 (Continued):

### Sale Data

|                                 |  |
|---------------------------------|--|
| <b>Grantor</b>                  | Ileana Ramos   |
| <b>Grantee</b>                  | ROCAAD Logistics, LLC  |
| <b>Sale Date</b>                | June 27, 2023  |
| <b>Instrument</b>               | Warranty Deed with Vendor's Lien   |
| <b>Recordation:</b>             | Document No. 1504025, recorded in volume 5491, page 234, Webb Co. Official Public Records. |
| <b>Property Rights Conveyed</b> | Fee simple estate  |
| <b>Conditions of Sale</b>       | Market   |
| <b>Financing</b>                | Cash to Seller   |

### Land Data

|                      |   |
|----------------------|---|
| <b>Frontage</b>      | Approx. 69.4' along the north side of Diaz Street |
| <b>Average Depth</b> | 138.9'  |
| <b>Shape</b>         | Rectangular                                       |
| <b>Topography</b>    | Level   |
| <b>Utilities</b>     | All available                                     |
| <b>Flood Zone</b>    | "X", not in flood prone area                      |
| <b>Easements</b>     | None known adverse                                |
| <b>Environmental</b> | No adverse conditions                             |
| <b>Zoning</b>        | R-2 Multi-Family Residential District             |

|                  |               |
|------------------|---------------|
| <b>Land Size</b> | 9,645 Sq. Ft. |
|------------------|---------------|

### Indicators

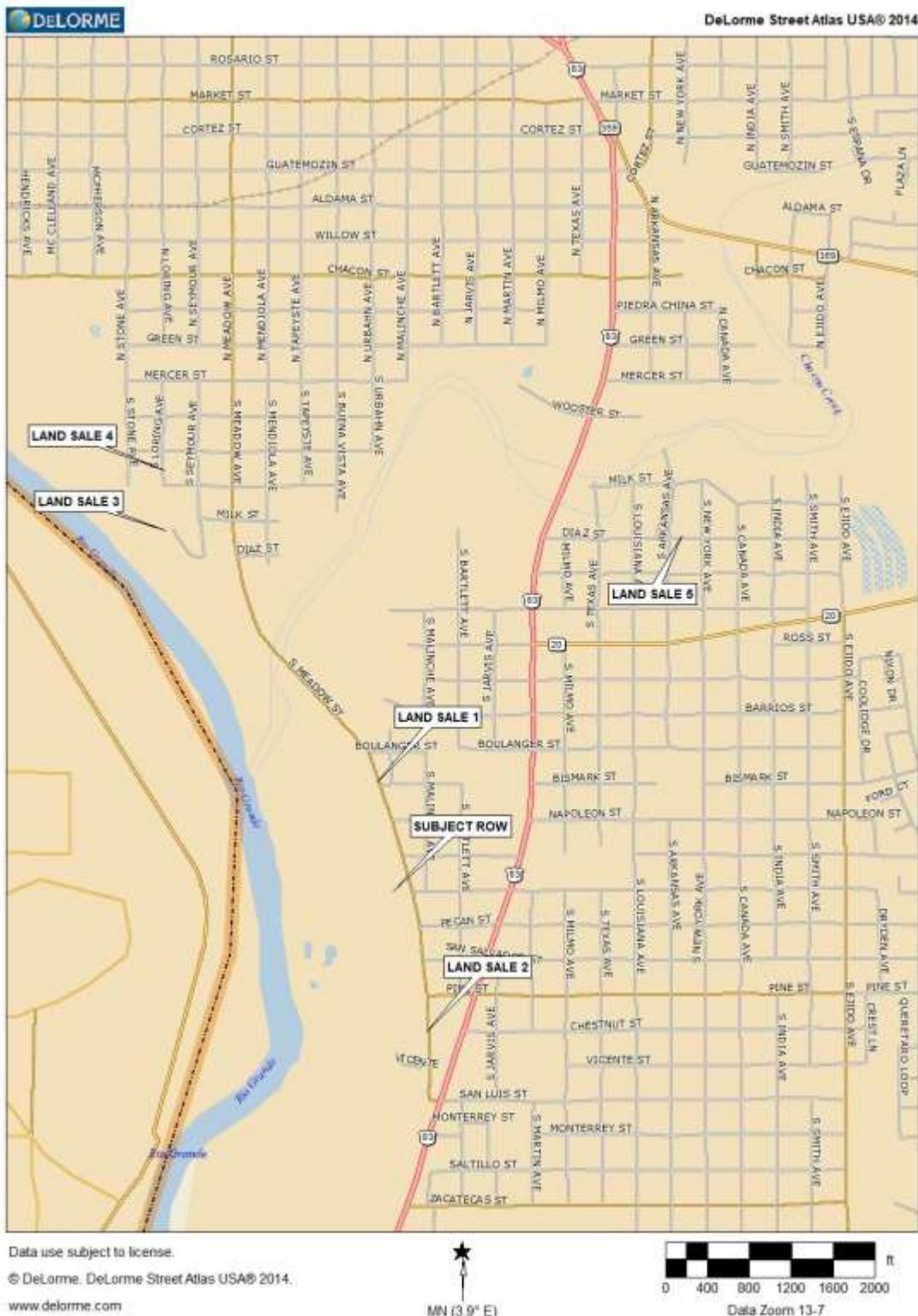
|                                  |                    |
|----------------------------------|--------------------|
| <b>Sale Price</b>                | \$50,000           |
| <b>Sale Price/Useable Sq.Ft.</b> | \$5.18 per sq. ft. |

### Comparable Sale 5 - 36 month Sales History

There were no prior sales found within the past 36 months from date of sale.

### Confirmation/Sources

Maria A. Martinez, Listing and Selling Agent, RE/MAX Real Estate Services, MLS #20231086, and Webb County Appraisal District.



## COMPARABLE LAND SALES MAP

## North ½ of the 1600 Block of S Urbahn Ave

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| SUMMARY OF COMPARABLE LAND SALES |            |             |            |             |            |            |          |       |          |
|----------------------------------|------------|-------------|------------|-------------|------------|------------|----------|-------|----------|
| Sale No.                         | Subject    | 1           | 2          | 3           | 4          | 5          |          |       |          |
| Address                          | N half     | 1900        | 2000       | 419         | 315        | 2810       |          |       |          |
|                                  | S Urbahn   | Bismark     | Chestnut   | Jameson     | S Loring   | Diaz       |          |       |          |
|                                  | ROW        | ROW         | ROW        | Street      | Avenue     | Street     |          |       |          |
|                                  | Laredo, Tx | Laredo, Tx. | Laredo, Tx | Laredo, Tx. | Laredo, Tx | Laredo, Tx |          |       |          |
| Date of Sale                     |            | 12/21/2020  | 6/22/2021  | 5/3/2023    | 1/6/2023   | 6/27/2023  |          |       |          |
| Sale Price                       |            | \$49,000    | \$40,000   | \$30,000    | \$24,000   | \$50,000   |          |       |          |
| Sale Price/Sq.Ft.                |            | \$4.98      | \$5.05     | \$6.00      | \$6.22     | \$5.18     |          |       |          |
| Financing                        |            | Cash        | Cash       | Cash        | Cash       | Cash       |          |       |          |
| Conditions of Sale               |            | Market      | Market     | Market      | Market     | Market     |          |       |          |
| Time                             |            | 0.00%       | \$0        | 0.00%       | \$0        | 0.00%      | \$0      | 0.00% | \$0      |
| Adjusted Sale Price              |            |             | \$49,000   | \$40,000    | \$30,000   | \$24,000   |          |       | \$50,000 |
| Adjusted \$/Sq. Ft.              |            |             | \$4.98     | \$5.05      | \$6.00     | \$6.22     |          |       | \$5.18   |
| Location                         |            | Similar     | Similar    | Similar     | Similar    | Similar    |          |       |          |
| Size (Sq. Ft.)                   | 7,711      | 9,832       | 7,924      | 5,000       | 3,859      | 9,645      |          |       |          |
| Frontage                         | 55.56'     | 57.92'      | 55.56'     | 50'         | 27.78'     | 69.4'      |          |       |          |
|                                  | NS         | S Meadow    | S Meadow   | NE Jameson  | S          | Diaz       |          |       |          |
|                                  |            | 55.56' WS   |            |             | Loring     | Street     |          |       |          |
|                                  |            | B. Vista    |            |             |            |            |          |       |          |
| Average Depth                    | 138.8      | 175'        | 217'       | 100'        | 138.9'     | 138.9      |          |       |          |
| Access                           | None       | Yes         | (\$2.49)   | Yes         | (\$2.52)   | Yes        | (\$3.00) | Yes   | (\$2.59) |
| Topography                       | Level      | Level       | Level      | Level       | Level      | Level      |          |       |          |
| 100-Year Flood Plain             | No         | No          | No         | No          | No         | No         |          |       |          |
| Zoning                           | R-2        | B-1         | B-3        | R-3         | R-3        | R-2        |          |       |          |
| Net Adjustment                   |            |             | (\$2.49)   |             | (\$2.52)   |            | (\$3.00) |       | (\$2.59) |
| Indicated Value \$/Sq.Ft.        |            |             | \$2.49     |             | \$2.52     |            | \$3.00   |       | \$2.59   |

#### DISCUSSION OF ADJUSTMENTS:

Adjustments, where warranted, were made to the comparable sales. The adjustments for the elements of comparison noted in the chart above are discussed as follows:

#### MARKET CONDITIONS/TIME ADJUSTMENT:

When estimating a time adjustment, the more reliable method of supporting time adjustments is with sales which have resold or which are highly similar, except for date of sale. I was not able to find paired sales or marketing data to support a time adjustment either on the positive or negative side.

**ACCESS:**

As discussed earlier in the report, the subject north half of South Urbahn Avenue is a paper avenue with no access. My search for paper streets or paper avenues with no access was unsuccessful. For this reason, a significant 50% adjustment downward was noted to the five comparable land sales presented since these five sales do have paved street access. The lack of utilities to the subject ROW was also factored into this line adjustment. I am confident a land developer or engineer can confirm this downward adjustment.

**Reconciliation and Conclusion of Value:**

The five comparable land sales presented reflect adjusted unit values ranging from \$2.49 to \$3.11 per sq. ft.

Based upon my analysis of the five comparable land sales I have presented, my market value opinion of the subject Right-of-Way is estimated at \$2.75 per square foot with weight and consideration given to all five sales.

My market value opinion of the fee simple estate of the subject Right-of-Way is calculated as follows:

**7,711 sq. ft. @ \$2.75 per sq. ft. = \$21,205 rounded to \$21,000**

Based on this analysis and the current market conditions as of July 16, 2024, the effective date of the report, it is my opinion that the market value, **“As Is”**, of the Fee Simple Estate of the subject property being the north ½ of the 1600 Block of South Urbahn Avenue, is as follows:

**(TWENTY ONE THOUSAND DOLLARS)**  
**(\$21,000)**

**Exposure Time:**

My opinion of reasonable exposure time is 4 to 6 months. I am basing this estimate on the marketing time of the comparable sales I have presented in my report.

**Marketing Time:**

My opinion of marketing time is also estimated at about 4 to 6 months assuming market and economic conditions remain without any significant changes.

**Certification:**

Certification of the Appraisal

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

The statements of fact contained in this report are true and correct.

The report analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, options, and conclusions.

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 the 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 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, in this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice*.

I have made a personal inspection of the property that is the subject of this report.

No one provided significant real property appraisal assistance to the person signing this certification.

I have not performed any services regarding the subject property within the past three years preceding acceptance of the assignment as an appraiser or in any other capacity.

Frank Leal



State Certified General  
R.E. Appraiser #TX1323807-G

## **General Underlying Assumptions**

### **Legal Matters:**

**The legal description used in this report was assumed to be correct, but it may not necessarily have been confirmed by survey. No responsibility is assumed in connection with a survey or for encroachments or overlapping or other discrepancies that might be revealed thereby.** Any sketches included in the report are only for the purpose of aiding the reader in visualizing the property and are not necessarily a result of a survey. **No responsibility is assumed for an opinion of legal nature, such as to ownership of the property or condition of title.** The appraisers assume the title to the property to be marketable; that, unless stated to the contrary, the property is appraised as an unencumbered fee which is not used in violation of acceptable ordinances, statutes or other governmental regulations.

### **Unapparent Conditions:**

The appraisers assume that there are no hidden or unapparent conditions of the property, subsoil, or structures which would render it more or less valuable than otherwise comparable property. The appraisers are not experts in determining the presence or absence of hazardous substance, defined as all hazardous or toxic materials, waste, pollutants or contaminants (including, but not limited to, asbestos, PCB, UFFI, or other raw materials or chemicals) used in construction or otherwise present on the property.

The appraisers assume no responsibility for the studies or analysis which would be required to conclude the presence or absence of such substances or for loss as a result of the presence of such substances. The client is urged to retain an expert in this field, if desired.

The value opinion is based on the assumption that the subject property is not so affected.

### **Information and Data:**

Information, estimates, and opinions furnished to the appraisers and contained in the report, were obtained from sources considered reliable and believed to be true and correct. However, no warranty is given for its accuracy of such items furnished the appraisers.

All mortgages, liens, encumbrances and servitudes have been disregarded unless so specified within the appraisal report. The subject property is appraised as though under responsible ownership and competent management.

## **General Underlying Assumptions Continued**

### **Zoning and licenses:**

It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a nonconforming use has been stated, defined and considered in the valuation.

It is assumed that the subject property complies with all applicable federal, state and local environmental regulations and laws unless noncompliance is stated, defined and considered in the valuation.

It is assumed that the information relating to the location of or existence of public utilities has been obtained through a verbal inquiry from the appropriate utility authority, or has been ascertained from visual evidence is correct. No warranty has been made regarding the exact location or capacities of public utility systems.

It is assumed that all licenses, consents or other legislative or administrative authority from local, state or national governmental or private entity or organization have been, or can be, obtained or renewed for any use on which the value opinion contained in the valuation report is based.

## **General Limiting Conditions**

The appraiser will not be required to give testimony or appear in court due to preparing the appraisal with reference to the subject property in question, unless prior arrangements have been made.

Possession of the report does not carry with it the right of publication. Out-of-context quoting from or partial reprinting of this appraisal report is not authorized. Further, neither all nor any part of this appraisal report shall be disseminated to the general public by the use of media for public communication without the prior written consent of the appraiser signing this appraisal report.

The authentic copies of this report are bound with a clear cover which reveals the Frank Leal Appraisal Co. name. Any copy that does not have original signatures of the appraiser is unauthorized and may have been altered, and is considered invalid.

Disclosure of the contents of this report is governed by the By-Laws and Regulations of the professional appraisal organizations with which the appraiser is affiliated. Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of the appraisers or the firm with which they are connected, or any reference to the professional appraisal organizations with which the Appraiser is affiliated) shall be

## **General Limiting Conditions Continued**

disseminated to the public through advertising media, public relations media, news media, sales media or any other public means of communication without the prior written consent and approval of the author.

The distribution of the total valuation in this report, between land and improvements, is applicable only as a part of the whole property.

The land value, or the separate value of the improvements, must not be used in conjunction with any other appraisal or opinion and is invalid if so used.

**No environmental or concurrence impact studies were either requested or made in conjunction with this appraisal report. The appraisers, thereby, reserve the right to alter, amend, revise, or rescind any of the value opinions based upon any subsequent environmental or concurrence impact studies, research or investigation.**

An appraisal related to an estate in land that is less than the whole fee simple estate applies only to the fractional interest involved. The value of this fractional interest plus the value of all other fractional interests may or may not equal the value of the entire fee simple estate considered as a whole.

The appraisal report related to a geographical portion of a larger parcel is applied only to such geographical portion and should not be considered as applying with equal validity to other portions of the larger parcel or tract. The value for such geographical portions plus the value of all other geographical portions may or may not equal the value of the entire parcel or tract considered as an entity.

If this appraisal is used for mortgage loan purposes, the appraiser invite attention to the fact that (1) the equity cash requirements of the sponsor have not been analyzed, (2) the loan ratio has not been suggested, and (3) the amortization method and term have not been suggested.

The function of this report is not for use in conjunction with a syndication of real property. This report cannot be used for said purposes and, therefore, any use of this report relating to syndication activities is strictly prohibited and unauthorized. If such an unauthorized use of this report takes place, it is understood and agreed that Frank Leal Appraisal Co. has no liability to the client and/or third parties. Acceptance of and/or use of this appraisal report constitutes acceptance of the foregoing General Underlying Assumptions and General Limiting Conditions. The appraisers' duties, pursuant to the employment to make the appraisal, are complete upon delivery and acceptance of the appraisal report. However, any corrections or errors should be called to the attention of the appraisers within 60 days of the delivery of the report.

**The Americans with Disabilities Act (“ADA”) became effective January 26, 1992. The appraisers have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property, together with a detailed analysis of the requirements of the ADA, could reveal that the property is not in compliance with one or more of the requirements of the Act. If so, this fact could have a negative effect upon the value of the property.**

### **General Limiting Conditions**

Since the appraisers have no direct evidence relating to this issue, possible noncompliance with the requirements of ADA in developing a value opinion of the property has not been considered. **This report is intended for use only by the identified client and identified other known intended users stated within the cover letter. Use of this report by others is not intended by the appraiser.**

The appraisal report is subject to any proposed improvements or additions being completed as set forth in the plans, specifications, and representations referred to in the report, and all work being performed in a good and workmanlike manner. The appraisal report is further subject to the proposed improvements being constructed in accordance with the regulations of the local, county, and state authorities. The plans, specifications, and representation referred to are an integral part of the appraisal report when new construction or new additions, renovations, refurbishing, or remodeling applies.

## QUALIFICATIONS OF THE APPRAISER

### FRANK LEAL

Over 37 years experience in real estate sales and marketing including 30 years in residential and commercial real estate appraisal work. Opened Frank Leal Company Developers/Realtors in 1986.

### EDUCATIONAL CREDITS

2 years (1972-1975) at Laredo Junior College majoring in Business Administration. 1 year at the Academy of Real Estate and The American College of Real Estate, San Antonio, Tx, required real estate courses for Texas Real Estate Broker Lic.

### PROFESSIONAL CERTIFICATIONS AND LICENSES

Texas, State-Certified General Real Estate Appraiser #TX1323807-G  
Texas, Real Estate Broker License #281122

### CLIENTS – Partial List:

City of Laredo  
County of Webb  
Webb County Appraisal District  
International Bank of Commerce  
Commerce Bank  
Falcon International Bank  
Laredo Federal Credit Union

