

**AMENDED**

JULIE A. BARTHELS  
Winnebago County Clerk  
112 Otter Avenue, P.O. Box 2806  
Oshkosh, WI 54903-2806

NOTICE OF COMMISSION, BOARD OR COMMITTEE MEETING

Name of Committee: Parks & Recreation Committee  
Date & Time of Meeting: Friday, May 26<sup>th</sup>, 2023 at 3:00 p.m.  
625 E Cty Rd Y  
Oshkosh, WI 54901  
Volunteer Room

Join Zoom Meeting

<https://us06web.zoom.us/j/89816641860?pwd=Ulp3QTA5SFNPbVpXZkhvc1J5UnRsUT09>

Meeting ID: 898 1664 1860

Passcode: 701453

One tap mobile

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SUBJECT MATTER OF THE MEETING

1. Call to order
2. Approval of Agenda
3. Approval of April 25<sup>th</sup>, 2023 Minutes
4. Public Comment
5. **Discussion/Action** – WIOUWASH Trail – Offer to Purchase Remnant Parcel Adjacent to the WIOUWASH Trail in the Town of Oshkosh.
6. **Discussion/Action** – Future Committee Days/Times
7. Next Meeting Date:
8. Future Agenda Items:
9. Adjournment

**\*\*This meeting is also being posted as a Committee meeting for:**

- Information Systems

Upon request, provisions will be made for people with disabilities upon 24 hours prior notice to the Office of the County Clerk. Phone Number: 232-3430.

## **Parks & Recreation Committee Meeting Minutes**

Date & Time of Meeting: Tuesday, April 25, 2023 at 9 a.m.

Location: J.P. Coughlin Center

Present: Josh Belville, Steve Binder, Jim Ponzer, Karen Powers, Rachael Dowling

Also Present: Justin DeJager, Rick Helms, Tom McInnis

1. Call to order:

Karen Powers called the meeting to order at 9:06 a.m.

2. Approval of Agenda:

Steve Binder moved to approve the agenda and Jim Ponzer seconded.  
Motion carried 5-0.

3. Approval of March 28, 2023 Minutes:

Rachael Dowling moved to approve the minutes and Jim Ponzer seconded.  
Motion carried 5-0.

4. Public Comment:

No comment.

5. **Discussion/Action** – Netzer Property Home Request to Remove Structures

Tom McInnis gave an overview of the project to remove the home, barn, and garage. Plan to keep the well for gardens, which will be housed to protect it from the elements.

Steve Binder made a motion to authorize a budget transfer in the amount of \$35,000 for the removal of the Netzer home, barn, and garage at the Sunnyview Expo Center to allow for future growth. Jim Ponzer seconded. Motion carried 5-0.

6. **Discussion/Action** – Stewardship Grant – Waukau Dam

Tom McInnis discussed the Stewardship Grant. This grant could potentially match up to \$750k toward the Waukau Dam project.

Steve Binder made a motion to request authority to apply for and accept grant funds from the Wisconsin Department of Natural Resources for the Waukau Dam restoration and improvement project. Jim Ponzer seconded. Motion carried 5-0.

7. **Discussion/Action** – WI DNR Life Jacket Loaner Boar 2-Year Extension

Tom McInnis explained that the Parks Department has been involved with the program for years. This is an extension to continue the program. It's an easy program for the Parks Department to participate in. There is no cost to the project.

Jim Ponzer made a motion to request authority for Winnebago County to participate as a Wisconsin Department of Natural Resources Life Jacket Loaner Board Partner at the Grundman Boat Landing. Rachael Dowling seconded. Motion carried 5-0.

8. **Discussion/Action** – Sunnyview Exposition Center Land Lease – Marquee Sign

Rick Helms explained that the Parks Department was approached by the Wisconsin Sign Company about a new marquee sign for the Expo. The Parks Department would take down the old sign and this sign company would put up a new sign and pay for all utilities. The Parks Department doesn't have to pay for the sign and would get 10% of available advertising spots on the new sign, and also has the authority to monitor what is advertised on the sign. The sign will be ground level, not elevated.

Committee would like to see specs on the sign before approving the sign.

Steve Binder made motion to table the decision until the Parks Committee is provided with more information about the potential sign. Rachael Dowling seconded. The motion carried 5-0.

9. **Update** – Community Park Disc Golf Course Signs

Tom McInnis gave an update on the disc golf signs. The disc golf course was redesigned and some holes were moved around in the last two years. Now that everything is set, the Parks Department will be installing new signage as soon as weather permits.

10. **Update** - Parks Director on Potential International Pyrotechnics Guild (PGI) Conference

Rick Helms gave an update on the PGI Conference. The Parks Department recently had a meeting with the PGI planning team to finalize the contract. Currently, waiting on signatures to officially complete the contract. There will be two public display nights. Waiting on PGI to finalize the layout for the event before more plans can be confirmed.

11. Parks Director Update:

Tom McInnis gave the update. Installing electrical pedestals at soccer complex, should be done this week. DNR did a successful prairie burn in park – the burn helps keep invasive plants down. Boat landings are fully open, docks are set, buoys are in the water, and rangers are patrolling the boat landings. Still in process of hiring seasonals – have five so far and looking for a few more.

12. Staff Updates:

Justin DeJager – Beth Brewer from Winnebagoland BMX requests the committee members attend a race this year in celebration of their 40<sup>th</sup> anniversary.

Rick Helms – Getting Expo open for the summer season. The Oshkosh Corp Baja event is at the Expo grounds next weekend. A lot of events on the schedule for the summer.

13. Committee Member's Updates:

Josh Belville – No comment.

Steve Binder – Would like to see signs labeling plants in the natural way at the park.

Jim Ponzer – Asked about parcel of land by Westwind Road for parking lot. Waiting to hear from DOT.

Karen Powers – Got email about Jerry Finch Dog Park entrance being full of potholes. Highway Department has corrected the issue, but it is just a temporary fix. Looking into options for paving the entrance.

Rachael Dowling – Looking into a Giving Tuesday event to possibly be at Expo. It would be the first Tuesday after Thanksgiving.

14. Next Meeting Date:

Undecided. The committee members are taking a survey to select a new date for the summer.

15. Future Agenda Items:

Plant labels in natural way at park.  
Summer parks tour.

16. Adjournment

Rachael Dowling made the motion to adjourn and it was seconded by Josh Belville.  
Motion carried 5-0. Meeting adjourned at 9:50 a.m.

Respectfully Submitted,  
Justin DeJager

**APPRAISAL REPORT OF  
WISDOT SURPLUS PROPERTY**

Project ID: 6200-05-24  
Parcel Number: Part of 24

Land along Lake Butte Des  
Morts Drive  
Town of Oshkosh  
Winnebago County, Wisconsin

**EFFECTIVE DATE OF THE  
APPRAISAL**

February 10, 2023

**DATE OF THE REPORT**

April 10, 2023

**CLIENT**

Wisconsin Department of  
Transportation

**APPRAISED BY**

Heidi S. Byard  
Wisconsin Certified General  
Appraiser #2627

David E. Steiro  
Wisconsin Certified General  
Appraiser #933

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Phone - (920) 497-1849



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## LETTER OF TRANSMITTAL

April 10, 2023

Wisconsin Department of Transportation  
Northeast Region  
944 Vanderperren Way  
Green Bay, WI 54304  
Attn: Kim Lesperance

Reference: Appraisal of the Wisconsin Department of Transportation surplus property identified as Project ID #6200-05-24, Part of Parcel 24, located along Lake Butte Des Morts Drive, Town of Oshkosh, Winnebago County, Wisconsin.

Dear Ms. Lesperance:

As requested, we have conducted a real estate appraisal of the above referenced property. This appraisal is prepared as an Appraisal Report in accordance with Standards Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice. In this appraisal report, a description of the subject property is provided, market value is defined, the problem to be solved is identified, and the scope of work necessary to solve the problem is determined. The research and analyses to produce a credible appraisal is completed and sufficient information, including the data and reasoning used in arriving at an estimate of value, is presented to enable the intended users as identified to understand the appraisal report properly.

The purpose of this appraisal is to establish an opinion of value for land owned by the client and only intended user of this appraisal, the Wisconsin Department of Transportation. The intended use is in the disposition of the subject property, subject to the assumptions and limiting conditions contained in this report.

It should be noted that this appraisal report has been prepared in accordance with the Uniform Standards of Professional Appraisal Practice (USPAP) and appraisal guidelines for the Wisconsin Department of Transportation. The report also conforms to the Codes of Professional Ethics and Certification Standards of The American Society of Farm Managers and Rural Appraisers and the International Right of Way Association.

Based on our analysis of the information contained in this report, the most probable market value of the subject property, as of February 10, 2023, is estimated to be \$6,600, subject to the assumptions and limiting conditions that are part of this report. Thank you for the opportunity to provide this service.

Sincerely,

Heidi S. Byard  
Wisconsin Certified General Appraiser #2627

David E. Steiro  
Wisconsin Certified General Appraiser #933

Property Owner: <i>Wisconsin Department of Transportation</i>			
Property address or Location: <i>Land along Lake Butte Des Morts Drive</i>	Municipality: <i>Town of Oshkosh</i>	State: <i>WI</i>	Zip: <i>54904</i>
Original Project No.(s): <i>6200-05-24</i>		Original Parcel No.(s): <i>24</i>	
Land Size: <i>3.291 Acres</i>	Rights Appraised: <input checked="" type="checkbox"/> Fee Simple	<input type="checkbox"/> Permanent Easement	<input type="checkbox"/> Highway Easement <input type="checkbox"/> Access
Site Improvements: <i>None</i>			
Zoning: <i>B-3 General Business District, Shoreland Zoning</i>		Highest and Best Use: <i>Recreational</i>	
Subject Property Marketability Based <input checked="" type="checkbox"/> General Marketable <input type="checkbox"/> Limited Marketable: <input type="checkbox"/> Non-Marketable: Upon Highest and Best Use Analysis:			
Estimated Value of Surplus Property: <b>\$6,600</b>			

CERTIFICATE OF APPRAISER:

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

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- The findings of this report and opinions therein have not been revealed to anyone other than the client.
- I have no present or prospective interest in the property that is the subject of this report.
- I have performed no services as an appraiser or in any other capacity regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the subject property or to the parties involved in this assignment.
- My engagement in this assignment is not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice (USPAP)*.
- I have the knowledge and experience to competently complete this appraisal.
- I (Heidi Byard) have made a personal inspection of the property that is the subject of this report on February 10, 2023.
  - The following individual(s), however, has not made a personal inspection of the property: David Steiro.
- No one provided significant real property appraisal assistance to the person(s) signing this certification with the possible exception of: N/A, who assisted by N/A.
- I have made a field inspection of the sales relied upon in making this appraisal. The subject and sales relied upon in making this appraisal are as represented in this appraisal. It is my opinion that as of 02/10/2023, the total  contributory  market value of the property/property rights herein described is: \$6,600.

Heidi S. Byard 04/10/2023  
 Appraiser's signature Date  
 Heidi S. Byard, Wisconsin Certified General Appraiser #2627

David Steiro 04/10/2023  
 Appraiser's signature Date  
 David Steiro, Wisconsin Certified General Appraiser #933

Assumptions and limiting conditions:

- The property description provided to the appraiser is assumed to be correct.
- The appraiser is not a surveyor. Any maps or illustrations provided are to familiarize the reader with the property. Property dimensions are approximate.
- No responsibility is assumed for matters of a legal nature affecting title to the property, nor is any opinion of title rendered. Property title is assumed to be good and merchantable unless otherwise stated.
- Information provided by others is assumed to be true, correct, and reliable. However, no responsibility for its accuracy is assumed by the appraiser.
- It is assumed that there are no hidden or unapparent conditions within the property, subsoil, or structures that would render the property more or less valuable. No responsibility is assumed for such conditions or for arranging for engineering studies that may be required to discover them.
- The appraiser is not qualified to detect hazardous materials within the property. Hazardous materials including, but not limited to, asbestos, solvents, and other materials may affect the overall value of the property. The value conclusions in this report are predicated on the assumption that the property is clean. The appraiser reserves the right to amend this report if hazardous materials are discovered within the property. Buyers with concerns of hazardous materials should procure a report from a qualified consultant prior to purchase.
- Unless otherwise stated in the report, no environmental impact studies were either requested or made in conjunction with this report. The appraiser reserves the right to alter, amend, revise, or rescind any opinions of value based upon any subsequent environmental impact studies, research, or investigation.
- It is assumed that there is full compliance with applicable federal, state, and local environmental regulations and laws unless noncompliance is specified, defined and considered in this report.
- It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless non-conformity has been specified, defined, and considered in this report.
- The appraiser is not required to give testimony or appear in court because of having made this report unless previous arrangements or contractual obligations require the same.
- Possession of this report or a copy thereof does not carry with it the right of publication. It may not be used for any purpose by any person other than the intended user without the written consent of the appraiser, and in any event, only with properly written qualification and only in its entirety. Its use is restricted to consideration of its entire contents.
- Neither all nor any part of the contents of this report or a copy thereof shall be conveyed to the public through advertising, public relations, news, sales, or any other media without written consent and approval of the appraiser. Nor shall the appraiser, client, firm, license, or professional organization of which the appraiser is a member be identified without consent of the appraiser.
- The liability of the appraiser, employees, and subcontractors is limited to the client only. There is no accountability, obligation or liability to a third party. If this report is provided to anyone other than the client, the client shall make such party aware of all limiting conditions and assumptions of the assignment and related discussions. The appraiser is in no way responsible for any costs incurred to discover or correct any deficiencies of the property.
- Acceptance and/or use of this report constitutes acceptance of the foregoing assumptions and limiting conditions.



## SCOPE OF THE APPRAISAL

The scope of this appraisal requires the appraiser's compliance with the Uniform Standards of Professional Appraisal Practice (USPAP), which were adopted by the Appraisal Standards Board. This is an Appraisal Report, which is intended to comply with the reporting requirements set forth under Standards Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice (USPAP). As such, it presents only summary discussions of the data, reasoning, and analyses that were used in the appraisal process to develop the appraiser's opinion of value.

The depth of discussion contained in this report is specific to the needs of the client and for the intended use stated in the report. The scope of this assignment begins with the inspection of the property in cooperation with the WisDOT property manager. A review of public record information concerning the subject property and other properties in the immediate neighborhood, a review of Wisconsin Department of Transportation Right-of-Way maps and construction plans as appropriate, a search for recent sales of vacant and/or improved properties similar to the subject property, and verification and inspection of the sales used.

The highest and best use of the property is established in the context of the subject's highest and best use, which is generally based on the marketability of the surplus property as either a General Marketable, Limited Marketable or a Non-Marketable property.

Appraisals of real property are typically based upon the highest and best use of the property assuming a willing buyer and willing seller. The disposition of surplus property can be appraised under different concepts depending on the marketability of the parcel. General Marketable properties will be based on the market value of the property because it can be exposed to the open market. Limited Marketable properties will be based on the surplus properties contributory value to one or more abutting properties. The abutting property owner may perceive that the contributory value of Limited Marketable property to be either higher, lower or equal to market value. In most cases, the appraiser has limited ability to judge the motivations of an abutting property owner and therefore the contributory value estimate is limited to the indicated market value after the assemblage of the abutting property with the surplus parcel. This may or may not coincide with the motivations of the abutting property owner. For a Limited Marketable property, the contributory value estimate provides a value for negotiations.

The appraisal includes photographs of the subject property, descriptions of the subject site, any improvements on the site, a description of the zoning, a highest and best use analysis, a summary of the most important sales used in the appraiser's valuation, a reconciliation and conclusion, a map illustrating the sales in relationship to the subject property, and other data deemed by the appraiser to be relevant to the assignment. Pertinent data and analyses not included in the report may be retained in the appraiser's files.

The appraiser searched the available data sources over the current market conditions to find market data to compare to the subject property. The appraiser's investigations included research of public records using commercial sources of data such as MLS databases, the State of Wisconsin's supervisor of assessment records, local assessor's records, and information provided from other realtors, appraisers and from the appraiser's own records. The appraiser reported only the data deemed pertinent to the valuation problem.

The subject property is viewed as a General Marketable property that can be exposed to the open market and developed as a standalone entity (see extraordinary assumptions). The Sales Comparison Approach is the only applicable valuation approach in determining the market value of the undeveloped subject property. The omission of the Cost and Income Approaches is not considered inappropriate or misleading because vacant land is not typically purchased based on cost or income in this market.

The value conclusion found within this appraisal is based upon a market analysis of the subject property based on comparisons with similar competing properties within the current market conditions. In the Sales Comparison Approach, the most recent comparable sales are field reviewed and verified by the buyer, seller or another party involved with the transaction such as a broker/agent. After selection of the best available sales, a comparative analysis of relevant factors that influence value is undertaken to adjust the sales to the subject property based upon the actions and preferences demonstrated by the participants in the marketplace. The sales were reconciled into a final conclusion of value for the subject property. Comparable Sales data sheets are provided in the Addenda section with complete sale transaction data as well as a street view photo of the comparable properties.

**PROPERTY OWNER, CLIENT & INTENDED USER**

This appraisal is prepared for the Wisconsin Department of Transportation, who is the property owner, the client, and the only intended user. Use of this appraisal by others is not intended by the appraisers and is not authorized.

**PURPOSE / INTENDED USE**

This appraisal is intended to establish an initial value (asking price) for the disposition of the described land that is the subject property.

Jurisdictional Exceptions:    Yes     No

If Yes Discuss Here:

Extraordinary Assumptions:    Yes     No

If Yes Discuss Here:

Hypothetical Conditions:    Yes     No

If Yes Discuss Here:    The subject property will be appraised as if Parcels 0180095 and 018009502 have been carved off of each respective tax parcel and assembled into one tract. This is contrary to what exists but is supposed for the purposes of this appraisal.

These conditions as described are contrary to what exists but are supposed for the purposes of this appraisal.

It should be noted that the use of these hypothetical conditions may have affected the appraisal assignment results.

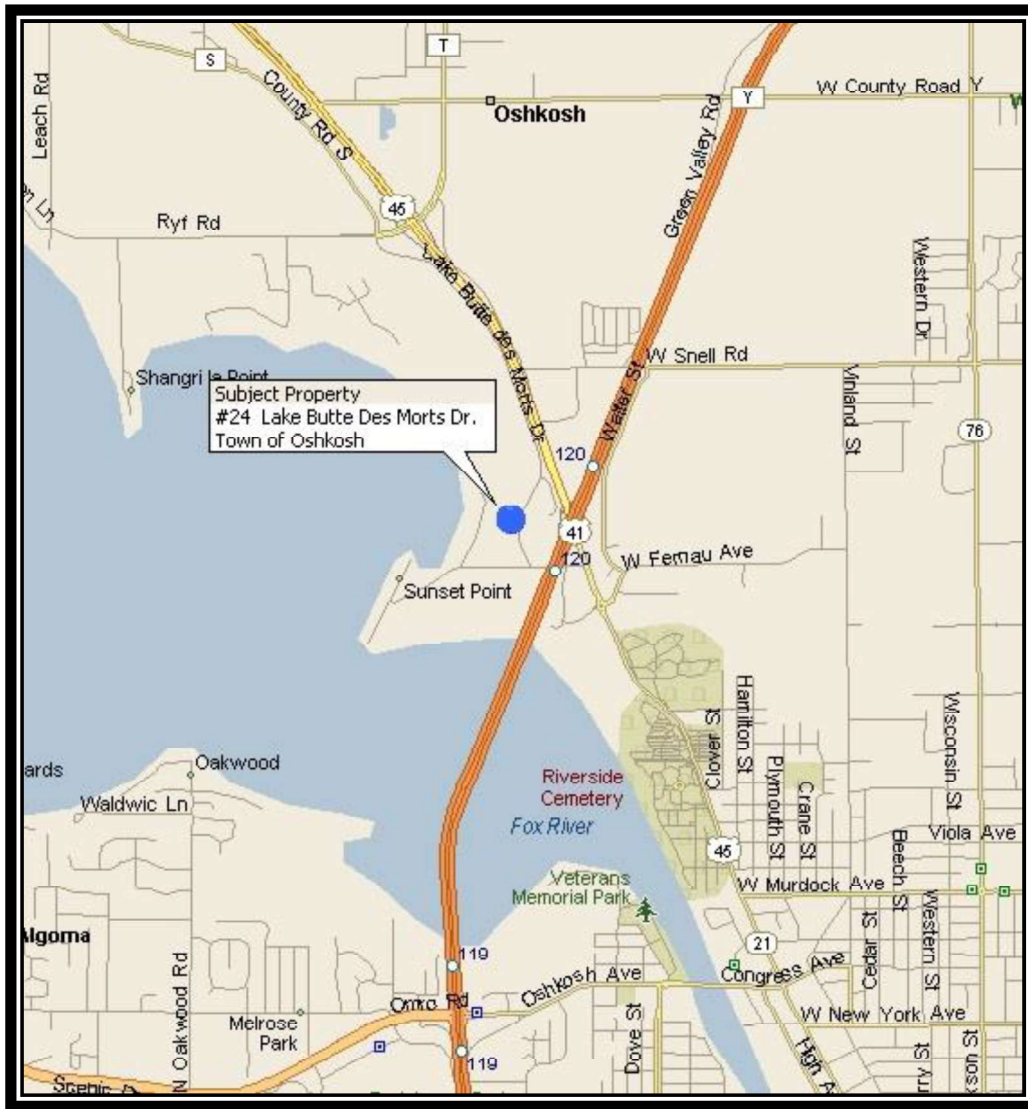
**DEFINITION OF VALUE UTILIZED**

Market Value: Code of Federal Regulations, Title 12, Chapter 1, Part 34.42(h), which regulates real estate lending and appraisals, defines market value as follows:

“Market value means the most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- (1) Buyer and seller are typically motivated;
- (2) Both parties are well informed or well advised, and acting in what they consider their own best interests;
- (3) A reasonable time is allowed for exposure in the open market;
- (4) Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
- (5) The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

## LOCATION MAP



Per the Plat of Survey provided by the client and property owner, WisDOT, the subject property is an undeveloped parcel of land located on the western side of Lake Butte Des Morts Drive in the town of Oshkosh. This road extends northerly and runs parallel to STH 45 and eventually becomes CTH S and extends southerly to provide access to local town roads and eventually I-41.

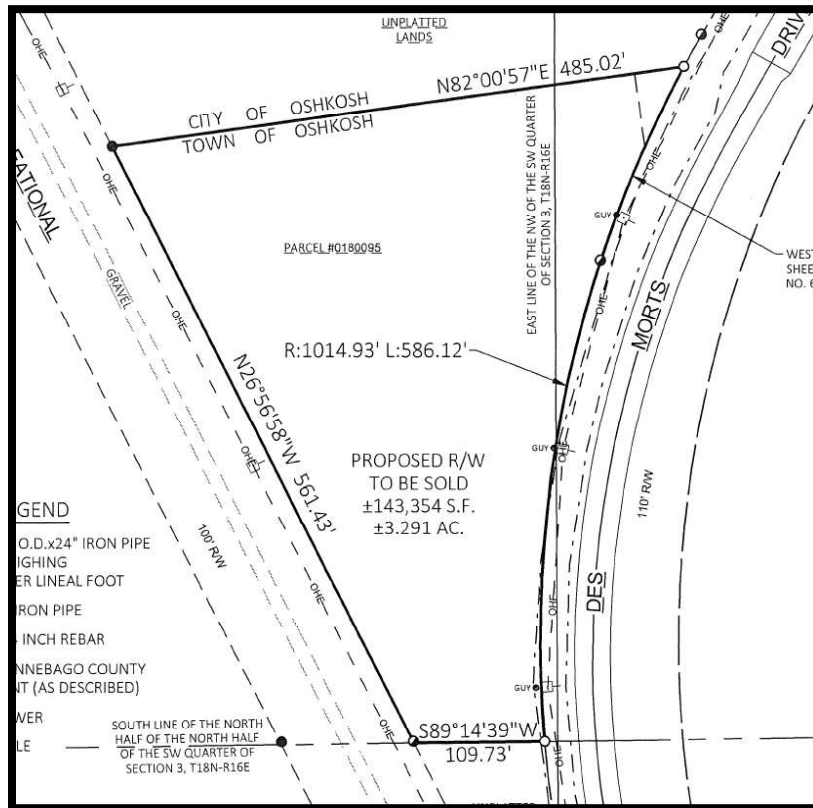
The subject is located on the northwest outskirts of Oshkosh. The immediate area is mixed use with the property to the north being a productive agriculture parcel while to the west lies Lake Winnebago and single-family homes along the shoreline. Land use to the east and south consists of scattered commercial/industrial with scattered residential subdivisions also found further north, east and south of the subject.

The city of Oshkosh is the county seat of Winnebago County and the 2020 census put the population at 66,816 people making it the 9<sup>th</sup> largest city in the state. The area is home to corporations such as Oshkosh Corporation, Amcor and Oshkosh B'Gosh. There are multiple festivities held here each year, such as EAA AirVenture and outdoor music festivals. Lake Winnebago, the largest lake located entirely within the state, runs along the eastern side of the city and provides many recreational opportunities for the area while Lake Butte Des Morts lies west of the subject and is 8,581 acres in size and provides additional excellent recreational activities for the area.

The subject is centrally located approximately 45 minutes south of Green Bay, 15 minutes south of Appleton and 30 minutes north of Fond du Lac. The main transportation routes in the area are I-41 and STH 45, which intersect immediately east of the subject; both corridors are heavily travelled and provide good access to cities and communities within the Fox Valley area as well as areas further north, south and west. Overall, the subject is serviced by an excellent connection of state, interstate, local and county roadways.

Overall, this area has been relatively stable; there are no known detrimental influences that may impact the immediate area's marketability. Recent sales as well as current listings of similar type properties in the area indicate a demand for this property type.

## DESCRIPTION OF SUBJECT PROPERTY



**Land Size:** According to the plat of survey provided by the client, the property is approximately 3.291 acres in size, which equates to 143,354 square feet.

**Site Characteristics:** The site has a slightly irregular shape but is still functional for its highest and best use.

**Topography:** Based on a review of the available contour mapping, and confirmed upon inspection, the topography of the subject site is mostly level.

**Road Frontage / Access:** The property has an estimated 586 feet of road frontage along Lake Butte Des Morts Drive on the eastern boundary, however access to the site is walk in access either from parking along Lake Butte Des Morts Drive or from the public trail that runs along the western boundary. This is due to the wetlands that comprise the majority of the site; there is a small area in the northeastern corner located along Lake Butte Des Morts Drive that is not designated as wetlands but is not buildable due to Shoreland zoning which prohibits building within 75 feet of a navigable stream based on a conversation with a Winnebago County Planning and Zoning representative.

**Improvements:** There are no improvements on the site.

**Zoning:** According to the town of Oshkosh, the southeast corner of the site is zoned B-3 General Business District. The majority of the site falls under Shoreland Zoning within the County's jurisdiction which determines the permissible uses for the site.

The Shoreland Zoning ordinance states activities and uses which do not require the issuance of a zoning permit, but which must be carried out without any filling, flooding, draining, dredging, ditching, tiling or excavating include: Hunting, hiking, trapping, harvesting of wild crops, pasturing of livestock, cultivation of agriculture crops, the practice of silviculture and the construction/maintenance of duck blinds.

**Minimum lot size-unsewered lots:** The minimum lot area shall be 20,000 sq. ft. and the minimum average lot width shall be 100 feet.

**Minimum lot size-sewered lots:** The minimum lot area shall be 10,000 sq. ft. and the minimum average lot width shall be 65 feet.

**Present Use:** Undeveloped

**Zoning Conformance:** The lot appears to be a legally conforming site.

**Water Frontage:** The subject site includes an unnamed stream that flows through the northern portion of the site.

**FEMA Information:** According to the FEMA Flood Insurance Rate Map, Community Panel No. 55139C0215E, effective 03/17/2003, the northern portion of property is located in flood hazard area Zone AE.

**WI DNR Wetlands Information:** Based on a review of the available mapping from the Wisconsin Department of Natural Resources, the majority of the subject property is impacted by designated wetlands. See addenda to view a wetlands map.

**Utilities:** The site has access to public utilities, including municipal water and sanitary sewer service, along with electricity natural gas and telephone services.

**Personal Property/Equipment/Fixtures:** This appraisal is based solely on the real estate.

**Special Amenities or Adverse Conditions:** There are no special amenities or adverse conditions noted that would impact the property's value.

**Abutter Landowner Information:** The abutting land to the north is privately owned while the land to the south is owned by the State of Wisconsin Department of Transportation. The land to the west of the subject is owned by Winnebago County and is a public trail known as the Wiouwash State Trail. This trail runs through four counties and can be used for walking, hiking, biking, horseback riding, snowmobiling, cross country skiing and snowshoeing.

**Five Year Sales History:** The Wisconsin Department of Transportation has owned the property for over 5 years. As far as is known the subject is not listed for sale on the open market.

### HIGHEST AND BEST USE

Highest & best use of the Subject Property:  Assemblage  Other

The highest and best use analysis involves two separate estimates: 1) the site as if vacant and available to be put to its highest and best use and 2) the property as improved. It is to be recognized that in cases where a site has existing improvements on it, the highest and best use may very well be determined to be different from the existing use. The existing use will continue, however, unless and until land, valued in its highest and best use, exceeds the total value of the property in its existing use.

#### Highest and Best Use "as if" vacant:

*Legally Permissible:* The first consideration in arriving at the highest and best use of the subject is to determine the legally permissible uses. Primarily, this is the zoning of the property but may also include any covenants, conditions, restrictions, or easements placed on the property. The availability of adequate access for the allowable uses is another consideration.

The surplus subject right of way land meets the definition of a stand-alone site based on the zoning district requirements. According to the WisDOT real estate program manual, the subject parcel appears to fall under the category of a general marketable as the parcel meets the requirements to be exposed to the open market.

Due to the subject property's location near navigable water, Shoreland Zoning impacts the permissible uses of the property.

Any of the permissible recreational uses are legally permissible uses of the site.

*Physically Possible:* The next step is to determine which of the legally permissible uses are physically possible. Site characteristics such as dimensions, elevation, soils, access to the site, access to the buildable areas in the site, access to the available utilities, and the location of wetlands or flood zones, may preclude certain uses.

The subject property is primarily comprised of designated wetlands based on a review of the county wetland overlay map as well as the Wisconsin DNR wetland inventory online map and would not be buildable.

A small area in the northeastern corner of the site located along Lake Butte Des Morts Drive that is not designated as wetlands but is not buildable due to Shoreland zoning which prohibits building within 75 feet of a navigable stream based on a conversation with a Winnebago County Planning and Zoning representative. Therefore, access to the site is walk in only.

A recreational use is the only physically possible use of the site.

*Financially Feasible:* The financially feasible use of a property is the ability of a proposed land use or change of land use to justify itself from an economic point of view. Financial feasibility is defined as "any physically possible and legal use of vacant land or land as though vacant that produces a positive return to the land after considering risk and all costs to create and maintain the use; any use that results in a positive land value."

The subject property is a 3.291-acre site vacant site. Given the location and characteristics of the subject site, along with the current zoning and nature of the surrounding development, a recreational use of the site is financially feasible.

*Maximally Productive:* The final step in the highest and best use analysis of a property is to determine which of the uses that meet the preceding criteria would produce the highest net return or net present value. Taking into consideration the location of the subject property and the nature of the surrounding development, along with the characteristics of the site and the legal permissibility/financial feasibility of the uses available, the maximally productive and thus highest and best use as vacant would be for a recreational use that conforms to the zoning code and the surrounding development.

*Highest and Best Use "if vacant":* Recreational land

*Highest and Best Use "as improved":* Not applicable as the subject property is undeveloped right-of-way.

### **Highest and Best Use: Recreational land**

*User:* The most probable user would be an owner occupant.

*Timing:* Proper highest and best use analysis should not fail to take into consideration the impact of timing on financial feasibility. Acknowledgment of timing as a factor recognizes the possibility that the maximally productive use of a property may not be currently financially feasible and, until such time, an interim use of the property is appropriate. The highest and best use is not considered to be an interim use; therefore, there is no time restriction for the use.

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Subject Property Marketability Based  General Marketable  Limited Marketable:  Non-Marketable:  
Upon Highest and Best Use Analysis:

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## **VALUATION**

Based upon the concluded highest and best use of the property, the market value of the subject property will be estimated.

### Valuation Analysis:

The valuation analysis of the subject property has given consideration to all three approaches to value; the Sales Comparison Approach, the Income Approach, and the Cost Approach. It has been determined that the Sales Comparison Approach is the only approach applicable to this appraisal. The Income Approach was not utilized because the subject property is a vacant tract of land and the approach is not applicable to a single-family residential lot of this type. The Cost Approach was not utilized because the subject property is a vacant tract of land and the approach is related to the valuation of improvements.

## SALES COMPARISON APPROACH

### Comparable Sales

In the charts below, the subject property and the comparable sales are compared and adjusted to account for any differences. Please see the following pages for the reasoning for any adjustment. Please see the comparable sales data sheets in the Addenda for additional information.

Subject Property	Sale 1				Sale 2			
#24 Vacant Land on Lake Butte Des Morts Drive Town of Oshkosh Winnebago County	Depot Road Town of Dale Outagamie County				Honald Road Town of Jacksonport Door County			
Effective Date:	Sale Price \$4,000 \$/Acre \$2,000				Sale Price \$18,000 \$/Acre \$1,800			
	Qual.	% Adj.	Quant.		Qual.	% Adj.	Quant.	
Real Property Rights Conveyed	Fee Simple		0.00%	\$0	Fee Simple		0.00%	\$0
Sales and Financing Concessions	None		0.00%	\$0	None		0.00%	\$0
Conditions of Sale	Arms-Length		0.00%	\$0	Arms-Length		0.00%	\$0
Expenditures Immediately After Purchase	None		0.00%	\$0	None		0.00%	\$0
Sale Date and Market Conditions Adjustment	11/2/2022		0.00%	\$0	8/28/2020		14.50%	\$261
	Adjusted Sale Price			\$2,000	Adjusted Sale Price			\$2,061
Quantitative Adjustments								
Net % Adjustment			0.00%				0.00%	
Total \$ Adjustment				\$0				\$0
Quantitative Adjusted Sale Price				\$2,000				\$2,061
Qualitative Adjustments								
Location	Average	Average	Similar		Average		Similar	
Net Land Size (Acres)	3,291	2.0	Similar		10.0		Similar	
Land Quality	Nonbuildable/wetlands	Wetlands	Similar		Wetlands		Similar	
Site Characteristics	Level / Typical	Level / Typical	Similar		Level / Typical		Similar	
Cover Type	Wooded	Wooded	Similar		Wooded		Similar	
Recreational Features	Stream/trail	Creek	Similar		Creek		Similar	
Overall Indicated Adjustment				Similar to \$2,000/acre				Similar to \$2,061/acre

Subject Property	Sale 3				Sale 4			
#24 Vacant Land on Lake Butte Des Morts Drive Town of Oshkosh Winnebago County	Mueller Street City of Algoma Kewaunee County				Hunters Road Town of Dale Outagamie County			
Effective Date:	Sale Price \$12,500 \$/Acre \$1,511				Sale Price \$35,000 \$/Acre \$1,429			
	Qual.	% Adj.	Quant.		Qual.	% Adj.	Quant.	
Real Property Rights Conveyed	Fee Simple		0.00%	\$0	Fee Simple		0.00%	\$0
Sales and Financing Concessions	None		0.00%	\$0	None		0.00%	\$0
Conditions of Sale	Arms-Length		0.00%	\$0	Arms-Length		0.00%	\$0
Expenditures Immediately After Purchase	None		0.00%	\$0	None		0.00%	\$0
Sale Date and Market Conditions Adjustment	5/5/2020		16.00%	\$242	6/10/2021		9.50%	\$136
	Adjusted Sale Price			\$1,753	Adjusted Sale Price			\$1,565
Quantitative Adjustments								
Net % Adjustment			0.00%				0.00%	
Total \$ Adjustment				\$0				\$0
Quantitative Adjusted Sale Price				\$1,753				\$1,565
Qualitative Adjustments								
Location	Average	Average	Similar		Average		Similar	
Net Land Size (Acres)	3,291	8.27	Similar		24.5		Inferior	
Land Quality	Nonbuildable/wetlands	Wetlands	Similar		Wetlands		Similar	
Site Characteristics	Mostly Level / Typical	Level / Typical	Similar		Level / Typical		Inferior	
Cover Type	Wooded	Wooded	Similar		Wooded		Similar	
Recreational Features	Stream/creek	None	Inferior		Trail		Similar	
Overall Indicated Adjustment				More than \$1,753/Acre				More than \$1,565 / Acre



## Explanation of Adjustments to Comparable Sales

**Real Property Rights Conveyed:** The fee simple interest in each property was conveyed; therefore, no adjustments are warranted in this category.

**Sales and Financing Concessions:** The sales utilized do not require an adjustment for influence from seller concessions or atypical financing.

**Conditions of Sale / Motivation:** The sales utilized do not require an adjustment for influence from excessive motivational factors.

**Expenditures Immediately After Purchase:** This category takes into consideration expenditures required immediately after the sale, which were known by the buyer to exist prior to the transaction, such as deferred maintenance items, demolition costs for a redevelopment site, etc. None of the comparable sales required such expenditures; therefore, no adjustments are warranted in this category.

**Market Conditions:** The overall real estate market has been on an upward trend for the past several years. There was a slight impact approximately two years ago as a result of the economic shutdown due to the corona virus but any impact was short lived and had no measurable impact on the real estate market.

There are few MLS open market sales and lower demand for smaller acreage recreational tracts which is typical for this land type. There is a lack of recent sales from which a meaningful matched pair analysis can be made to prove that the market is either appreciating or depreciating. MLS statistics for this property type are difficult to rely on due to the limited number of sales that occur each year, which makes statistical analysis less reliable.

Conversations with several local brokers indicated that all property types have experienced an upward market trend over the past two years. They indicate that the market overall is on an upward trend but smaller acreage recreational tracts have not experienced the same upward appreciation as other parts of the real estate market. The majority of the brokers that are involved in this market area indicated that an upward adjustment would be warranted for this land type but most indicated that an adjustment around 6% per year would be appropriate within the past approximately 18-24 months.

Smaller acreage recreational tracts in this market area are less prevalent and there is not sufficient data to analyze market trends based on MLS data. Therefore, based primarily on the conversations with the brokers that specialize in this market area and also taking into consideration the overall demand for this property type a 6% per year market conditions adjustment will be made to the comparable sales to account for the upward trend of this property type. Sale one is the most recent sale and considered to have occurred within the current market conditions, therefore no adjustment is necessary.

**Location:** The adjustment is based upon the overall desirability of the location, which includes a variety of factors such as existing land uses, development trends, linkage to major roadways and highways, traffic exposure, etc.

The subject property is a recreational property located in the Town of Oshkosh. The comparable sales are located in similar competing recreational locations of northeast Wisconsin and no adjustments are warranted for location.

**Land Size:** When analyzing a property on a per-lot basis, market evidence indicates that the principle of diminishing returns often applies to the real estate market and the typical buyer expects some degree of discount when buying a larger property compared to a smaller, though otherwise similar property.

The subject and sales one, two and three are considered to be in a similar size category and no adjustment was considered necessary. Sale 4 is a larger tract and would require an upward adjustment due to its size.

**Land Quality:** Takes into consideration land area negatively impacted by designated wetlands, FEMA regulatory floodway or flood hazard zone designations, environmentally sensitive area (ESA), poor soils, easements, etc.

The subject property is almost entirely composed of Wisconsin DNR wetlands, except for a small area along Lake Butte Des Morts Drive in the northeast corner of the site. Based on a conversation with a representative with the Winnebago County Planning and Zoning department, this area is not buildable and could not have a driveway installed here due to the Shoreland Zoning that is in place that prohibits development within 75 feet of a navigable stream. Therefore, the entire site is non buildable.

The comparable sales are similar sites as each is entirely designated as wetlands and also considered non buildable.

**Site Characteristics:** This category takes into consideration the potential impacts of site configuration and frontage/access on the general utility and desirability of the site.

The subject site is slightly irregular but overall functional, level and walk in access is available by either parking along Lake Butte Des Morts Drive or parking south of the site in a public parking area and walking along the Wiouwash State Trail which runs along the western boundary of the site approximately 450 feet to the subject. Overall, this is considered typical and adequate for a recreational parcel.

Sale one is a rectangular site, level and walk in access is available along Depot Road. It is considered similar to the subject.

Sale two is a rectangular site, level and walk in access is available along Honald Road. This sale is considered similar to the subject.

Sale three is a level site, rectangular in shape and has walk in easement access. Overall, this sale is considered similar to the subject property.

Sale four is level, however the site configuration consists of two non abutting parcels and walk in access is only via the Wiouwash State Trail. The sale is considered inferior due to these characteristics and would require an upward adjustment.

**Cover Type:** Market participants have indicated that wooded recreational sites are generally more desirable than open land in this market. The subject property and the comparable sales are mostly wooded to all wooded; therefore, no adjustments are warranted in this category.

**Recreational Features:** Recreational parcels that include certain positive features such as water frontage tend to be considered superior in the market, all else being equal. The subject includes a small creek with limited recreational benefits. The Wiouwash State Trail runs along the western boundary of the property; this trail runs through four counties and can be used for walking, hiking, biking, horseback riding, snowmobiling, cross country skiing and snowshoeing. Overall, it is considered a positive feature of the site.

Sale one includes a creek running through the eastern portion of the site and is considered similar.

Sale two includes creek frontage and overall is considered similar to the subject.

Sale three does not have an additional recreational features and is considered inferior, an upward adjustment is necessary.

Sale four has similar frontage along the Wiouwash State Trail and is considered similar to the subject property.

Overall Comparability of Sales (Ranking)

Sale Number	Quantitative	Qualitative
Sale 2	\$2,061 / Acre	Similar to
Sale 1	\$2,000 / Acre	Similar to
Subject	\$2,000 / Acre	
Sale 3	\$1,753 / Acre	More Than
Sale 4	\$1,565 / Acre	More Than

**Estimate of Value from the Sales Comparison Approach**

The comparable sales fall within a close range, with sale two setting the high at \$2,061 / acre and sale four setting the low end of the range at \$1,565 / acre. Sales one and two have been given the most weight in the reconciliation as sale one required no measurable adjustments and sale two required only an adjustment for market conditions; together these two sales are similar in size to the subject and provide a good representation of the per acre value for small recreational tracts. Sale three is given consideration next as a small recreational tract that required minimal adjustments and together with sales one and two, this sale provides strong support for the unit value for this property type. Sale four is a more recent sale located along the same trail as the subject, and likely sets the low end because it was not listed on the MLS. Sale four was given the less weight as it is the least similar to the subject, however it still provides good support and helps bracket the estimated unit value for smaller acreage recreational sites.

Therefore, based on this analysis, the most probable indicated unit value for the subject property is estimated to be \$2,000 per acre as of the effective date of the appraisal report.

$$\$2,000 / \text{Acre} \times 3.291 \text{ Acres} = \$6,582$$

**Rounded to \$6,600**

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### **FINAL RECONCILIATION**

The Sales Comparison Approach indicated a market value of \$6,600

The Income Approach and Cost Approach were not developed. The omission of these approaches is not considered misleading and/or inappropriate for the appraisal of vacant land.

For the development of the Sales Comparison Approach, a sufficient dataset of similar properties was available to determine a reliable market value for the subject property. Therefore, based on the Sales Comparison Approach and the analysis within this report, the most probable market value of the subject property as of February 10, 2023, is estimated to be \$6,600.

### **FINAL ESTIMATE OF MARKET VALUE**

**\$6,600**

**SIX THOUSAND SIX HUNDRED DOLLARS**



Heidi S. Byard  
Wisconsin Certified General Appraiser #2627



David E. Steiro  
Wisconsin Certified General Appraiser #933

**ADDENDUM  
PHOTOGRAPHS**



View of road frontage along Lake Butte Des Morts Drive, looking southerly



View of road frontage along Lake Butte Des Morts Drive, looking northerly



View of the subject property, looking westerly from Lake Butte Des Morts Drive



View of the subject property, looking westerly from Lake Butte Des Morts Drive



View of the parking area and trail for walk in access to subject property



View of the Wiouwash Trail, looking northwesterly with subject property on right





View of the southern portion of subject property from Wiouwash Trail, looking easterly



Typical cover in southern portion of subject property



Typical cover in central portion of subject property



Typical cover in northern portion of subject property



View of subject parcel from northwest corner of site, looking southeasterly



View of the Wiowash Trail, looking southeasterly with subject property on left

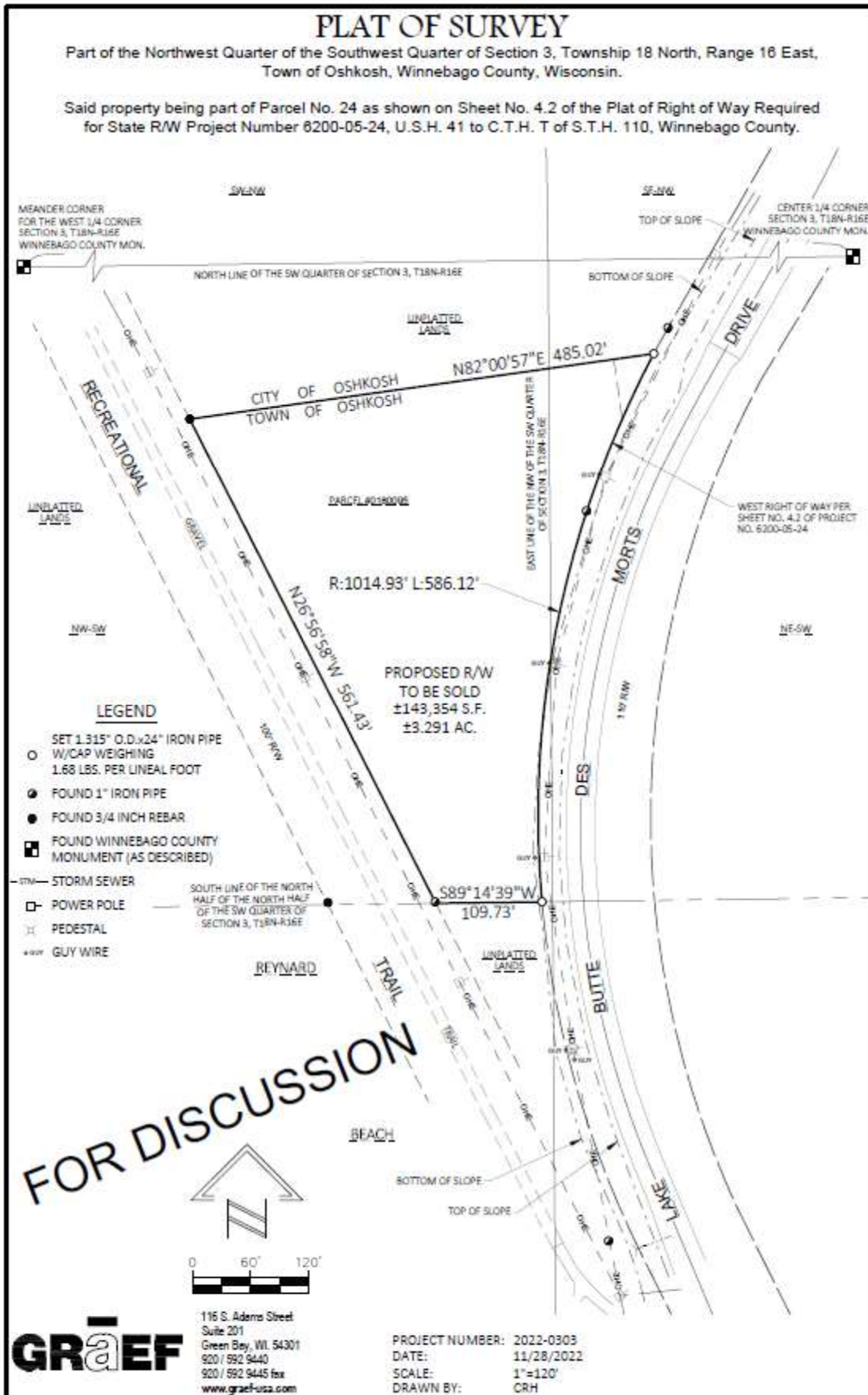
Aerial Photograph



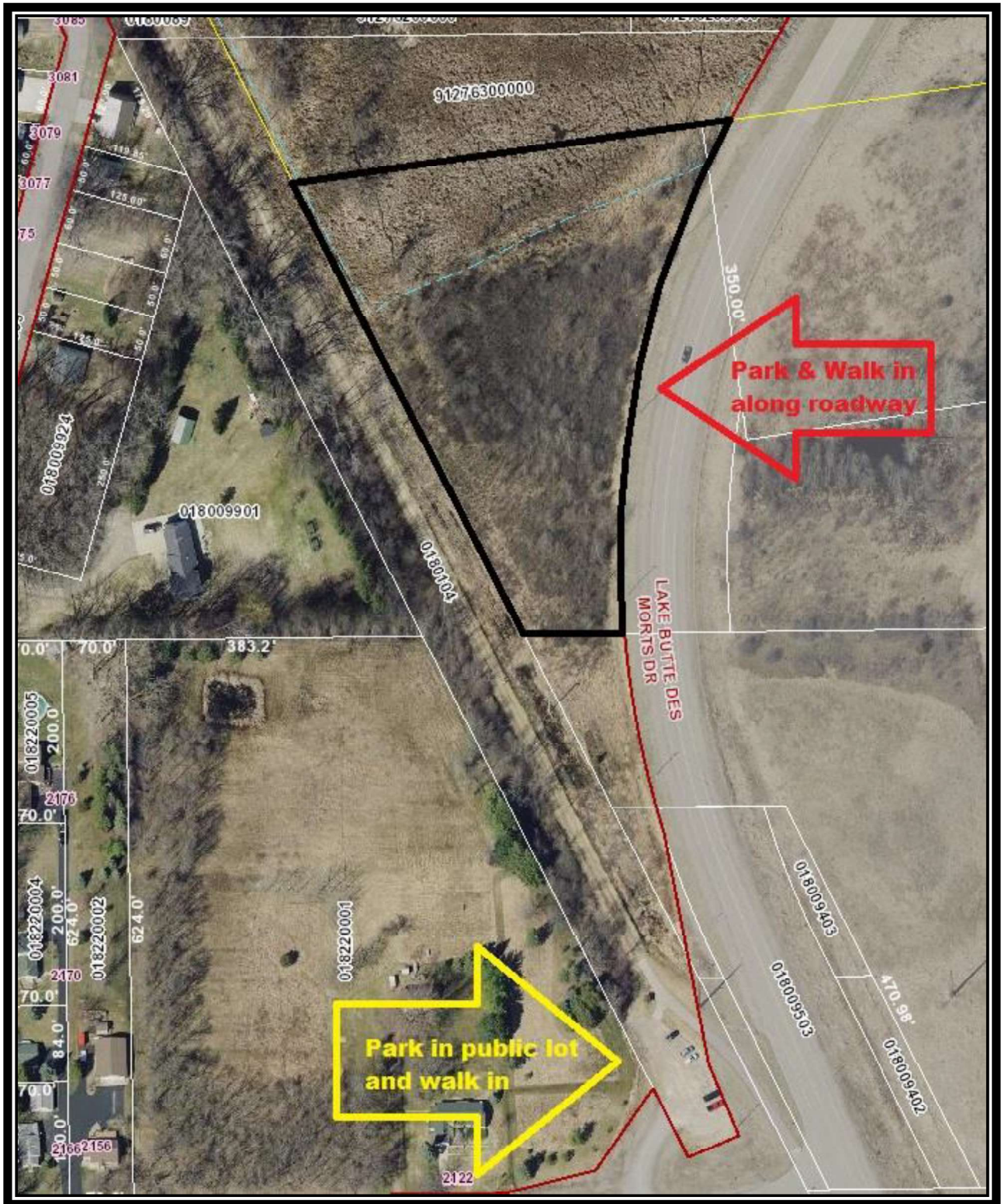
Contour Map



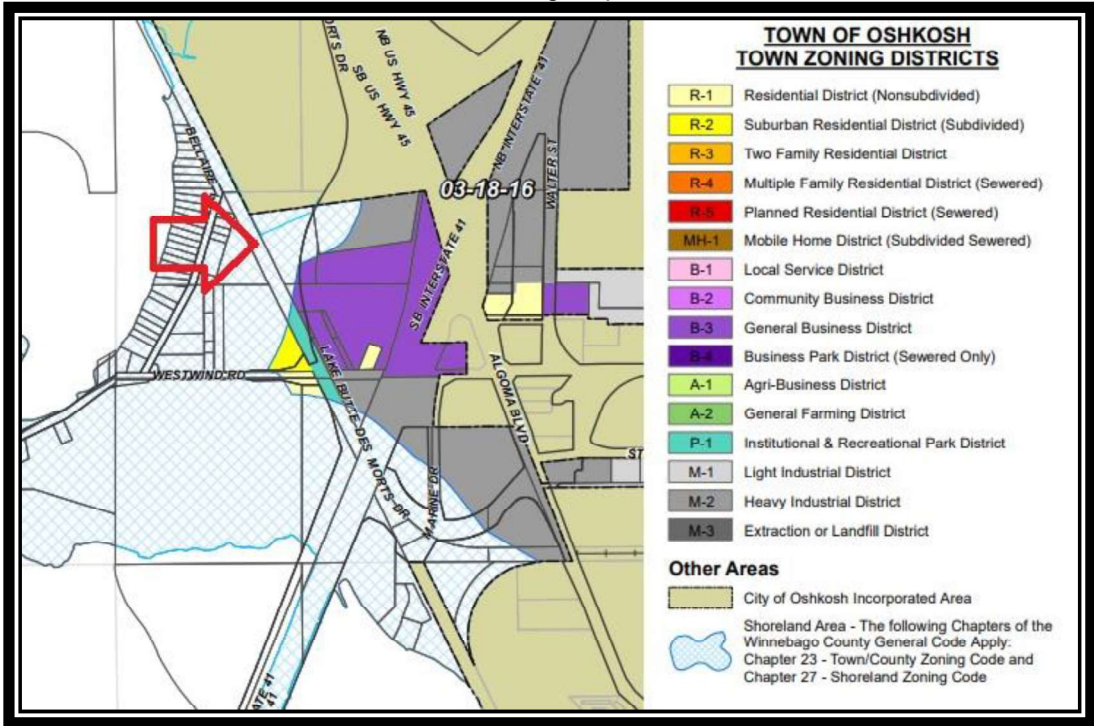
Plat of Survey



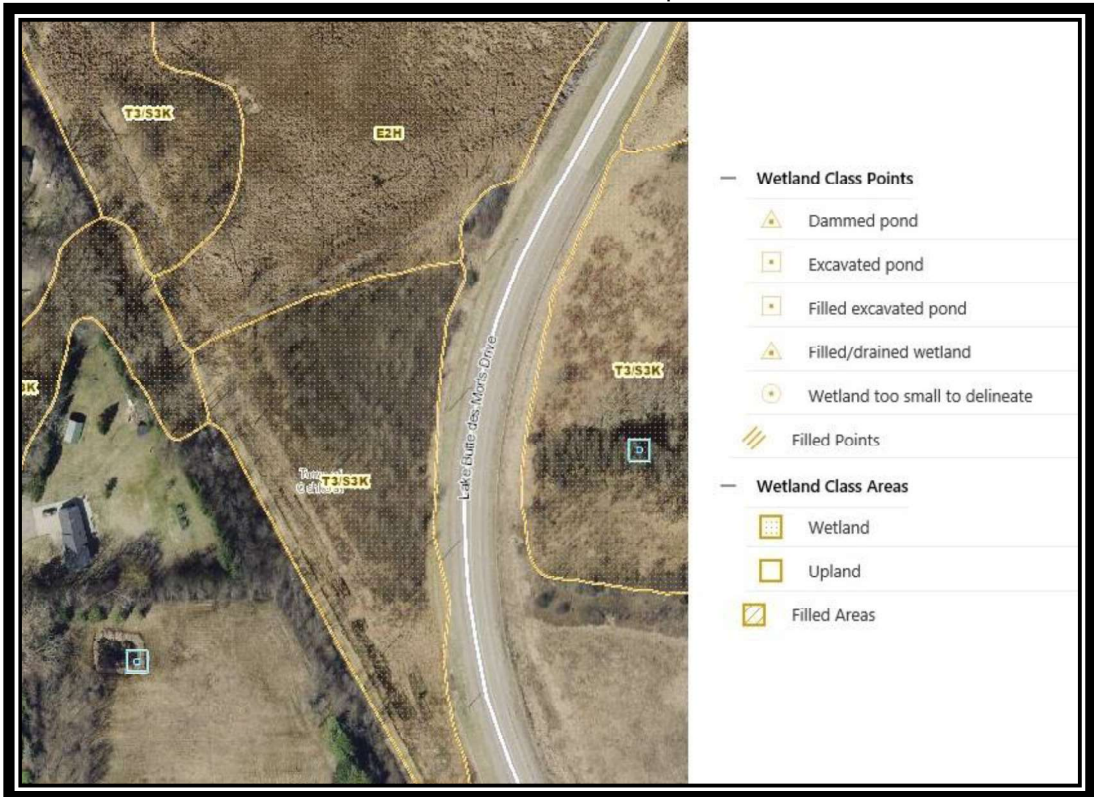
Aerial View of Subject with Access Marked



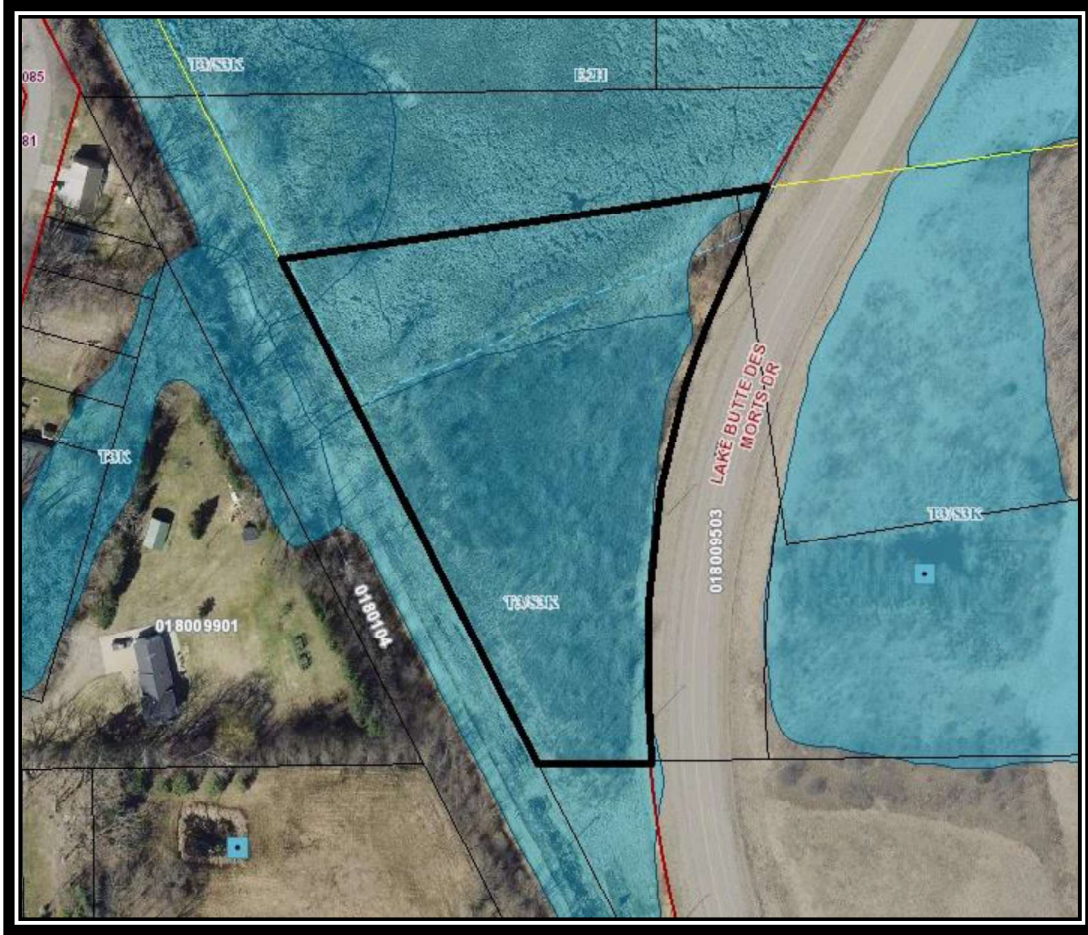
### Zoning Map



### WI DNR Wetland Map



Wetlands Overlay Map

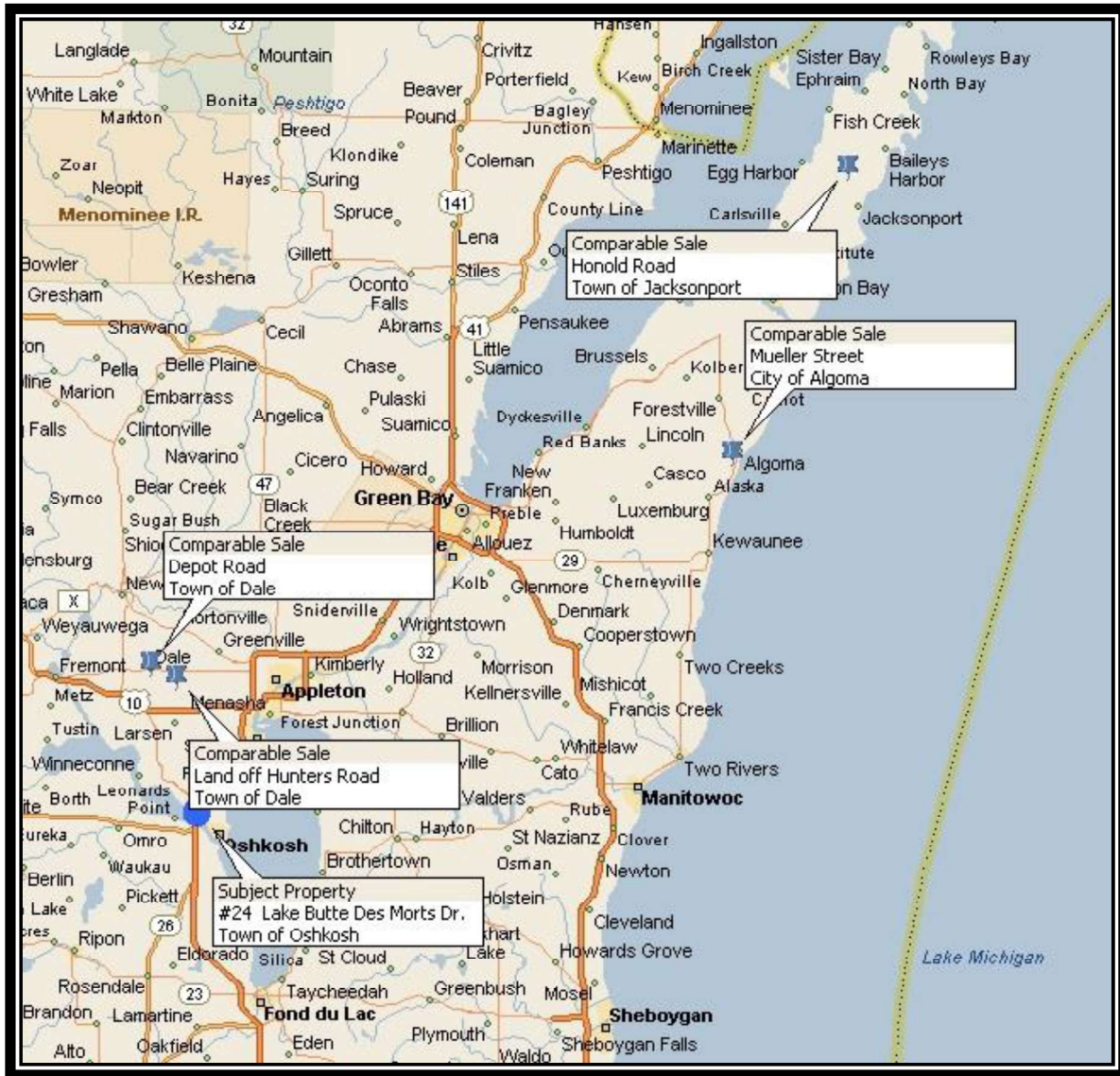


FEMA Map





Comparable Sales Map



**COMPARABLE SALES DATA**

**Steiro Appraisal Service, Inc.  
Sales Data Sheet**



Aerial Photograph of Comparable Sale No. 1

Comparable Land Sale No. 1		Sale Name:	Depot Road
Sale Price:	\$4,000	Address:	Depot Road
Sale Date:	11/02/2022	County:	Outagamie
Sale Size:	2.0 Acres	Municipality:	Dale
Sale Price per Unit:	\$2,000 / Acre	Parcel Id:	060068900
Grantor:	J. ROSS & DEBORAH L. SWEATT	Data source:	WSDOR
Grantee:	LARRY J. BOLDT	DOM:	NA
Broker:	NA	Verified By:	Assessor to Heidi Byard
Recorded Via:	Warranty Deed Document No. 2282409		
Date Inspected:	February 10, 2023 by Heidi Byard		
Financing:	Cash		
Conditions of Sale:	Arm's Length – Open market transaction between a willing buyer and willing seller.		

Site Description: The property is a rectangular shaped, wooded tract on the west side of Depot Road.

Topography: The property is basically level with no major slopes. The appraiser did not observe any major slopes at the time of the inspection.

Road Frontage: The property has approximately 260 feet of frontage along Depot Road. This is a hard paved, publicly maintained roadway.

Access: The site has adequate walk in access for a recreational tract.

Land Quality: The property is located within an area of DNR designated wetlands and is not buildable.

Zoning: AGD General Agriculture

Water Frontage: A creek flows through the eastern portion of the site.

Utilities: None

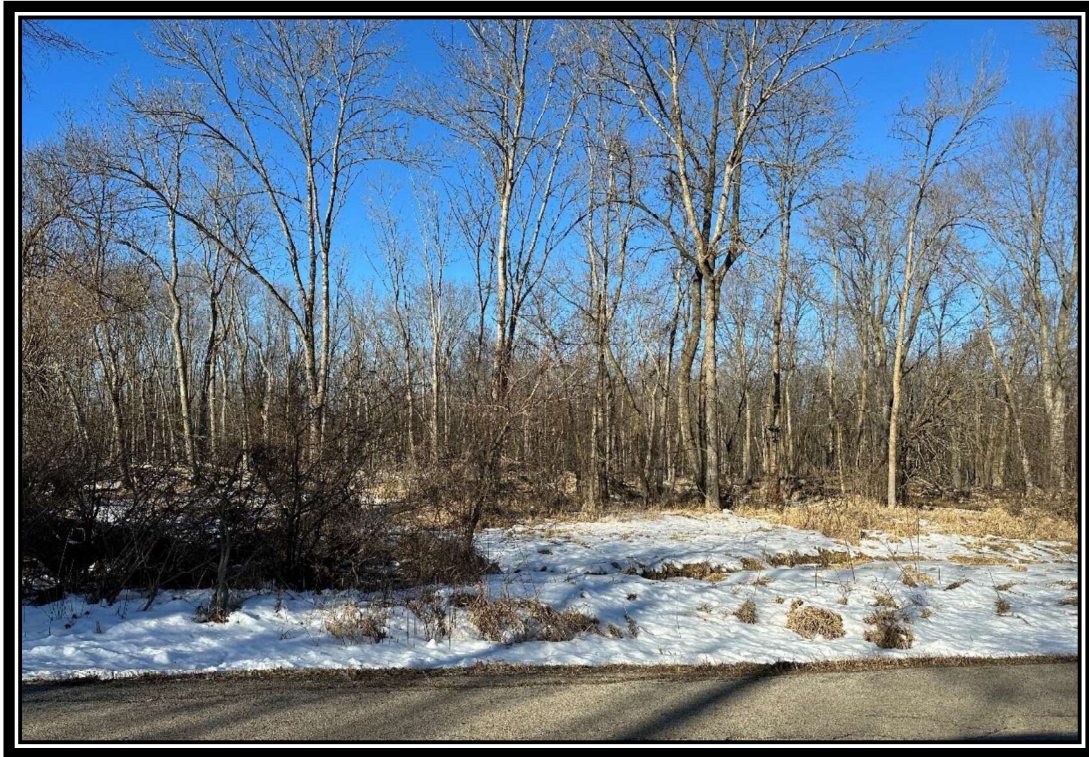
Improvements: None

Allocation: Land \$4,000 Improvements \$0

Highest & Best Use: A recreational use is the highest and best use of the property.

Comments: Multiple unsuccessful attempts were made to contact both the buyer and seller. The assessor, Rick Van Driel with Accurate Assessors confirmed the sale as a valid sale.

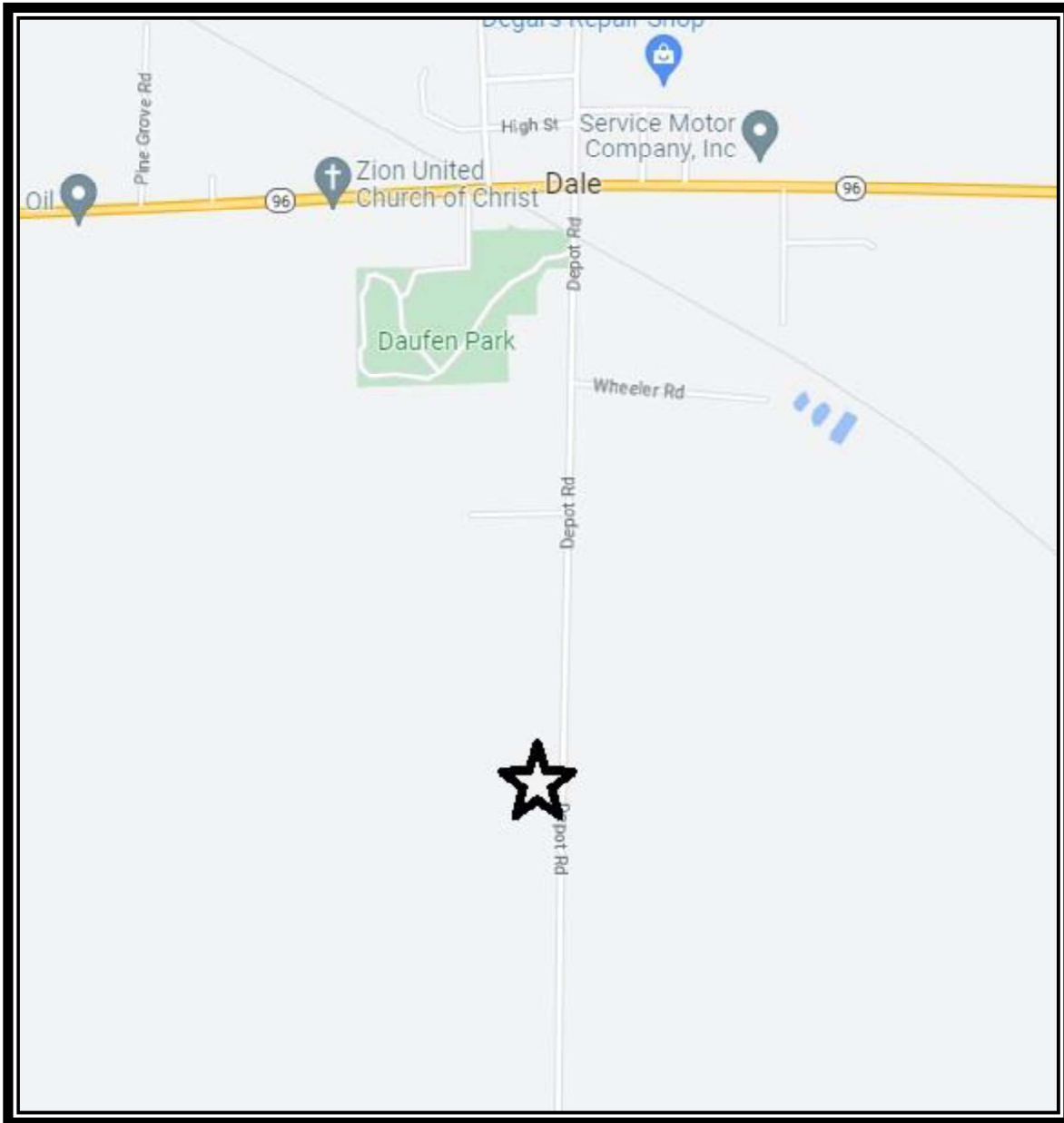
Legal Description: S2 1/2AC OF N5AC OF E10AC NE SE LESS S4RDS SEC28 T21N R15E, Town of Dale, Outagamie County, Wisconsin.



Comparable Sale Photograph



Comparable Sale Wetlands Overlay Map



Comparable Sale Location Map

**Steiro Appraisal Service, Inc.  
Sales Data Sheet**



Aerial Photograph of Comparable Sale No. 2

Comparable Land Sale No. 2	Sale Name: Honold Road
Sale Price: \$18,000	Address: Vacant land on Honold Road
Sale Date: August 28, 2020	County: Door
Sale Size: 10.0 Acres	Municipality: Town of Jacksonport
Sale Price per Unit: \$1,800 / acre	Parcel Id: 016-00-03292721A
Grantor: Honold Family Trust Dated March 28, 2001	Data source: MLS/WSDOR
Grantee: Timothy P. and Sheila Rae McCormick	DOM: 26
Broker: Leif Lautenbach of Sarkis & Associates 920-493-8845	Verified By: Leif Lautenbach to David Steiro
Recorded Via: Trustees Deed Document No. 834043	
Date Inspected: September 9, 2020 by David Steiro	
Financing: Cash	
Conditions of Sale: Arm's Length – Open market transaction between a willing buyer and willing seller.	
Site Description: The property is a rectangular shaped, wooded tract on the south side of Honold Road.	

Topography: The property is basically level with no major slopes. The appraiser did not observe any major slopes at the time of the inspection.

Road Frontage: The property has approximately 330 feet of frontage along Honold Road. This is a hard paved, publicly maintained roadway.

Access: The site has adequate access for its highest and best use.

Land Quality: The soils on the property are not buildable as 95% of the site is located within an area of DNR designated wetlands.

Zoning: W Wetlands and NA Natural Area

Water Frontage: Hibbard Creek meanders through the site.

Utilities: None

Improvements: None

Allocation: Land \$18,000 Improvements \$0

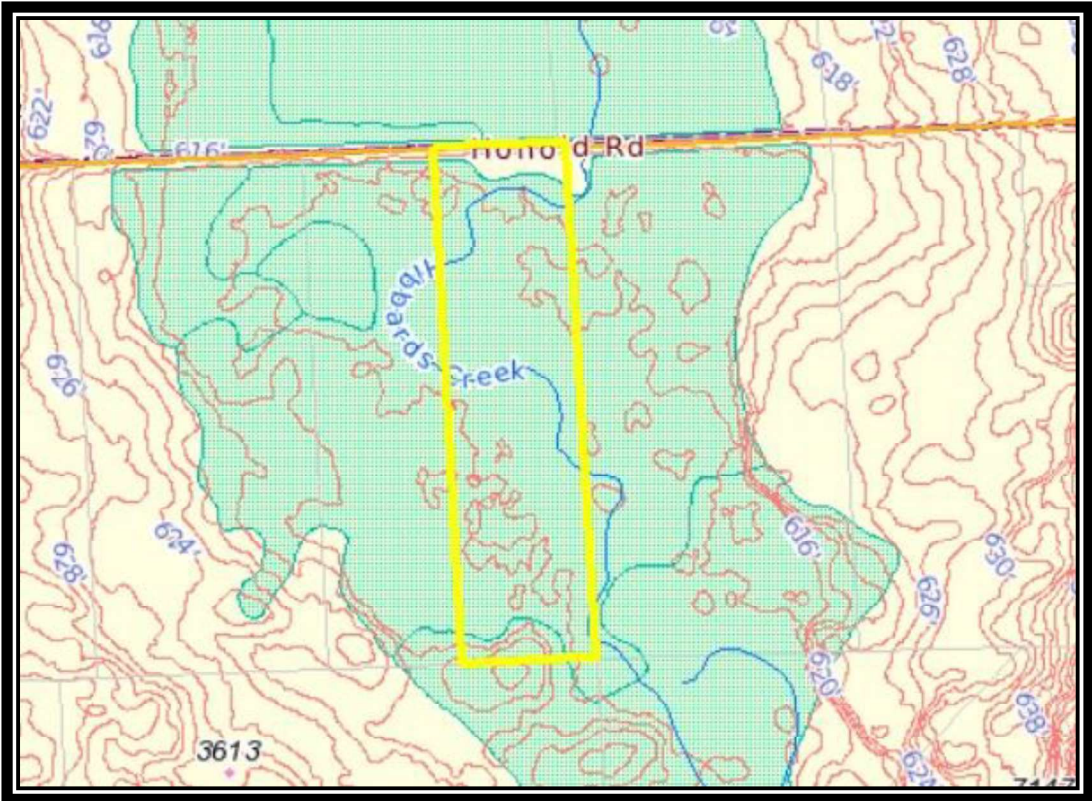
Highest & Best Use: A recreational use is the highest and best use of the property.

Comments: The property was confirmed with the broker as an arm's length transaction.

Legal Description: A parcel of land known as the East 10 acres of the Northeast Quarter of the Northwest Quarter (NE 1/4 of the NW 1/4), Section Three (3), Township Twenty-nine (29) North, Range Twenty-seven (27) East, in the Town of Jacksonport, Door County, Wisconsin, more particularly described as follows: Commencing at the North quarter corner of said Section 3, said point also being the point of beginning of lands to be described; thence South 03 deg. 26 min. 17 sec. East 1274.62 feet along the East line of the NW 1/4, Section 3, to the Southeast corner of the NE 1/4 of the NW 1/4; thence South 87 deg. 45 min. 37 sec. West 333.22 feet along the South line of said NE 1/4 of the NW 1/4; thence North 03 deg. 14 min. 38 sec. West 1274.29 feet to the North line of the NW 1/4, Section 3, said line also being the platted centerline of Honold Road; thence North 87 deg. 43 min. 03 sec. East 307.51 feet along said North line (centerline) to the S 1/4 corner of Section 34, Township 30 North, Range 27 East; thence continuing along said North line (centerline) North 87 deg. 43 min. 29 sec. East 21.39 feet to the point of beginning. The above described land was formerly known and described as: The East 10 acres of the Northeast Quarter of the Northwest Quarter (NE 1/4 of the NW 1/4) of Section Three (3), Township Twenty-nine (29) North, Range Twenty-seven (27) East, in the Town of Jacksonport, Door County, Wisconsin.

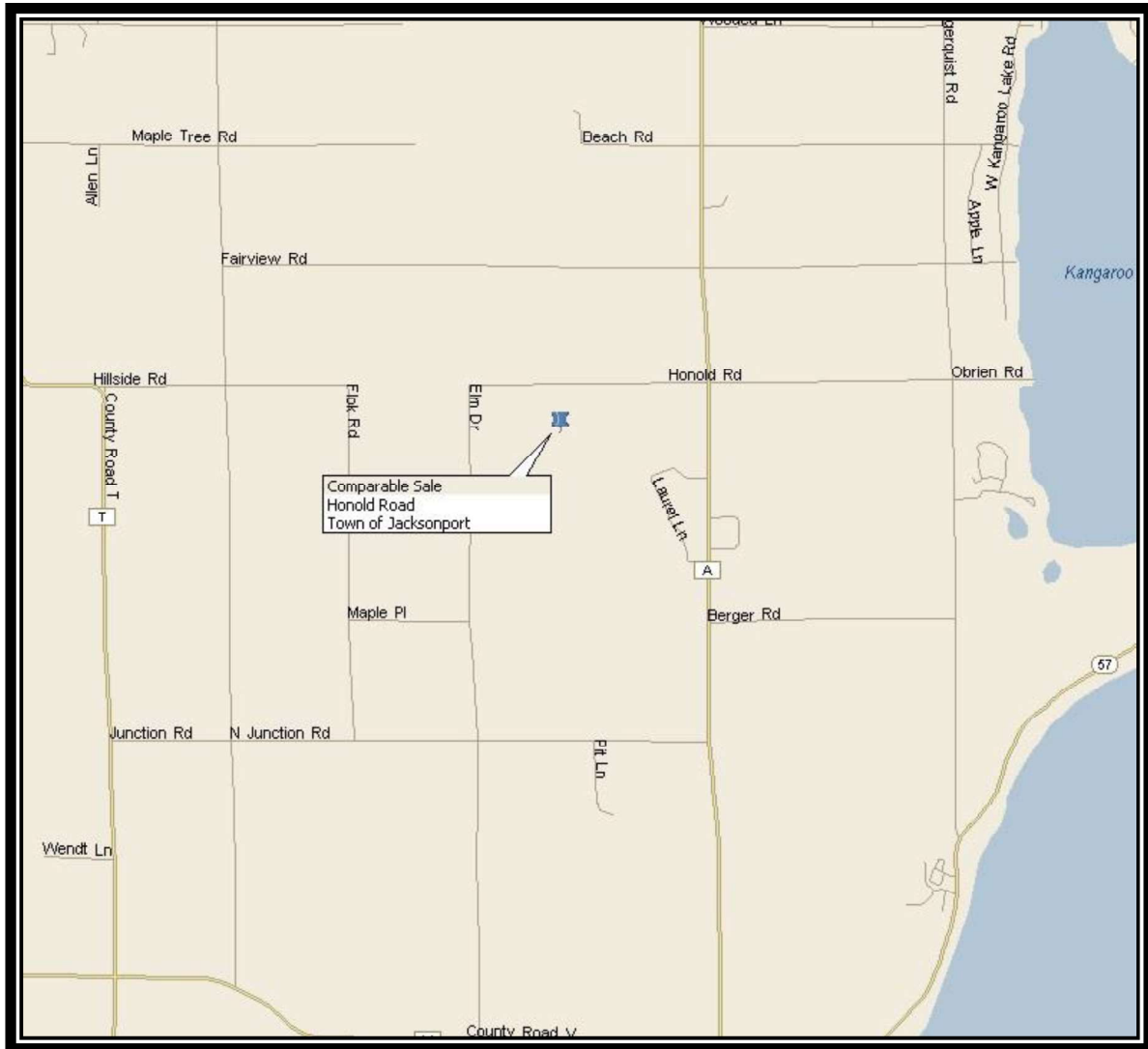


Comparable Sale Photograph



Comparable Sale Contour and Wetland Overlay Map





Comparable Sale Location Map

**Steiro Appraisal Service, Inc.  
Sales Data Sheet**



Aerial Photograph of Comparable Sale No. 3

Comparable Land Sale No. 3

Sale Price: \$12,500

Sale Date: May 5, 2020

Sale Size: 8.27 Acres

Sale Price per Unit: \$12,500 / Lot

Grantor: Lawrence R. Schmitz And Ann Clare Schmitz Trust

Grantee: Cottontail Ventures LLC

Broker: Todd Wiese of Todd Wiese Homeselling System, Inc. 920-406-0001

Recorded Via: Trustees Deed Document No. 467512

Date Inspected: December 14, 2020 by David Steiro

Financing: Cash

Conditions of Sale: Arm's Length – Open market transaction between a willing buyer and willing seller.

Site Description: The property is a rectangular shaped, wooded tract on the west side of Mueller Street.

Sale Name: Mueller Street

Address: Mueller Street

County: Kewaunee

Municipality: City of Algoma

Parcel Id: 31 201 GL4-34 1.5

Data source: MLS/WSDOR

DOM: 42

Verified By: Todd Wiese to David Steiro

Topography: The property is basically level with no major slopes. The appraiser did not observe any major slopes at the time of the inspection.

Road Frontage: None

Access: The site has access via an easement that comes west off of Mueller Street to the property. The site has adequate access for a recreational tract.

Land Quality: The soils on the property are not buildable; the property is located within an area of DNR designated wetlands.

Zoning: A Agriculture

Water Frontage: None

Utilities: The property has electric available at the roadway.

Improvements: None

Allocation: Land \$12,500 Improvements \$0

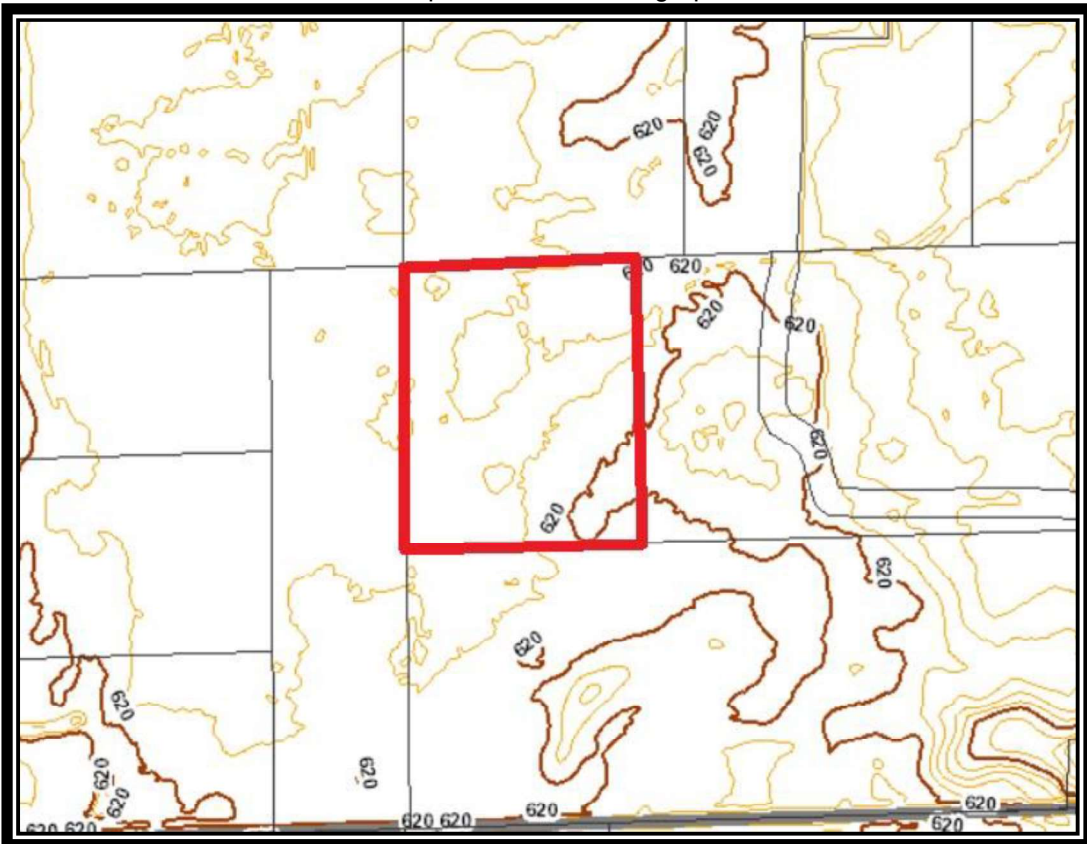
Highest & Best Use: A recreational use is the highest and best use of the property.

Comments: The broker indicated that the property was acquired by the abutting property owner to the south.

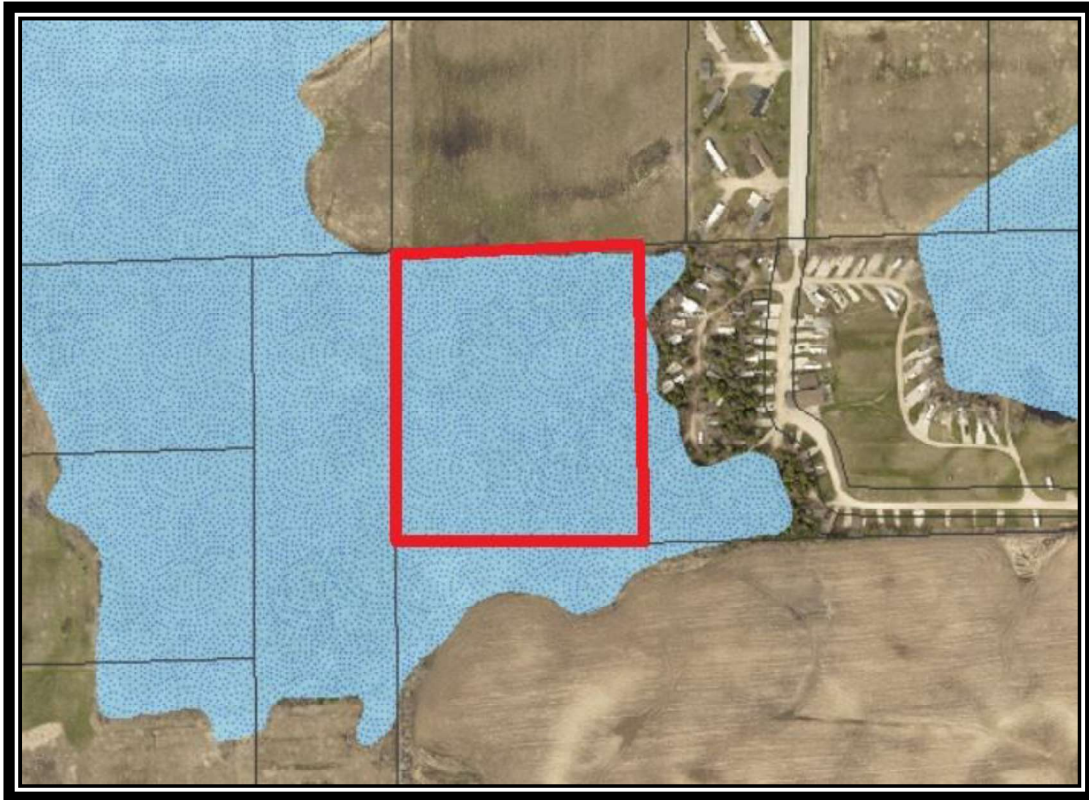
Legal Description: A tract of land in Government Lot Four (4), Section Thirty-Four (34), Township Twenty-Five (25) North, Range Twenty-Five (25) East, in the City of Algoma, Kewaunee County, Wisconsin, described as follows: Commencing at the Southwest corner of said Section Thirty-Four (34), which is marked by an existing railroad spike, thence South 89° 53' 40" East along the Section line a distance of 1,332.30 feet to the Southwest corner of said Government Lot Four (4); thence North 1° 46' 30" East along an existing fence line and its extension thereof a distance of 666.00 feet to the point of real beginning; thence North 89° 47' 30" East along and existing fence line 576.73 feet; thence North 0° 04' East 653.16 feet to the North line of said Government Lot Four (4); thence North 89° 56' West along the North line of said Government Lot Four (4) 524.52 feet; thence South 4° 37' West along an existing fence line 658.00 feet to the point of beginning. Together with an easement for ingress and egress to the conveyed premises to a public street or highway over land as conveyed in Volume 287, Page 198-199, as Document Number 341611.



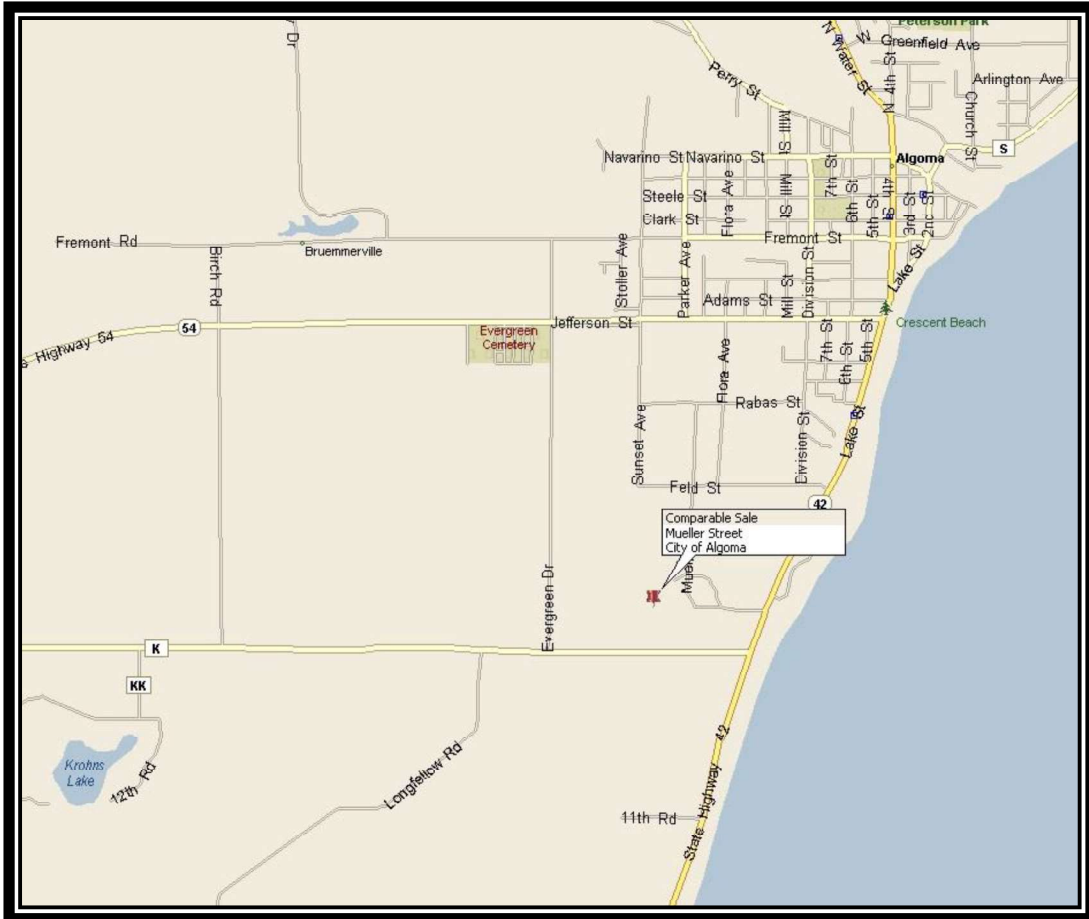
Comparable Sale Photograph



Comparable Sale Contour Map

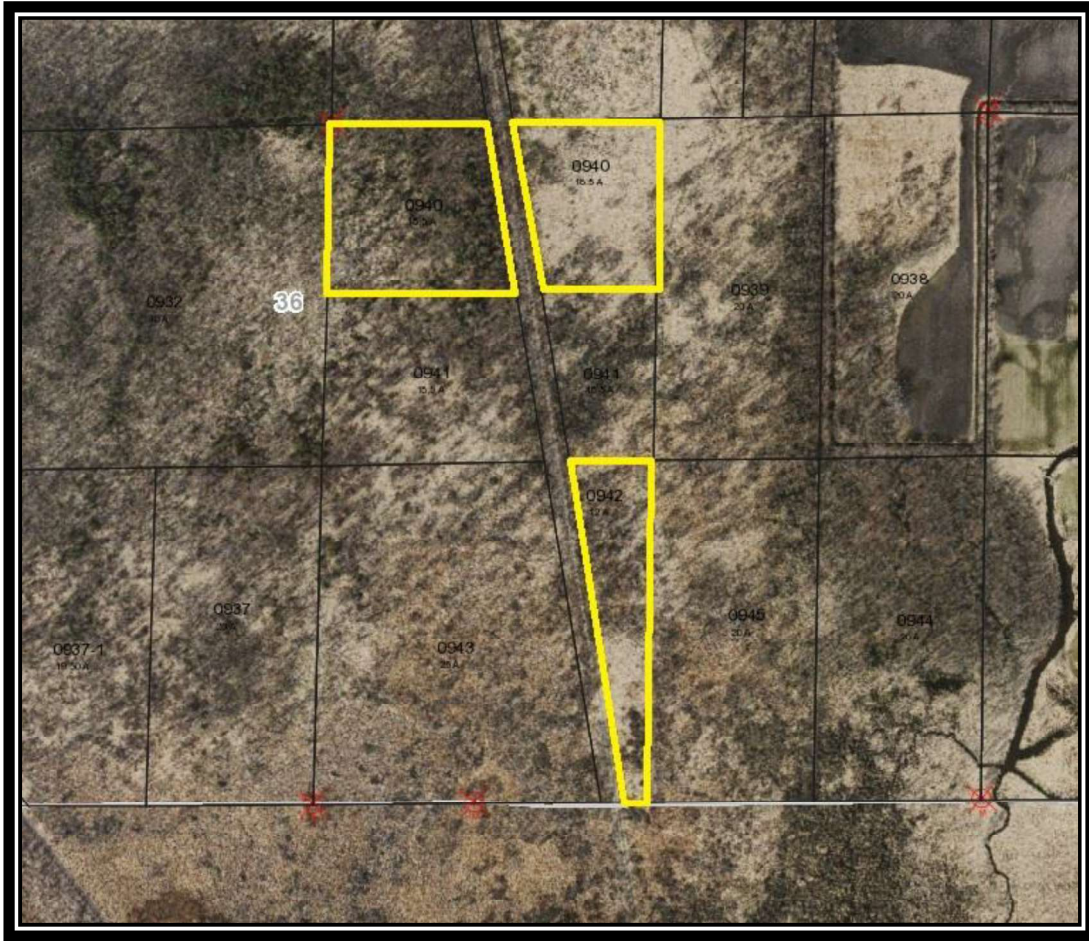


Comparable Sale Wetland Overlay Map



Comparable Sale Location Map

**Steiro Appraisal Service, Inc.  
Sales Data Sheet**



Aerial Photograph of Comparable Sale No. 4

Comparable Land Sale No. 4	Sale Name: Hunters Road
Sale Price: \$35,000	Address: Land off of Hunters Road
Sale Date: 06/10/2021	County: Outagamie
Sale Size: 24.5 Acres	Municipality: Town of Dale
Sale Price per Unit: \$1,429 / Acre	Parcel Id: 060094000 & 060094200
Grantor: BENJAMIN GORGES	Data source:
Grantee: CONRAD FOSS	DOM: 1
Broker: Emily Matthews of Re/Max Universal 920-208-9500	Verified By: Emily Matthews to Heidi Byard
Recorded Via: Warranty Deed Document No. 2237542	
Date Inspected: February 10, 2023 by Heidi Byard	
Financing: Conventional	
Conditions of Sale: Arm's Length – Open market transaction between a willing buyer and willing seller.	

Site Description: The property consists of two non abutting parcels. They are rectangular shaped, wooded tracts on the south side of Hunters Road.

Topography: The property is basically level with no major slopes. The appraiser did not observe any major slopes at the time of the inspection.

Road Frontage: None

Access: The site has walk in access along Wiouwash State Trail from Hunters Road; this is considered adequate access for a recreational tract.

Land Quality: The soils on the property are non buildable as the property is located within an area of DNR designated wetlands.

Zoning: AGD General Agriculture

Water Frontage: None

Utilities: None

Improvements: None

Allocation: Land \$35,000      Improvements \$0

Highest & Best Use: A recreational use is the highest and best use of the property.

Comments: The realtor confirmed the sale was an arm's length sale that was listed as a For Sale By Owner; the buyer asked her to act on his behalf to complete the sale. The realtor believes the value is low for this property because it was listed fsbo.

Legal Description: Parcel 1: The North ½ of the Northwest ¼ of the Southeast ¼ of Section 36, Township 21 North, Range 15 East, Town of Dale, Outagamie County, Wisconsin, LESS AND EXCEPTING railroad right of way. Parcel 2: A parcel of land located in the Southwest ¼ of the Southeast ¼ of Section 36, Township 21 North, Range 15 East, Town of Dale, Outagamie County, Wisconsin, described as followed: Beginning at the Southeast corner of the Southwest ¼ of the Southeast ¼ of Section 36, Township 21 North, Range 15 East, thence running North 80 rods, thence running West to the right of way of the Chicago & Northwestern Railroad Company; thence in a Southeasterly direction along the right of way of the said Chicago & Northwestern Railroad Company to the County line dividing the Counties of Winnebago and Outagamie; thence following said County line East to the place of beginning.

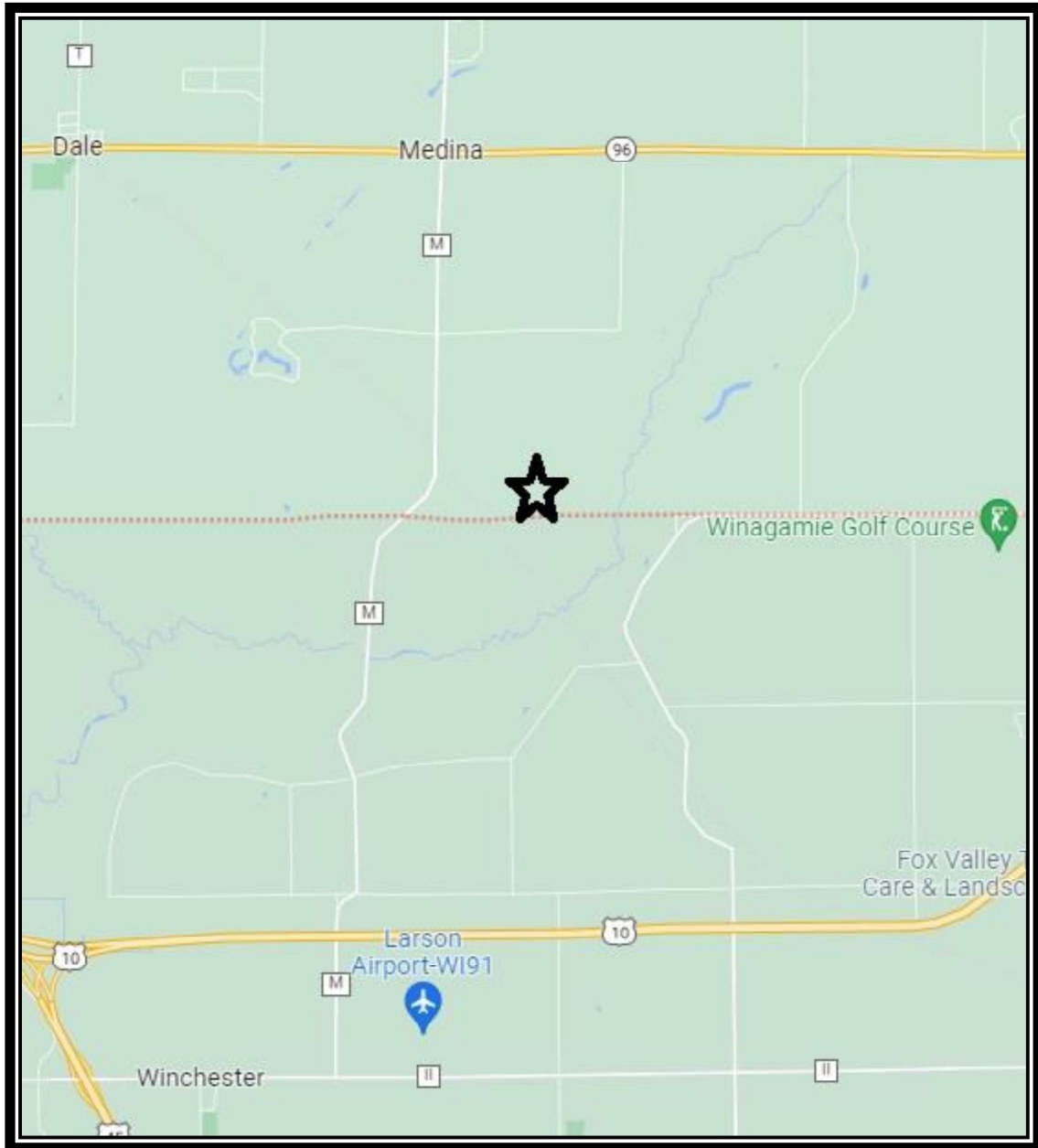


Comparable Sale Photograph



Comparable Sale Wetlands Overlay Map





Comparable Sale Location Map

## QUALIFICATIONS OF APPRAISERS



3021 Holmgren Way, Suite 201  
Green Bay, WI 54304

Residential • Commercial • Government • Litigation

920-497-1849  
www.steiroappraisal.com

**David E. Steiro, GAA**  
[dave@steiroappraisal.com](mailto:dave@steiroappraisal.com)  
[www.steiroappraisal.com](http://www.steiroappraisal.com)

Wisconsin State Certified General Appraiser #933

### PROFESSIONAL AFFILIATIONS

General Accredited Appraiser (GAA) from The National Association of Realtors – Appraisal section  
Member, the American Society of Farm Managers and Rural Appraisers (ASFMRA) – Wisconsin Chapter  
Member, International Right of Way Association (IRWA), Wisconsin Chapter 17  
Past Chairman of the Valuation and Transportation Committees for IRWA, Wisconsin Chapter 17  
Member of the Realtors Association of Northeast Wisconsin  
Consultant member of the Wisconsin Department of Transportation Surplus Land Committee

### APPRAISAL EXPERIENCE

Over 30 years of experience as President of Steiro Appraisal Service, Inc. established in 1991. Steiro Appraisal Service, Inc. is a full-service appraisal company with staff appraisers that specialize in Eminent Domain, Tribal Trust lands, commercial, residential and governmental (Yellow Book) appraisals. We also provide second opinion valuations for private property owners.

### AREAS OF EXPERTISE

**Eminent Domain:** Working with WisDOT under a Master Contract, I provide valuation assistance on commercial, residential, agricultural and special purpose properties. Some of the unique eminent domain appraisal assignments have included contaminated properties, railroad intersections, complex waterfront tracts, separate entities, remnants, access issues, tribal trust lands, wetland mitigation and changes in highest and best use. I have experience analyzing change of grade, access issues, proximity and interior circuitry. I also provide surplus land appraisals for WisDOT to aid in the disposal of unnecessary lands.

I understand and have coordinated complex projects that necessitate the involvement of multi governmental entities, agencies and departments along with the public.

**Yellow Book:** Contract appraiser for the Wisconsin Department of Natural Resources performing appraisals that conform to WisDNR appraisal guidelines along with the Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book). My clients include WisDNR, Local Municipalities, Counties, National and statewide land trusts that utilize my appraisals for State and Federal Grant applications.

**Tribal Trust Lands:** Contract appraiser for United States Department of Interior – Bureau of Indian Affairs, Office of the Special Trustee for American Indians, office of appraisal service. The Oneida Nation of Wisconsin, Menominee Indian Tribe of Wisconsin, Bad River Band of Lake Superior Chippewa Indians, Lac Courte Oreilles Ojibwa Tribe, Stockbridge Munsee Band of Mohicans, and Ho Chunk tribe. Trust land appraisals including residential, commercial, industrial, agricultural, pipeline leases, and right-of-way assignments. We also complete market rent studies for Section 105(l) leases with the BIA or HIS (Indian Health Services). (2016) WisDOT Inter-Tribal Task Force seminar, tribal real estate training.

**Easements:** Conservation easements, pipeline easements, avigation easements, backwater easements, trail easements, and stream easement, along with temporary limited and permanent highway easements for right of way acquisitions. I have also had the opportunity to teach credentialed seminars about conservation easements for assessor training.

**Large Acreage Raw Land:** Agricultural, Timberlands, and waterfront properties, including subdivision analysis, for Wisconsin Department of Natural Resources, National and statewide land trusts for governmental acquisitions and grants, mortgage lending and litigation purposes

**Commercial/Industrial/Special Purpose Properties:** Specializing in complex property valuations for lending, governmental and litigation clients. Some of the property types include Retail, Strip centers, Multi-tenant offices, Industrial, Gas station/c-stores, Hotels, Nursing homes/CBRFs, Apartments, Self-storage units, Restaurants, Marina's, Golf Courses, Churches, Campgrounds, Game Farms, and Horse stable/riding arenas.

**Agricultural:** Vacant land, Dairy Farms, hobby farms, cherry orchards, apple orchards, cherry processing facility

**Expert Witness:** Experience as an expert witness for depositions and court proceedings in Brown, Outagamie, Oconto and Marinette Counties.

## EDUCATION

(1998) Bachelor's Degree in Business Administration – Marion College of Fond du Lac

### REAL ESTATE APPRAISAL EDUCATION

- (2017) UASFLA (Yellow Book) update class AI- exam passed
- (2016) ASFMRA – 7 hour USPAP course (A114)
- (2015) ASFMRA A304 – Integrated Approaches to Value exam passed
- (2014) ASFMRA A370 – Appraisal Review under USPAP – exam passed
- (2014) ASFMRA A360 – Introduction to Appraisal Review – exam passed
- (2013) ASFMRA A390 – Advanced Appraisal Review Case Studies – exam passed
- (2013) ASFMRA - A380 – Appraisal Review under UASFLA (Yellow Book) – exam passed
- (2013) Commercial Appraisal Review – McKissock; exam passed
- (2013) 7- hour National USPAP – McKissock
- (2012) IRWA 403 – Easement Valuation; exam passed
- (2012) AI 833 – Fundamentals of Separating Real, Personal Property, and Intangible Business Assets – Exam passed
- (2012) NAR – Code of Ethics
- (2011) ASFMRA Business Ethics
- (2010) AI 550: Advanced Applications – Exam Passed
- (2010) Principles of Real Estate Negotiation – IRWA exam passed
- (2010) AI- 530: Advanced Sales Comparison and Cost Approaches – Exam Passed
- (2010) Business Practices and Ethics – AI
- (2010) Reviewing Appraisals in Eminent Domain-IRWA Course 410 – Exam passed
- (2010) 804 Skills of Expert Testimony IRWA exam passed
- (2010) Valuation of Difficult Appraisal Issues (Billboards and Access Rights) IRWA – Exam passed
- (2009) Appraisal of Environmentally Contaminated Real Estate IRWA – Exam passed
- (2009) AI 510\_ Advanced Income Capitalization – Exam passed
- (2008) Appraisals through the Eyes of a Reviewer ASFMRA
- (2008) 7 hour National USPAP – ASFMRA
- (2007) IRWA Principles of Real Estate Law Course 800 Exam passed
- (2007) Valuation of Conservation Easement Certificate program – ASFMRA/AI Exam Passed
- (2007) WisDOT Certificate for Appraisal procedures and practices
- (2007) Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book) Seminar - AI
- (2006) AI 520 -Highest and Best Use and Market Analysis Exam passed
- (2006) A-25 Eminent Domain, ASFMRA – Exam passed
- (2006) Highest and Best Use A-29 – ASFMRA – Exam passed
- (2005) Appraising Conservation Easements – Gathering Waters
- (2005) 7 hour National USPAP
- (2004) AI 540 Report Writing and Valuation Analysis Exam passed
- (2004) DNR Appraisal Guidelines
- (2003) 7 hour National USPAP
- (2002) How to Evaluate and Value Manufactured Homes – WRA
- (2002) Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book) Seminar – ASFMRA
- (2000) Conservation Easements – Gathering Waters
- (2000) USPAP, Parts A & B – AI
- (1997) Income Capitalization (Part 1) A27 – ASFMRA
- (1997) Office and Retail Appraisal – Prosource
- (1997) Advanced Yield Capitalization – Prosource
- (1997) Investment and Financial Analysis – Prosource
- (1996) Rural Residential Appraisal Seminar – ASFMRA
- (1995) How to Appraise FHA Insured Property
- (1995) Appraising the 2-4 Family Residence
- (1992) USPAP, Part A – AI/WRA
- (1992) AI 102 Applied Residential property Valuation Course Exam passed
- (1991) AI 1A1 Real Estate Appraisal Principles Course Exam passed
- (1991) AI 1A2 Basic Valuation Procedures Course Exam passed

**PARTIAL LIST OF PAST CLIENTS**

Steiro Appraisal Service, Inc. clients include the Wisconsin Department of Transportation, Wisconsin Department of Natural Resources, The Oneida Nation of Wisconsin, The Department of Interior - Bureau of Indian Affairs, along with Local Public Agency projects across the state of Wisconsin for multiple municipal, county and city governmental projects. We also serve national and statewide land trusts, attorneys, lending institutions and private parties.

NO. 933 - 10

EXPIRES: 12/14/2023

**The State of Wisconsin**  
**Department of Safety and Professional Services**

*Hereby certifies that*  
**DAVID E STEIRO**  
*was granted a certificate to practice as a*  
**CERTIFIED GENERAL APPRAISER ELIGIBLE TO APPRAISE FEDERALLY  
RELATED TRANSACTIONS IS AQB COMPLIANT**  
*in the State of Wisconsin in accordance with Wisconsin Law  
on the 28th day of April in the year 1998.*  
*The authority granted herein must be renewed each biennium by the granting authority.*  
*In witness thereof, the State of Wisconsin  
Department of Safety and Professional Services  
has caused this certificate to be issued under  
its official seal.*



*David B. Livi*  
DPS Secretary

*This certificate was printed on the 2nd day of December in the year 2021*

**Heidi S. Byard**  
Wisconsin Certified General Appraiser #2627  
heidi@steiroappraisal.com

**EDUCATION**

1999 Bachelor of Science in Agribusiness-Kansas State University-Manhattan, Kansas

**APPRAISAL EDUCATION**

2022 Received Wisconsin Certified General Appraiser License  
2022 Passed National Appraiser Qualification Board Examination  
2022 Passed State of Wisconsin Appraiser Exam  
2021 General Appraiser Income Approach-McKissock  
2020 Expert Witness for Commercial Appraisers-McKissock  
2017 Commercial Appraisal Review - McKissock  
2017 General Appraiser Market Analysis Highest and Best Use - McKissock  
2016 General Appraiser Sales Comparison Approach - McKissock  
2016 General Appraiser Site Valuation and Cost Approach - McKissock  
2015 General Appraiser Report Writing and Case Studies – McKissock  
2015 Real Estate Finance, Statistics, and Valuation Modeling – McKissock  
2014 15-Hour National Uniform Standards of Professional Appraisal Practice – McKissock  
2014 Basic Appraisal Procedures – McKissock  
2014 Basic Appraisal Principles – McKissock

**APPRAISAL EXPERIENCE**

(March 2013-present) Steiro Appraisal Services, Inc.- I began working as an office assistant and my role focused on providing support to all of the office staff. This included being involved from start to finish with the appraisal report process: tracking deadlines, aiding the commercial appraisers by researching and collecting information relevant to the appraisal report and providing the delivery of reports to the client. In 2014, I began taking the necessary appraisal classes to become a certified appraiser and assists not only in the researching but also the writing and valuation for appraisal reports. I have experience working on narrative appraisals in areas such as local public works projects, public land acquisitions and estate planning; I am also trained and specialize in residential appraising.

# The State of Wisconsin Department of Safety and Professional Services

*Hereby certifies that*  
**HEIDI S BYARD**

*was granted a certificate to practice as a*  
**CERTIFIED GENERAL APPRAISER ELIGIBLE TO APPRAISE FEDERALLY  
RELATED TRANSACTIONS IS AQB COMPLIANT**

*in the State of Wisconsin in accordance with Wisconsin Law  
on the 8th day of July in the year 2022.*

*The authority granted herein must be renewed each biennium by the granting authority.*

*In witness thereof, the State of Wisconsin  
Department of Safety and Professional Services  
has caused this certificate to be issued under  
its official seal.*



  
DSPS Secretary

*This certificate was printed on the 22nd day of November in the year 2022*