

MARKET DATA AND MARKET ANALYSIS
DESOTO COUNTY, FL

AT THE REQUEST OF

Mosaic Fertilizer, LLC

AND

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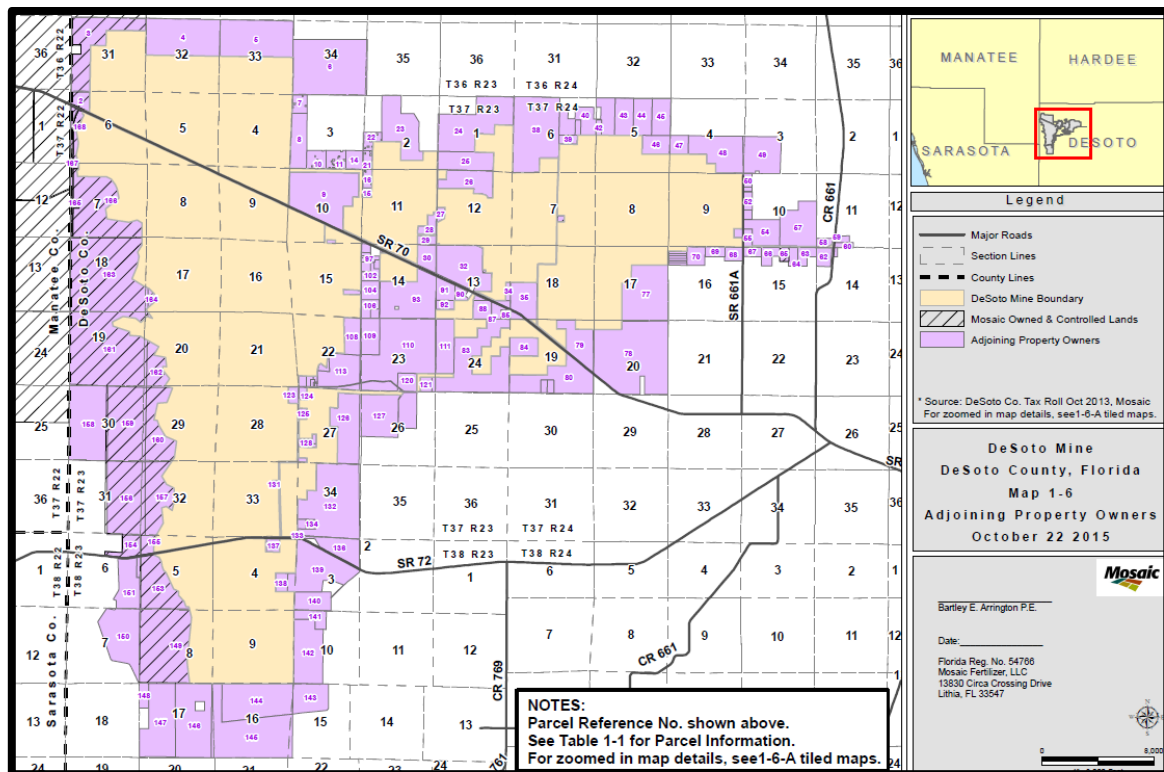
PREPARED ON

July 10, 2018

SUMMARY

Mosaic Fertilizer, LLC (Mosaic) is requesting the rezoning of certain properties known as the Desoto Mine in Desoto County, Florida. Specifically, Mosaic is requesting for the rezoning of the lands from the current Agricultural-10 (A-10) zoning designation to the Phosphate Mining-Industrial (PM-I) zoning designation to allow for phosphate mining and related operations. The properties include all land owned and/or under unified control by Mosaic in Desoto County, Florida.

The Desoto Mine property, in its entirety, contain approximately 23,027.90± gross acres of land, of which 8,974.50± gross acres are already zoned PM-I, and 14,053.40± gross acres are zoned A-10. The Desoto Mine property is currently designated on the Future Land Use Map as Rural/Agriculture, but is located in the Generalized Phosphate Mining Overlay Designation (GPMOD) overlay.



The purpose of this analysis is to assist in the understanding of any effects from mining on adjacent or nearby properties by:

- Gathering market data of recent sales located in close proximity to active, or recently active mining properties;
- Gathering market data of recent sales located distant from active, or recently active mine-mining properties; and
- Comparing the two groups of sales to determine if the proximity to mining properties effects property value.

Because Desoto County does not currently have any active phosphate mines, we have expanded our search of land sales to the adjacent and nearby counties of Hardee, Manatee, and Hillsborough Counties, all of which have active/recently active mines.

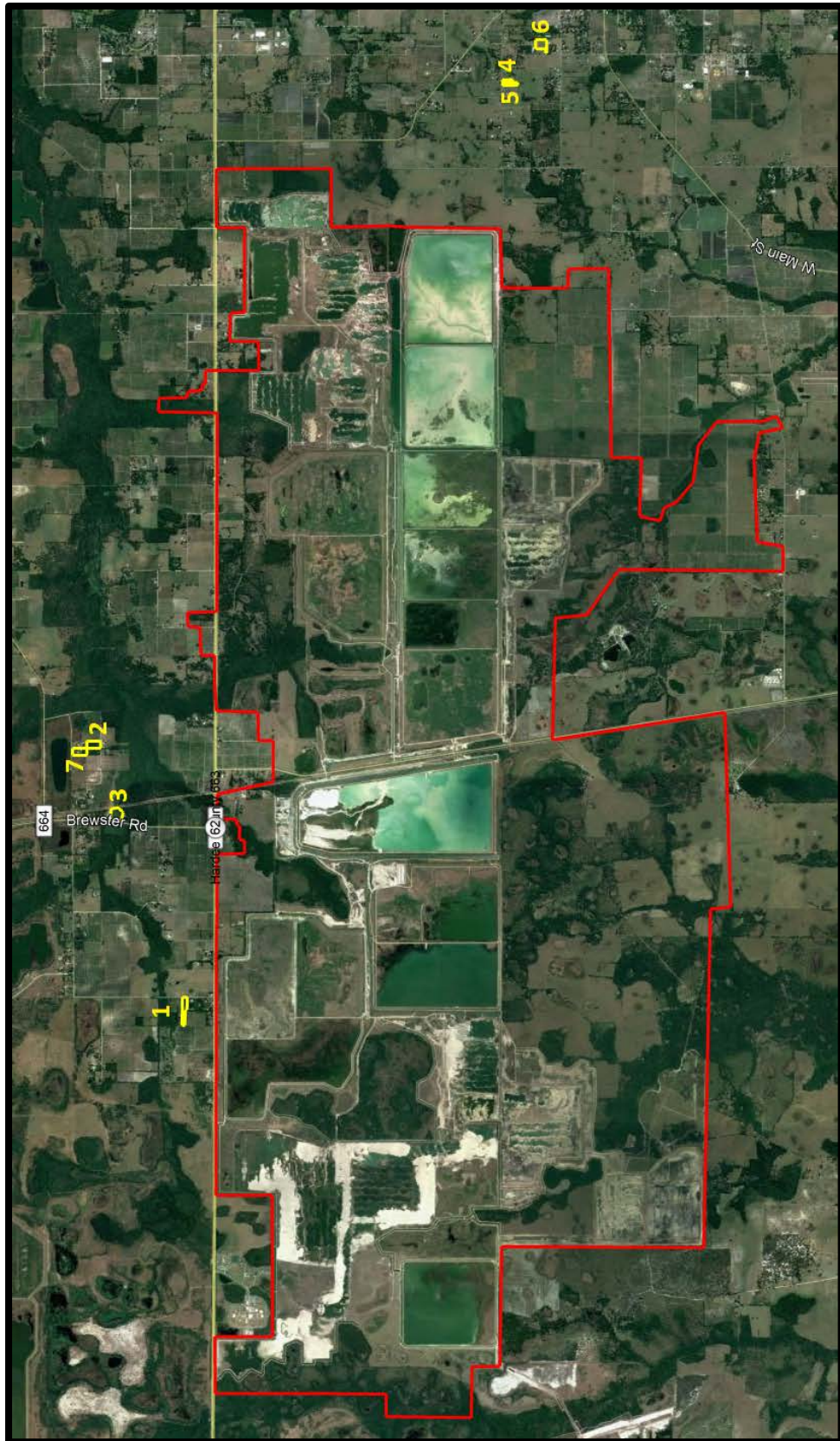
PROXIMATE LAND SALES – HARDEE COUNTY

A search for recent sales of sites proximate to properties which are or have been recently mined was made. The following chart summarizes seven land sales which are located in close proximity to the mining properties in Hardee County.

PROXIMATE PHOSPHATE MINE						
No.	Location	Property Use	Sale Date	Sale Price	Acres	\$/AC
1	John Gill Road	Rural Residential	Apr-18	\$ 37,000	5.01	\$ 7,385
2	Alderman Road	Rural Residential	Jan-17	\$ 40,000	5.00	\$ 8,000
3	North CR 663	Rural Residential	Oct-16	\$ 49,900	6.93	\$ 7,201
4	Kazen Road	Rural Residential	Sep-16	\$ 15,000	1.61	\$ 9,317
5	Kazen Road	Rural Residential	Aug-16	\$ 22,000	2.03	\$ 10,837
6	Terrell Road	Rural Residential	Feb-15	\$ 45,000	5.39	\$ 8,349
7	Hollis Road	Rural Residential	Jan-15	\$ 37,500	5.00	\$ 7,500

Summary of Proximate Land Sales – Hardee County

The unit prices of these sales range from \$7,201 to \$10,837 per gross acre with a mean of \$8,370 per gross acre. The sales represent vacant land for residential and/or residential and agricultural use, which, along with mining, are the predominant land uses throughout Hardee County. The aerial image located on the following page depicts these sales outlined in yellow, with the general boundaries of the mining properties outlined in red.



DISTANT LAND SALES – HARDEE COUNTY

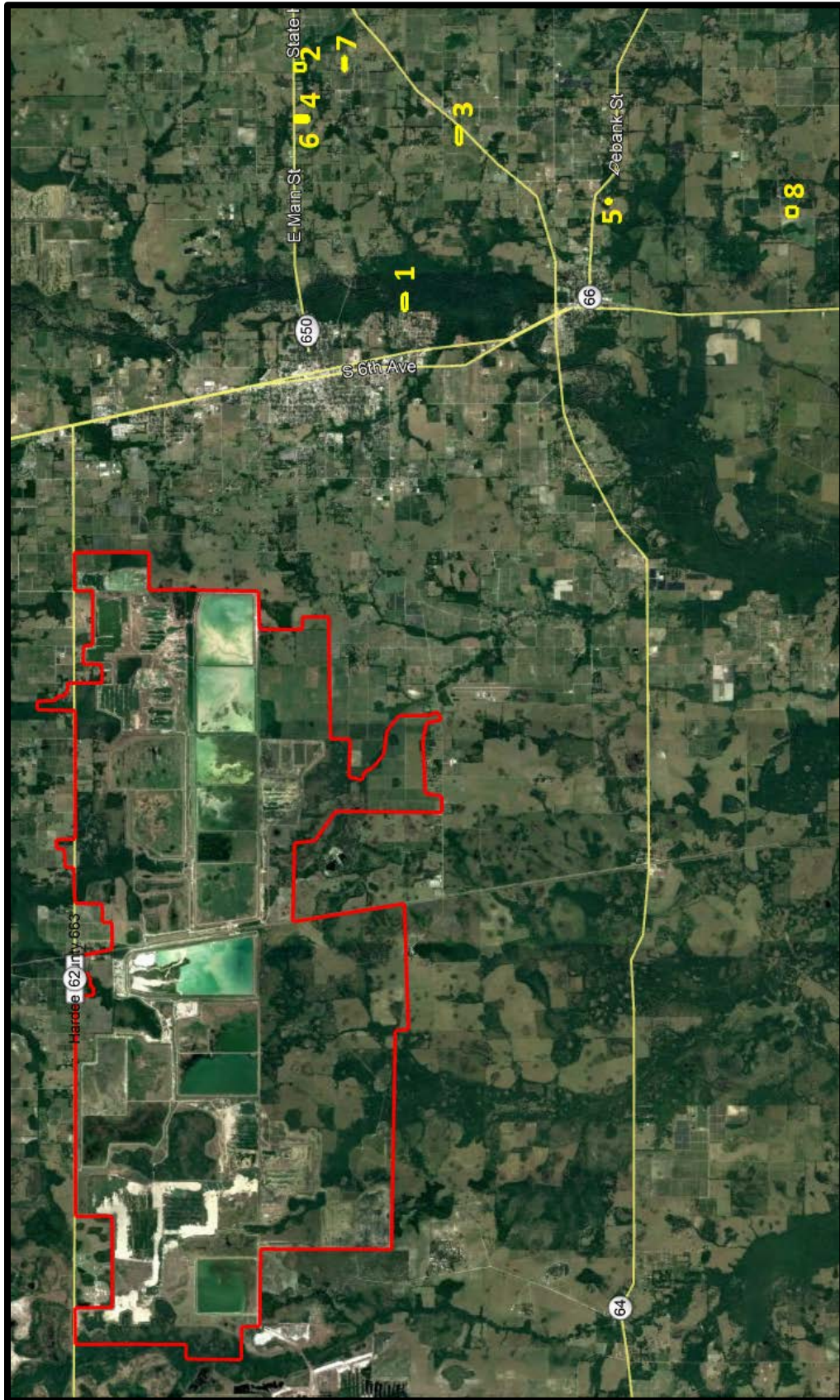
Hardee County

A search for recent sales of sites distant to properties which are or have been recently mined was made. The following chart summarizes eight land sales which are located in distant to mining properties in Hardee County.

DISTANT PHOSPHATE MINE						
No.	Location	Property Use	Sale Date	Sale Price	Acres	\$/AC
1	Hyde Street	Rural Residential	Dec-17	\$ 80,000	9.50	\$ 8,421
2	South Hollandtown Road	Rural Residential	Aug-17	\$ 78,000	9.83	\$ 7,935
3	East State Road 64	Rural Residential	Jun-17	\$ 58,500	9.75	\$ 6,000
4	East Main Street	Rural Residential	Apr-17	\$ 35,000	5.02	\$ 6,972
5	Old Crewsville Road	Rural Residential	Feb-16	\$ 24,000	2.50	\$ 9,600
6	East Main Street	Rural Residential	Jan-16	\$ 30,000	5.02	\$ 5,976
7	South Hollandtown Road	Rural Residential	Jun-15	\$ 35,000	5.00	\$ 7,000
8	Hirst Road	Rural Residential	Apr-15	\$ 74,800	11.00	\$ 6,800

Summary of Distant Land Sales – Hardee County

The unit prices of these sales range from \$5,976 to \$9,600 per gross acre with a mean of \$7,338 per gross acre. The sales represent vacant land for residential and/or residential and agricultural use, which, along with mining, are the predominant land uses throughout Hardee County. The aerial image located on the following page depicts these sales outlined in yellow, with the general location of the mining properties outlined in red.





Discussion of Proximate and Distant Land Sales – Hardee County

In Hardee County, there has been similar sales activity of vacant or agricultural land in both the areas proximate to, and distant from, the mining properties. The unit prices for the sales of proximate properties ranged from \$7,201 to \$10,837 per gross acre with a mean of \$8,370 per gross acre. The unit prices of the distant properties are less than the properties which are more proximate and ranged from \$5,976 to \$9,600 per gross acre with a mean of \$7,338 per gross acre.

Conclusion – Hardee County

In general, there is no market evidence in Hardee County to substantially suggest that mining and reclamation activity diminishes the land value of non-mining properties in close proximity. In fact, the market data suggests that land which is located near mining properties may sell for a higher unit value than the remote properties located distant from the mines.

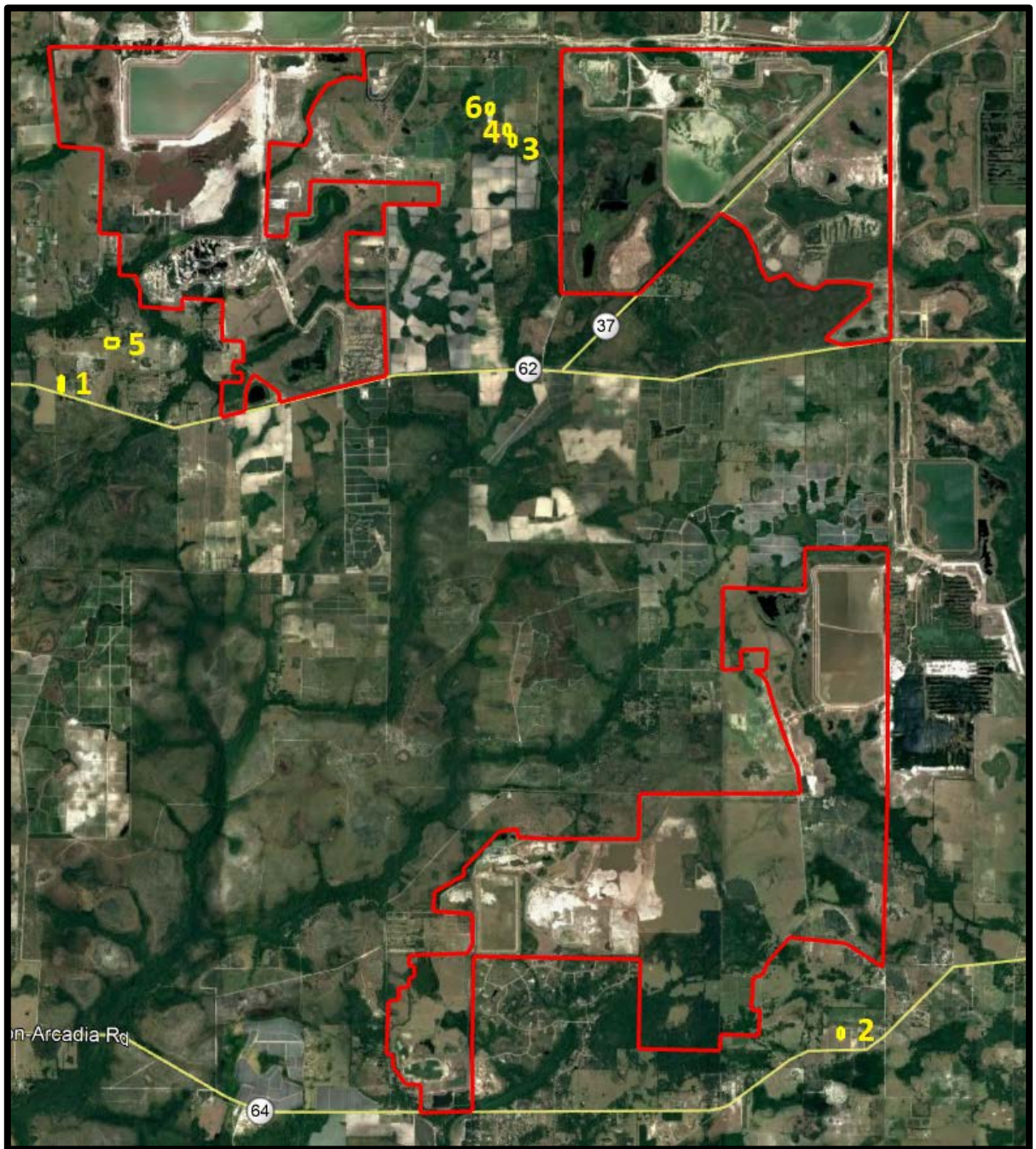
PROXIMATE LAND SALES – MANATEE COUNTY

A search for recent sales of sites proximate to properties which are or have been recently mined was made. The following chart summarizes six land sales which are located in close proximity to the mining properties in Manatee County.

PROXIMATE PHOSPHATE MINE						
No.	Location	Property Use	Sale Date	Sale Price	Acres	\$/AC
1	State Road 62	Rural Residential	May-18	\$ 85,000	5.41	\$ 15,712
2	East State Road 64	Rural Residential	Dec-17	\$ 41,000	5.24	\$ 7,820
3	Albritton Road	Rural Residential	Sep-17	\$ 59,000	5.42	\$ 10,878
4	Albritton Road	Rural Residential	Jul-16	\$ 60,000	5.41	\$ 11,093
5	326th Avenue East	Rural Residential	May-16	\$ 110,000	10.00	\$ 11,000
6	Albritton Road	Rural Residential	Apr-16	\$ 70,000	5.99	\$ 11,686

Summary of Proximate Land Sales – Manatee County

The unit prices of these sales range from \$7,820 to \$15,712 per gross acre with a mean of \$11,365 per gross acre. The sales represent vacant land for residential and/or residential and agricultural use, which, along with mining, are the predominant land uses throughout the eastern portion of Manatee County. The aerial image located on the following page depicts these sales outlined in yellow, with the general boundaries of the mining properties outlined in red.



DISTANT LAND SALES – MANATEE COUNTY

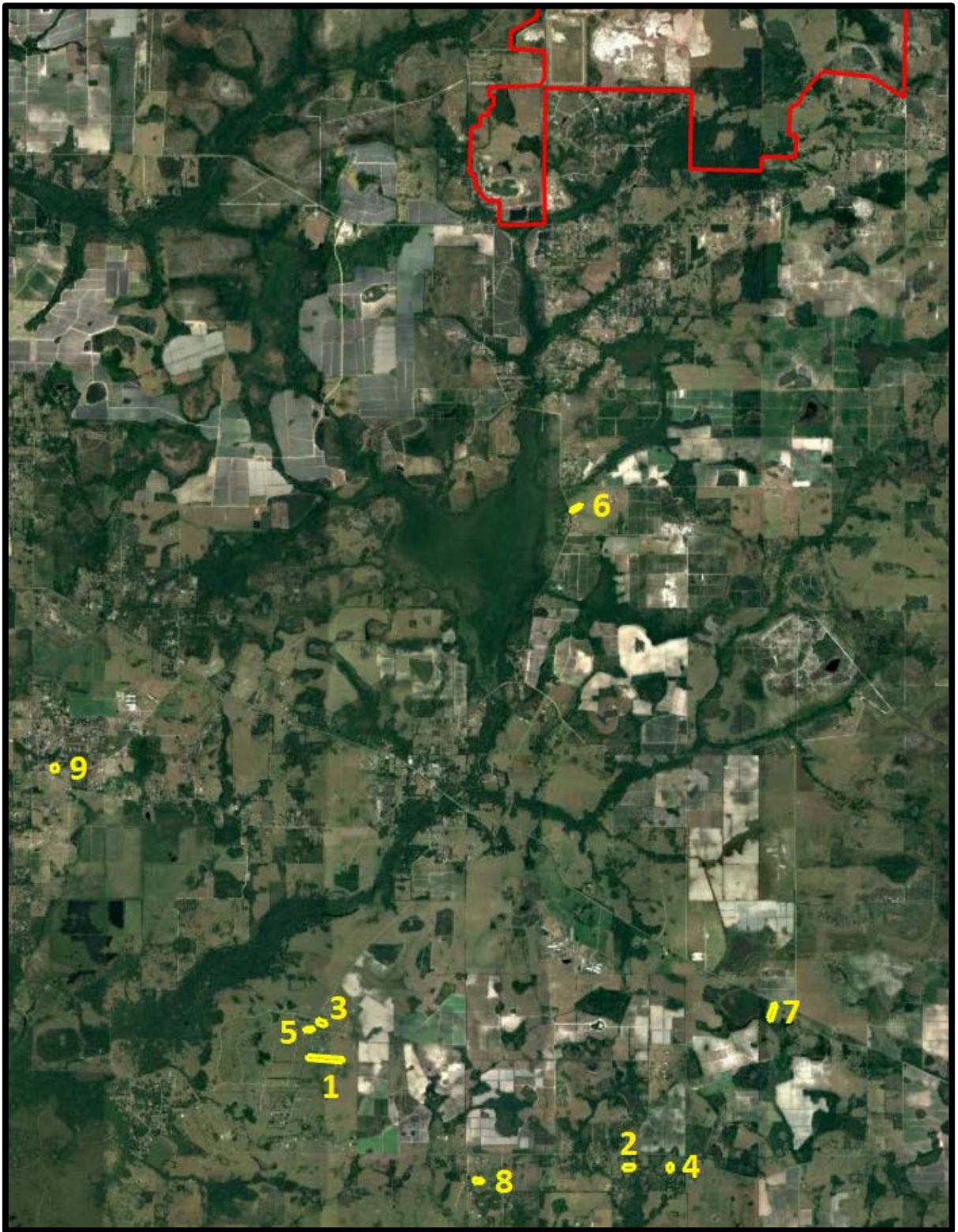
A search for recent sales of sites distant to properties which are or have been recently mined was made. The following chart summarizes nine land sales which are located in distant to mining properties in Manatee County.

DISTANT PHOSPHATE MINE						
No.	Location	Property Use	Sale Date	Sale Price	Acres	\$/AC
1	M-J Road	Rural Residential	Aug-17	\$ 195,000	20.01	\$ 9,745
2	Sugar Bowl Road	Rural Residential	May-17	\$ 85,000	6.99	\$ 12,165
3	M-J Road	Rural Residential	Mar-17	\$ 63,000	6.06	\$ 10,396
4	Clay Gully Road	Rural Residential	Nov-16	\$ 32,000	5.06	\$ 6,329
5	M-J Road	Rural Residential	Nov-16	\$ 50,000	5.01	\$ 9,980
6	Wauchula Road	Rural Residential	Sep-16	\$ 39,000	5.10	\$ 7,646
7	East State Road 70	Rural Residential	May-16	\$ 67,000	10.00	\$ 6,700
8	Coker Gully Road	Rural Residential	May-16	\$ 59,900	5.30	\$ 11,304
9	104th Drive East	Rural Residential	Jan-16	\$ 75,000	5.03	\$ 14,922

Summary of Distant Land Sales – Manatee County

The unit prices of these sales range from \$6,329 to \$14,922 per gross acre with a mean of \$9,910 per gross acre. The sales represent vacant land for residential and/or residential and agricultural use, which, along with mining, are the predominant land uses throughout the eastern portion of Manatee County. The aerial image located on the following page depicts these sales outlined in yellow, with the general location of the mining properties outlined in red.





Discussion of Proximate and Distant Land Sales – Manatee County

In Manatee County, there has been similar sales activity of vacant or agricultural land in both the areas proximate to, and distant from, the mining properties. The unit prices for the sales of proximate properties ranged from \$7,820 to \$15,712 per gross acre with a mean of \$11,365 per gross acre. The unit prices of the distant properties are less than the properties which are more proximate, and ranged from \$6,329 to \$14,922 per gross acre with a mean of \$9,910 per gross acre.

Conclusion – Manatee County

In general, there is no market evidence in Manatee County to substantially suggest that mining and reclamation activity diminishes the land value of non-mining properties in close proximity. In fact, the market data suggests that land which is located near mining properties may sell for a higher unit value than the remote properties located distant from the mines.

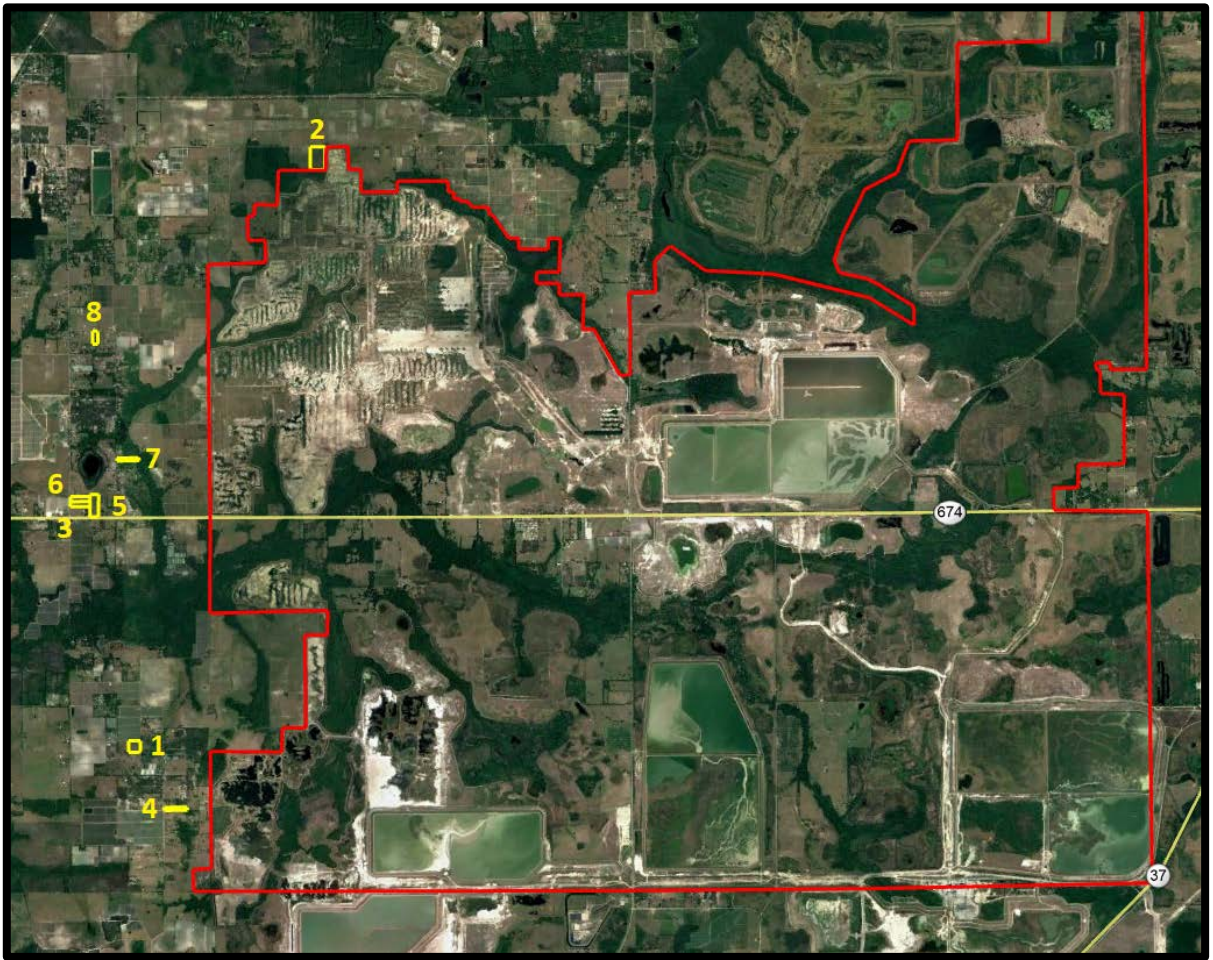
PROXIMATE LAND SALES – HILLSBOROUGH COUNTY

A search for recent sales of sites proximate to properties which are or have been recently mined was made. The following chart summarizes eight land sales which are located in close proximity to the mining properties in Hillsborough County.

PROXIMATE PHOSPHATE MINE						
No.	Location	Property Use	Sale Date	Sale Price	Acres	\$/AC
1	Linda Sweat Trail	Rural Residential	May-18	\$ 155,000	10.00	\$ 15,500
2	State Road 674	Rural Residential	Dec-17	\$ 320,000	25.00	\$ 12,800
3	Carlton Lake Road	Rural Residential	Oct-17	\$ 120,000	7.53	\$ 15,936
4	Keene Road	Rural Residential	Sep-17	\$ 115,000	4.88	\$ 23,566
5	State Road 674	Rural Residential	Jul-17	\$ 220,000	14.32	\$ 15,363
6	Carlton Lake Road	Rural Residential	Jul-17	\$ 107,500	7.53	\$ 14,276
7	Alderman Turner Road	Rural Residential	Jul-16	\$ 50,000	4.52	\$ 11,062
8	Alderman Turner Road	Rural Residential	Jun-15	\$ 77,500	5.01	\$ 15,469

Summary of Proximate Land Sales – Hillsborough County

The unit prices of these sales range from \$11,062 to \$23,566 per gross acre with a mean of \$15,497 per gross acre. The sales represent vacant land for residential and/or residential and agricultural use, which, along with mining, are the predominant land uses throughout the southeastern portion of Hillsborough County. The aerial image located on the following page depicts these sales outlined in yellow, with the general boundaries of the mining properties outlined in red.



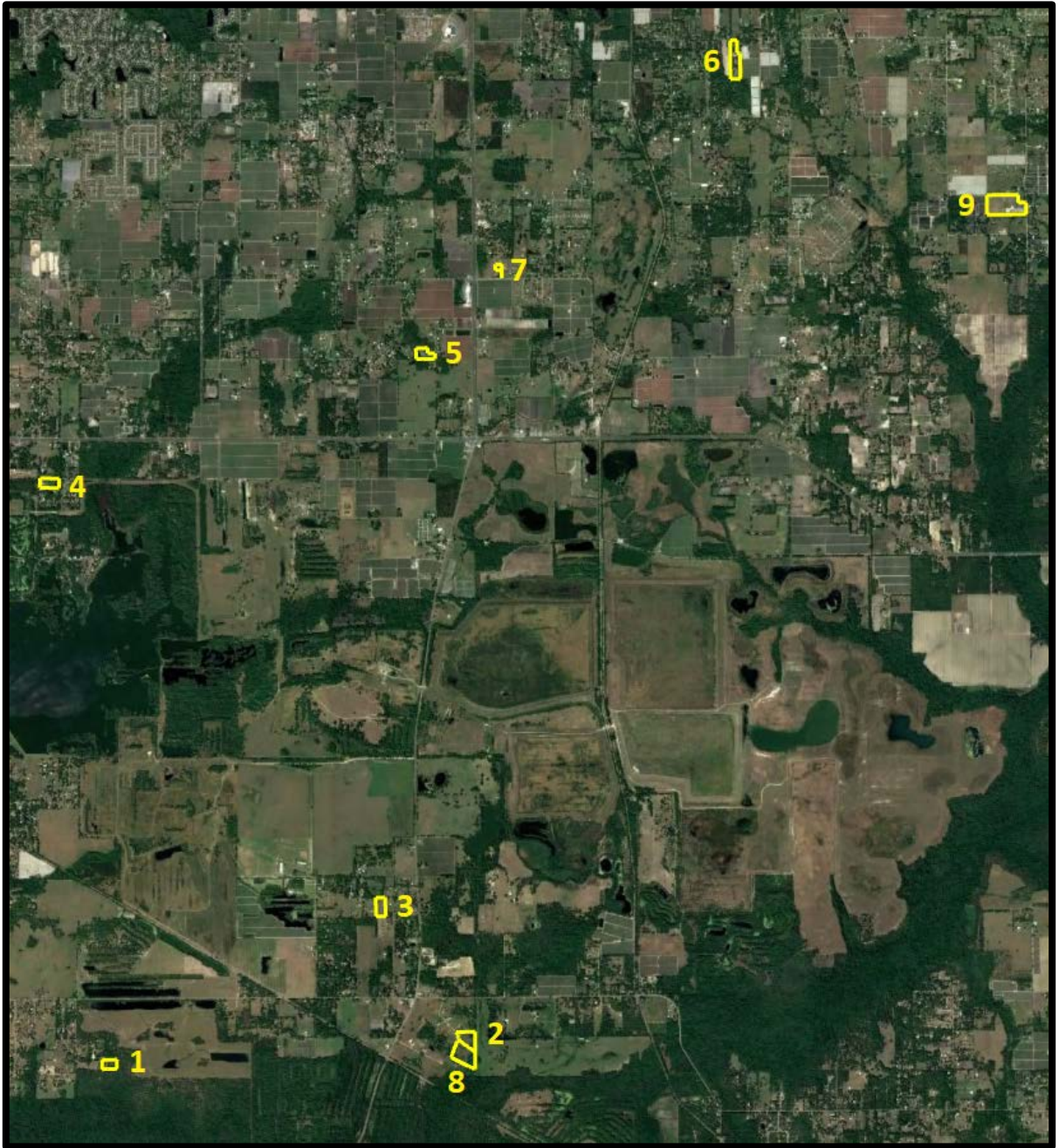
DISTANT LAND SALES – HILLSBOROUGH COUNTY

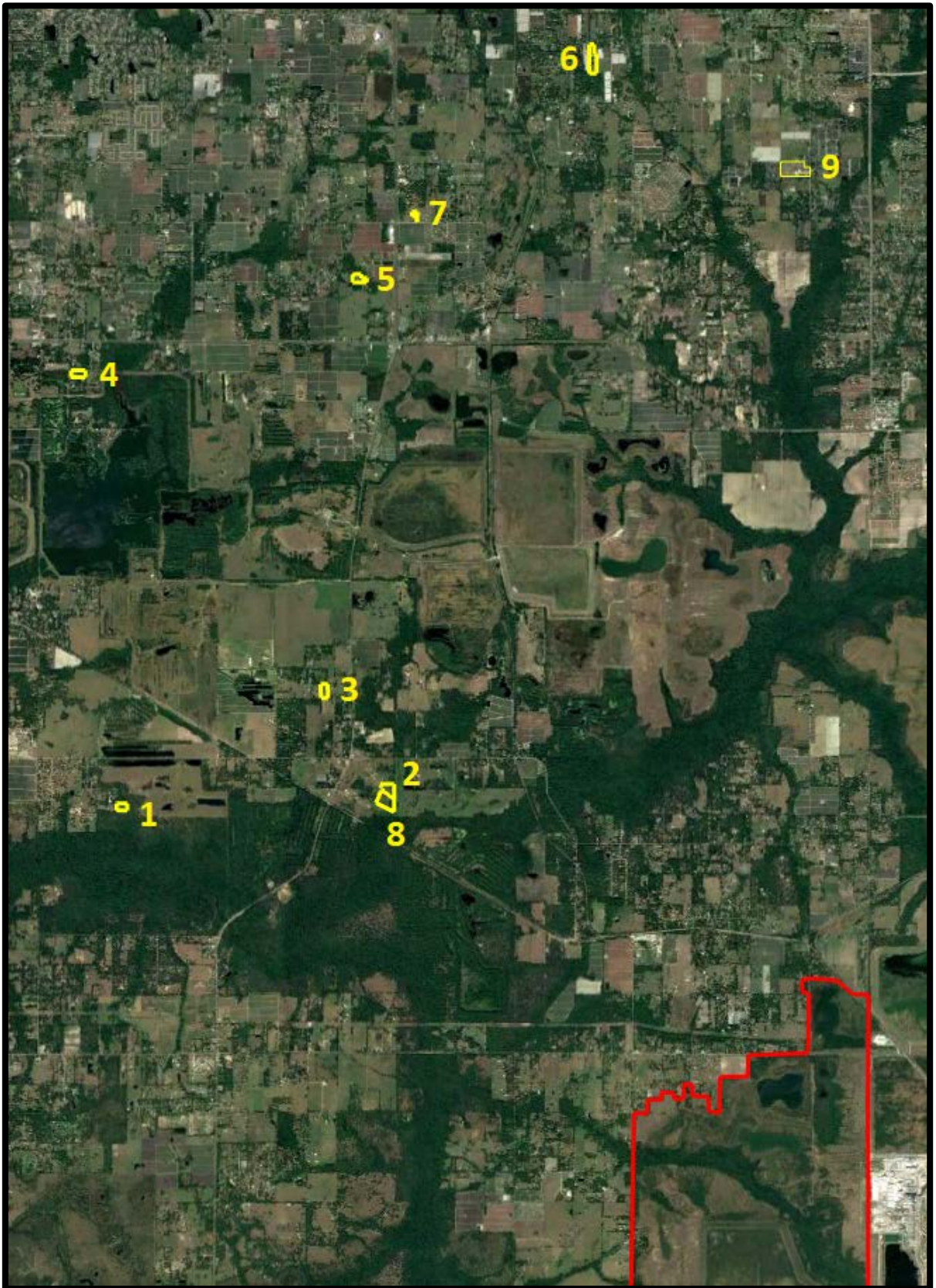
A search for recent sales of sites distant to properties which are or have been recently mined was made. The following chart summarizes nine land sales which are located in distant to mining properties in Hillsborough County.

DISTANT PHOSPHATE MINE						
No.	Location	Property Use	Sale Date	Sale Price	Acres	\$/AC
1	Pitt Road	Rural Residential	Mar-18	\$ 60,000	3.60	\$ 16,667
2	Alafia Hills Drive	Rural Residential	Jun-17	\$ 135,000	6.02	\$ 22,425
3	Swilley Road	Rural Residential	Jun-17	\$ 99,000	4.68	\$ 21,154
4	Calhoun Road	Rural Residential	Apr-17	\$ 72,000	4.75	\$ 15,158
5	Karpe Road	Rural Residential	Mar-17	\$ 75,000	4.31	\$ 17,401
6	Sparkman Road	Rural Residential	Feb-17	\$ 145,000	8.90	\$ 16,292
7	Colson Road	Rural Residential	Mar-16	\$ 21,900	1.13	\$ 19,381
8	Alafia Hills Drive	Rural Residential	Nov-15	\$ 150,000	10.19	\$ 14,720
9	Old Mulberry Road	Rural Residential	Nov-15	\$ 275,200	18.84	\$ 14,607

Summary of Distant Land Sales – Hillsborough County

The unit prices of these sales range from \$14,607 to \$22,425 per gross acre with a mean of \$17,534 per gross acre. The sales represent vacant land for residential and/or residential and agricultural use, which, along with mining, are the predominant land uses throughout the southeastern portion of Hillsborough County. The aerial image located on the following page depicts these sales outlined in yellow, with the general location of the mining properties outlined in red.





Discussion of Proximate and Distant Land Sales – Hillsborough County

In Hillsborough County, there has been similar sales activity of vacant or agricultural land in both the areas proximate to, and distant from, the mining properties. The unit prices for the sales of proximate properties ranged from \$11,062 to \$23,566 per gross acre with a mean of \$15,497 per gross acre. The unit prices of the distant properties are less than the properties which are more proximate and ranged from \$14,604 to \$22,425 per gross acre with a mean of \$17,534 per gross acre.

Conclusion – Hillsborough County

In general, there is no market evidence in Hillsborough County to substantially suggest that mining and reclamation activity diminishes the land value of non-mining properties in close proximity. In fact, the market data suggests that land which is located near mining properties may sell for a higher unit value than the remote properties located distant from the mines.

CONCLUSION - OVERALL

Mining, in this part of Florida, is a predominant land use. Reasonable buyers and sellers of properties in these areas should, and typically do, understand this and expect mining activity and the reclamation of nearby lands. Further, in the case of the Desoto Mine, the property has been owned in excess of 20± years by a phosphate company, which, with any due diligence, a prospective buyer and/or adjacent land owner would likely be informed.

Further, the phosphate mined areas are required to be reclaimed to a productive agricultural use or natural state. Sometimes, the reclaimed land is subsequently encumbered by conservation easements which may protect the nearby properties and property owners from future competing developments, which often enhances their value.

As evidenced by the three adjacent and nearby counties of Hardee, Manatee, and Hillsborough Counties, there is no market evidence of negatively impacted property values when comparing sales of properties which are proximate to active mining operations to similar, like-kind properties which are located distant from a mine. This lack of market evidence may be in part due to the use of a phosphate mine, which is a temporary use. That is, any negative effects that may exist from a mining operation, such as line of sight to a drag line, is not permanent.

Hidden Acres

Research within the Hidden Acres community has revealed that, regardless of any potential development of the Desoto Mine, homes within the Hidden Acres development, which are listed for sale, have an average exposure time over 1,000 days. These home, which, by common knowledge, were developed in a flood plain, are not anticipated to be affected outside of their existing conditions or due to any potential development of the Desoto Mine.