

NEW HOMEBUYER ANNUAL TIMELINE

NEW HOME BUYER TIMELINE - PLAN AHEAD!!

When buying a home, you should not assume that the property taxes will remain the same. Whenever there is a change in ownership, the assessed value of the property may reset to full market value, which may result in higher property taxes. This flowchart illustrates the purchase cycle in relation to when a new buyer may first see a glimpse of their proposed taxes-- they are MONTHS apart! Please PLAN AHEAD for the financial impact.

FEBRUARY



SALE OF PROPERTY

Current owner sells their home to a new buyer and pays prorated 2021 taxes at closing.

AUGUST



The Notice of Proposed Property Taxes is mailed to the new buyer, but displays the former owner's exemptions, value limitations and market values derived from 2020 home sale prices.

NOVEMBER



The 2021 tax bill is mailed to the new buyer. The taxes are based on the former owner's exemptions and value limitations. New buyer is responsible for 2021 taxes

AUGUST



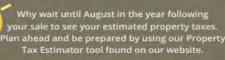
The Notice of Proposed Property Taxes is mailed to the new buyer. This is the FIRST glimpse of what the new buyer's estimate of taxes will be. This is based on their new exemptions, portability (if any) and new market value derived from 2021 home sale prices.

NOVEMBER



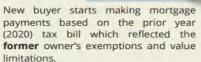
The 2022 tax bill is mailed to the new buyer and mortgage company. The taxes are now based on new buyer's exemptions, portability (if any) and new market value derived from 2021 home sale prices.

HELPFUL TOOL!



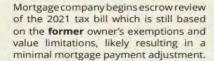
(www.pa.martin.fl.us)

MARCH





DECEMBER



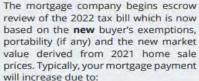


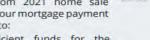
MARCH

March 1, 2022:

Deadline for new buyer to file for their own homestead exemption. 2022

DECEMBER





- 1. having insufficient funds for the elapsed time since the sale that they were not collecting enough in escrow to pay the 2022 bill, and
- 2. planning ahead for the next year's monthly payments to ensure they have sufficient funds collected to pay the 2023 bill.



PROPERTY TAX ESTIMATOR TOOL

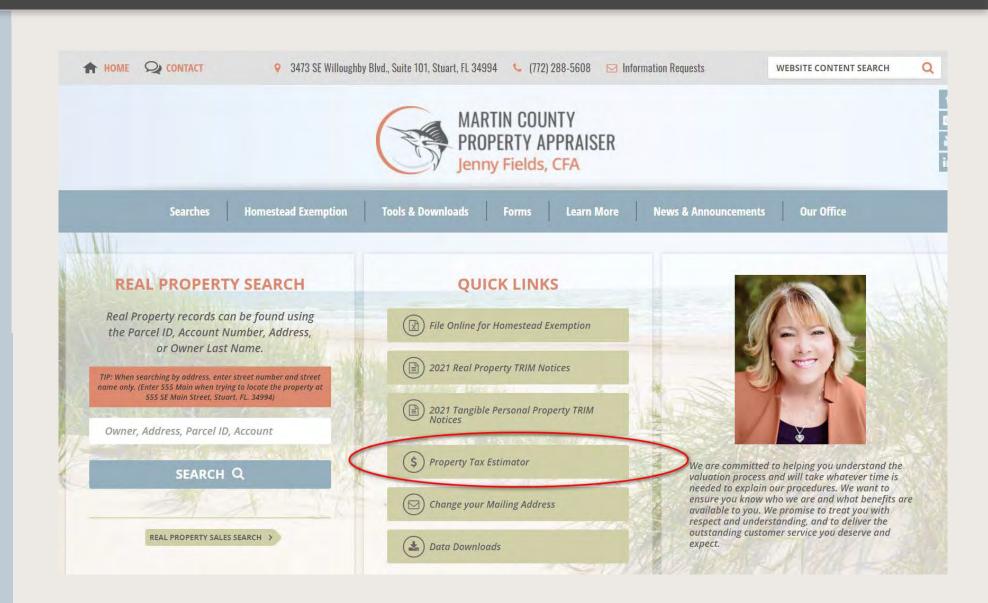
PLAN AHEAD & BE PREPARED

Looking to buy a home

Help you estimate your taxes

New Owners

Help you plan your mortgage & tax payments



95,697

Real Property Parcels 3,585

Commercial & Industrial Parcels (3.7% of RP parcels)

10,741

Tangible
Personal
Property
Businesses

11

Plats/Phases

0.6% (577)

Increase in Real Estate Parcels

468

New Buildings Constructed

393

New Single-Family Homes

49,260

Single Family Homes

14,744

Residential Condominium Units 41

Full & Part Time Employees

4,374

Mobile Homes Owning Land

17,806
Sqft of A/C Space
Largest House



4,374

Manufactured/
Mobile Homes
Owning Land

4,700

Sqft Largest Residential Pool (Surface Area)

17,806
Sqft of A/C Space
Largest House





4,374

Manufactured/
Mobile Homes
Owning Land

4,700

Sqft Largest Residential Pool (Surface Area)

17,806
Sqft of A/C Space
Largest House

\$55 Mil

Highest
Single Family
Home Sale
2021



4,374

Manufactured/
Mobile Homes
Owning Land

4,700

Sqft Largest Residential Pool (Surface Area)

\$55 Mil

Highest Single Family Home Sale 2021 361

Restaurants

36

Golf Courses

185

Parks & Conservation Areas

17,806
Sqft of A/C Space
Largest House

UNUSUAL AGRICULTURAL ANIMALS

Zonkey





"Buffy"
The
buffalo





Wooly Cow

TOP 5 TAXPAYER VALUES

\$2.37 Billion	1. Florida Power & Light Company
\$83 Million	2. Florida Southeast Connection
\$57 Million	3. Treasure Coast-JCP Assoc LTD
\$56 Million	4. Tiger Woods Properties
\$53 Million	5. Florida Gas Transmission Co

MEDIAN SALE PRICE

2006....\$345,000 (Peak)

2007.....\$310,000

2009.....\$222,500

2011.....\$205,000 (Low)

2013.....\$245,000

2016.....\$295,000

2018.....\$340,000

2019.....\$365,000

2020.....\$385,000

2021.....\$430,000(Thru Nov)

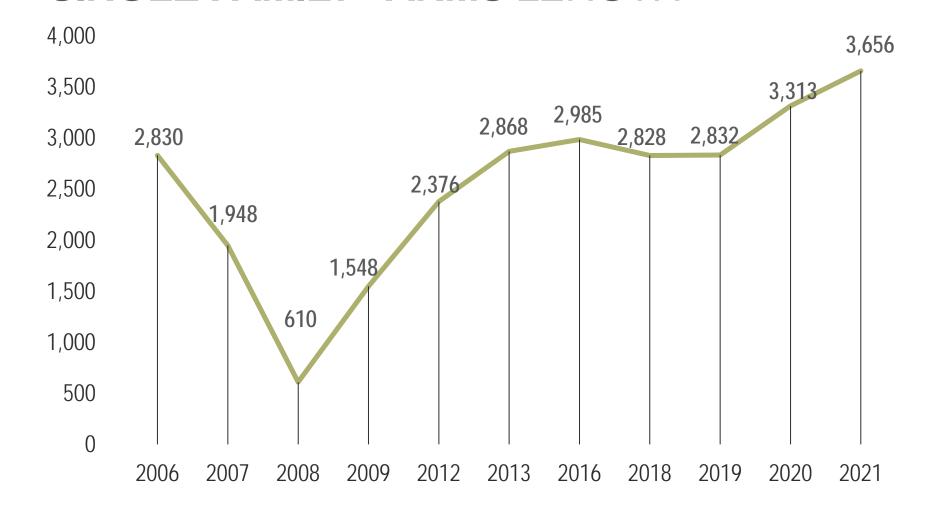
SINGLE FAMILY HOMES (ARMS LENGTH)



NUMBER OF SALES

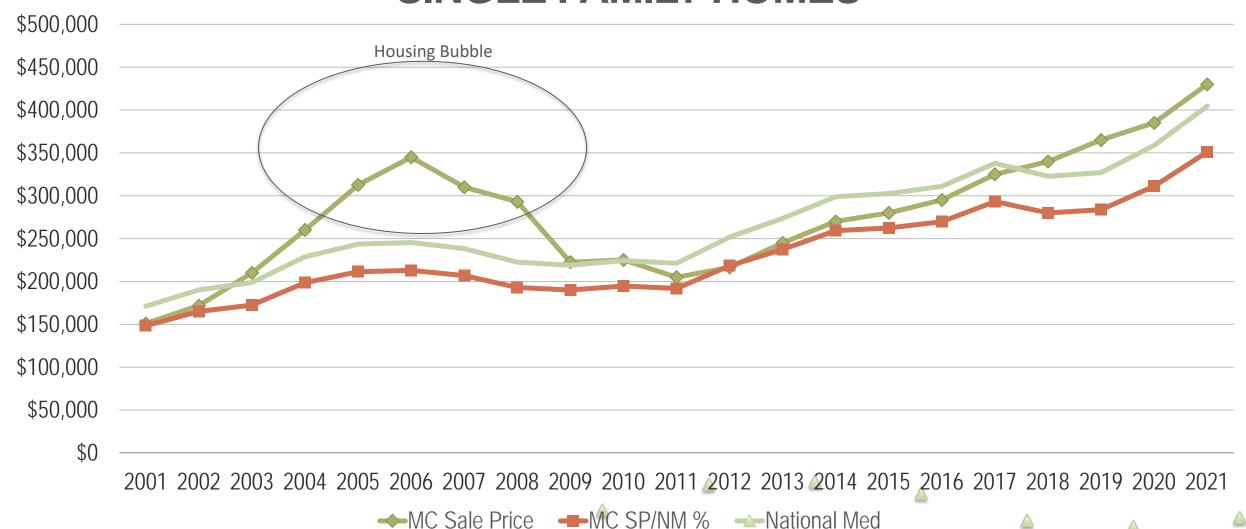
20062,830	
20071,948	
2008610	
20091,548	
20122,376	
20132,868	
20162,985	
20182,828	
20192,832	
20203,313	
20213,656(Thru No)\

SINGLE FAMILY - ARMS LENGTH



MEDIAN SALE PRICE

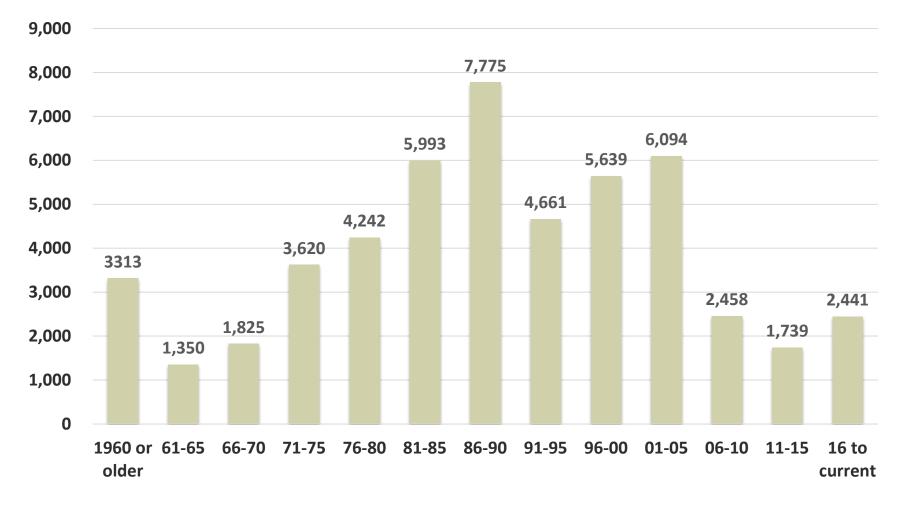
SINGLE FAMILY HOMES



HISTORY OF SINGLE-FAMILY NEW CONSTRUCTION

1960/older3,313
61 to 651,350
66 to 701,825
71 to 753,620
76 to 804,242
81 to 855,993
86 to 907,775
91 to 954,661
96 to 005,639
01 to 056,094
06 to 102,458
11 to 151,739
16 to current2,441

5-YEAR RANGES



HISTORY OF SINGLE-FAMILY MEDIAN SIZE

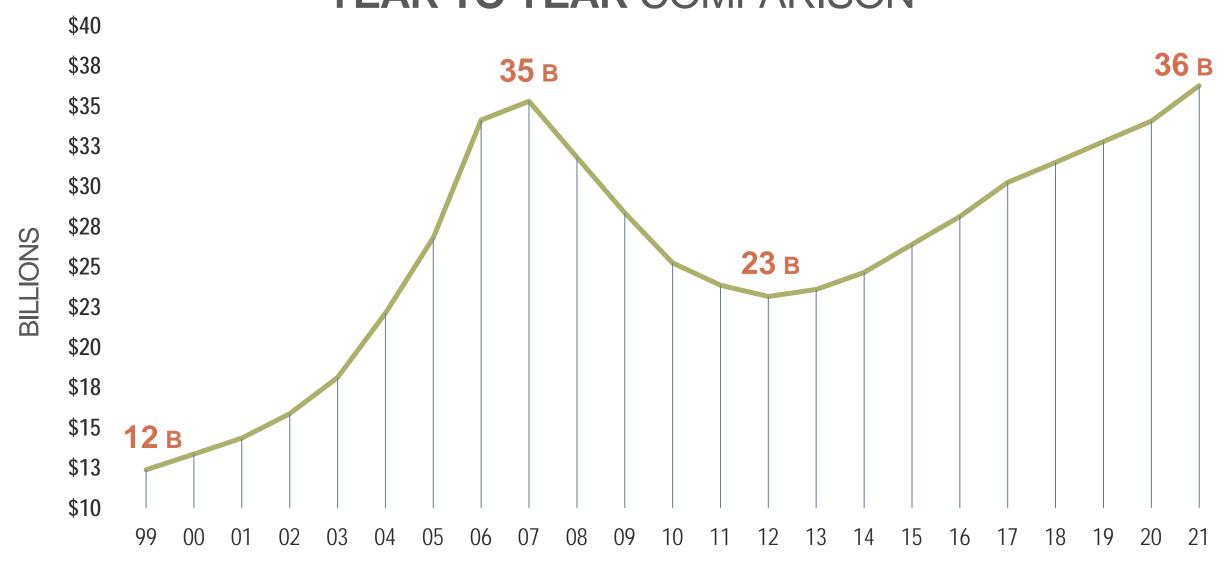
1960/older1,201
61 to 651,299
66 to 701,384
71 to 751,562
76 to 801,590
81 to 851,594
86 to 901,893
91 to 951,981
96 to 002,094
01 to 052,142
06 to 102,432
11 to 152,524
16 to current2,198

5-YEAR RANGES

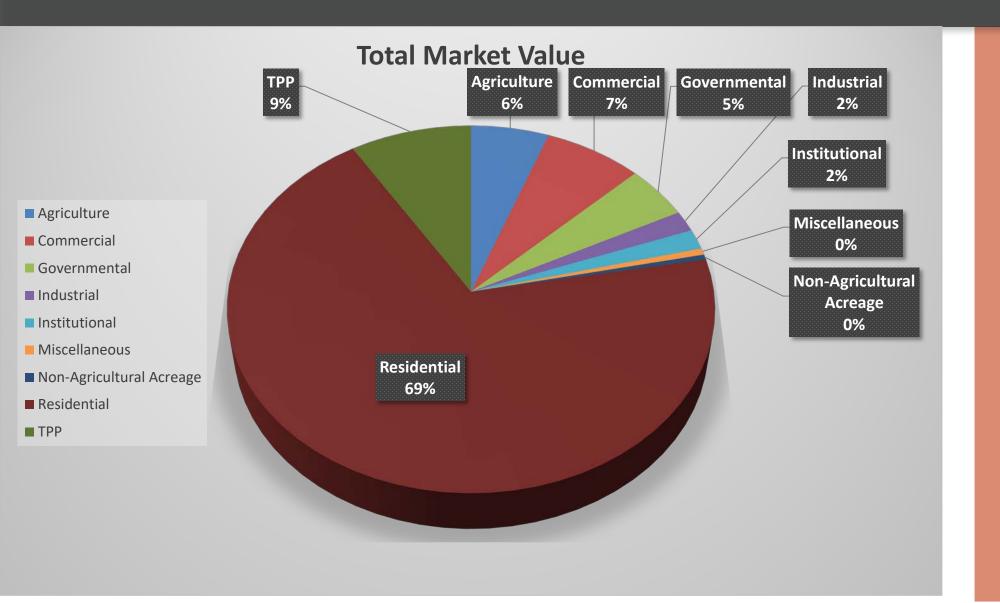


HISTORY OF MARKET VALUES





COUNTY WIDE VALUE BY CATEGORY

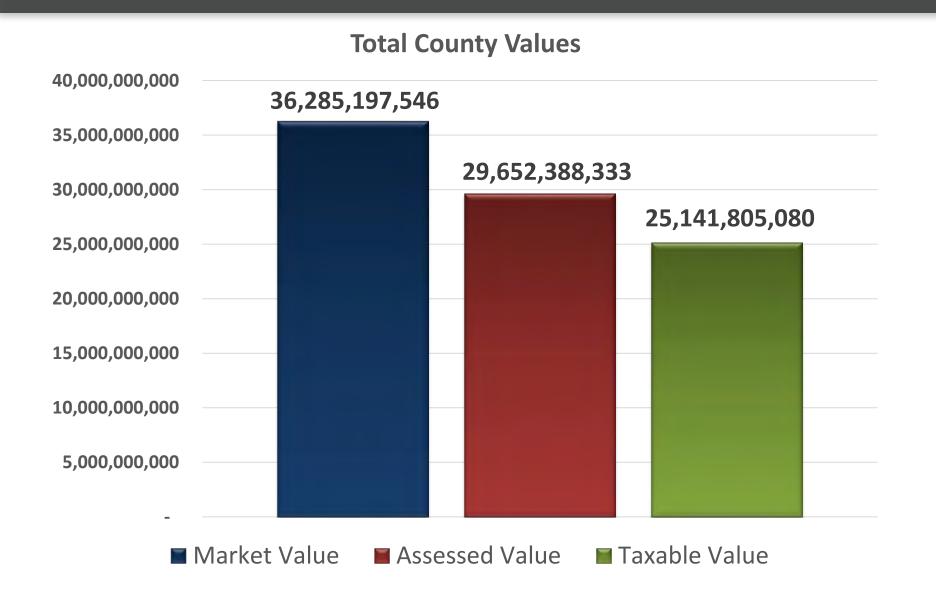


\$25.05 Billion
Residential Market
Value
Increased 7.86% from 2020

\$3.20 Billion
TPP Market Value
Increased 1.99% from 2020

\$2.59 Billion
Commercial Market
Value
Increased 4.06% from 2020

FUN FACTS — COUNTY WIDE

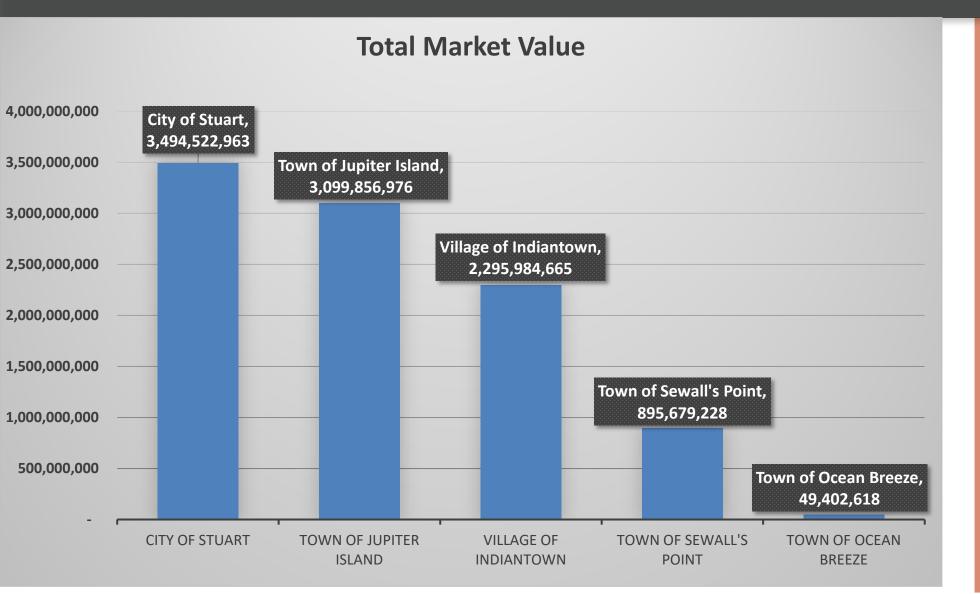


\$36.28 Billion
Total Market Value

\$29.65 Billion
Total Assessed Value

\$25.14 BillionTotal Taxable Value

MUNICIPAL TOTAL MARKET VALUE



Stuart

Increased 7.18% from 2020

Jupiter Island

Increased 3.98% from 2020

Indiantown

Decreased -.46% from 2020

Sewall's Point

Increased 3.44% from 2020

Ocean Breeze

Increased 12.7% from 2020

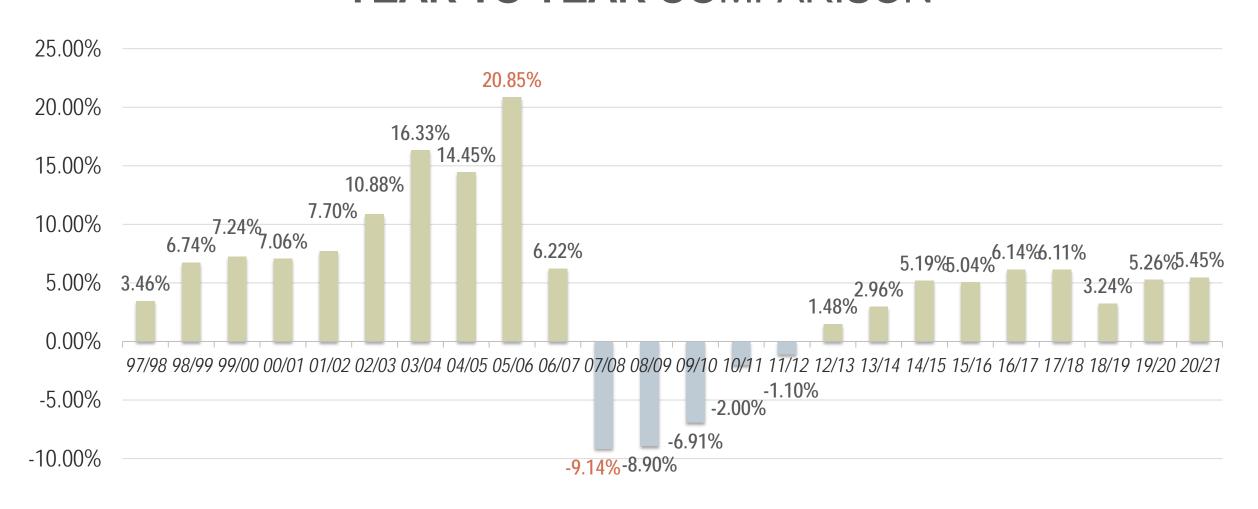
MARKET VALUE VS. ASSESSED VALUE

Value Not Being Taxed due to various assessment limitations (i.e. SOH Benefit, Non-Homestead Cap, Ag Classification)

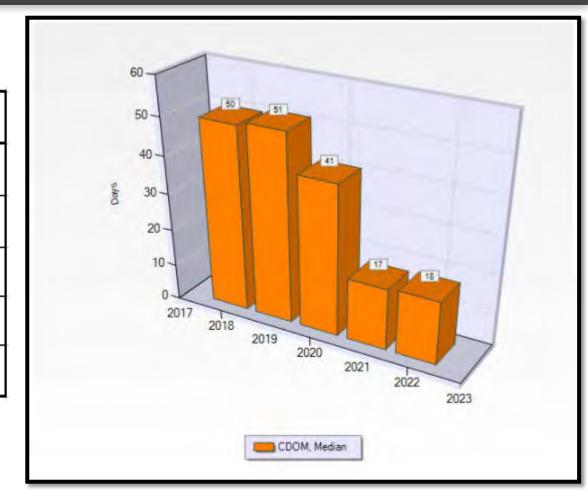


TAXABLE VALUE PERCENT CHANGE

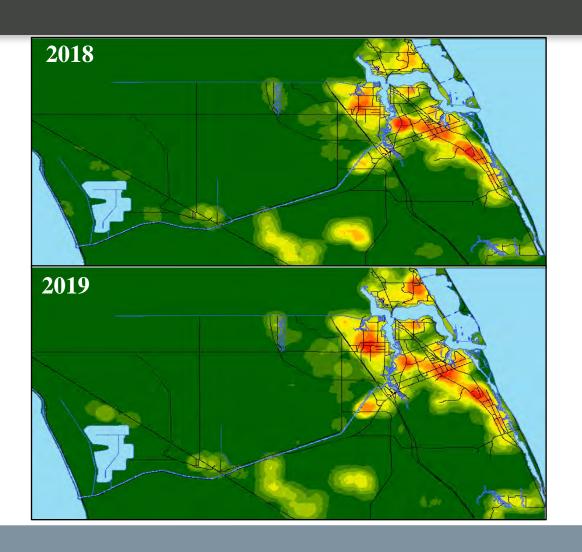
YEAR TO YEAR COMPARISON

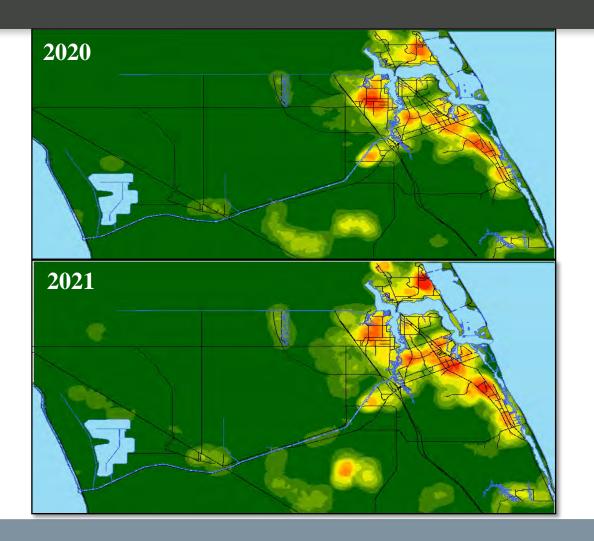


Martin County Single Family Sales							
Year	Sales	Median SP	% Change	% Turnover			
2018	2828	\$339,950	4.0%	5.7%			
2019	2832	\$365,000	7.4%	5.7%			
2020	3313	\$385,000	5.5%	6.7%			
2021	3656	\$430,000	11.7%	7.4%			



2021 Sales thru Nov



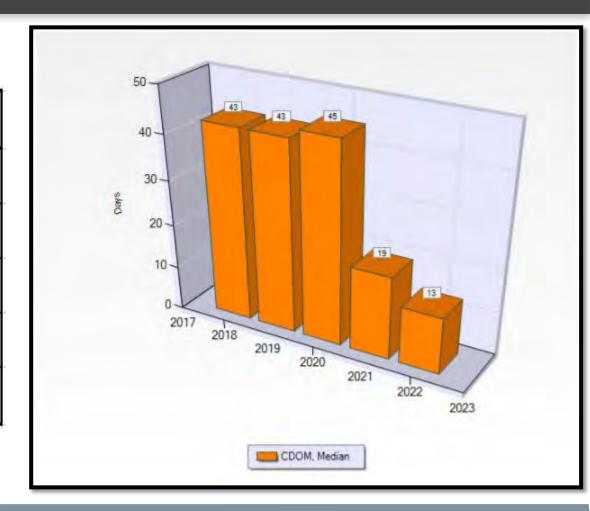


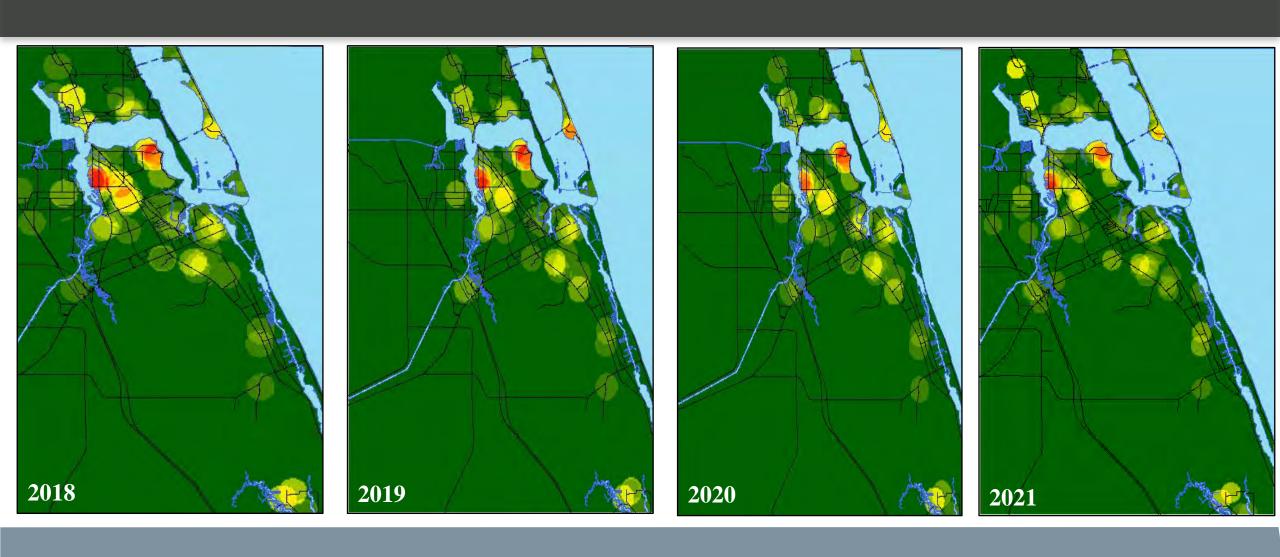




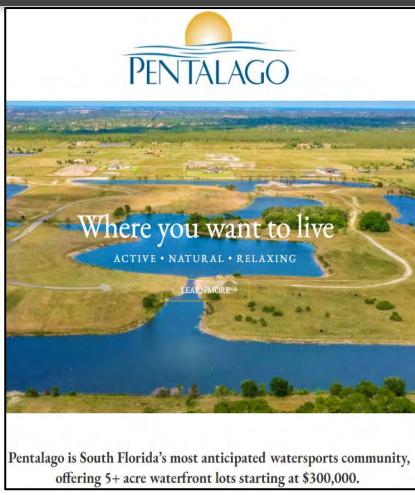


Martin County Condo Sales							
Year	Sales	Median SP	% Change	% Turnover			
2018	1160	\$133,000	4.8%	7.7%			
2019	944	\$148,750	11.8%	6.3%			
2020	1054	\$168,250	13.1%	7.0%			
2021	1351	\$180,000	7.0%	9.0%			



















Ocean Cove

(772) 291-1822



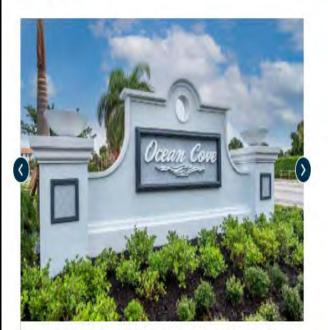
• 1822 SE Ocean Cove Way, Building E, Stuart, FL 34996

\$356,990

Starting At

 2
 3
 2.5
 1-2

 Designs
 Bedrooms
 Bathrooms
 Garage



Affordably priced new construction townhomes are available at Ocean Cove with well-appointed kitchens, open living spaces, and spacious Owner's Suites, minutes from Downtown Stuart, the St. Lucie River, Treasure Coast beaches, and more. This community includes a Fiber network that provides fast, reliable, multi-user Internet needed in homes today and in the future.









Bridgewater DIVOSTA



20128 SE Bridgewater Drive, Jupiter, FL 33458 (561) 515-5584



\$1,180,990

Welcome to Bridgewater, Jupiter's newest luxury new home community. Bridgewater's single-family new construction homes include 1+ acre estate homesites, consumer-inspired floorplans, and flexible living spaces. This community includes a Fiber network that provides fast, reliable, multiuser Internet needed in homes today and in the future.









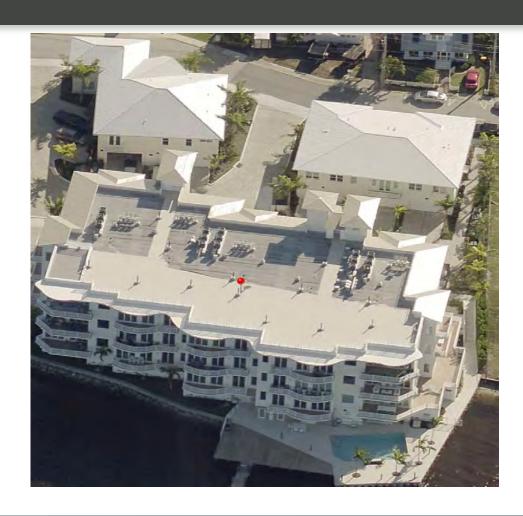
Price Sheet

Banyan Bay

2018 One Story 2 - 3 Bedroom, 2 Baths, 2 Car Garage The Sabal \$399,990 1,741 A/C - 2,333 Sq. Ft. 4-5 Bedrooms, 2-3 Baths, 2 Car Garage \$419,990 The Seagate 2,035 A/C - 2,581 Sq. Ft. The St. Lucia 2 - 3 Bedrooms, 2 Bath, 2 Car Garage \$427,990 2,022 A/C - 2,772 Sq. Ft. The Antigua 3 Bedroom, 3 Baths, 2 Car Garage \$446,990 2,197 A/C - 2,888 Sq. Ft. Two Story The Santa Rosa 3 - 4 Bedroom, 2.5 Baths, Loft, 2 Car Garage \$449,990 2.327 A/C - 2.827 Sq. Ft. The Barkley 4 - 6 Bedrooms, 2.5 Baths, Den, 2 Car Garage \$488,990 2,930 A/C - 3,321 Sq. Ft. The Rosalind Grand 4 - 5 Bedrooms, 3.5 Baths, Den, 2 Car Garage 2,936 A/C - 3,611 Sq. Ft. Now STARTING FROM THE









Developer & Designer: Hollub Homes Architect: Braden & Braden Architects Landscape Design: Mike Flaugh Residences: 20 Units Exclusive Sales Team: Premier Realty Group

DISTINGUISHING DESIGN FEATURE

- Rare riverfront location with breathtaking views in the heart of Downtown Stuart, FL
- 15 unique luxury 3 bedroom I 3.5 bath units, from 2,768 to 3,947 living sq. ft, with water views and underground 2 car garages with private garage doors for each unit
- 5 unique three bedroom townhomes with private two garages
- Gorgeous Florida inspired designs integrating natural materials and luvurious finishes
- Eco-conscious, tropical landscaping by local landscape designer Michael
 Flaunh
- Interior design by two-time BASF Best of Show Winner Hollub Homes

-14/15 Building A Units Sold

-Size range 2517-2865 sqft

-Average SP: \$1,840,628

-Average SPPSF: \$698/SF

-4/5 Townhomes Sold

-Size range 1639-2594 sqft

-Average SP: \$979,775

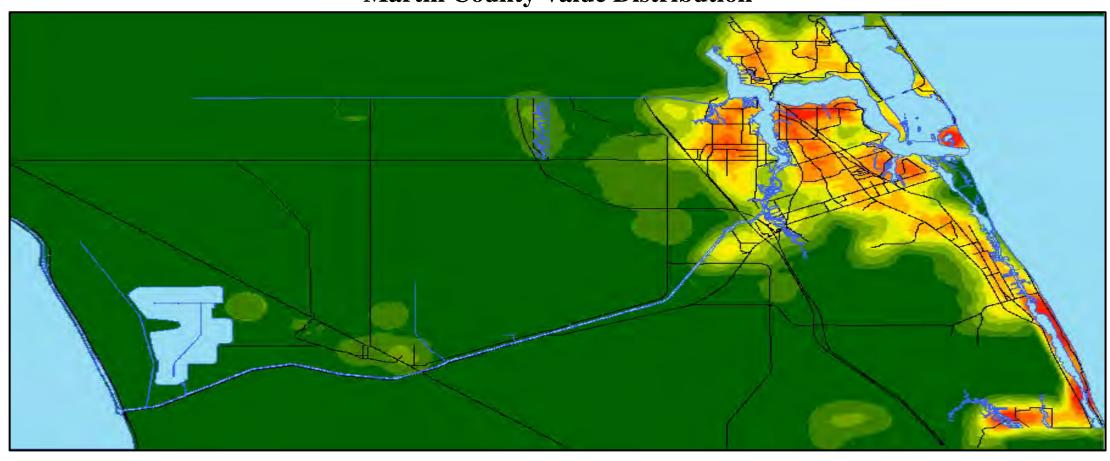
-Average SPPSF: \$511/SF

- •20 Townhomes
- •3-bedroom and 4-bedroom units each with private pool
- •2,551 to 3,761 sqft
- •Prices range from \$1,250,000 to \$1,750,000





Martin County Value Distribution



Jupiter Island New Construction





LICENSED CERTIFIED GENERAL REAL ESTATE APPRAISER

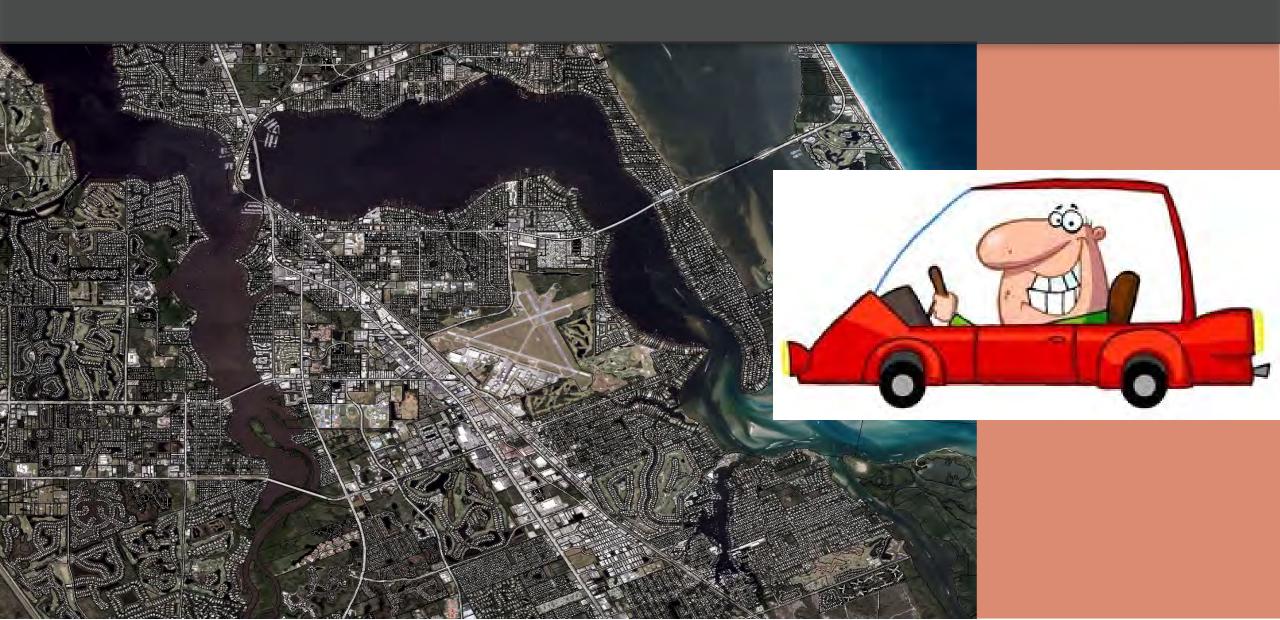


20 years...



So exciting

MARTIN COUNTY IS CHANGING



HOW MUCH ARE YOU ASKING?



MARTIN COUNTY DATABASE STATS

Property Class Codes

Personal Property / Centrally Assessed

Personal Property

185 0812 Multi fam apts < 10

0880 Duplex Unit value only

•	
2	Central Assess
3	Central Assessed - Railroad
4	Central Assessed - Private Car
5	Indiviual Personal Property
	Residential
100	0000 Vacant Residential
101	0100 Single Family
102	0200 Mobile Home
103	0403 Condo Time Share
104	0400 Residential Condo
105	0500 Cooperative
107	0700 Misc Residential Imp
182	0182 Single Family Rec area

	Commercial
700	1000 Vacant Commercial
703	0300 Multi family >=10 units
704	1204 Mixed Use condo
706	0600 RetirmentHmNotEligl96.192
710	1001 Commerc. Transition Prop
711	1100 STORES 1 STORY
712	1200 Mixed use/store/office
713	1300 Department Store
714	1400 Supermarkets
715	1500 Regional Shopping Cntr.
716	1600 Community shopping center
717	1700 Office big non-profl story
718	1800 Off bldg non-prof mlt sty
719	1969 Prof serv/Medical offices
720	2000 Marina/air/bus terminals
721	2100 Restaurant/cafeterias
722	2200 Drive-in Restaurants
723	2300 Financial institution

		Industrial
	800	4000 Vacant Industrial
	804	4804 Warehouse Condo
	841	4100 Light Equipment Mfg
	842	4200 Heavy Equpment Mfg
	843	4300 Lumber Yards, Sawmills
	844	4400 PackingPlt/fruit/veg/meat
I	845	4500 Cannery Fruit/V eg/B.rewers
	847	4700 Minrl Process CementPhosp
I	848	4800 Warehse distribution term
	849	4900 Open Storage Junk Yard
/		

	Government / Other
900	9000 Leasehold Int Gov owned
901	0900 Undefined Reserv for DOR
910	9100 UtilityGasElectricTelep
914	9149 HmOwn NoVal UTILITY CONDO
919	9109 Hm own no val utility res
930	9300 SUBSURFACE RIGHTS

Residential 76,000+ Accounts

Commercial & AG 19,000+ Accounts

MARTIN COUNTY DATABASE STATS



Apartment Complexes

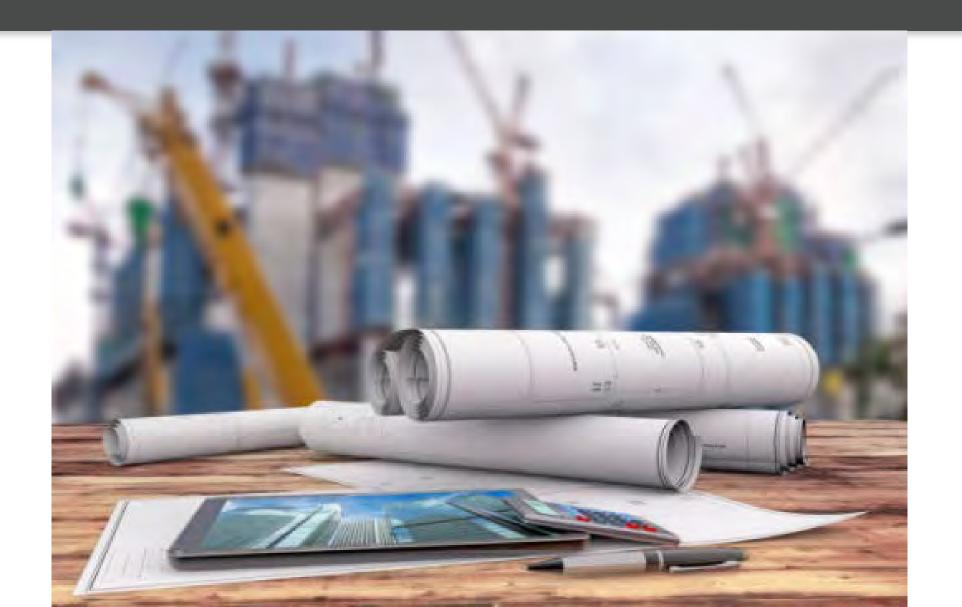
Property Class Code #703

10 apartment units or more

In
Martin County
Apartment units
Range from
10 to
344 units

Does not include duplexes, triplexes, quadraplex apartments

NEW CONSTRUCTION?



Of the
62
apartment complexes
56
were built prior
to 2000



Built in 2019

Built in 2007

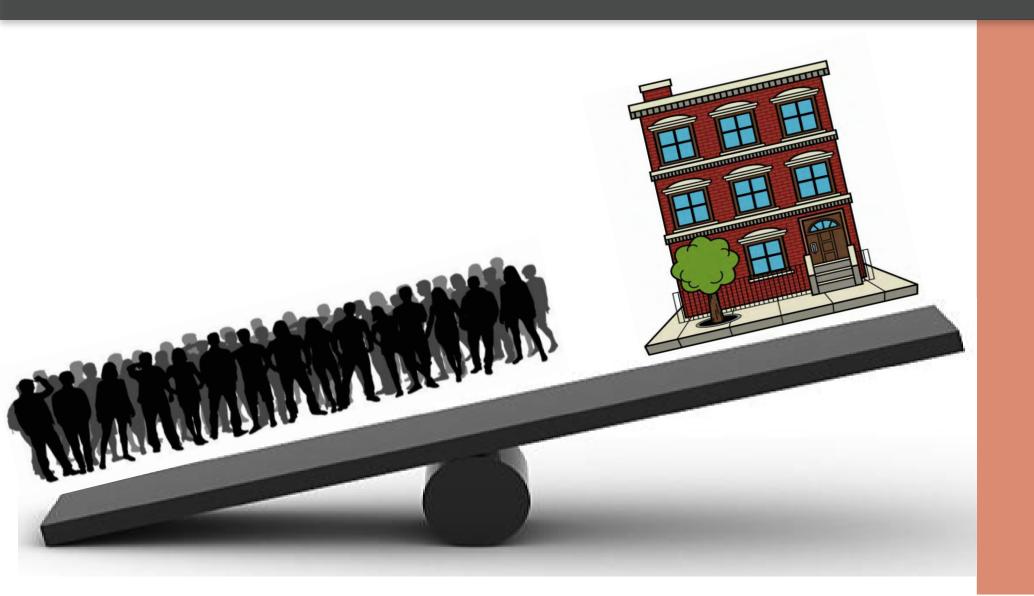


Built in 2004





HIGH DEMAND VS LOW INVENTORY



RENTAL RATES KEEP INCREASING



"We need more choices!"

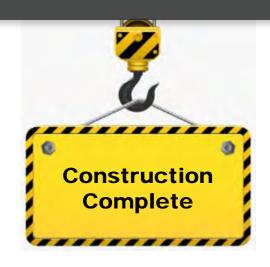


BUSINESS OPPORTUNITY?





INVENTORY IS INCREASING



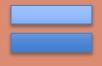




New Inventory added
294 units



2021
Existing Inventory
3,577 units

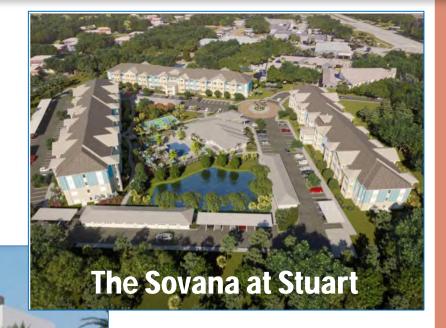


Total Inventory 3,871 units

MORE INVENTORY COMING



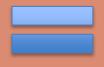
Harbor Grove



New Inventory nearing completion 506 units



New Inventory 3,871 units



Total Inventory 4,377 units

22% increase

WAIT... THERE'S MORE

Project	City	Units
Bridgeview Residential	Stuart	212
The Reserve at Jensen Beach	Jensen Beach	197
Savannah Place Apartments	Jensen Beach	280
Avonlea Crossings	Stuart	69
Central Parkway Lofts	Stuart	196
Hidden Key Apartments	Stuart	28
Park View Apartments	Indiantown	36
Pulte Aquarius	Stuart	280
Stuart Springtree PUD	Stuart	270
Tradewinds Apartments	Hobe Sound	177
Apartments near Costco	Stuart	378
		2,123



2022 Inventory 4,377 units



New Projects 2,123 units



Total Inventory 6,500 units

BALANCE IS SHIFTING



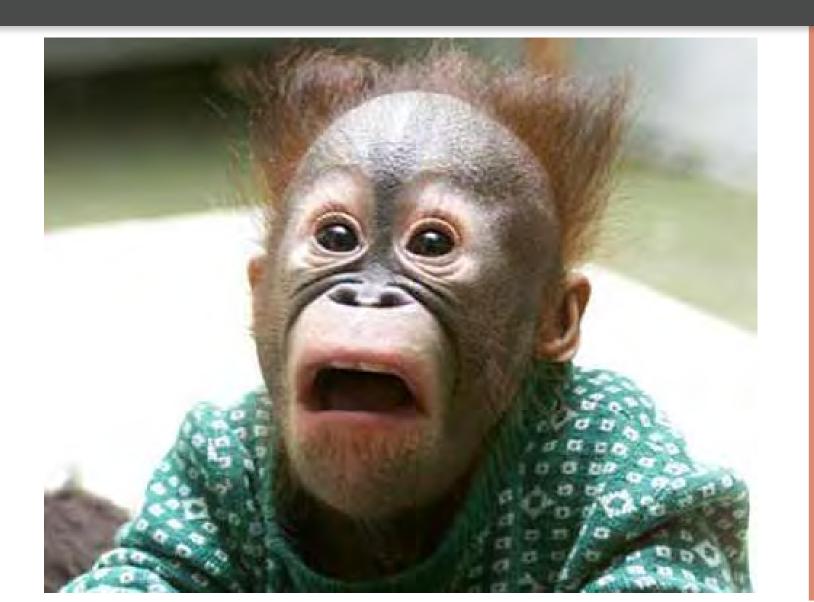
Quality competition

Shift in balance of Supply vs. Demand

Rental rates
May stabilize



COMMERCIAL PROPERTY



Will there be a test?

APPRAISAL REPORT





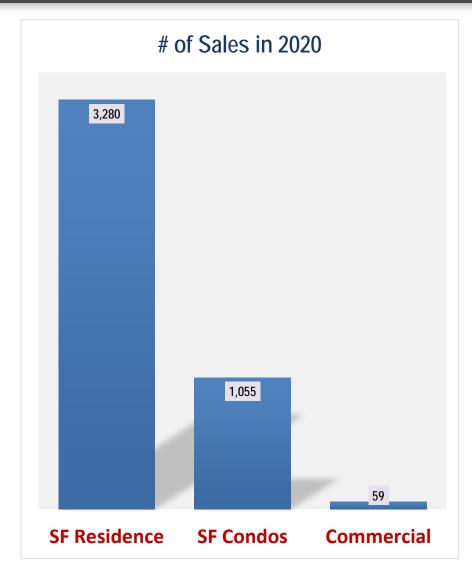
Appraisal for Single-Family Home

Review Sales

Apply adjustments

Value based on **Price per square foot**

REAL PROPERTY SALES



Co	mmercial Sales				
PCC	Property Use Class	2018	2019	2020	Total
703	0300 - 0300 Multi family >=10 units	2		3	5
711	1100 - 1100 STORES 1 STORY	10	15	9	34
712	1200 - 1200 Mixed use/store/office	1	4		5
716	1600 - 1600 Community shopping center	6	1	5	12
717	1700 - 1700 Office blg non-prof1story	4	9	1	14
718	1800 - 1800 Off bldg non-prof mlt sty	1	8	2	11
719	1900 - 1900 Prof serv/Medical offices	3	2	1	6
720	2000 - 2000 Marina/air/bus terminals		2	1	3
721	2100 - 2100 Restaurant/cafeterias	4			4
722	2200 - 2200 Drive-in Restaurants	1		1	2
723	2300 - 2300 Financial institution	1	1	1	3
725	2500 - 2500 Repair service shops		5	1	6
727	2700 - 2700 Auto Sales/Repair	1	3	2	6
728	2800 - 2800 MHome Parks,Parking Lots	1	1	2	4
733	3300 - 3300 Nightdub Bars Lounges	1	1		2
734	3400 - 3400 BowlingAlley/SkatingRink	1			1
738	3800 - 3800 Golf Course/Driving Range	2		2	4
841	4100 - 4100 Light Equipment Mfg	2	3	6	11
843	4300 - 4300 Lumber Yards, Sawmills			1	1
848	4800 - 4800 Warehse distribution term	18	10	21	49
849	4900 - 4900 Open Storage Junk Yard	1			1
Total		60	65	59	184

In 2020 59 commercial property sales

- (9) Retail Stores
- (1) Office Building
- (5) Shopping Centers
- (1) Bank
- (0) Restaurants

...not a lot of data to work with

PRIMARY METHODS TO VALUE

Income Approach Sales Approach Cost Approach



Which method is best?

WHICH VALUATION METHOD?



Building #1
Owner User
5,049 SF

Building #2
Multi-Tenant
5,000 SF



- ✓ Same type warehouse buildings
- **✓ Similar in size**
- ✓ Located on the same street

Building #1 Owner User

Building #2 Multi-Tenant

WHICH VALUATION METHOD?



Similar Properties

Different Methods To Value

COST APPROACH

When to utilize the Cost Approach



Golf Course



Citrus Plant

Church

New Construction

Unique properties such as

Golf Courses

Churches

Citrus Plant Facility

NNN Properties

"NNN" TRIPLE -NET

CVS / Pharmacy

STUART, FL

PRICING AND FINANCIAL ANALYSIS

CVS FINANCIAL OVERVIEW

Location

2284 Southeast Federal Stuart, FL 34994

Price	\$5,250,000
Down Payment	55% / \$2,900,000
Rentable Square Feet	10,908
Price/SF	\$481.30
CAP Rate	5.75%
Year Built	2002
Lot Size	1.57 Acres
Type of Ownership	Fee Simple

Tenant Summary

Tenant Trade Name CVS
Ownership Public

Annualized Operating Data Annual Rent Monthly Rent Rent Increases Present - April, 2021 \$301,796.00 \$25,149.67 1st Five Year Renewal \$307,278.00 \$25,606.50 2nd Five Year Renewal \$312,732.00 \$26,061.00 3rd Five Year Renewal \$318,186.00 \$26,515.50 \$26,970.00 4th Five Year Renewal \$323,640.00 Base Rent (\$27.67/SF) \$301,796 **Net Operating Income** \$301,796 **Debt Service** \$178,260 Debt Coverage Ratio 1.69 Net Cash Flow After Debt Service 4.26% / \$123,536 **Principal Reduction** \$43,095 **Total Return** 5.75% / \$166,631

Note: This opportunity is also being offered free and clear. List price without existing financing is \$5,500,000 or 5.49% percent cap rate.

OFFERING MEMORANDUM



Sold for \$5,200,000

WAIT! THERE'S MORE

What is the Value to #4?

Property #1

Bldg Size 5,250 SF Sold for \$1,050,000 \$200.00 per SF

Property #2

Bldg Size 5,500 SF Sold for \$1,100,000 \$200.00 per SF

Property #3

Bldg Size 4,950 SF Sold for \$990.000 \$200.00 per SF

Property #4

Bldg Size 5,000 SF

I AM AN APRAISER APPRASER APPRASIER I'M G00D WITH NUMBERS







THIS IS EASY

Property #1

Bldg Size 5,250 SF Sold for \$1,050,000 \$200.00 per SF

Property #2

Bldg Size 5,500 SF Sold for \$1,100,000 \$200.00 per SF

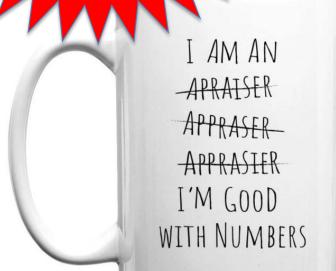
Property #3

Bldg Size 4,950 SF **Sold for \$990,000 \$200.00 per SF**

Property #4

Bldg Size 5,000 SF Value \$1,000,000 \$200.00 per SF

You are Correct!











MAYBE IT'S NOT EASY

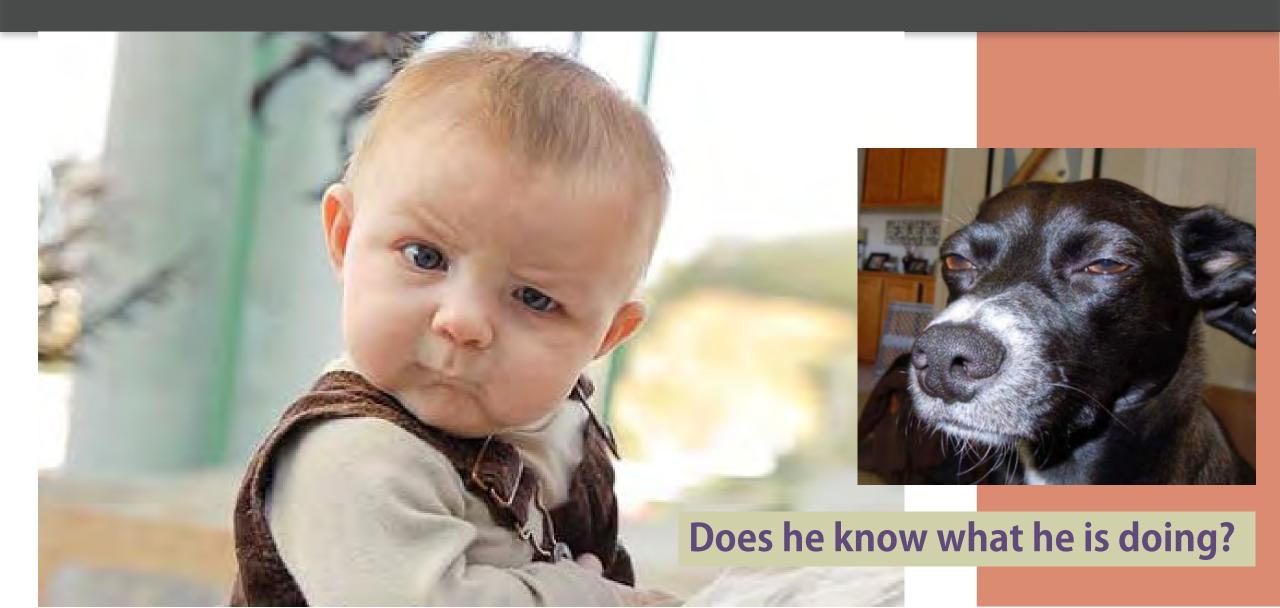


Assessed Value \$850,000



Noooo...

FOR REAL???



OFFICIAL STUFF



DR-493 R. 11/12 Rule 12D-16.002 Florida Administrative Code Eff. 11/12

ADJUSTMENTS MADE TO RECORDED SELLING PRICES OR FAIR MARKET VALUE IN ARRIVING AT ASSESSED VALUE

Sections 193.011(8) and 192.001(18), Florida Statutes Rule 12D=8.002(4), F.A.C.

Martin County Assessment Roll 2021

Enter the percent of adjustment on each line. Do not use ditto (*) marks. If the property appraiser reports an adjustment of zero, the Department will use zero for that property group in its ratio studies.

	% Adjustment		% Adjustment
Use Code 00	15	Use Code 03	15
Use Code 10	15	Use Code 08	15
Use Code 40	15	Use Code 11 - 39	15
Use Code 99	15	Use Code 41 - 49	15
Use Code 01	15	Use Code 50 - 69	15
Use Code 02	15	Use Code 70 - 79	15
Use Code 04	15	Use Code 80 – 89	15
Use Code 05	15	Use Code 90	15
Use Code 06 & 07	15	Use Code 91 - 97	15

INSTRUCTIONS

The property appraiser must complete this form stating the eighth criterion adjustments made by the property appraiser to recorded selling prices or fair market value, based on Section 193.011(8), F.S., in arriving at assessed value. The property appraiser must provide to the Executive Director complete, clear, and accurate documentation justifying any eighth criterion adjustments that exceed fifteen percent (Rule 12D-8.002(4), Florida Administrative Code).

This submission is required pursuant to Section 192.001(18), F.S. The property appraiser must send this completed form to the Department annually with the preliminary assessment roll.

n this 25 day	of June	2021
	(month)	(year)

15%
adjustment
for
Cost of Sale

COST OF SALE FACTOR



Subject Property

Market Price /SF		\$200
Building Size (SF)		5,000
Market Value		\$1,000,000
Less Cost of Sale	-15%	(\$150,000)

Assessed Value

\$850,000

FINALLY HE IS DONE!

Thank you



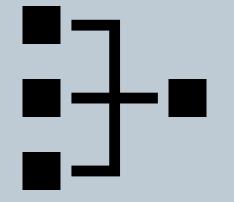


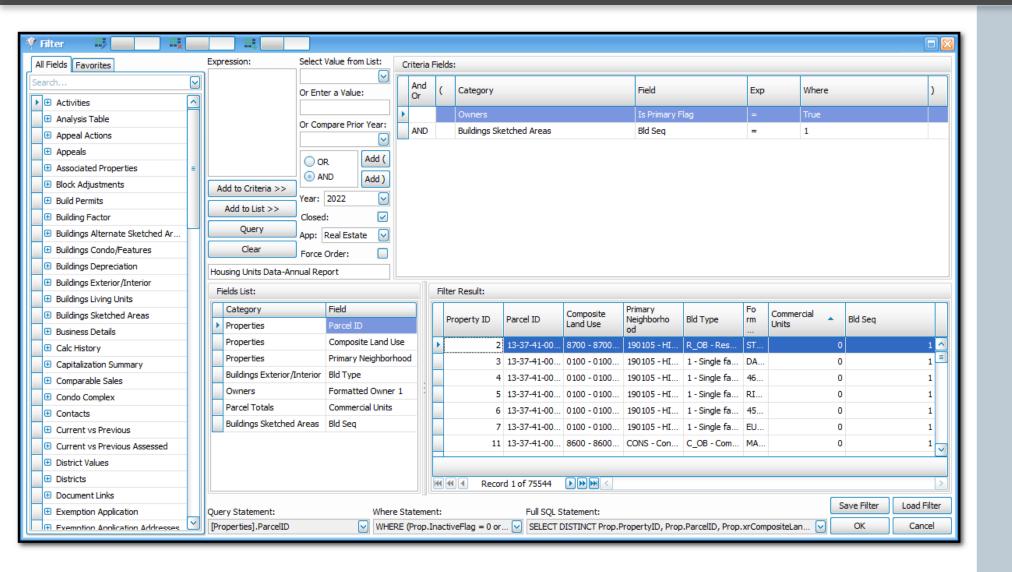
COMPUTER ASSISTED MASS APPRAISAL

PATRIOT SINGLE APPLICATION



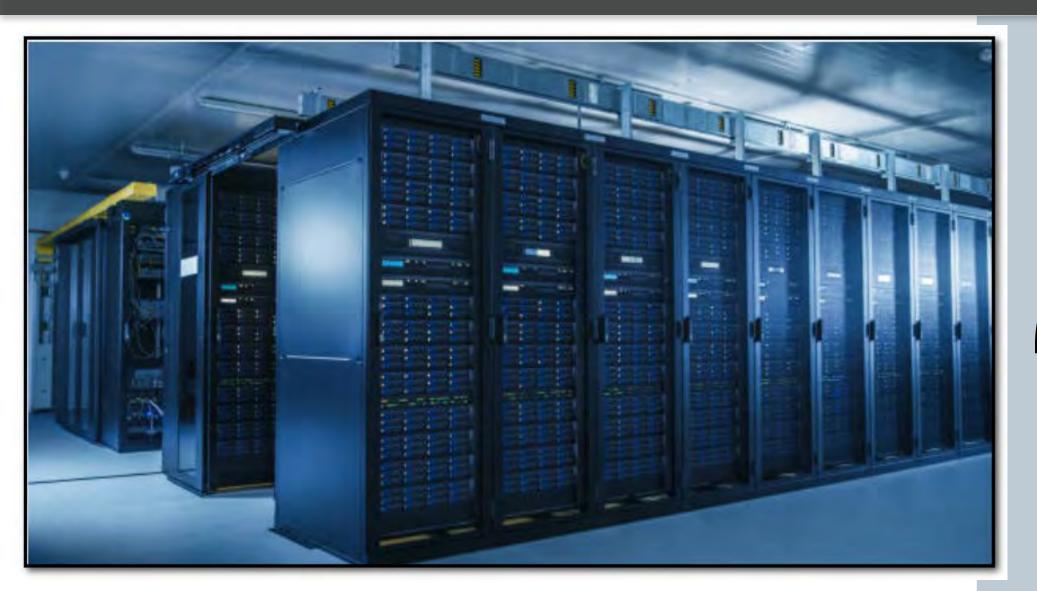
SINGLE LOGIN





FILTERS

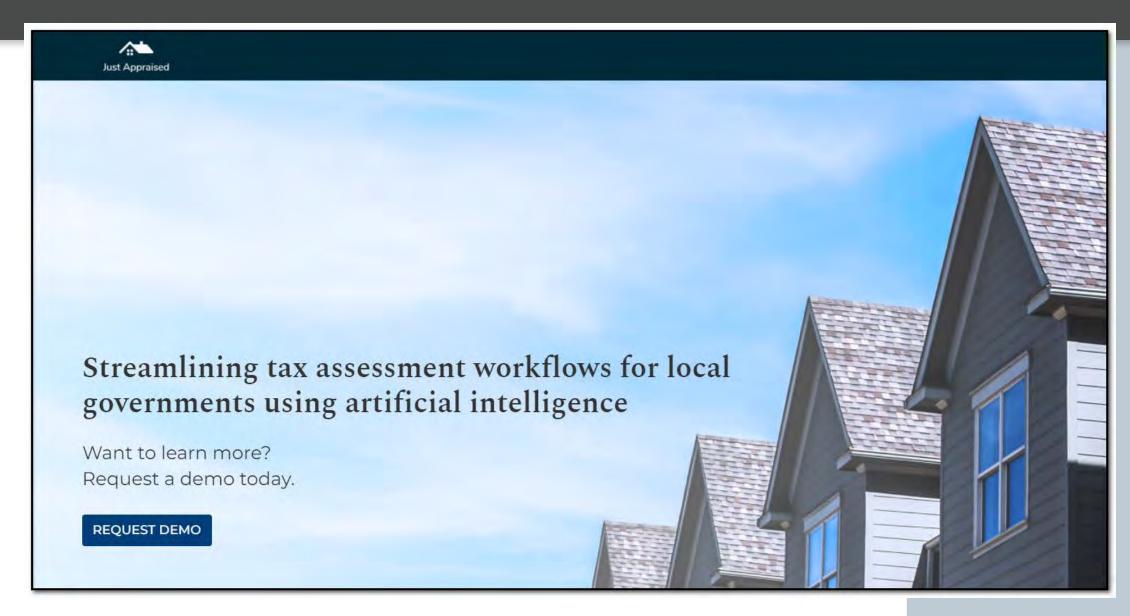


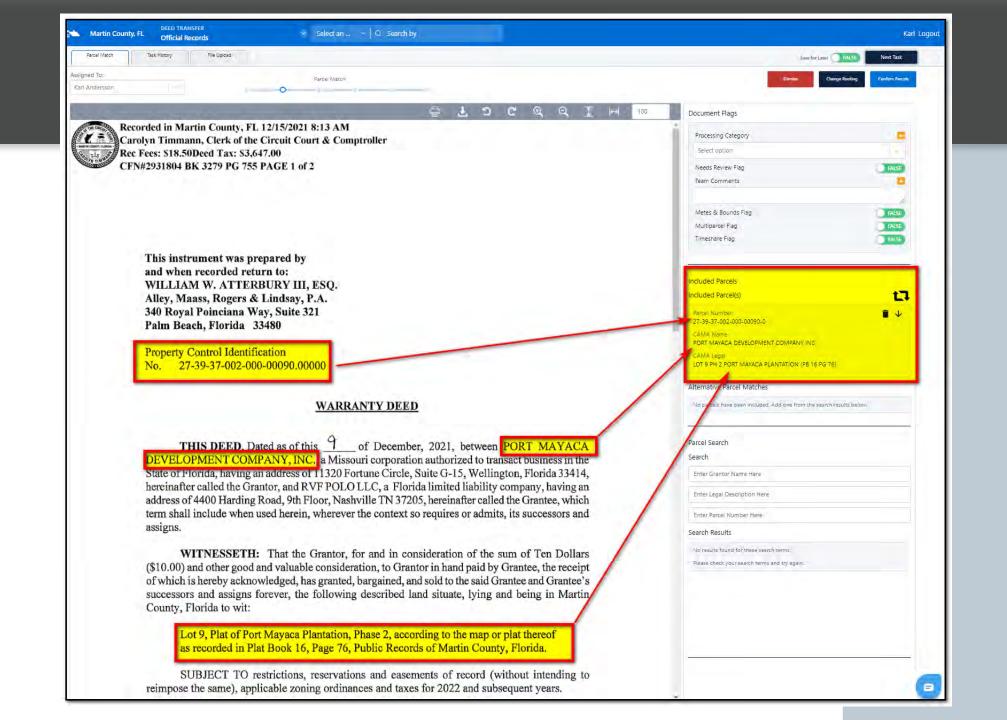


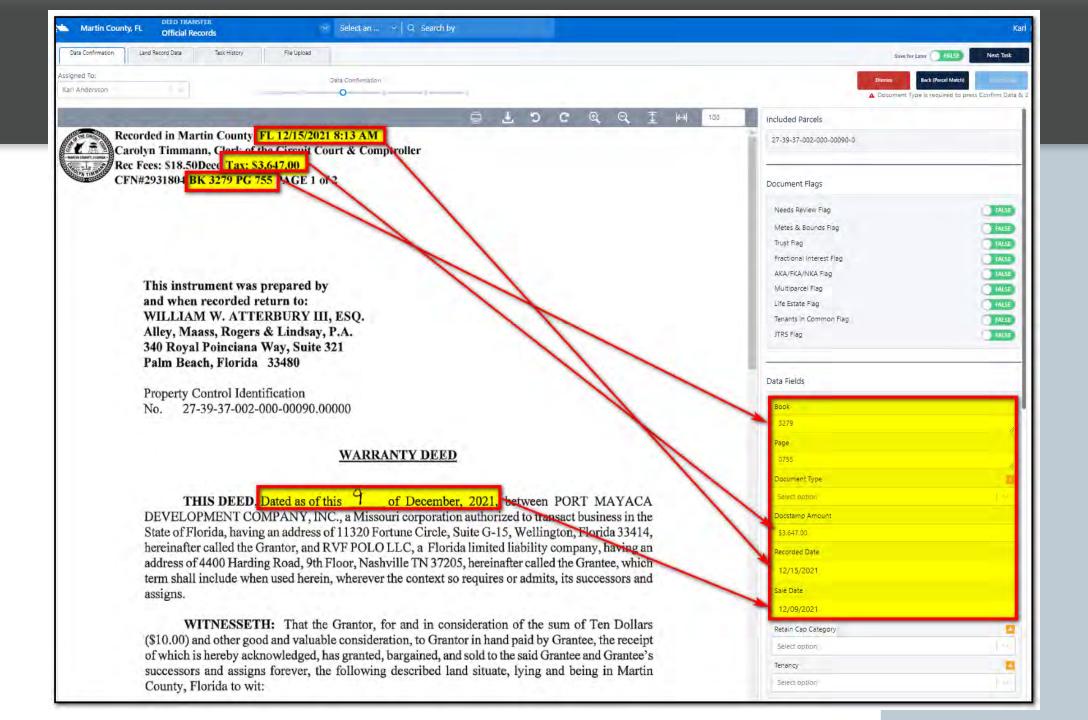
SPEED

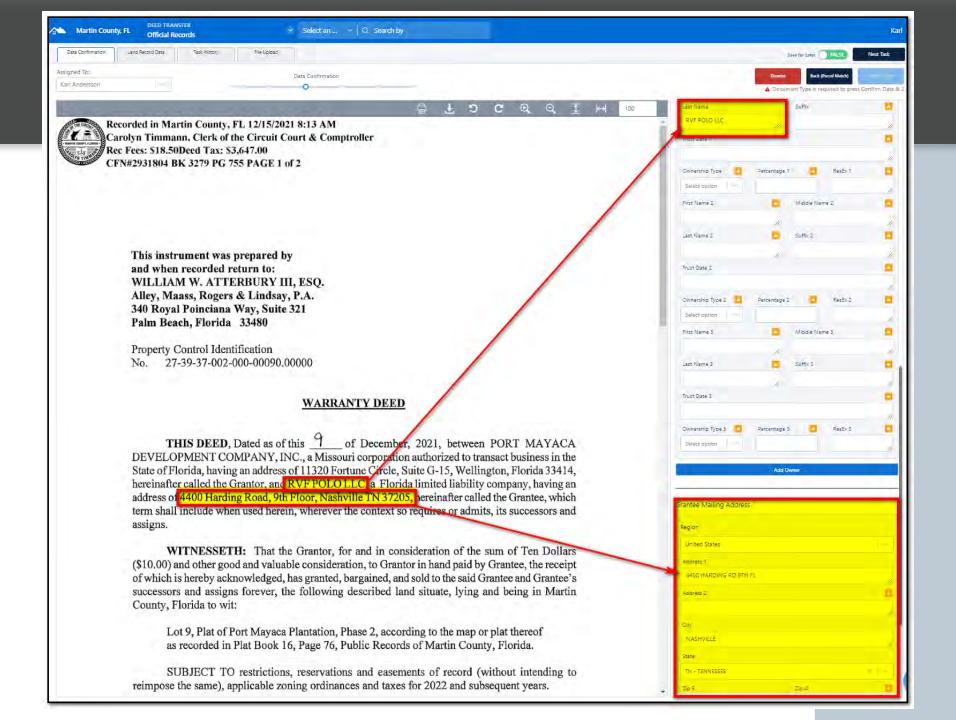


JUST APPRAISED







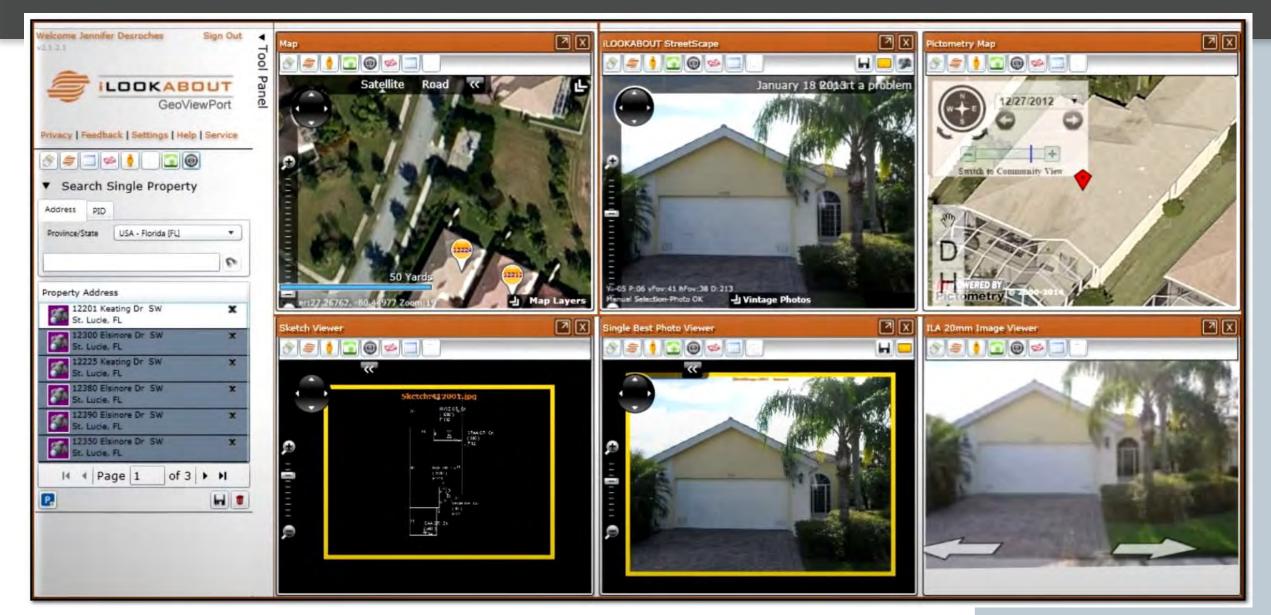


Martin County, F	L Official Record		✓ Select an ✓	Q Search by						Karl
▼ Karls Filter	× 41 results	s match your criteria							⊚ No	n-Archived Tasks View
ASSIGNED TO	RECORDED DATE	STATUS NAME	RECORDING NUMBER A	воок	PAGE	ASSIGNED CODE	BEEN PROCESSED	DATE PROCESSED	TASK COMPLETED?	DOCUMENT CATEG.
.4.	Dec 15, 2021	PARCEL MATCHING	2931802	3279	0752	-		-		-
2.	Dec 15, 2021	PARCEL MATCHING	2931804	3279	0755	-	Tail	72	· 8	
Ar.	Dec 15, 2021	PARCEL MATCHING	2931808	3279	0762	1.5		-	8	-4
<u>=</u> 1	Dec 15, 2021	PARCEL MATCHING	2931824	3279	0780	¶÷.	-	_	- 0	-
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36	Dec 15, 2021	PARCEL MATCHING	2931863	3279	0893	-	-	1.5	-0.	2.1
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70	Dec 15, 2021	PARCEL MATCHING	2931908	3279	1115	-	-	-	1-4	_
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<u></u>	Dec 15, 2021	PARCEL MATCHING	2931929	3279	1190		-			-

ILOOKABOUT



GEOVIEWPORT



SKETCH VERIFICATION



