



Altus Group



Development Property Tax Due Diligence Report

Richmond Hwy Rt 360

Richmond Hwy Rt 360
Essex County, Virginia

7 and M Development

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Richmond Hwy Rt 360 - Tax Estimate - 15 Years
Prepared by Altus Group

Property Name	Richmond Hwy Rt 360	Current Assessment	\$659,000	Valuation Date	2022
Street Address	Richmond Hwy Rt 360	Current Assessment Value - Land Only	\$659,000	Tax Due Date(s)	06/05/2022 & 12/05/2022
State	Virginia	Proposed Assessment Value - Imp Only	\$0	Appeal Deadline	N/A
Parcel ID(s)	6866	Proposed Market Value	\$659,000	Income & Expense Surveys Required?	No
Taxing Jurisdiction	Essex County	Proposed Market Value - Land Only	\$659,000	Personal Property State?	Yes
Type of Property	Mixed-Use	Land Value Per SF	\$1.15	Client	7 and M Development
Year Built	2025	Effective Tax Rate	0.73000%	Date Requested	2/7/2023
Improvement SF	180,956	Ratio	1.00	Phone Number (Client)	202-854-0479
Land Area (Acres)	13.180	Assessment Cycle	Every 4 Years	Email Address (Client)	shires@7andm.com
Projected Completion Date	2025-2027	Payment Cycle	Biannual	Consultant	Blake Warren
Construction Cost	\$58,449,825	Assessment Year Start	1/1/2022	Date Estimate Completed	2/16/2023
Cost Per SF	\$323.01	Assessment Year End	12/31/2022		

Tax Estimate	Current		Projection>>											
	Assessment Year 2022		Assessment Year 2023		Assessment Year 2024		Assessment Year 2025		Assessment Year 2026		Assessment Year 2027		Assessment Year 2028	
	Assessment Year Begins	Assessment Year Ends	Assessment Year Begins	Assessment Year Ends	Assessment Year Begins	Assessment Year Ends	Assessment Year Begins	Assessment Year Ends	Assessment Year Begins	Assessment Year Ends	Assessment Year Begins	Assessment Year Ends	Assessment Year Begins	Assessment Year Ends
<i>This Tax Estimate excludes consideration of personal property</i>	1/1/2022	12/31/2022	1/1/2023	12/31/2023	1/1/2024	12/31/2024	1/1/2025	12/31/2025	1/1/2026	12/31/2026	1/1/2027	12/31/2027	1/1/2028	12/31/2028
Current Land Assessment Value and Tax Rate.			Land value assumes a trended 3% increase from prior year, tax rate assumes trended .5% increase from prior year.		Land value assumes zoning approvals in place for redevelopment, tax rate assumes trended .5% increase from prior year.		County reassesses for real property in 2025. Assessment assumes total cumulative construction costs as of 1/1/2025. Tax rate assumes trended .5% increase from prior year.		Assessment assumes total cumulative construction costs as of 1/1/2026. Tax rate assumes trended .5% increase from prior year.		Assessment assumes total cumulative construction costs as of 1/1/2027. Tax rate assumes trended .5% increase from prior year.		Assessment assumes total cumulative construction costs as of 1/1/2027. Tax rate assumes trended .5% increase from prior year.	
	Total	Amount Per SF	Total	Amount Per SF	Total	Amount Per SF	Total	Amount Per SF	Total	Amount Per SF	Total	Amount Per SF	Total	Amount Per SF
Assessed Value	\$659,000	\$50,000.00	\$678,770	\$51,500.00	\$1,360,000	\$103,186.65	\$10,643,500	\$58.82	\$24,986,500	\$138.08	\$38,696,390	\$213.84	\$59,809,825	\$330.52
Assessment Ratio	100.00%		100.00%		100.00%		100.00%		100.00%		100.00%		100.00%	
Market Value	\$659,000	\$50,000.00	\$678,770	\$51,500.00	\$699,133	\$53,045.00	\$10,643,500	\$58.82	\$24,986,500	\$138.08	\$38,696,390	\$213.84	\$59,809,825	\$330.52
Effective Tax Rate	0.730%		0.734%		0.737%		0.741%		0.745%		0.748%		0.752%	
Estimated Taxes	\$4,810.70	\$365.00	\$4,979.80	\$377.83	\$5,154.84	\$391.11	\$78,868.85	\$0.44	\$186,076.93	\$1.03	\$289,616.71	\$1.60	\$449,874.90	\$2.49
Total Taxes	\$4,810.70	\$365.00	\$4,979.80	\$377.83	\$5,154.84	\$391.11	\$78,868.85	\$0.44	\$186,076.93	\$1.03	\$289,616.71	\$1.60	\$449,874.90	\$2.49
Payment Cycle	Taxes Due	Payment Date(s)	Taxes Due	Payment Date(s)	Taxes Due	Payment Date(s)	Taxes Due	Payment Date(s)	Taxes Due	Payment Date(s)	Taxes Due	Payment Date(s)	Taxes Due	Payment Date(s)
Biannual	\$2,405.35	6/5/2022	\$2,489.90	6/5/2023	\$2,577.42	6/5/2024	\$39,434.43	6/5/2025	\$93,038.47	6/5/2026	\$144,808.36	6/5/2027	\$224,937.45	6/5/2028
	\$2,405.35	12/5/2022	\$2,489.90	12/5/2023	\$2,577.42	12/5/2024	\$39,434.43	12/5/2025	\$93,038.47	12/5/2026	\$144,808.36	12/5/2027	\$224,937.45	12/5/2028

Additional Notes

Essex County reassesses real property every 4 years with the next scheduled reassessment in 2025. The County contracts a 3rd party appraisal company to perform the reassessment and the company that completed the 2021 reassessment folded so many of the reassessment parameters and guidelines for cap rates, market rents, vacancy, and operating expenses are unclear. New construction costs will be added to the total assessment value until projection completion even in non-reassessment years.

DISCLAIMER: This report contains projections based on information available as at the date of issue. The assessment and tax projections contained in the report are based on interpretation of industry trends and past results and they involve risks, variables and uncertainties. While every effort has been made to accurately estimate future assessments and taxes, actual results may vary. Altus Group does not make any representations as to the accuracy of the projections and actual assessments and taxes may be materially different from that those in the report.

Assessment Year 2029		Assessment Year 2030		Assessment Year 2031		Assessment Year 2032		Assessment Year 2033		Assessment Year 2034		Assessment Year 2035		Assessment Year 2036	
Assessment Year Begins	Assessment Year Ends	Assessment Year Begins	Assessment Year Ends	Assessment Year Begins	Assessment Year Ends	Assessment Year Begins	Assessment Year Ends	Assessment Year Begins	Assessment Year Ends	Assessment Year Begins	Assessment Year Ends	Assessment Year Begins	Assessment Year Ends	Assessment Year Begins	Assessment Year Ends
1/1/2029	12/31/2029	1/1/2030	12/31/2030	1/1/2031	12/31/2031	1/1/2032	12/31/2032	1/1/2033	12/31/2033	1/1/2034	12/31/2034	1/1/2035	12/31/2035	1/1/2036	12/31/2036
County reassesses for real property in 2029. Assessment assumes 10% increase in value from prior year. Tax rate assumes trended .5% increase from prior year.		Non-reassessment year, value remains unchanged from prior year. Tax rate assumes .5% increase in value from prior year.		Non-reassessment year, value remains unchanged from prior year. Tax rate assumes .5% increase in value from prior year.		Non-reassessment year, value remains unchanged from prior year. Tax rate assumes .5% increase in value from prior year.		County reassesses for real property in 2033. Assessment assumes 10% increase in value from prior year. Tax rate assumes trended .5% increase from prior year.		Non-reassessment year, value remains unchanged from prior year. Tax rate assumes .5% increase in value from prior year.		Non-reassessment year, value remains unchanged from prior year. Tax rate assumes .5% increase in value from prior year.		Non-reassessment year, value remains unchanged from prior year. Tax rate assumes .5% increase in value from prior year.	
Total	Amount Per SF	Total	Amount Per SF	Total	Amount Per SF	Total	Amount Per SF	Total	Amount Per SF	Total	Amount Per SF	Total	Amount Per SF	Total	Amount Per SF
\$65,790,800	\$363.57	\$65,790,800	\$363.57	\$65,790,800	\$363.57	\$65,790,800	\$363.57	\$72,369,880	\$399.93	\$72,369,880	\$399.93	\$72,369,880	\$399.93	\$72,369,880	\$399.93
100.00%		100.00%		100.00%		100.00%		100.00%		100.00%		100.00%		100.00%	
\$65,790,800	\$363.57	\$65,790,800	\$363.57	\$65,790,800	\$363.57	\$65,790,800	\$363.57	\$72,369,880	\$399.93	\$72,369,880	\$399.93	\$72,369,880	\$399.93	\$72,369,880	\$399.93
0.756%		0.760%		0.764%		0.767%		0.771%		0.775%		0.779%		0.783%	
\$497,336.64	\$2.75	\$499,823.33	\$2.76	\$502,322.44	\$2.78	\$504,834.06	\$2.79	\$558,094.05	\$3.08	\$560,884.52	\$3.10	\$563,688.94	\$3.12	\$566,507.39	\$3.13
\$497,336.64	\$2.75	\$499,823.33	\$2.76	\$502,322.44	\$2.78	\$504,834.06	\$2.79	\$558,094.05	\$3.08	\$560,884.52	\$3.10	\$563,688.94	\$3.12	\$566,507.39	\$3.13
Taxes Due	Payment Date(s)	Taxes Due	Payment Date(s)	Taxes Due	Payment Date(s)	Taxes Due	Payment Date(s)	Taxes Due	Payment Date(s)	Taxes Due	Payment Date(s)	Taxes Due	Payment Date(s)	Taxes Due	Payment Date(s)
\$248,668.32	6/5/2029	\$249,911.66	6/5/2030	\$251,161.22	6/5/2031	\$252,417.03	6/5/2032	\$279,047.02	6/5/2033	\$280,442.26	6/5/2034	\$281,844.47	6/5/2035	\$283,253.69	6/5/2036
\$248,668.32	12/5/2029	\$249,911.66	12/5/2030	\$251,161.22	12/5/2031	\$252,417.03	12/5/2032	\$279,047.02	12/5/2033	\$280,442.26	12/5/2034	\$281,844.47	12/5/2035	\$283,253.69	12/5/2036

State & local tax and advisory

Improve profitability, minimize your tax burden and ensure compliance with state and local tax laws



Operating in a multistate, multi-tax environment is complex. Our US state and local tax (SALT) practice will tailor a solution for your company based on our local knowledge and broad industry understanding. Uncover hidden value that produces lasting results and ensure compliance with US state and local tax laws.

Five ways we've uncovered tax savings:



REAL PROPERTY TAX

We saved \$1.2 million for a hospital campus by appealing an assessment



PERSONAL PROPERTY TAX

We obtained a \$1.4 million double taxation refund by establishing that improvements were assessed as both real property and personal property



LOCATION AND INCENTIVE STRATEGIES

We secured \$34 million primarily in cash, cash equivalents, and property tax abatements for a manufacturing facility expansion



UNCLAIMED PROPERTY

We saved \$6.5 million through a greater than 40% reduction in state-assessed liability through audit defense



TRANSACTION TAX

We secured a \$5 million refund for a global defense contractor through our Sales tax recovery services

We have technical expertise across the industry, including the following areas:

Personal property tax

Stay compliant with filing deadlines, and take advantage of abatements, exemptions, and valuation opportunities.

- Compliance
- Appeal & refund claims
- Audit defense
- Budgeting & accruals
- Fixed asset reviews
- Unrecorded disposal solutions
- Inventory reporting and valuation

Real property tax

Proactive management of your real property tax to minimize expenses and recover revenue.

- Review & appeal assessments
- Manage appeals & deadlines
- Budgeting, forecasting & accruals
- Tax bills & payments

Location and incentive strategies

Maximize the value of incentives available to your capital projects with help from our location and zoning experts, related to acquisitions, relocations, expansions and consolidations.

- Site selection
- Incentives negotiation

Transaction tax

Maximize your revenue recoveries, reduce tax assessments and minimize risks related to underpayments.

- Sales & use tax
- Business, professional & occupation taxes
- Gross receipts taxes
- Local taxes & levies

Unclaimed property

Minimize the risk of a costly unclaimed property audit, reduce exposure, and ensure compliance.

- Voluntary disclosure programs
- Annual compliance
- Multi-state audits



Benefits of partnering with our team



Diverse expertise

Our team is made of tax experts with distinct industry expertise, CPA, CMI, and MAI designations.

Working on interdisciplinary teams with comprehensive strategies, we can address all your state and local tax needs.



Real-world data

Leveraging an extensive database of industry and state specific information allows us to benchmark and run real time analysis on your tax positions, identifying potential savings opportunities or areas of risk.



Depth of resources

With 200 team members in offices around the country, we offer services tailored to each project, delivering dependable, accurate, and valuable independent advice. Designated client representatives allow for engagement team continuity.



Local representation

We have offices in most major US markets and dozens of partnerships that expand our network of local relationships nationwide. Our reputation and credibility with taxing authorities mean your account is getting the local visibility it deserves.