

## ACTUS LEND LEASE

### Preliminary Valuation of BRAC Base Closures in Georgia, New Jersey, Virginia, Mississippi, Texas, and California

RCLCO was retained by Actus Lend Lease to help understand the opportunity for redevelopment at multiple bases that are scheduled to be closed due to Base Realignment and Closure (BRAC).

We determined if acquiring bases represented an opportunity and what was the magnitude of the opportunity.

The bases are mandated to close in 2011. The bases we examined were Forts McPherson and Gillem in Atlanta, Georgia; Fort Monmouth in Monmouth County, New Jersey; Fort Monroe near Norfolk, Virginia; Naval Station Pascagoula, Mississippi; Naval Station Ingleside, Texas; and Concord near San Francisco, California (which has been previously transferred).

We determined which bases presented the best opportunity and provided a preliminary estimate on their value. For each base, we completed the following

- Visited the subject property and evaluated its redevelopment potential
- Completed an overview analysis of broad demographic and economic trends as they relate to the subject site
- Made reasonable assumptions about secondary land uses and amenities (such as marina, golf course, and hotel) based upon limited secondary data and interviews
- For key land uses (residential and commercial) analyzed secondary data and key market comparables

- Rendered an opinion on the development potential of the site
- Determined a preliminary estimate of value based upon the potential development program

