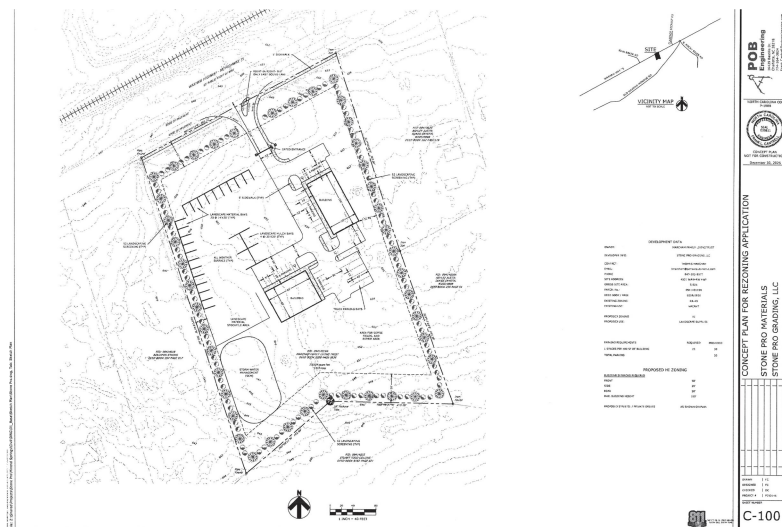


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Providing Exceptional Value since 1985

Impact Study
4521 Waxhaw Highway
Parcel ID: 09414019A
Monroe, North Carolina



As of
February 9, 2026

Prepared For
Chris Duggan
The Duggan Law Firm, PC
101 S. Main Street
Monroe, NC 28112

Prepared by
MORRISON APPRAISAL, INC
Andrew Morrison, MAI, CCIM,
North Carolina Certified General-A7253

March 25, 2026

Christopher Duggan, Esq.
The Duggan Law Firm, PC
101 S. Main Street
Monroe, NC 28112

Re: Impact Study
4521 Waxhaw Highway
Parcel ID: 09414019A
Monroe, North Carolina

Dear Mr. Duggan:

At your request, I have completed an impact study concerning the proposed conditional rezoning of the above-referenced property, which includes a request to rezone the property from RA-40 (Residential Agricultural) to Light Industrial, along with a Special Use Permit to allow for outdoor storage. This analysis was conducted to assist in evaluating whether the proposed rezoning is expected to substantially injure the value of abutting properties.

The subject property consists of approximately 5.00 acres located along Waxhaw Highway in Union County, North Carolina. The property is currently vacant and situated within a predominantly rural area characterized by a mix of residential, agricultural, and infrastructure-related land uses.

The scope of this assignment included an analysis of market data, comparable property conditions, and case studies involving residential properties located in proximity to light industrial and contractor-oriented uses. The purpose of this analysis was to determine whether the proposed use would be expected to result in a measurable and material reduction in the value or marketability of surrounding residential properties.

Based on the analysis contained within the accompanying report, it is my opinion that the proposed rezoning and associated site plan are not expected to result in a measurable or consistent reduction in the value of surrounding properties. Accordingly, the available market evidence does not support a conclusion that the proposed use would substantially injure the value of abutting properties.

This analysis has been prepared in accordance with the Uniform Standards of Professional Appraisal Practice (USPAP) and is subject to the assumptions and limiting conditions contained within the report.

Thank you for the opportunity to be of service. Please feel free to contact me with any questions or if additional analysis is required.

Andrew G. Morrison, MAI, CCIM



Subject Property – 4521 Waxhaw Highway

All photographs were taken at the time of inspection and are representative of site conditions.





IMPORTANT FACTS AND CONCLUSIONS

Property Location	4521 Waxhaw Highway, Union County, NC
Parcel ID	09414019A
Property Owner	Marcham Family Living Trust
Study Requested By	Christopher Duggan, Esq., The Duggan Law Firm, PC
Intended Use	To assist the client in evaluating the potential impact of a proposed rezoning on surrounding properties
Intended User	Christopher Duggan and associated parties involved in the rezoning process
Date of Study	March 9, 2026
Property Rights Considered	Fee Simple
Current Zoning	RA-40 (Residential Agricultural)
Proposed Zoning	Light Industrial (Conditional Rezoning) with Special Use Permit for outdoor storage
Site Area	Approximately 5.00 acres
Current Use	Vacant land
Proposed Use	Light industrial use with associated outdoor storage, as depicted in the submitted site plan
Scope of Analysis	Analysis of market data, comparable property conditions, and case studies to evaluate whether the proposed use is expected to result in a measurable and material impact on surrounding property values
Extraordinary Assumptions	The proposed development will be constructed in substantial accordance with the submitted site plan
Hypothetical Conditions	None
Conclusion	Based on observed market behavior and analysis of comparable conditions, the proposed rezoning and associated use are not expected to result in a measurable or consistent reduction in the value or marketability of surrounding properties, and therefore are not expected to substantially injure the value of abutting properties

PURPOSE AND SCOPE OF WORK

Purpose of the Study

The purpose of this analysis is to evaluate whether the proposed conditional rezoning of the subject property, including a Light Industrial classification and associated Special Use Permit for outdoor storage, is likely to result in a measurable and material reduction in the value or marketability of surrounding residential properties.

This study is specifically intended to assist the client in determining whether the proposed use would be expected to “substantially injure” the value of abutting properties, as required in the rezoning review process.

Intended Use and Intended User

The intended use of this report is to provide market-based analysis and support for consideration in the rezoning process.

The intended user of this report is Christopher Duggan, Esq., and associated parties involved in the evaluation of the proposed rezoning. No other use or user is intended or authorized.

Scope of Work

The scope of work for this assignment included the collection, analysis, and interpretation of market data relevant to residential properties located in proximity to light industrial, contractor-oriented, or similar non-residential uses.

The analysis included a review of comparable market conditions, transaction data, and case study examples in which residential properties are situated near similar uses. Key indicators considered include sale price, price relationships, and general marketability characteristics, including relative positioning within the market and exposure time.

In addition, the subject property and surrounding area were analyzed with respect to land use patterns, site characteristics, and the proposed development layout, including buffering, access, and overall site design as depicted in the submitted site plan.

This assignment does not include the development of an opinion of market value for the subject property or any surrounding properties. Rather, the analysis is limited to evaluating whether a measurable and consistent pattern of impact is evident in the marketplace.

Nature of the Assignment

This study is an analysis of market behavior and is not intended to be an appraisal, appraisal review, or appraisal consulting assignment as defined by the Uniform Standards of Professional Appraisal Practice (USPAP). No opinion of market value is developed as part of this assignment.

The conclusions presented herein are based on observed market data and are intended to reflect the behavior of typical market participants under similar conditions.

Assumptions and Limiting Conditions

This analysis assumes that the proposed development will be constructed in substantial accordance with the submitted site plan and applicable zoning conditions.

The analysis is based on information available as of the date of this report and assumes that no significant changes in market conditions or regulatory requirements occur that would materially alter the conclusions

PROPERTY DESCRIPTION AND SITE CONTEXT

Property Description

The subject property is located at 4521 Waxhaw Highway in Union County, North Carolina, and is identified as Parcel ID 09414019A. The site consists of approximately 5.00 acres and is currently vacant, with a prior residential improvement having been removed.

The property is generally rectangular in shape and features frontage along Waxhaw Highway, a primary transportation corridor within the area. Based on site inspection and available mapping, the topography appears generally level to gently sloping and suitable for development. The site is primarily wooded, with natural vegetation providing existing screening along portions of the perimeter.

Access to the property is proposed via Waxhaw Highway. According to the client's conversations with NCDOT and minimal traffic impacts, NCDOT is not requiring a left turn lane into property.

Subject Property Summary

Attribute	Description
Location	4521 Waxhaw Highway, Union County, NC
Parcel ID	09414019A
Site Area	±5.00 acres
Current Use	Vacant land
Prior Use	Residential (demolished)
Current Zoning	RA-40 (Residential Agricultural)
Proposed Zoning	Light Industrial (Conditional)
Proposed Use	Light industrial with outdoor storage
Access	Waxhaw Highway
Topography	Generally level to gently sloping
Vegetation	Primarily wooded with natural buffering

Proposed Development

The proposed development consists of a light industrial use with associated outdoor storage areas, subject to conditional rezoning and a Special Use Permit.

Based on the conceptual site plan provided, the development is designed with a centrally located building footprint, surrounded by internal circulation and designated parking areas. Outdoor storage areas appear to be located within the interior of the site and are not positioned directly along the roadway frontage.

The plan indicates the use of perimeter buffering, including landscaped and wooded areas, intended to provide visual screening from adjoining properties. The overall layout reflects an effort to internalize operational components and minimize external visibility.

While the conceptual plan is preliminary in nature, it provides sufficient detail to evaluate the general layout, access, and relationship of the proposed use to surrounding properties.



Proposed Development Overview

Feature	Description	Impact Relevance
Building Location	Centrally located on site	Reduces edge impact
Outdoor Storage	Located within interior of site	Limits visibility
Buffering	Perimeter landscaping and wooded areas	Provides visual screening
Access Design	Controlled ingress/egress	Minimizes traffic disruption
Site Size	5.00 acres	Allows separation from neighbors

Site and Locational Characteristics

The subject's location along Waxhaw Highway provides both visibility and accessibility, which are characteristics commonly associated with a range of land uses beyond strictly residential development.

The size of the parcel, combined with existing vegetation and the proposed buffering shown on the site plan, allows for separation between the proposed use and adjoining properties. This separation is an important consideration in evaluating potential external impacts.

Overall, the subject property is not located within a densely developed residential subdivision, but rather within a broader rural setting where a variety of land uses coexist.

ZONING AND FUTURE LAND USE

Current Zoning

The subject property is currently zoned RA-40 (Residential Agricultural) by Union County.

This zoning classification is intended to support low-density residential development and agricultural uses, generally characterized by large lot sizes and rural land use patterns. While certain limited non-residential uses may be permitted within this district, light industrial uses and outdoor storage are not permitted by right and require rezoning and/or special approval.

As such, the proposed use cannot be developed under the current zoning designation.

Proposed Zoning

The proposed rezoning seeks to reclassify the subject property to a Light Industrial designation, along with a Special Use Permit to allow for outdoor storage.

The proposed use consists of a light industrial operation with associated outdoor storage areas, as depicted in the submitted conceptual site plan. This type of use is more intensive than those permitted under the current RA-40 zoning and therefore requires discretionary approval through the rezoning process.

Comprehensive Plan and Land Use Guidance

Union County has adopted long-range planning documents, including the Union County 2050 Comprehensive Plan and the Rural Land Use Plan, which provide guidance on future land use patterns and development policies.

The 2050 Comprehensive Plan identifies the importance of coordinating land use patterns with infrastructure and transportation corridors, noting that development along major roadways often reflects a broader range of uses and intensities .

Additionally, the Rural Land Use Plan emphasizes the preservation of rural character while recognizing ongoing development pressures and the need for flexibility in land use decisions .

These planning documents acknowledge that rural areas are subject to change over time, particularly along transportation corridors where access and visibility support a variety of land uses.

Land Use Context and Compatibility

The subject property is located along Waxhaw Highway, a primary transportation corridor that introduces influences beyond purely residential use.

As illustrated in the accompanying exhibits, the surrounding area is characterized by a mix of:

- Low-density residential uses
- Agricultural and vacant land
- Existing infrastructure, including a railroad corridor

This pattern is consistent with a transitional rural corridor environment, where a range of land uses may coexist.

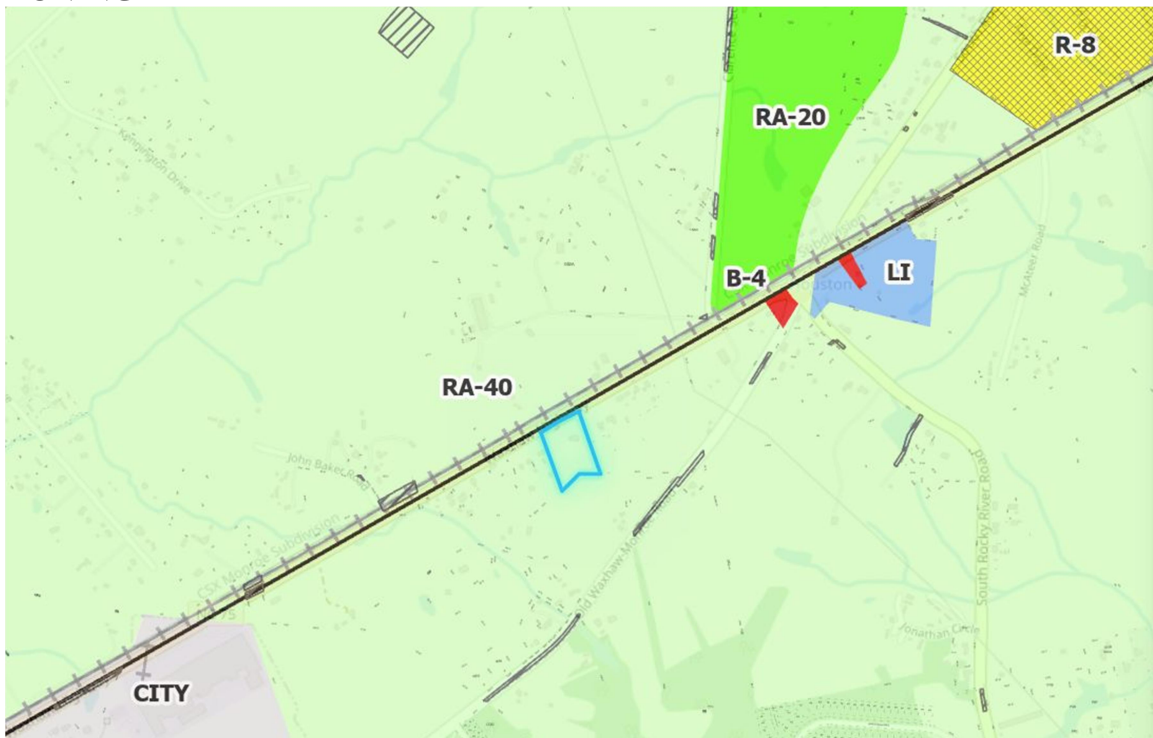
The Union County 2050 Plan specifically recognizes that land use maps provide general guidance and cannot fully capture site-specific conditions such as buffering, infrastructure, and design elements that influence compatibility .

Accordingly, compatibility is evaluated not only based on zoning classifications, but also on site design, buffering, and observed market behavior.

Zoning Summary

Category	Description
Current Zoning	RA-40 (Residential Agricultural)
Permitted Uses	Low-density residential and agricultural uses
Proposed Zoning	Light Industrial (Conditional)
Proposed Use	Light industrial with outdoor storage
Rezoning Requirement	Required to allow proposed use
Planning Context	Transitional rural corridor with mixed land use influences

ZONING MAP



SURROUNDING PROPERTIES





Parcel ID	Location	Current Use	Land Use	Comments
09414020	Adjacent East	Single-Family Residence	SFR	Improved residential parcel with typical rural homesite characteristics
09414021	Northeast	Single-Family Residence	SFR	Similar residential use with accessory structures observed
09414022 / 09414022A	Northeast Cluster	Single-Family Residences	SFR	Clustered residential development along Waxhaw Highway corridor
09414016	Southwest	Single-Family Residence	SFR	Rural residential parcel with spacing consistent with area
09414015	South	Single-Family Residence	SFR	Larger residential tract with lower density characteristics
09414025	South (Rear)	Agricultural / Vacant	AG	Open land with no significant improvements observed
09411001	North (Across Hwy)	Agricultural / Residential Mix	AG / SFR	Larger tract with residential improvements and open land areas
—	Across Waxhaw Hwy	Railroad Corridor	Infrastructure	Established rail line representing existing non-residential influence
—	Waxhaw Highway	Arterial Roadway	Infrastructure	Primary transportation corridor influencing surrounding land use patterns

The subject property is located within a rural corridor characterized by a mix of residential, agricultural, and infrastructure-related land uses.

Surrounding properties consist primarily of single-family residential dwellings situated on larger lots, interspersed with vacant and agricultural tracts. Development density is relatively low, with significant spacing between improvements.

In addition to residential and agricultural uses, the surrounding area is influenced by existing infrastructure elements, including Waxhaw Highway and a railroad corridor located across the roadway from the subject. These features contribute to a broader land use pattern that is not exclusively residential in nature.

The presence of these elements, along with the size and configuration of surrounding parcels, reflects a transitional land use environment typical of rural areas experiencing gradual change along transportation corridors.

Surrounding Properties and Area Characteristics

Photographs illustrate surrounding land use patterns and nearby property characteristics.



Adjacent Residential Property – East



Adjacent Residential Property – Rear



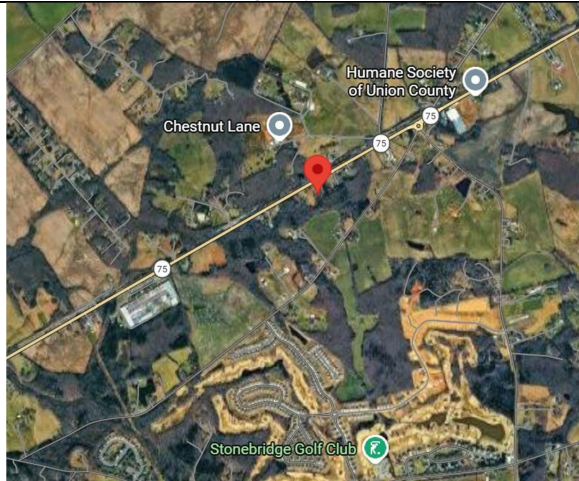
Nearby Properties along Waxhaw Highway



View Across Waxhaw Highway



Railroad Influence across Waxhaw Highway



Wider Area Context View

Market Evidence and Case Study Analysis

Impact Considerations Summary

Factor	Observation	Market Impact
Traffic	Controlled access design	Not expected to materially affect surrounding properties
Noise	Typical of light industrial use	Consistent with corridor influences
Visual Impact	Buffering and internalized layout	Limited visibility from adjacent properties
Compatibility	Mixed-use rural corridor	Consistent with surrounding land use pattern

Introduction

An important component of evaluating potential impact is the analysis of actual market behavior in similar settings. Rather than relying on theoretical assumptions regarding buyer preferences, this analysis considers how residential properties have performed when located in proximity to light industrial, contractor-oriented, or similar non-residential uses.

The following case studies were selected to evaluate whether measurable or consistent patterns of value diminution are observed in the marketplace. These case studies include both subdivision environments, where direct comparison between exposed and non-exposed properties is possible, and rural residential settings, where buyers evaluate properties across a broader competitive area.

The analysis focuses on identifying whether proximity to such uses results in measurable price differences, extended marketing times, or other indicators of reduced marketability. The objective is not to determine whether preferences may exist, but whether those preferences are reflected in observable and consistent market outcomes.

Case Study 1

Harkey Creek Subdivision – Monroe, Union County, North Carolina

Harkey Creek is a residential subdivision developed beginning in approximately 2020–2021, consisting of both attached townhome product and detached single-family homes. Portions of the subdivision, particularly along Kristy Lynn Drive and Rowan Lane, are located in proximity to existing contractor-oriented and light industrial uses.

The subdivision represents a transitional environment in which residential development interfaces with established non-residential uses. Within the subdivision, homes vary in degree of exposure, allowing for direct comparison between properties with differing proximity to these uses.

Subset A – Kristy Lynn Drive (Townhomes)

Sales Summary

Category	Count	Avg \$/SF	Median \$/SF
Kristy Lynn Drive (All Sales)	28	\$152.77	\$152.55
Non-Kristy Lynn (Subdivision)	23	\$143.98	\$140.44

Paired Sales Comparison

Unit Type	Exposed Range \$/SF	Non-Exposed Range \$/SF
1,773 SF	\$162 – \$169	\$149 – \$155
1,915 SF	\$153 – \$157	\$145 – \$152

Analysis

Within Kristy Lynn Drive, homes with the greatest proximity to adjacent non-residential uses do not exhibit a consistent pricing disadvantage. Paired comparisons of similar unit types indicate that more exposed units frequently achieved pricing equal to or exceeding that of less-exposed units.

While overall pricing differences between Kristy Lynn and other subdivision townhomes are influenced by timing of construction and market appreciation during 2021, direct comparisons within the same street do not demonstrate a consistent pattern of diminished value attributable to proximity.

Subset B – Rowan Lane (Single-Family)

Sales Summary

Metric	Value
Total Sales	22
Avg \$/SF	\$161.04
Median \$/SF	\$158.80
Range	\$125 – \$210

Resale Indicators

Address	Year	\$/SF	DOM
1304 Rowan Ln	2024	\$182.24	18
1311 Rowan Ln	2025	\$171.82	42
1356 Rowan Ln	2024	\$181.09	107

Broader Subdivision Context

Metric	Value
Total SFR Sales	105
Avg \$/SF	\$181.79
Median \$/SF	\$176.12

Analysis

The Rowan Lane sales, including both initial construction and subsequent resales, do not exhibit a pattern of reduced pricing or inferior performance relative to other homes within the subdivision. Resale transactions occurring after full build-out, when buyers had complete awareness of surrounding land uses, achieved pricing levels consistent with or exceeding earlier sales.

There is no observable clustering of lower sale prices for homes in closer proximity to adjacent uses, nor is there evidence of prolonged marketing periods or reduced buyer demand. When considered within the broader subdivision context, Rowan Lane properties are competitive within overall neighborhood pricing trends and do not occupy a distinct low-value segment.

Conclusion – Case Study 1

Within the Harkey Creek subdivision, including both townhome and single-family product types, the market does not demonstrate a measurable or consistent reduction in value for properties located in proximity to adjacent light industrial or contractor-oriented uses. This conclusion is supported by both initial construction sales and subsequent resale activity, as well as direct comparison of more exposed and less exposed properties within the same subdivision.

Case Study 2

9414 Machado Drive – Indian Trail, Union County, North Carolina

The subject property is located in a rural residential setting characterized by scattered single-family homes on one- to three-acre tracts across the Indian Trail, Fairview, and Unionville areas. In this market segment, buyers typically evaluate properties across a broader geographic area rather than within a single neighborhood.

The subject is located within the Piedmont school district, which is generally competitive with nearby Sun Valley and Porter Ridge districts. One comparable is located in the Weddington school district, which is typically considered superior and often commands a pricing premium.

Transaction Summary

Metric	Value
Sale Price	\$650,000
Price per SF	\$281
Living Area	2,312 SF
Site Size	1.40 Acres
Year Built	1992
Days on Market	48

Competitive Sales

Address	Sale Price	\$/SF	DOM
9414 Machado Dr	\$650,000	\$281	48
4516 Stryker Dr	\$680,000	\$295	3
3324 McLendon Rd	\$543,000	\$254	40
825 Fisher Ridge Rd	\$425,000	\$211	12
7702 Surry Ln	\$399,000	\$199	4

Analysis

The subject property achieved pricing toward the upper end of the competitive range and does not reflect a discounted position relative to comparable rural residential properties. The highest-priced comparable is located in the Weddington, which generally has higher home values; however, the subject's pricing remains competitive within the dataset.

The marketing period is within a typical range for rural residential properties and does not indicate diminished buyer interest. The level of renovation and condition observed at the subject is consistent with market-supported investment and does not indicate a location that is functionally impaired or avoided by buyers.

Conclusion – Case Study 2

The sale of 9414 Machado Drive does not demonstrate a measurable or consistent reduction in value attributable to its proximity to a contractor-oriented use. Within the broader rural residential market, the subject's pricing and market performance are consistent with similar properties and do not indicate a systematic discount associated with such proximity.

Observed Market Patterns

Across both case studies, the analysis does not identify a consistent or measurable pattern of value diminution associated with proximity to light industrial or contractor-oriented uses. In a subdivision environment where direct comparison is possible, exposed and non-exposed properties perform similarly. In a broader rural market where buyers have multiple location options, properties in proximity to such uses remain competitive and do not exhibit pricing or marketability penalties.

These findings indicate that while individual buyer preferences may vary, the market does not consistently translate those preferences into measurable differences in value.

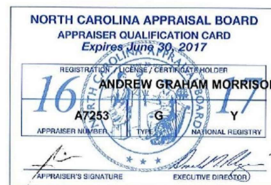
Summary Conclusion

Based on the analysis of the case studies presented, the market does not demonstrate measurable or consistent evidence that proximity to light industrial or contractor-oriented uses results in a reduction in residential property values. The observed data does not support a pattern of diminished pricing or marketability attributable to such proximity.

Andrew (Andy) Morrison, MAI, CCIM
613 Euclid Street
Monroe, NC 28110

NC Certified General #A7253
Member of the Appraisal Institute #497226

MAI Designated
CCIM Designated Member



EDUCATION

BS Degree – Appalachian State University
Political Science- Pre-Profession Legal Studies
Business Minor- December 2004

APPRAISAL COURSES ATTENDED AND PASSED WITH EXAM

R1 – Introduction to Real Estate Appraisal
Mingle Institute, Charlotte, NC- February 2005

R2 – Valuation Principles and Procedures
Mingle Institute, Charlotte, NC- April 2005

R3- Applied Residential Property Valuation
Mingle Institute, Charlotte, NC- May 2005

USPAP- Mingle Institute, Charlotte, NC- June 2005

G1- Introduction to Income Property Appraisal
Mingle Institute, Charlotte, NC- September 2005

G2- Advanced Income Capitalization Procedures
Mingle Institute, Charlotte, NC- October 2005

G3- Applied Income Property Valuation
Mingle Institute, Charlotte, NC- November 2005

Basic Income Capitalization
The Appraisal Institute, Greensboro, NC- May 2007

USPAP Update- Mingle Institute, Charlotte, NC- May 2007

Business Practices and Ethics-

The Appraisal Institute, Greensboro, NC- December 2007, Columbia, SC- May 2012

North Carolina General Certified Appraiser State Examination-
Passed December 2007

Report Writing and Valuation Analysis-

The Appraisal Institute, Greensboro, NC- July 2008

Advanced Income Capitalization-

The Appraisal Institute, Greensboro, NC- June 2009

USPAP Update- Mingle Institute, Charlotte, NC- July 2009

Market Analysis and Highest and Best Use-

The Appraisal Institute, Greensboro, NC- July 2009

Advanced Sales Comparison and Cost Approaches

The Appraisal Institute, Greensboro, NC- June 2010

Advanced Applications

The Appraisal Institute, Greensboro, NC- February 2011

Appraisal Institute Comprehensive Examination for the MAI Designation

Passed November 2011

USPAP Update- Erick Little & Company, Charlotte, NC- April 2012, April 2014

SEMINARS

Residential Development- Valuation Trends, Issues, and Challenges

Online- October 2009

Using Spreadsheet Programs in Real Estate Appraisals

The Appraisal Institute, Greensboro, NC- February 2010

The Appraiser and the Site To Do Business: Location, Timing and Demographics

Online-August 2010

Understanding and Using Investor Surveys Effectively

Online- January 2011

Perspectives from Commercial Review Appraisers

Online- July 2011

The Green Guide to Appraising
McKissock- May 2013

Deriving and Supporting Adjustments
McKissock- May 2013

Evaluation Appraisal Seminar
The NC Chapter of the Appraisal Institute, Oct 2014

Rural Land Valuation
The Appraisal Institute- January 2017

Supervisor/Trainee Course
CPCC- Harris Campus- April 2017

CCIM- CI101: Financial Analysis for Commercial Real Estate
Charlotte, NC- February 2018

CCIM- CI104: Investment Analysis for Commercial Real Estate
Charlotte, NC - March 2019

CCIM- Commercial Real Estate Negotiations
Charlotte, NC- May 2019

CCIM- User Decision Analysis For Commercial Real Estate
Charlotte, NC – October 2019

CCIM Comprehensive Examination for the CCIM Designation
Passed August 2020