

Table of Contents

STATEMENT OF WORK.....	3
EXECUTIVE SUMMARY.....	4
PROPERTY INFORMATION.....	5
MARKET ANALYSIS	7
Additional Considerations Affecting Negotiated Rent.....	9
Market Conditions within the TCAIP.....	10
Assumed Lease Terms.....	11
Assumptions	11
COMPARABLE-SALE EVIDENCE.....	12
Reconciliation	12
Conclusion	13
REFERENCED COMPARABLES	15
1. NKA Selph Landing Rd, Pasco, WA.....	15
2. NKA Dietrich Rd, Pasco, WA.....	16
3. 1526 E 3 rd Ave, Kennewick, WA.....	17
4. NKA Commercial Ave, Pasco, WA	18
COMPARABLE SALES MAP	19

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STATEMENT OF WORK

At the request of the Port of Pasco (Client), Kirt R. Shaffer, of Tippet Company of Washington, LLC (Broker), has prepared this Broker Market Rent Opinion for the real property located in and generally identified as Tri-Cities Airport Industrial Park (TCAIP). The assignment considers the land located within the TCAIP that Client is marketing for lease (Subject Property).

For purposes of this report, "Subject Property" refers collectively to the land within the TCAIP that is currently available or may be offered for lease by the Client.

Rather than developing a specific market rent conclusion for any one specific parcel located in the TCAIP, the analysis is intended to establish reasonable market rental ranges that can be used as a general benchmark in evaluating the Client's portfolio.

In developing the indicated market rent ranges, consideration was given to available comparable-sale transactions, current market offerings, location, zoning, access, utilities, site characteristics, prevailing market conditions, and the Client's historically used 7.0% return benchmark to reach a final rent conclusion. Actual achievable rental rates for a particular parcel may vary depending upon its specific condition, configuration, lease terms, tenant improvements, concessions, and other transaction-specific considerations.

The purpose of this report is to assist the Client in evaluating rental-rate positioning and lease terms for current or prospective tenants. The opinion is subject to the assumptions, limiting conditions, qualifications, and lease terms stated in this report.

Kirt R. Shaffer is a licensed real estate broker in the State of Washington and has prepared this report on behalf of Tippet Company of Washington, LLC. Neither Kirt R. Shaffer nor Tippet Company of Washington, LLC has acted as a licensed or certified real estate appraiser in preparing this report. This report constitutes a professional brokerage opinion and is not an appraisal.

This report was prepared solely for the Client's internal use in evaluating rental-rate positioning and potential lease terms for the Subject Property. No other party is an intended user of this report, and no third party may rely on it without Broker's prior written consent.

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EXECUTIVE SUMMARY

At the request of the Port of Pasco, Kirt R. Shaffer of Tippetts Company of Washington, LLC has prepared this Broker Market Rent Opinion for land located at the TCAIP in Pasco, Washington.

Market Rent Conclusion

As of September 28, 2026, Broker concludes that land within the Subject Property has an indicated value of approximately **\$185,000 to \$205,000 per acre**. This conclusion is based primarily on adjusted comparable-sale evidence, with current market offerings, limited land-lease research, existing Client leases, and a CPI-indexed update of Broker's 2021 opinion considered as secondary reasonableness checks.

Applying an annual return range of **6.0% to 8.0%** produces an indicated initial base rent of approximately **\$925 to \$1,367 per acre per month**, or **\$11,100 to \$16,400 per acre per year**, on a modified triple-net basis. The central 7.0% benchmark indicates approximately **\$1,080 to \$1,190 per acre per month**. The appropriate rate for an individual parcel may fall within or, when supported by parcel-specific or transaction-specific considerations, outside the concluded range.

The greatest weight was placed on the adjusted comparable-sale evidence in developing the land-value conclusion. Broker then applied the selected annual return range to derive the indicated monthly rent per acre. Existing Client leases were considered as secondary evidence because their commencement dates, renewal histories, parcel characteristics, and negotiated terms may not reflect current arm's-length market conditions on a directly comparable basis. In addition, Broker CPI-indexed the lease rates noted in Broker's 2021 opinion as a reasonableness check. Because the subject inventory includes land with varying utility and condition, the concluded range should be applied on a parcel-specific basis rather than uniformly throughout the property.

The concluded market rental ranges assume a minimum lease term of three years and exclude any premium associated with month-to-month occupancy and any allowance for landlord-funded tenant improvements. Any applicable premium or improvement allowance should be evaluated separately based on the proposed lease terms and transaction-specific circumstances.

This conclusion is a professional brokerage opinion and is not a licensed or certified appraisal.

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PROPERTY INFORMATION

<u>Address:</u>	Tri-Cities Airport Industrial Park, Pasco, WA
<u>Type:</u>	Industrial Land
<u>Parent Parcel ID:</u>	113-290-029
<u>Owner of Record:</u>	Port of Pasco
<u>Industrial Park Area:</u>	115 acres
<u>Leasable Land Inventory:</u>	63.32 acres
<u>Currently Available:</u>	6.0 acres
<u>Zoning:</u>	Light Industrial (I-1)
<u>Utilities:</u>	Available
<u>2026 County Assessment:</u>	Tax-Exempt

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The Subject Property is located within the Tri-Cities Airport Industrial Park (TCAIP), west of Fourth Avenue and east of the Tri-Cities Airport. The TCAIP is approximately 0.7 miles north of the I-82/U.S. Highway 12 interchange. Nearby uses include air-transport services, irrigation-equipment suppliers, automotive-parts distribution, school-district transportation facilities, and other light-industrial users.

Per information provided by the City of Pasco, Subject Property is served by city sewer and water, as shown on the City Utility Map contained herein.

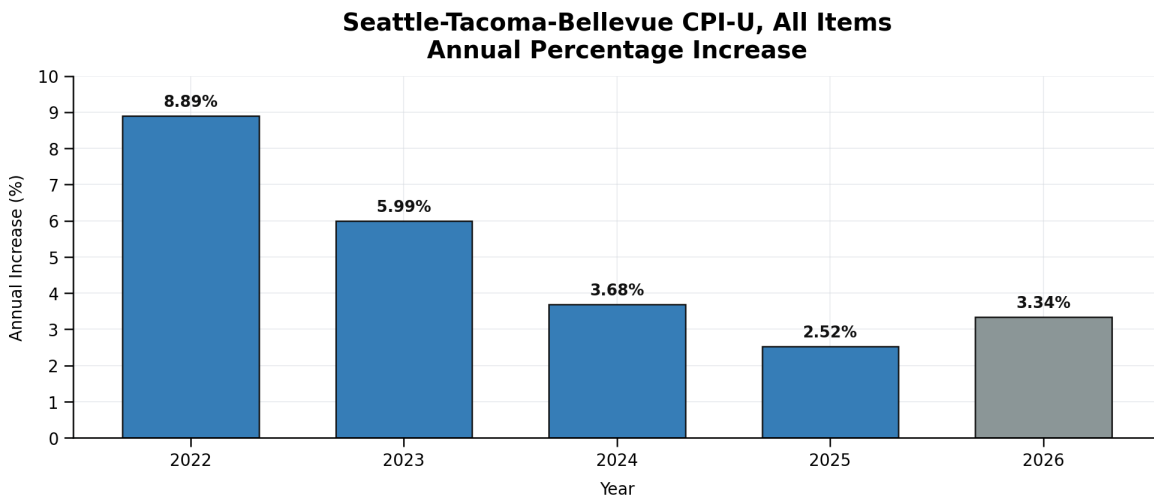
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MARKET ANALYSIS

Land-Value and Rent Analysis

The rental rates presented in this report provide general guidance for land within the TCAIP. Individual parcels vary in size, location, access, utilities, condition, configuration, and existing improvements. These differences may warrant upward or downward adjustments to the concluded range, as discussed below.

Broker's November 2021 Market Rent Opinion concluded to a midpoint land value of \$152,460 per acre and applied Client's historical desired rate of return for land leases, of 7.0%, resulting in rent of \$889.35 per acre per month. Broker understands that Client subsequently used the indicated rent as the basis for new land leases. As a reasonableness check, Broker applied annual changes in the Seattle-Tacoma-Bellevue CPI-U, All Items, for 2022 through the applicable portion of 2026. This results in a CPI-indexed rent of \$1,127.45 per acre per month. At a 7.0% annual return, that rent implies a land value of \$193,277 per acre.



* 2026 is preliminary/YTD through the latest available 2026 observation, not a completed calendar year.

Source: U.S. Bureau of Labor Statistics via FRED, series CUURA423SA0. Not seasonally adjusted.

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2021 Broker Land Value Opinion, CPI-Indexed

Year	2021	2022	2023	2024	2025	2026	Average
Annual CPI Increase		8.89%	5.99%	3.68%	2.52%	3.34%	4.88%
Mid							
Value/AC	\$ 152,460.00	\$ 166,013.69	\$ 175,957.91	\$ 182,433.17	\$ 187,030.48	\$ 193,277.30	

2021 Broker Land Rent Opinion, CPI-Indexed

Year	2021	2022	2023	2024	2025	2026	Average
Annual CPI Increase		8.89%	5.99%	3.68%	2.52%	3.34%	4.88%
Mid 7.00%							
Rent/AC/MO	\$ 889.35	\$ 968.41	\$ 1,026.42	\$ 1,064.19	\$ 1,091.01	\$ 1,127.45	

CPI Benchmark

2021 range escalated using applicable CPI changes:

Land Value - \$193,277 per acre or \$4.44 per square foot

Monthly Rent 7.0% Annual Return - \$1,127.45 per acre

Comparable Sales Method

Land Value - \$186,015 to \$246,600 per acre or \$4.27 to \$5.66 per square foot

Monthly Rent 7.0% Annual Return - \$1,085 to \$1,438 rounded

Rounded Reconciled Land Value and 7.0% Benchmark

Land Value - \$185,000 to \$205,000 per acre or \$4.25 to \$4.70 per square foot

Monthly Rent 7.0% Annual Return - \$1,080 to \$1,190 per acre, rounded

The 7.0% calculation is presented as a central benchmark within the selected annual return range. Broker concluded that an annual return range of 6.0% to 8.0% is appropriate to account for variations in parcel size, physical condition, development requirements, lease term, tenant credit, and other transaction-specific factors. Accordingly, the final market-rent conclusion reflects the broader 6.0% to 8.0% range rather than the 7.0% benchmark alone.

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Additional Considerations Affecting Negotiated Rent

Broker developed the market-rent indication by multiplying the reconciled land-value range by a selected annual rate of return. Because both the land-value indication and the selected rate of return may vary, the resulting rent can differ depending on the parcel and the terms of the transaction.

In selecting an annual return range, Broker considered the long-term nature of land ownership, the modified triple-net lease structure, the tenant's responsibility for premises-related expenses, parcel-specific development risks, lease term, tenant credit, and the relative illiquidity of leased industrial land. Based on these considerations, Broker selected a 6.0% to 8.0% annual return range, with 7.0% serving as the central benchmark.

The selected return range is a brokerage judgment used to convert the reconciled land-value indication into the benchmark noted above. It is not presented as a capitalization rate extracted directly from a statistically sufficient set of comparable ground leases.

The concluded rental range is intended as a portfolio-level benchmark. The rate applied to an individual parcel may warrant an upward or downward adjustment based on that parcel's utility, development condition, access, configuration, improvements, lease terms, and tenant-related considerations.

All else being equal, land-lease rates on a per-acre basis may be higher for premises containing less than one acre and lower for premises containing more than five acres.

Below is a list of some of the common parcel attributes that may justify an adjustment (up or down) to the lease rate. In addition to parcel attributes, negotiated rent may be affected by tenant creditworthiness, tenant-improvement costs, and the allocation of those costs between Client and tenant. If tenant improvements provide a long-term benefit to the premises, Client may consider a rent concession or other accommodation. Conversely, improvements that provide limited long-term benefit or may require future removal or restoration could warrant additional rent, security, or other compensation.

Potential upward adjustments

- Existing utility stubs serving the premises;
- Electrical infrastructure suitable for the tenant's intended use;
- Completed frontage improvements, including curb, gutter, roads, sidewalks, and streetlights;
- Level topography requiring minimal grading;
- Existing gravel, paving, or fencing;
- Efficient parcel configuration;
- Rail access;

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- Premises containing less than one acre.

Potential downward adjustments

- Off-site utility-extension costs;
- Extraordinary grading or site-preparation requirements;
- Required frontage improvements;
- Inefficient shape, access, or configuration;
- Premises containing more than five acres;
- Improvements that may require removal at the end of the lease.

Comparable-Sale Evidence

The comparable-sale evidence is limited due to the limited transaction volume in the local industrial land market.

Adjustments for differences between each comparable and the Subject Property included, but were not limited to, the following:

- Location and access
- Site improvements and utilities
- Parcel size, configuration, and development condition
- Other property-specific factors considered material by Broker

Due to the limited availability of directly comparable arm's-length land leases, Broker primarily developed the market-rent opinion by applying a market-oriented annual return range to the reconciled land-value indication. Existing Port leases, current sale listings, direct lease research, and the CPI-indexed 2021 rent opinion were considered as secondary reasonableness checks.

Broker concluded the comparable-sale evidence provided in this report had the most significant impact on Broker's market rent opinion.

Market Conditions within the TCAIP

Client reports that the TCAIP contains approximately 115 acres, including approximately 63.32 acres designated as leasable land. Based on information provided by the Client, approximately 6.0 acres, or approximately 9.5% of the reported leasable inventory, were available as of the effective date.

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Assumed Lease Terms

The rental rates presented in this report reflect the following assumptions:

- Lease Term: Minimum three-year term
- Typical Premises Area: 1 to 5 acres
- Land Condition: Leasable as-is condition, without landlord-provided tenant improvements
- Lease Structure: Modified Triple-Net
- Tenant-Paid Expenses: Separately metered utilities, premises maintenance, and leasehold excise tax, if applicable
- Annual Escalation: 3.0%

Assumptions

This opinion is subject to the following assumptions and limiting conditions:

- Broker has not performed architectural, engineering, environmental, structural, or code-compliance inspections.
- Unless otherwise stated, the Subject Property is assumed to be in leasable condition and free of material deferred maintenance.
- Parcel areas, site dimensions, utility information, and other physical data were obtained from sources believed reliable but were not independently surveyed or verified.
- Broker has not completed a survey, title review, wetlands delineation, geotechnical investigation, or environmental assessment.
- The opinion assumes that the Subject Property may lawfully continue to be used for the uses contemplated in this report.
- The opinion reflects market conditions and information available as of the effective date and may not apply at a later date.
- This report is prepared solely for Client's use for the stated purpose.

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COMPARABLE-SALE EVIDENCE

Reconciliation

Broker considered both the CPI-indexed 2021 rent benchmark and the available adjusted comparable-sale evidence. The CPI-indexed benchmark falls within the broader concluded rent range but is slightly below the central indication derived from the adjusted comparable-sale evidence. Accordingly, the adjusted comparable-sale evidence received the greatest weight in Broker's final opinion.

Broker adjusted the comparable-sale prices, as applicable, for differences in location, access, site improvements, utilities, parcel configuration, development condition, and other property characteristics considered material to the analysis. The resulting adjusted indications range from approximately \$152,000 to \$247,000 per acre.

The lower indication from the improved NKA Dietrich Road comparable and the upper indication from the more visible and accessible NKA Commercial Avenue comparable were considered useful range boundaries but received less weight because their characteristics differ materially from those of the Subject Property. Broker therefore reconciled the Subject Property to a rounded land-value range of approximately \$185,000 to \$205,000 per acre, near the central tendency of the adjusted indications.

Comparable-Sale Summary

<u>Comparable</u>					<u>Adjusted</u>		<u>Adjusted</u>	
<u>Sale No.</u>	<u>Address</u>	<u>City</u>	<u>Acres</u>	<u>Price/SF</u>	<u>Price/SF</u>	<u>Price/Acre</u>	<u>Price/Acre</u>	<u>Comparison to Subject</u>
1	NKA Selph Landing Rd	P	3.79	\$ 4.27	\$ 4.27	\$ 186,015	\$ 186,015	Comparable
2	NKA Dietrich Road	P	4.20	\$ 4.37	\$ 3.49	\$ 190,250	\$ 151,822	Comparable
3	1526 E 3rd Ave	K	1.54	\$ 5.07	\$ 4.68	\$ 220,779	\$ 203,767	Comparable
4	NKA Commercial Ave	P	3.31	\$ 6.66	\$ 5.66	\$ 290,030	\$ 246,524	Markedly Superior
						Median	\$ 194,891	
						Average	\$ 197,032	

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Conclusion

Based on the available comparable-sale evidence, the Subject Property's location and functional characteristics, and the assumptions and limiting conditions stated in this report, Broker concludes that the applicable industrial land value generally ranges from approximately **\$185,000 to \$205,000 per acre**, equivalent to approximately **\$4.25 to \$4.70 per square foot**.

Applying an annual return range of 6.0% to 8.0% produces an indicated initial base-rent range of approximately \$925 to \$1,367 per acre per month, or \$11,100 to \$16,400 per acre per year, on a modified triple-net basis.

At the central 7.0% benchmark, the reconciled land-value range indicates approximately **\$1,080 to \$1,190 per acre per month**. The broader \$925 to \$1,367 range reflects the combined effect of the selected land-value and annual-return ranges and may be appropriate depending on parcel and transaction characteristics.

Due to the limited availability of directly comparable land-lease transactions, the selected annual return range is a Broker judgment based on the ownership, lease structure, risk, liquidity, and transaction-specific considerations discussed herein. It is not represented as a directly extracted capitalization rate from a statistically sufficient set of comparable ground leases. The 7.0% central benchmark is consistent with the Client's historical annual rate of return used in establishing land-lease rates.

<u>Land Value/SF</u>	<u>Land Value/Acre</u>	<u>Desired Rate</u>	<u>Rent/Acre/MO</u>	<u>Rent/Acre/YR</u>
		<u>of Return</u>		
\$ 4.25	\$ 185,146	6.0%	\$ 926	\$ 11,109
		7.0%	\$ 1,080	\$ 12,960
		8.0%	\$ 1,234	\$ 14,812
\$ 4.47	\$ 194,891	6.0%	\$ 974	\$ 11,693
		7.0%	\$ 1,137	\$ 13,642
		8.0%	\$ 1,299	\$ 15,591
\$ 4.70	\$ 204,636	6.0%	\$ 1,023	\$ 12,278
		7.0%	\$ 1,194	\$ 14,324
		8.0%	\$ 1,364	\$ 16,371

The concluded rent range represents initial-year base rent. The assumed 3.0 percent annual escalation applies after commencement and is not included in the initial rent figures. In addition, the concluded base-rent range excludes leasehold excise tax and

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separately metered utility charges, which are assumed to be paid by the tenant when applicable.

This report is a professional brokerage opinion prepared for the Client's stated use. It is not an appraisal and should not be relied upon as one.

See the Assumed Lease Terms section for the lease terms reflected in the concluded rental range.



Kirt R. Shaffer - Managing Broker

September 28, 2026

Date

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REFERENCED COMPARABLES

1. NKA Selph Landing Rd, Pasco, WA

Sale Date: 9/25/2026

Buyer: Undisclosed

Zoning: General Industrial (I-2)

Tax Parcel: 124-550-212

Land Area: 3.79 Acres

Sales Price: \$4.27/SF (\$186,015/AC)

Adjusted Sales Price: \$4.27/SF (\$186,015/AC)

Comments: According to the listing broker, the property is considered "shovel-ready," having been compacted and percolation tested, with no extraordinary development expenses anticipated.

No adjustment was made because Broker considered the comparable generally similar to the Subject Property in the characteristics material to this analysis.



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2. NKA Dietrich Rd, Pasco, WA

Sale Date: 1/05/2026

Buyer: Victory Investments Company, LLC

Zoning: Light Industrial (I-1)

Tax Parcel: 113-510-093

Land Area: 4.20 Acres

Sales Price: \$4.37/SF (\$190,250/AC)

Adjusted Sales Price: \$3.49/SF (\$151,822/AC)

Comments: This property is located in the Columbia East Business Park, a light industrial park of over 400 acres. Businesses located in this area are light industrial in nature.

At the date of sale, this property was leveled, graveled, and fenced.

Broker estimated the cost of 2,460 lineal feet of chain-link fencing and gates at \$40/lineal foot, for an estimated \$98,400.

Broker estimated the cost of 4.2 acres of gravel at \$15,000/acre, for an estimated \$63,000.

Broker therefore applied a total downward adjustment of \$161,400, equivalent to approximately \$38,428 per acre.



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3. 1526 E 3rd Ave, Kennewick, WA

Sale Date: 5/16/2026

Buyer: Moy & Elida Isquierdo

Zoning: Light Industrial

Tax Parcel: 105803010158001

Land Area: 1.54 Acres

Sales Price: \$5.07/SF (\$220,779/AC)

Adjusted Sales Price: \$4.72/SF (\$205,592/AC)

Comments: This level rectangular property is adjacent to other light industrial/commercial properties and Port of Kennewick industrial properties, with residential across the street.

Sale included a block wall fence along two of the property lines for a total of approximately 1,280 lineal feet of split-face block wall fencing. Broker estimated the value of the fencing at \$40/lineal foot (\$51,200). Utilities are available but not stubbed to the property. Broker applied an estimate of \$25,000 for additional development costs associated with the extension of utilities to this property.

Broker estimated the contributory value of the block wall at \$51,200 and the additional utility-extension cost at \$25,000, resulting in a net downward adjustment of approximately \$26,200, or approximately \$17,013 per acre.



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4. NKA Commercial Ave, Pasco, WA

Sale Date: 5/5/2025

Buyer: Rekk Properties, LLC

Zoning: Light Industrial (I-1)

Tax Parcel: 113-590-033

Land Area: 3.31 Acres

Sales Price: \$6.66/SF (\$290,030/AC)

Adjusted Sales Price: \$5.66/SF (\$246,524/AC)

Comments: This property is located in the Columbia East Business Park, at the intersection of N Commercial Ave and HWY 12. This location has high visibility and direct, convenient highway access.

The buyer is constructing a building to house its commercial insulation business.

This property's superior highway visibility and access warranted a downward adjustment to the comparable. Based on Broker's market experience, Broker estimated the additional value of this property's location at 15% of the sales price. This resulted in a price adjustment of \$43,505/acre.



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COMPARABLE SALES MAP



LEGEND

1	NKA Selph Landing Rd
2	NKA Dietrich Road
3	1526 E 3rd Ave
4	NKA Commercial Ave

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