

**REQUEST FOR QUALIFICATIONS
APPRAISAL AND ACQUISITION SERVICES
FOR
METCALF PEDESTRIAN TRAIL – 83RD STREET TO 87TH STREET (ST-2853)**

October 8, 2024

Right of Way Associates

Appraisals • Acquisitions • Consultation • Negotiations

PREPARED BY:

Matt Speer, MAI
Partner

Right of Way Associates,
a Division of Keller, Craig & Associates

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Appraisals • Acquisitions • Consultation • Negotiations

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October 8, 2024

Tania Tavakkoli
Civil Engineer Sr.
tania.tavakkoli@opkansas.org
City of Overland Park
8500 Santa Fe Dr.
Overland Park, KS 66212

Re: Appraisal, Appraisal Review and Acquisition Services (ST-2853)

To Whom it May Concern:

Please accept the following qualifications and experience to perform appraisal services for the city of Overland Park. Right of Way Associates is a division of a full service real estate appraising and consulting firm, serving clients nationwide with special expertise in Kansas, Missouri, Colorado, Iowa, Nebraska, Oklahoma, while being headquartered in the Greater Kansas City Metropolitan Area. Our firm has 21 commercial appraisers and 3 residential appraisers, including 8 MAI-designated appraisers, and 2 SRA-designated appraisers. We have significant experience in commercial, agricultural, residential, litigation, government projects and real estate studies.

Key members of our organization include Daniel Frazee, MAI, Brock Heyde, MAI, and Matt Speer, MAI. Brock, Daniel, and Matt have served as past presidents of the Kansas City Chapter of the Appraisal Institute. We have teamed up with Julie A. Grantham, MAI, a small female-owned business in the Kansas City Metropolitan area to complete the appraisal reviews on properties that require a review.

We have attached a list of our experience with similar projects, along with our resumes. If you need any clarification, please do not hesitate to contact me.

Right of Way Associates, a division of Keller Craig & Associates



Matt Speer, MAI

Name and address of firm:

Right of Way Associates, a division of Keller, Craig & Associates
6701 W. 64th Street, Suite 310
Overland Park, Kansas 66202
Web site: kellercraig.com

Point of contact for this contract:

Matt Speer, MAI
Partner
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Principles of the Firm

Mr. Daniel Frazee, MAI: Partner
Mr. Matt Speer, MAI: Partner

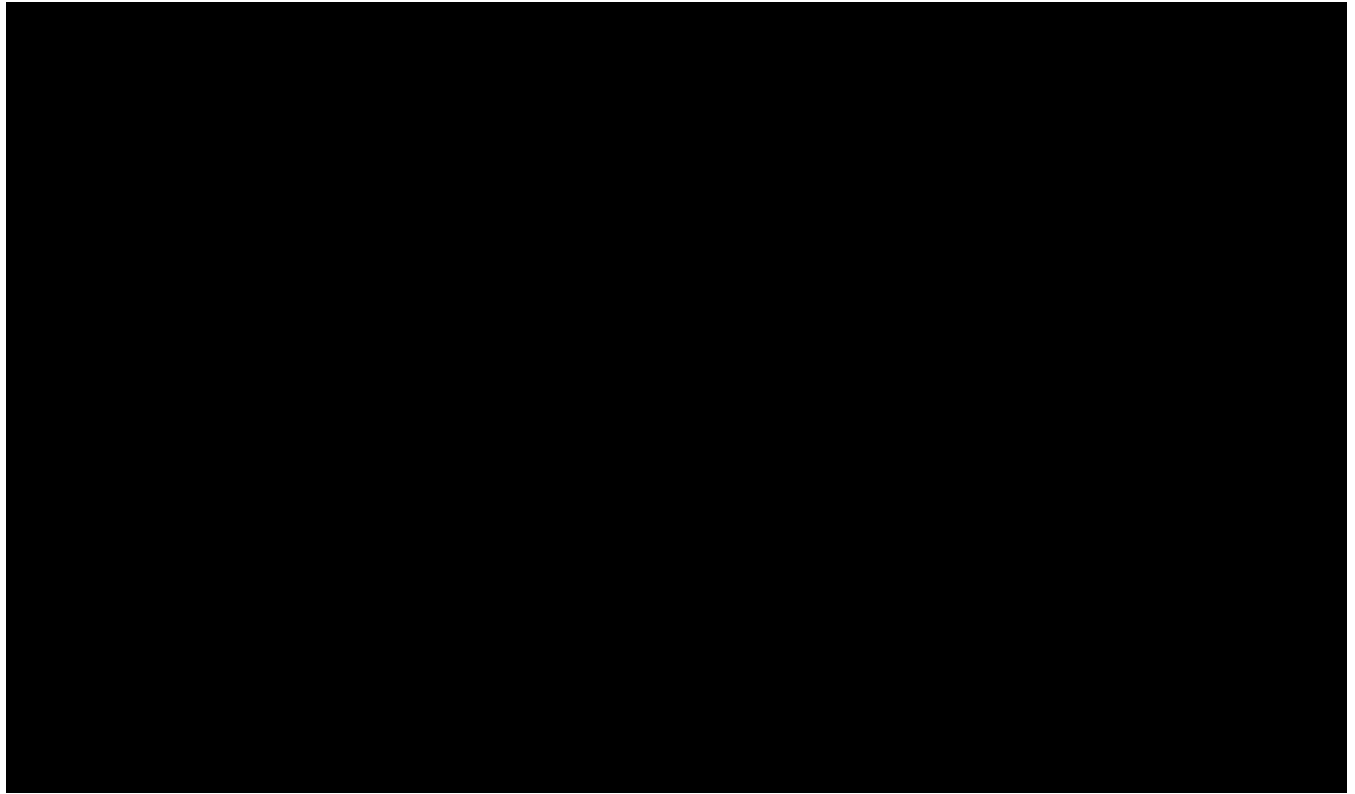
Identify the key personnel:

Mr. Brock Heyde, MAI: Managing Director - Kansas City
Ms. Katy Clagett
Mr. Dennis Dull, MAI
Mr. Lynn Michaelson
Ms. Laura Hague
Mr. Damian Santucci
Mr. Austin Schlager

Right of Way Associates, a division of Keller Craig & Associates has a team of over 20 commercial appraisers including 8 MAIs. Teams are assembled on a project by project basis. All work will be reviewed and signed by either Daniel Frazee, MAI, Brock Heyde, MAI or Matt Speer, MAI. Please refer to our website at kellercraig.com for more information about our firm. We have also included the qualifications and licenses for our firm's key personnel and principals.

JA Grantham & Associates will conduct the appraisal reviews. Julie Grantham, MAI, AI-GRS operates a small female owned business, and has over 20 years of experience completing appraisals and appraisal reviews.

Matt Speer, MAI has completed KDOT's Bureau of Local Projects LPA Right of Way Certification Program (ROWCP). The certificate is shown below:



Recent KDOT Appraisal Experience

Year	City/County	Tracts	State	Client
2023	Ellis County	4 Tracts	KS	KDOT
2023	Sedgwick County	4 Tracts	KS	KDOT
2023	Douglas County	2 Tracts	KS	KDOT
2023	Topeka	1 Tract	KS	KDOT
2023	Maize, Goddard	2 Tracts	KS	KDOT
2023	Andover	1 Tract	KS	KDOT
2023	Osborne County	18 Tracts	KS	KDOT
2023	Assaria	5 Tracts	KS	KDOT
2023	Harvey County	4 Tracts	KS	KDOT
2022	Douglas County	2 Tracts	KS	KDOT
2022	Louisburg	1 Tract	KS	KDOT
2022	Louisburg	2 Tracts	KS	KDOT
2022	Cherokee/Crawford County	16 Tracts	KS	KDOT
2021	Newton	KDOT Shop Site	KS	KDOT
2021	Norton	26 Tracts	KS	KDOT
2021	Sedgwick County	1 Tract	KS	KDOT
2020	Miami County	38 Tracts	KS	KDOT
2020	Geary County	18 Tracts	KS	KDOT

2020 Miami County	6 Tracts	KS	KDOT
2020 Liberal	2 Tracts	KS	KDOT
2020 Wellsville	2 Tracts	KS	KDOT
2020 Phillips County	1 Tract	KS	KDOT
2020 Osage County	11 Tracts	KS	KDOT
2019 Franklin County	12 Tracts	KS	KDOT
2019 Salina	1 Tracts	KS	KDOT
2019 Osage County	11 Tracts	KS	KDOT
2019 Sedgwick County	3 Tracts	KS	KDOT
2019 Shawnee	Water Utility Easement	KS	KDOT
2019 Garden City	1 Tract	KS	KDOT
2019 Seward County	14 Tracts	KS	KDOT
2018 Shawnee	2 Tracts	KS	KDOT
2018 Edgerton	1 Tract	KS	KDOT
2018 Edgerton	1 Tract	KS	KDOT
2018 Edgerton	1 Tract	KS	KDOT
2018 Haskell County	3 Tracts	KS	KDOT
2018 Crawford County	8 Tracts	KS	KDOT
2018 Edgerton	5 Tracts	KS	KDOT
2018 Manhattan	7 Tracts	KS	KDOT

Recent Appraisal Experience for the City of Overland Park

Year	Property Name	Address	City	State
In-Progress (2024)	82nd & Metcalf	Various at 82nd & Metcalf	Overland Park	KS
2019	Tracts 12 & 13	7275 W 162nd St & 7215 W 162nd Ter	Overland Park	KS

Recent Appraisal Experience for Municipalities

Year	Property Name	City	State	Client Name/Bank
2023	ROW	Kansas City	MO	City of Kansas City, MO
2023	ROW - 3 Tracts	Smithville	MO	City of Smithville, MO
2023	ROW - 1 Tract	Smithville	MO	City of Smithville, MO
2023	Waiver Valuation	Baldwin City	KS	Baldwin City
2023	Vacant Land	Leavenworth	KS	City of Leavenworth, KS
2023	ROW - 3 Tracts	Kansas City	MO	City of Kansas City, MO
2023	ROW-1 Tract	Lee's Summit	MO	City of Lee's Summit, MO
2023	Bridge Easement	Shawnee	KS	City of Shawnee, KS
2023	ROW - 11 Tracts	Wichita	KS	City of Wichita, KS
2023	Smithville Splash Park Parking Lot	Smithville	MO	City of Smithville, MO
2023	Barnes Place Project	Independence	MO	City of Independence, Missouri
2023	Industrial Building and Lots	Liberty	MO	City of Liberty
2023	Parking Lot	Wichita	KS	City of Wichita, KS
2023	ROW - 24 Tracts	Kansas City	MO	City of Kansas City, MO
2023	ROW - 13 Tracts	Kansas City	MO	City of Kansas City, MO

2023	MODOT Appraisal Review - LS	Lee's Summit	MO	City of Lee's Summit
2023	Crysler Stadium	Independence	MO	City of Independence Missouri
2023	Former Church	Blue Springs	MO	City of Blue Springs, MO
2023	Fugate Enterprises	Andover	KS	City of Andover
2023	Emprise Bank	Andover	KS	City of Andover
2022	Liberty Row	Liberty	MO	City of Liberty
2022	ROW - 4 Tracts	Topeka	KS	City of Topeka, KS
2022	Land + SFR	Lee's Summit	MO	City of Lee's Summit, MO
2022	Searcy Creek ROW	Kansas City	MO	City of Kansas City, MO
2022	Retail Building	Wichita	KS	City of Wichita, KS
2022	Land	Lee's Summit	MO	City of Lee's Summit, MO
2022	ROW - 1 Tract	Baldwin City	KS	City of Baldwin City, KS
2022	Office Building	Wichita	KS	City of Wichita
2022	Land	Blue Springs	MO	City of Blue Springs, MO
2021	O'Reilly's Auto Parts & Casey's	Maryville	MO	City of Maryville
2021	South Sanitary Sewer Improvements	Smithville	MO	City of Smithville, MO
2021	Industrial Bldgs & Land	Riverside	MO	City of Riverside
2021	Industrial Building	Baldwin City	KS	City of Baldwin City, KS
2021	Mission Road Bible Church	Prairie Village	KS	City of Prairie Village
2021	Maple Leaf Trail Easements	Baldwin City	KS	City of Baldwin City, KS
2021	Land	Pleasant Hill	MO	City of Pleasant Hill
2021	Land	Lee's Summit	MO	City of Lee's Summit
2021	ROW - Tract 1	Kansas City	MO	City of Kansas City, MO
2021	ROW - 1 Tract	Kansas City	MO	City of Kansas City, MO
2021	ROW - 11 Tracts	Kansas City	MO	City of Kansas City, MO
2021	Land	Lee's Summit	MO	City of Lee's Summit

Data gathering methods and evaluation techniques: Appraisal Services -

The appraisals will be performed according to the following scope:

- Send a certified letter to each property owner, offering them the opportunity to accompany the appraiser during the property inspection.
- For each tract, identify the larger parcel to be appraised based upon the unities of use, contiguity and ownership.
- Identify available utility and development infrastructure.
- Review the existing zoning, and master planned zoning, from the appropriate governmental authority. Estimate the Highest and Best use of the property.
- Conduct Market Research
 - We use a combination of public data sources and our proprietary database.
- Estimate market value prior to acquisition based upon comparable data.
- Analyze and estimate value impacts due to takings and site improvement losses (structures and other improvements).
- Preparation of appraisal reports which delineate monetary impacts, and meet KDOT reporting standards.

Acquisition Services -

Six property contacts may be made during the acquisition project, outlined as follows:

1. Contact each owner by telephone to schedule a time to meet with them, at their convenience.
2. Travel to the property owner's residence, place of business or another location of their choice (within the Kansas City Metro Area. Out of town ownerships will be handled by mail). Review the plans for the project with them, answer any questions they may have, receive technical engineering questions and make the offer to them for the easements for the project. If the owner chooses to make a counteroffer, transmit this information to the Client for their decision. If the owner is agreeable, the transaction would be completed in this first visit. Normally, additional contacts are required.
3. Contact each owner, and if they desire, meet with them again. Provide answers to technical engineering questions from information provided by the Client. Answer any additional questions regarding the appraisal/acquisition process or seek additional engineering counsel. At that point, we will attempt to complete the transaction at the original offer or any approved counteroffer amount.
4. Perform follow ups with each property owner.
5. After consultation with the Client, write a final offer letter to the property owner in an attempt to acquire the needed easements.
6. If the owner accepts the final offer, meet with them to sign all of the required documents for the easements and can record the easements with the Register of Deeds office in Johnson County if so desired. If we are unable to satisfactorily complete the negotiation, transmit the file to the Client for legal action to begin the condemnation process.

Based on discussions with the client, we will attempt to continue the negotiation process while awaiting the condemnation hearing. We will also be available to testify as an expert witness for both the appraisal and acquisition processes.

Specific methods utilized to satisfy KDOT reporting requirements

As was shown in the previous table, we have completed numerous assignments for KDOT in recent years. The steps shown above for the completion of the appraisal process are the same steps we use when working with KDOT directly.

Recent Appraisal Experience in Condemnation and Court Cases

Matt Speer, MAI

Project	Address	County and/or Administrative Body
Fairfield Inn	1115 Wood Springs Ct, Columbia, MO	MO State Tax Commission
Holiday Inn	915 Port Way, Columbia MO	MO State Tax Commission
Dillon's	1740 Massachusetts, Lawrence, KS	Douglas County District Court
Dillon's	1015 W 23rd Street, Lawrence, KS	Douglas County District Court
Dillon's	3000 W 6th Street, Lawrence, KS	Douglas County District Court
Dillon's	4701 W. 6th Street, Lawrence, KS	Douglas County District Court
KCI Industrial Park Tax Litigation	Various	Platte County, MO Board of Equalization

Daniel Frazee, MAI

Project	Address	County and/or Administrative Body
Chipman Road Improvements (CIP32272750444)	Various	16th Circuit Court of Jackson County, Missouri Div. 5
Chipman Road Improvements (CIP32272750444)	Various	16th Circuit Court of Jackson County, Missouri Div. 10
2022-CV-000004	Various	District Court of Norton County, Kansas
75th Street	Various	Jackson County District Court
Chipman Road Relocation	Various	Jackson County District Court
Coperion K-Tron	Various	Twenty-Eighth Judicial District, Saline County, Kansas
Tecumseh - Evergy v C&H Hogan et al	Various	Shawnee County District Court
Tanglewood, L.C., et al.,	Various	District Court of Douglas County
Sunflower	Various	Johnson County District Court
City of Lawrence v. Wertin Properties, et al	Various	Douglas County District Court
22CV0329	Various	Johnson County District Court Div. 7
2316-CV28453	Various	16th Circuit Court of Jackson County, Missouri Div. 2

Brock Heyde, MAI

Project	Address	County and/or Administrative Body
SpringHill Suites	3216 Plaza View Drive, Council Bluffs, IA	Pottawatomie County Board of Review
Menards	3801 W. University Street, Springfield, MO	Missouri State Tax Commission
Menards	501 N. Eastgate Avenue, Springfield, MO	Missouri State Tax Commission
Menards	3701 NW 90th Street, Kansas City, MO	Missouri State Tax Commission
Menards	801 Birch Road, Hollister, MO	Missouri State Tax Commission
Landfill Impact Study	17955 Holliday Drive, Shawnee, KS	Missouri State Senate

Schedule

Our typical response time to complete appraisals is 3-weeks for individual assignments but we are large enough to be flexible and will work to complete based on the city's schedule. Appraisal Reviews can typically be completed within 3-weeks of the appraisal report being completed. Acquisitions are a bit more variable, as it depends on the cooperation of the property owner, but we do our best to complete the acquisition within 30 days.

Addendum: STAFF EXPERIENCE AND QUALIFICATIONS