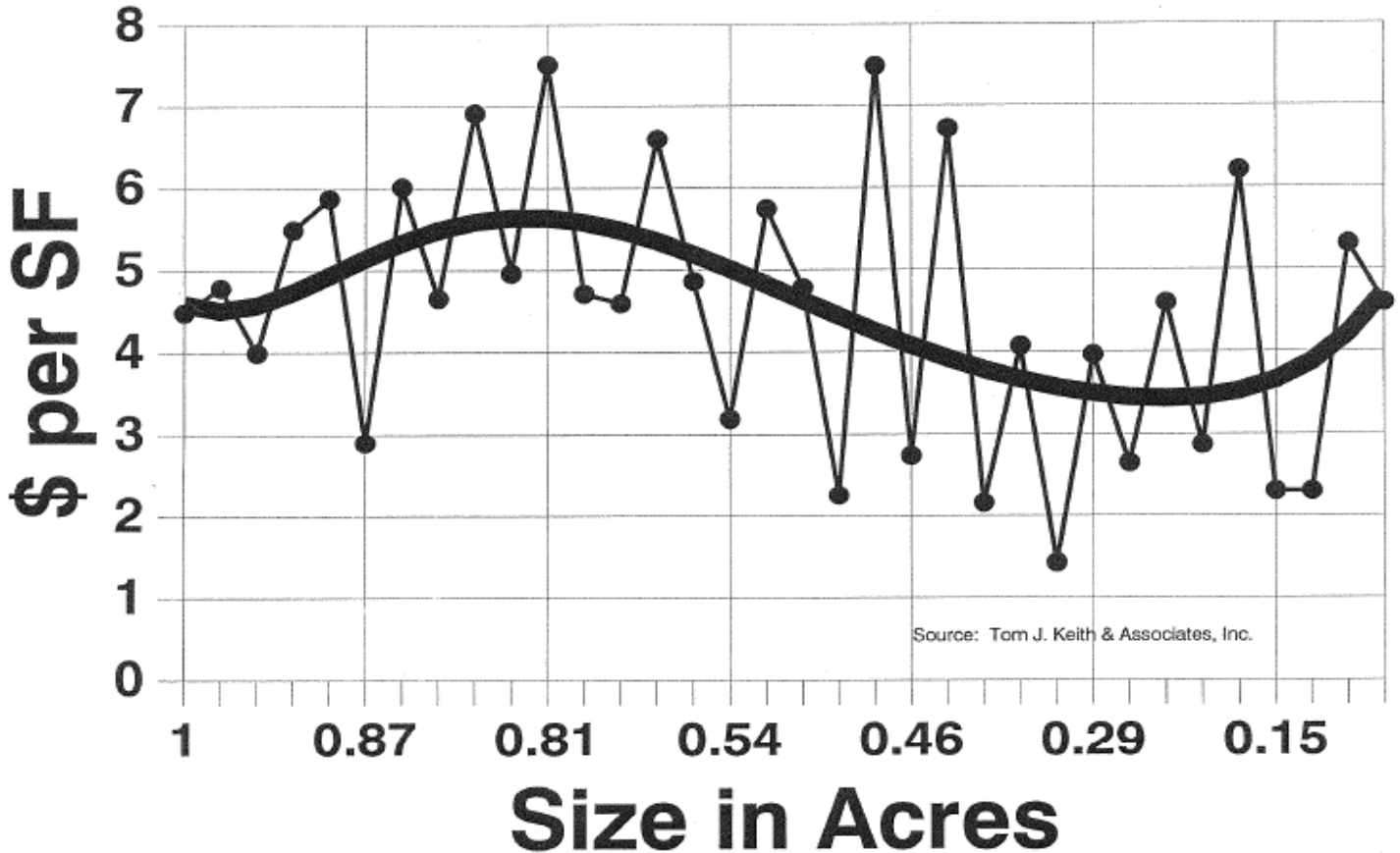


# Site Utility vs Value



The above chart was prepared in 2000 from actual sales of commercial sites in the Fayetteville, NC market. The purpose of the research study was to determine the optimum size for a vacant commercial site when subdividing a larger tract of land into smaller parcels. It can also be used to compare one site with another.

The research reveals that, in the Fayetteville, NC market, the best size commercial site to produce the greatest amount of money for a shopping center developer, commercial land developer, or commercial land investor is about 0.81 acres (35,284 square feet) in size. This size would represent the Highest and Best Use of the land.

Research by Tom J. Keith, MAI, ASA-BV, 2000.

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