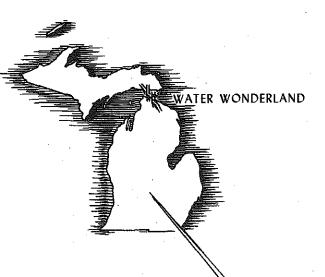
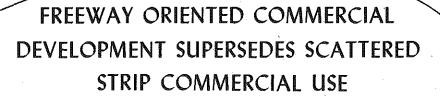
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LAND ECONOMIC STUDY

NO. 13

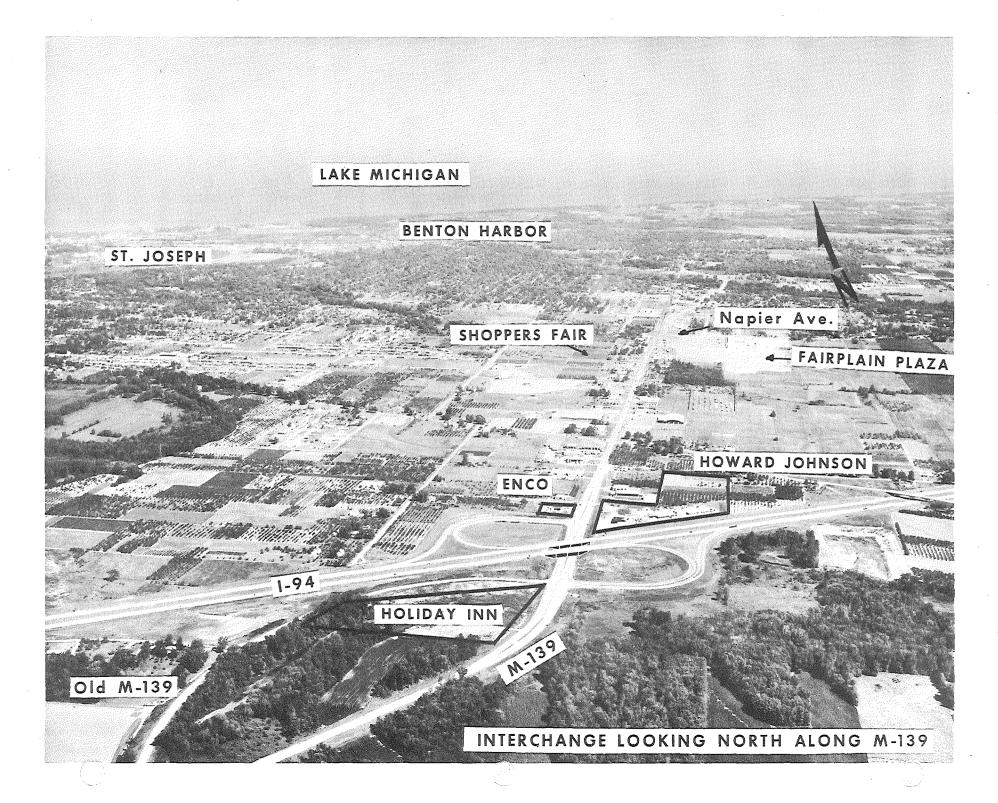
I-94 AND M139 INTERCHANGE BENTON HARBOR STUDY



MICHIGAN STATE HIGHWAY DEPARTMENT JOHN C. MACKIE, COMMISSIONER

RIGHT OF WAY DIVISION APPRAISAL SECTION

RIGHT OF WAY RESEARCH PROJECT IN COOPERATION WITH UNITED STATES DEPARTMENT OF COMMERCE BUREAU OF PUBLIC ROADS



BENTON HARBOR STUDY

INTRODUCTION

An investor once remarked that three factors summed up the value of any property - the first factor was location, the second, location, and the third . . . location.

With sixty percent of Michigan's Interstate Highway Program complete, the increase in value of land at interchanges demonstrates the importance of this idea.

This study shows how values increased both at an interchange and on a penetrator route into Benton Harbor.

This is the thirteenth of a series of studies for the purpose of informing appraisers, the real estate profession, and the general public on the effects of highway improvements on land use and value.

AREA BACKGROUND

The Interstate 94 and M-139 Interchange is one of four interchanges servicing the twin cities of Benton Harbor - St. Joseph. These cities are the western gateway of Michigan for the Middle West. All east-west travel from the Chicago area going to and from Detroit and other industrial centers and that going north to the resort areas of northern and upper Michigan passes through or close by the twin cities.

The Chicago markets are 90 miles from this rapidly expanding industrial area. Surrounding Berrien County is the richest agricultural country in Michigan. Its orchard produce is shipped throughout the Middle West from Benton Harbor.

I-94 & M-139 INTERCHANGE AREA

Once an area of small orchards, the frontage along M-139 had been subject to light industrial build-up with scattered residential and commercial development.

Before the route of I-94 was announced, the trend to high-grade commercial development had begun at Napier Avenue, a mile north of the present interchange. A 68 acre parcel was assembled and a neighborhood shopping center - Fairplain Plaza - was opened to meet the needs of an expanding population movement South from Benton Harbor. Since interchange construction, the Plaza has been adapted to a regional center by addition of a Goldblatt's Department Store. This in turn generated a large discount operation - Shoppers' Fair - directly across M-139 from the plaza. Undoubtedly, the interchange assisted this transition from neighborhood to regional commercial development. The shopping center afforded rapid easy access, attracts traffic, which in turn affects the immediate interchange perimeter.

On the north side of the interchange the area is undergoing a rapid transition into highway oriented commercial development. This fact is emphasized by seven recent sales which are discussed in detail in the section "Sale and Remainder Analysis". At the present moment, there is one new service station now open for business, one proposed, and a new Howard Johnson Restaurant-Motel built, and another restaurant under construction.

South of the interchange, with the exception of the motel site sale, no commercial development has occurred. Low, swampy ground combined with slow traffic build-up appear to work against any high-way oriented development, at least for the immediate future.

SALES AND REMAINDER ANALYSIS

Six parcel remainders located in three of the four quadrants have sold and/or resold, all for commercial use. Another is under option. By quadrant, the following sets forth the appraised before and after values of these parcels acquired for right of way, and the subsequent sale and use of each remainder.

NORTHEAST QUADRANT

Two remainders have been assembled for a Howard Johnson Motel-Restaurant. The third, a backland remainder, is under option for assemblage with the first two. In addition, a service station site has been sold off this assemblage.

PRILLWITZ PROPERTY - Parcel 20

On this 15.15 acre tract bisected by I-94, the frontage access was adversely affected due to a grade change which left the portion which later sold at 3 to 13 feet above the grade of M-139 (See Layout Map, pages 14 and 15). Although the backland remainder south of I-94 gained frontage due to the partial relocation of M-139, the new frontage was 10 feet below grade.

Appraiser s Analysis - March, 1958 (Parcel C-20 - Prillwitz)

Before Appraised Value

Lots 3 & 4 200 FF at \$60 (1.43 acres)	\$12,000	
Lots 9, 10, 11 and Outlot "B" 434 FF at \$60 (3.30 acres), say	26,000	
Backland (10.2 acres) 5.2 acres upland 5.0 acres marsh	4, 900 60 0	
Total Before Value	\$43,500	S
After Appraised Value		
Lots 3 & 4 200 FF at \$54 (1.29 acres) Lots 9 & 10 200 FF at \$39 (1.29 acres) Lot 11 & Outlot B 234 FF at \$19 (.86 acre) Backland (580 FF) 3.87 acres	\$10,800 7,800 4,400 200	
Total After Value	\$23,20	0
Estimated Compensation	\$20,30	0

Breakdown of Compensation

6, 25 6, 25	Right of Way Take Lots 3 & 4 .14 acre Lots 9, 10, 11 and Outlot B (1.25 acres) 6.33 acres backland	\$ 1,200 3,600
7.1"	Damages Lots 9, 10, 11 and Outlot B Backland 3.87 acres	\$15,050 300 \$15,350
	Total Compensation	\$20,300

No benefits were recognized by the appraiser.

Court Award

In a Damage Hearing held December, 1960, before Court Commissioners, the owners were awarded \$25,500 for taking and damages. The Chairman of the commission stated he considered any benefits to be speculative.

Sale (Parcel C-20)

In February, 1962, the owners sold the remainders of Lots 9, 10, 11, and Outlot "B" pursuant to an option given April, 1961, to the I-94 Company. Sale price was \$80,000 (Deeds recorded in Liber 642, p. 95-96, Berrien County Records). In January, 1963, the I-94 Company through its trustee optioned the north 130 feet by 150 feet of Lots 9 and 10 for \$75,000 to the Marathon Oil Company. The deed was delivered May 7, 1963 (Liber 655, p. 533).

Summary of Sale

Before Value of Part Sold (1958)* \$26,000 (434 Front Feet)	\$60/FF
1st Sale \$80,000 (434 Front Feet) Indicated Increase	\$184/FF 207%
2nd Sale \$75,000 (130 Front Feet) Indicated Increase	\$577/FF 8 62 %

The owner has thus far realized \$105,500 (\$80,000 sale price + \$25,500 damage award) on his original investment of \$43,600. The second sale indicates that even a greater gain could have been realized. In addition, Lots 3 and 4 could command \$35,000 to \$45,000 on today's market (see Control Sales in Addenda). Also, the 3.87 acre marsh remainder with new M-139 frontage, but 10 feet below grade could have potential - witness Parcel C-13.

^{*}No adjustment made for time, triangulation, shallower depth, nor change in acreage from 3.30 to 2.15 acres.

BORT PROPERTY - Parcel C-25

This was a 24 acre orchard farm bisected by I-94 leaving the south remainder landlocked - 6.45 acres of the north remainder (10.04 acres) was assembled with the Prillwitz parcel to form the Howard Johnson site (See Lay-out Map, p. 14 and 15).

Appraiser*s Analysis - March, 1958

Before Appraised Value

Land Orchard - 13 ac. at \$1,200 Pasture - 8 ac. at 125 Woodlot - 2 ac. at 450 Homesite - 1 ac. at 1,000 Land Total Improvements	\$15,600 1,000 900 1,000 \$18,500 12,000	
Total Before Appraised Value	•	\$30,500
After Appraised Value		
Land Improvements	\$ 8,000 12,000	
Total Appraised Value		\$20,000
Estimated Compensation		\$10,500
Breakdown of Compensation		
Right of Way Take 4.5 ac. Orchard 5.0 ac. Pasture	\$ 5,400 600	\$ 6,000
Damages Reduction in size and drainage damage to 7.5 ac. and landlocking south remainder 4.6 ac.		\$ 4,500
Estimated Compensation		\$10,500

<u>Sale</u>

In May, 1961, Forrest Bort sold 6.45 acres of north remainder to the I-94 Company for \$22,000 (Deed recorded Liber 632, p. 432). This purchase gave the I-94 Company an additional 460 feet of visual frontage on I-94. The owner retained 3.6 acres with the improvements plus the 4.6 acre landlocked remainder south of I-94.

Summary of Sale

Before Value Sale Price	 \$ 7,740 \$22,000	(abstracted	from	appraisal)
Indicated Increase	184%			

WOTTRICH PROPERTY - Parcel C-26

As above, this was a 23 acre orchard farm bisected by I-94 leaving the south remainder landlocked. An easement along Nickerson Road was also acquired for a highway overpass. A portion of the property is under long term option by the I-94 Company as expansion land for Howard Johnson.

Appraiser*s Analysis - March, 1958

Before Appraised Value

Land	
Orchard - 9.5 ac. at \$1,000 \$9,500	-
Bottomland - 9 ac. at 110 say 1,000	,
Woodlot - 2.5 ac. at 400 1,000	
Homesite - 2 ac1.500	
Land Total	\$13,000
Improvements -	
House, barn & outbuildings	\$16,500
Before Appraised Value	\$29,500
•	
Less Appraised After Value	\$16,500
Estimated Compensation	\$13,000

Breakdown of Compensation (Parcel C-26)

Right of Way Take \$3,300 3.3 acres Orchard Easement (Nickerson Road) 200 \$ 3,500 Damages Land - Triangulation, landlocking \$4,000 and easement Improvements - Loss of utility to outbuilding 5,500 \$ 9,500 Estimated Compensation \$13,000

Damage Award

In December, 1960, a Damage Hearing before Court Commissioners, the owner was awarded \$17,500 for right of way taking and damages.

Option

In April, 1961, the owner granted a 5-year option to I-94 Company for \$1,000 per year and all crops until option is exercised. Option price was \$15,000 for 4 acres. The option has been renewed for 1962 and 1963.

Summary of Option

Before Value 4 acres \$ 4,000 (abstracted from appraisal)
Option Price \$15,000
Indicated Increase 275%

NORTHWEST QUADRANT

Three parcel remainders in this quadrant have sold.

K & M LUMBER COMPANY PROPERTY - Parcel 3E

This was a lumber salvage yard improved with office-residence and storage sheds. There was 200° frontage on M-139 with a 250° depth.

According to the appraiser, the 15° easement included a raise in grade of 2 to 5 feet along M-139 and would make access to M-139 impractical.

Other access would be from newly relocated Somerleyton Road.

Appraiser*s Analysis - April, 1958 (Parcel 3E)

Before Appraised Value

Land - 200 FF M-139 at \$60 Improvements	\$12,000 	
Before Appraised Value		\$19,000
Appraised After Value		\$11,900
Estimated Compensation		\$ 7,100
Breakdown of Compensation		
Right of Way Take Easement 0.07 acre		\$ 400
Damage Land - loss of practical access to M-139 due to grade change Improvements - rehabilitation for	\$ 5,500	
existing operation	<u>\$ 1,200</u>	\$ 6,700
Estimated Compensation		\$ 7,100

<u>Sale</u>

In November, 1960, the owner sold the remainder to Mark East for \$21,000. In turn, Mark East sold a 200° X 150° site in February, 1961, to Humble Oil Company for \$55,000. East retained the back 85° X 200°, which he combined with the Bill Knapp Restaurant site (See Parcel 11A). The improvements were demolished or given away. The site was graded down extensively by the oil company and a service station built.

Summary of Sales

•	Land & Improvements	Land Only
Before Value (less take)	\$18,600	\$11,600
1st Sale Price 200 X 235	\$21,000	\$21,000
Indicated Increase	13%	81%
2nd Sale Price 200 X 150	\$55,000	\$55,000
Indicated Increase	206%*	400%*

^{*}Second Sale Before Value base reduced \$600 for .39 acre retained by East. Value based on appraisal of 11A for backland.

WAGNER PROPERTY - Parcel 11A

This was a 11.5 acre part-time farm with 570° frontage on old Somerleyton Road, and 470° on M-139. The 7.09 acres right of way purchased took all M-139 frontage plus 2.5 acres interior land. The taking from the next northerly parcel created 435° additional frontage for the remainder along relocated Somerleyton Road.

Appraiser's Analysis - May, 1958

Before Appraised Value

Land
Six 95° residential lots on old
Somerleyton Road at \$1,500/Lot \$9,000
470 FF M-139 frontage at \$55/FF 26,000
4 acres light industrial at \$1,500/acre 6.000

Improvements - house & outbuildings 6,000

Before Appraised Value \$47,000

Appraised After Value \$18,700

Estimated Compensation \$28,300

Breakdown of Compensation

Right of Way Taken
470 FF M-139
1.5 acres light industrial
2.300

Damages - None

Estimated Compensation \$28,300

<u>Sale</u>

In March, 1961, Herman Wagner sold 1.61 acres (light industrial zoning) having 350° new frontage on relocated Somerleyton Road for \$20,750. He retained 3.39 acres with improvements (Liber 630, p. 364). The grantee has now leased the east 155° along with 85° from Parcel 3E to the Bill Knapp Restaurant chain. He proposes to use the remainder for a motel site.

Summary of Sale

Before Value 1.61 acres -Sale Price Indicated Increase \$ 2,415 (abstracted from appraisal)
\$20,750
759%

CHEEVER & LYNCH PROPERTY - Parcel 10

This was a 1.84 acre vacant, residential tract having 400° of frontage on old Somerleyton Road. A triangular wedge having 0.39 acre for a cul-de-sac was required for the closing of old Somerleyton Road.

Appraiser®s Analysis - May, 1958

Before Appraised Value

Four 100° residential lots on old Somerleyton Road at \$1,500 (1.84 acres at \$3,260)

\$6,000

After Appraised Value

\$3,500

Estimated Compensation

\$2,500

Breakdown of Compensation

Right of Way

0.39 acre at \$3,260, say

\$1,270

Damages

Triangulation & reduction in size

\$1,230

Estimated Compensation

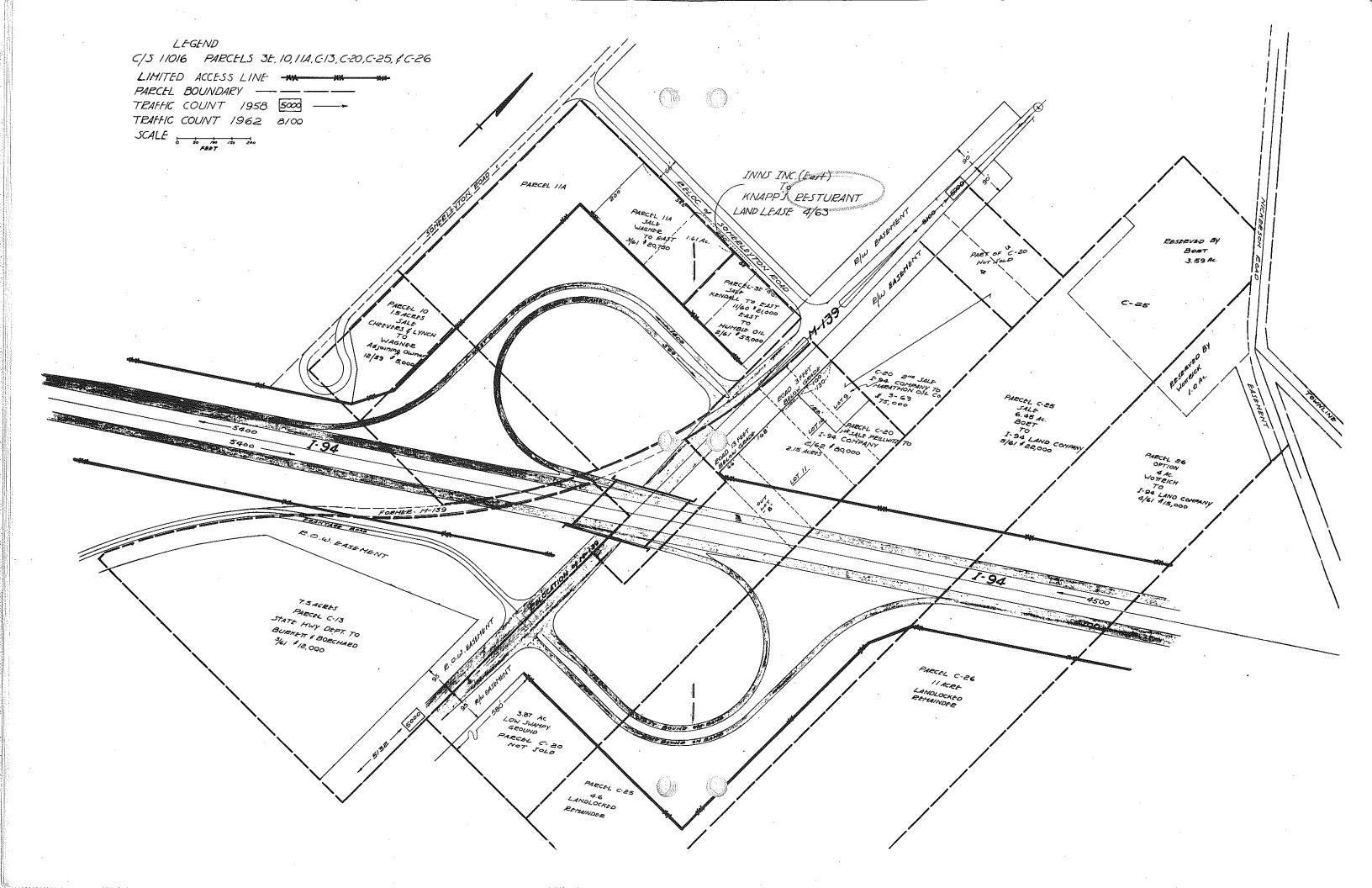
\$2,500

Sale

In December, 1959, the owners sold the 1.35 acre remainder to the adjoining owner, Herman Wagner, for \$5,000 (Deed recorded Liber 630, p. 364). This purchase assured the Wagner parcel visability from I-94 and from the interchange.

Summary of Sale

Before Value 1.35 acres - \$4,400 (abstracted from appraisal)
Sale Price \$5,000
Indicated Increase 13.6%



SOUTHWEST QUADRANT

One sale has occurred in this quadrant.

BRINCKMAN - Parcel C-13

This was a 13.11 acre vacant tract, 5.61 acres of which was required for right of way. The relocation of M-139, although creating new frontage, left the remainder 4 to 8 feet below grade and in swampy condition.

Appraiser*s Analysis

Before Appraised Value

300 FF M-139 at \$30	\$ 9,000
300 FF M-139 at \$10	3,000
1.5 acres good muckland cultivated	500
9 acres low woodland	450
timber	<u>550</u>

Before Appraised Value	\$13,500
Less After Appraised Value	500

Estimated Compensation \$13,000

Breakdown of Compensation

Right of Way

5.61 acres replacing all frontage by low woodland and taking muckland

\$12,600

Damage

Loss of practial access
to remaining timber

400

Estimated Compensation

\$13,000

The appraiser did not recognize any benefits arising from M-139 relocated frontage.

Due to the heavy damages allocated, the Highway Department, as a matter of policy offered either to purchase right of way only or the entire parcel. The owner chose the entire.

Sale

In August, 1961, the Excess Property Section of the Highway Department advertised the 7.5 acre remainder for sale at public auction. Realizing benefits had accrued, it set the minimum bid at \$10,500. The successful bidders paid \$12,000. They are now engaged in a sandsucking operation from the nearby Kalamazoo River to fill the entire remainder to grade. A 100-unit Holiday Inn Motel with restaurant and bar is pro-St PACE posed. In addition, a major oil company has reportedly leased a gas station site.

Summary of Sale

Before Value

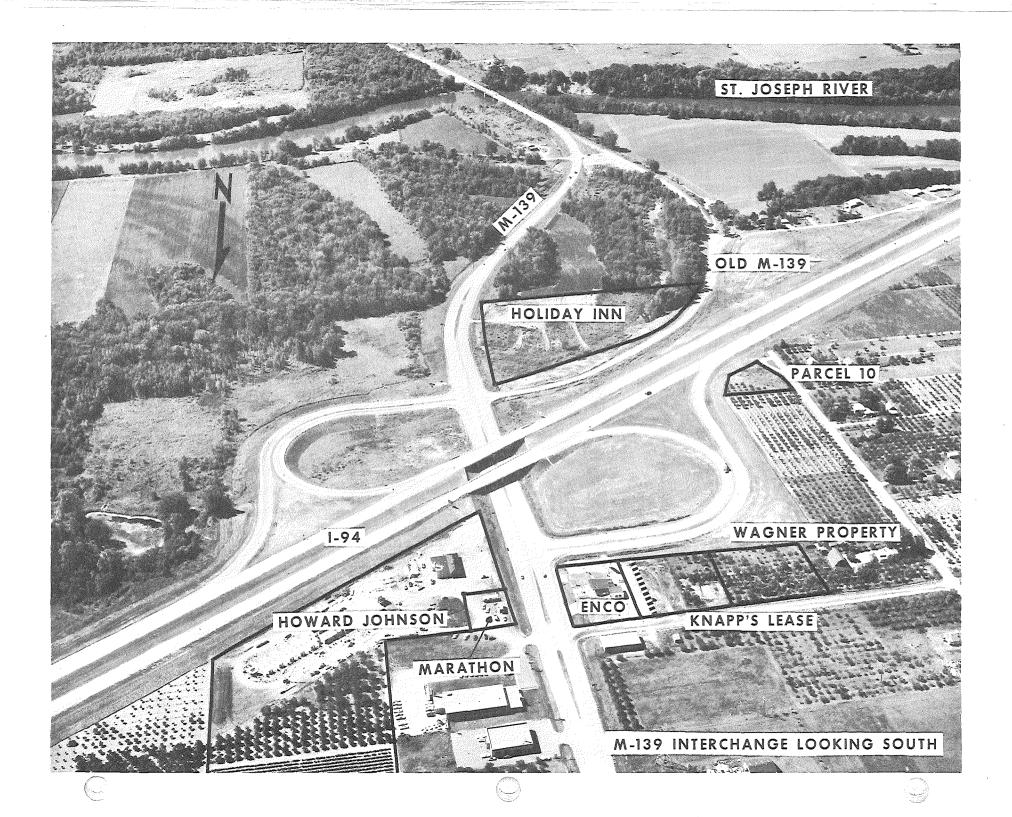
Land 7.5 acres at \$50 375.00 Timber 825.00 (abstracted from appraisal)

Sale Price \$12,000.00

Indicated Increase 1354%

SUMMATION

The composite table presented on page 19, summarizes the rise in value of all parcels on an acreage basis. Between 1958 and March, 1963, this increase, apparently depending on location, ranged from 14% to 1400%.



SUMMARY TABLE FOR ACREAGE VALUE COMPARISON

	(1) Parcel No.	(2) Date of Sale	(3) Sale Area in Acres	(4) Sale M-139 Frontage	(5) Depth in Feet	(6)* Estimated per Acre Before Value	(7) Sale Price per Acre	(8) † Percent Increase	(9) Adverse Affects Resulting in Damages in the Appraiser's Reasoning Process
	C-20 (1st Sale)	Apr. 1961	2.15	434	281'	\$ 10,419	\$37,209	257%	Lowering of grade in front of property by 3 to 13 feet and triangulation of South side of parcel. No benefits recognized
	(2nd Sale)	Mar. 1963	.46	130°	155'	\$10,419	\$ 163,043	1465%	2nd sale part of 1st sale. Road is 3 feet below grade.
<i>J</i>	C-25	May 1961	6.45	N.A.	· .	\$ 1,200	\$ 3,411	184%	Reduction in size and adverse shape.
	11 A	March 1961	1.61	N.A.	200'	\$ 1,500	\$12,889	759%	No damage but appraiser did not recognize benefits of Somerleyton Road.
	3E (1st Sale)	Nov. 1960	1.08	200	235,	\$ 10,741	\$ 19,444	81%	Adverse 3 foot lowering of grade of M-139 would make direct access impractical from M-139.
	(2nd Sale)	Feb. 1961	.69	200	150'	\$ 10,741	\$79,710	642%	
	10	Dec. 1959	1.35	N.A.	200*	\$ 3,259	\$ 3,704	14%	Triangulation and reduction in size.
	C-13	Aug. 1961	7.5	600	545°	\$ 110	\$ 1,600	1355%	Loss of useable frontage adverse grade along new M-139, and triangulation.

^{*} Column 6 – In a number of appraisals the front foot value was used. To convert to a value per acre the total land before value was divided by the total acreage.

[†] Column 8 – This is the percent increase registered by the sale over the 1958 estimated value. Col. 8 = $\frac{\text{Col. 7 - Col. 6 X 100}}{\text{Column 6}}$

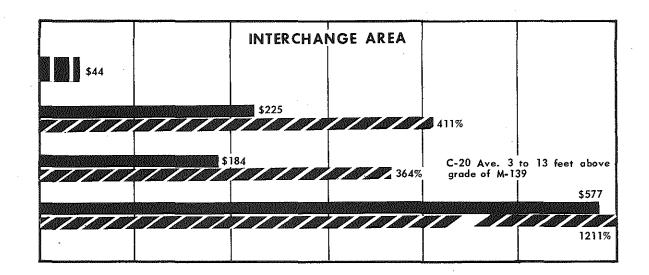
Interchange Impact Graph

Controls 1-2-3 (1955-57)

Pcl 3E - Feb. 1961

Pci. C-20 Opt. Apr. 1961
(all) Sale Feb. 1962

Pci. C-20 Opt. Jan. 1963
(part) Sale Mar. 1963

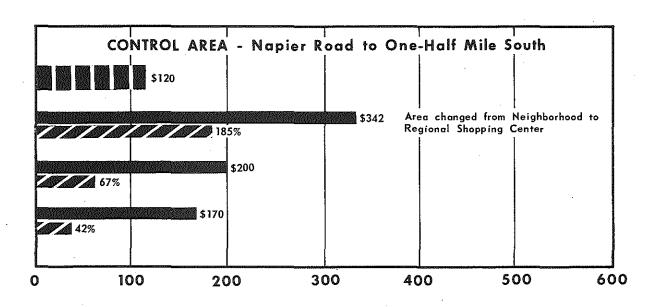


Control 4 (1955-57)

Control B (Aug. 1962)

Control A (1961-62)

Control C (1961)





Percent Increase = $\frac{(1961-63 \text{ Price/FF}) - (1955-57 \text{ Price/FF}) \times 100}{(1955-57 \text{ Price/FF})}$

1955-57 Sales Dollars

Per Front Foot





It is quite apparent in this interchange area that land values have risen in phenomenal proportions. The question naturally follows as to how much of this rise is attributable to the interchange and how much to the general market. To test general market reaction, a search for control sales was made.

An area having a semblance of control lies between I-94 and Napier Road on M-139. This control area is complicated by the introduction of a neighborhood shopping center in 1956, and was further changed in 1962 by the conversion to a regional shopping center. The shopping center is a value generator in its own right. The extent that the shopping center influences nearby property values over and above the general market trend is problematical. Also, the interrelationship between the regional shopping center and the interchange further complicates a true control. The use of the area south of the interchange is impractical because the land is very low and in places, swampy. With the exception of the Holiday Inn Development (1961-1962), the sales history over the last 6 years is negligible.

Even though the only control sales available are in a dynamic area, the increase found in the interchange area has been most rapid. This is demonstrated by comparing controls 1, 2 and 3 in the Interchange Area in 1955-1957 with sales in 1961-1963. In the control area at Napier Road, control 4 (1955-1957) is compared with controls A, B and C (1961-1962) (See Interchange Impact Graph, page 20 and the Control Sales in the addenda, pages 26 and 27). From a study of this



graph, it is seen that rise in value in the interchange area since 1956 has ranged from \$140 to \$533 per front foot, while in the Napier Road area, the increase has been \$50 per front foot away from the Regional Shopping Center to \$222 per front foot next to the Regional Center.

At the interchange, the increase ranged from 360 to 1211 percent, while at the Regional Center, the increase was 185 percent; one quarter mile south of the Regional Center between Napier and the interchange, the increase was only 45 to 70 percent.

Evidence that the freeway is the major factor influencing the rise in value is that every sale at the interchange is highway oriented --- motels, service stations, and restaurants catering to the motor public. The traffic flow demonstrates that the land at the interchange is a strategic and competitive location. Before interchange construction in 1958, the average daily traffic along M-139 was 5,000 cars. By 1962, traffic north of the interchange had increased to 8,000 cars per day, a 60% increase; yet south of the interchange on M-139, the increase was only 2% or 5,100 cars per day. This indicates that although the public still had the full use of the old routes, they preferred to use the new freeway, which gave them a more convenient and faster approach to the southeast side of Benton Harbor.

CONCLUSIONS

Land use at the interchange has become completely highway oriented. Where no motels existed on M-139 for miles in either direction, one is nearing completion and two are proposed. In addition, one new service station is now under operation and two are proposed. Two restaurants are established - one open, and one under construction - another is proposed.

The sale of the Prillwitz parcel demonstrates that the improved location more than offsets the damage resulting from grade change and triangulation; and that the damage allowance by the appraisers and the Court Commission are excessive. In fact, in every instance where damages were considered, the recovery of the owner by subsequent remainder sales indicates that no damage payments were justified.

Benefits accrued not only to those parcels with direct access to M-139, but also to those parcels with indirect access. This is demonstrated by the sale of Parcels 10, 11A, and C-25.

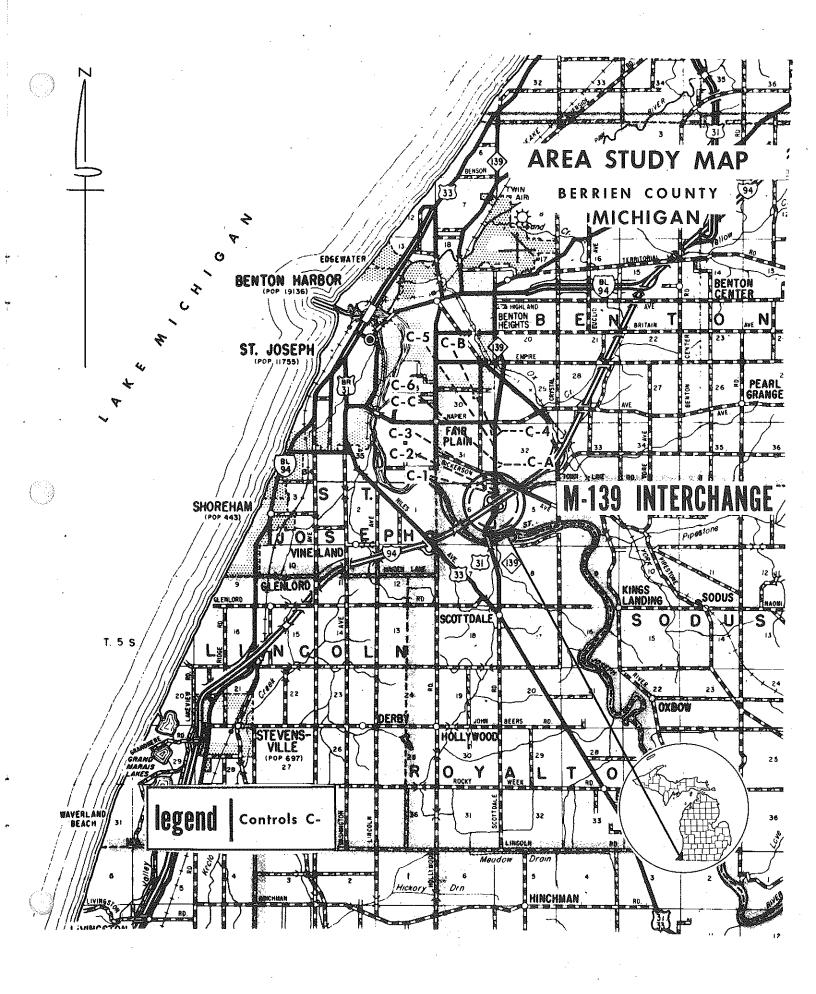
The impact of the interchange was to upgrade and accelerate the commercial development along M-139. Values which have developed at the interchange exceeded the value development at the regional shopping center which is a high value generator in its own right.

Prepared by

Roger H. Ashley Economic Survey Officer

and

Thomas A. Marshall Ass*t Economic Survey Officer



- ADDENDA -

CONTROL SALES

Before Interchange Opening -

Sale No. 1

This is actually Parcel 3E. 200 FF X 250.

Sold Sept. 1955 - \$8,800 or \$44 FF, Land Contract recorded Liber 10 (contracts), p. 555, Berrien County Records.

Sale No. 2

Located immediately north on Parcel 3E. 108 FF X 250.

Sold June, 1957, for \$4,750 on a Land Contract recorded Liber 13 (contracts), p. 62.

Sale No. 3

Located immediately north of Sale No. 2. 240 FF X 250. Sold June, 1956 - \$10,560 or \$44 FF, Deed recorded Liber 569, p. 285.

Sale No. 4

Fairplain Plaza Assemblage -

640 FF X 177 - June, 1957, Liber 582, p. 127	\$ 60,000
170 FF X variable - Feb. 1955, Liber 552, p. 153	37,000
Backland 0.25 acre (improved) Feb. 1955, Liber 551, p. 618	20,000
Backland 40 acres - Feb. 1956, Liber 564, p. 548	38,000
Backland 12.25 acres - Feb. 1955, Liber 552, p. 152	26,000
Total (55 acres)	\$181,000

Sale No. 5

West side of M-139 located midway between Napier Avenue and interchange. 73 FF X 297 vacant. Sold Feb. 1959, for \$7,500 or \$102 FF, recorded Liber 11 (contracts), p. 501.

Sale No. 6

West side of M-139, located midway between Napier Avenue and interchange. 165 FF X 435 vacant. Sold July, 1959, for \$23,000 or \$136 FF, deed recorded Liber 609, p. 589. A Robert Hall Clothing Store has been built.

CONTROL SALES

Contemporary with Interchange Opening - November, 1960

Sale "A"

Blossom Lanes Bowling Alley Assemblage, located 1,800 feet north of interchange.

100 FF X 226 - April, 1961, Liber 632, p. 463	\$17,500
100 FF X 226 - April, 1961, Liber 409, p. 19 (mort)	\$17,500
100 FF X 226 - May, 1961, Liber 409, p. 19 (mort)	\$20,000
100 FF X 226 - April 1962, Unrecorded Land Contract	\$25,000
Backland - 2 acres, May, 1961, Liber 632, p. 460	\$10,000
Total (4.07 acres)	\$90,000

Sale "B"

Shoppers Fair Assemblage.

73 FF X 330 - August, 1962, Liber 648, p. 322 73 FF X 330 - August, 1962, Liber 648, p. 323 Above were residences	\$20,000 \$19,000
146 FF X 330 - August, 1962, Liber 648, p. 325 Above was drive-in restaurant, now razed	\$61,000
Backland - 20 acres, August, 1962, Liber 648, p. 324	\$114,000
Total (22.23 acres)	\$214,000

Sale "C"

Resale of Sale No. 5 (1959), 73 FF X 297° vacant. Sold April, 1961, for \$12,500 or \$170 FF, Deed recorded Liber 631, p. 209.