

SUMMARY APPRAISAL REPORT

Conduit Installation Project
in the City of San Leandro

VALUATION OF

A Three Foot Wide Corridor for the Installation of Fiber Optical Cable Conduit
Traversing 39,983 Lineal Feet of Public Street in the City of San Leandro

PREPARED FOR

City Manager's Office
835 East 14th Street
San Leandro, CA 94577
Attention: Jeff Kay

PREPARED BY

Wayne F. Prescott, MAI, CCIM
The Schmidt-Prescott Group, Inc.

DATE OF OPINION

March 1, 2013

THE SCHMIDT - PRESCOTT GROUP, INC.

Real Estate Appraisers — Property Valuation Specialists



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Wayne F. Prescott, MAI, CCIM

March 18, 2013

City Manager's Office
835 East 14th Street
San Leandro, CA 94577
Attention: Jeff Kay

Re: Summary Appraisal Report Summarizing the Data, Findings, and Conclusions
For the Market Value of a Three Foot Wide Corridor for the Installation of Conduit
Beneath 39,983 Lineal Feet of Public Street in the City of San Leandro

Dear Mr. Kay:

In response to your request, I conducted an investigation, gathered data, and completed the analyses that enabled me to fulfill the purpose of the assignment: to form and report an opinion of market value of the real property identified above. I understand that the report is to be used, in conjunction with other information, documents, analysis, and opinions prepared by the City's real estate, legal, and financial specialists and advisors, to substantiate the City's request for Federal funding to pay for a portion of the Optical Cable Conduit Installation Project.

This Summary Appraisal Report sets forth the description, factual data, assumptions and conditions affecting the appraisal, and the findings and analyses that lead to and support my opinion of market value. The Executive Summary displayed on a following page includes some items required by the Uniform Standards of Professional Appraisal Practice that are not presented in the report narration.

Because the land I appraised is improved with pavement, I appraised the land both "As Is" and "As If Unimproved".

Hypothetical Conditions, Extraordinary Assumptions, and Contingencies

Hypothetical Condition is defined in the Uniform Standards of Professional Appraisal Practice (USPAP) as “a condition directly related to specific [appraisal] assignment, which is contrary to what is known to the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis.” In the “Market Value (As If Not Improved with Paving) scenario, I applied the hypothetical condition that the subject land is not improved with paving.

Extraordinary Assumption is defined in USPAP as “an assumption, directly related to a specific assignment, as of the effective date of the assignment results, which, if found to be false, could alter the appraiser’s opinions or conclusions.”

- I assumed that the fee simple estate in the land was not encumbered in any way, although there may be utility easements affecting the land appraised;
- I assumed that the ATF methodology was the appropriate technique to value the corridors that form a grid of city streets;
- I assumed that the subject land had the same highest and best use as the land “Across the Fence”.

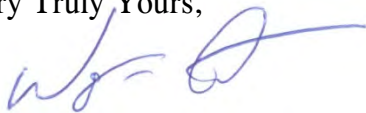
We did not apply any contingencies. There are general assumptions and limiting conditions set forth in this report. Based upon the analysis undertaken and described in this report, it is my opinion that the market value of the real property appraised was:

Opinion of Market Value of the Fee Simple Estate (As If Not Improved with Paving):	\$1,810,000
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Opinion of Market Value of the Fee Simple Estate (As Is - with Paving):	\$2,250,000
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These opinions were based upon the assumptions and conditions delineated above. If these had not been made, my opinion might have been different.

Very Truly Yours,



Wayne F. Prescott, MAI, CCIM

State Certified General Appraiser, California License No. AG001533

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EXECUTIVE SUMMARY				
<u>Opinions and Conclusions</u>				
Base Value of Industrial Land	\$13.90	/SF - Large Lot	\$18.90	/SF - Small Lot
Base Value of Commercial Land	\$25.00	/SF - Large Lot	\$17.00	/SF - Small Lot
Base Value of Residential Land	\$14.00	/SF - Multi-Fam	\$20.00	/SF - Single-Family Lot
		Lot		
Highest and Best Use	The highest and best use of the roads is to continue their current use. The highest and best use of the lands "Across the Fence" are the uses allowed by the land use ordinances that will create the highest return to that land.			
<u>Client and Reporting Information</u>				
Identity of Client	City of San Leandro			
Contact Person for Inspection	Jeff Kay			
Purpose of Assignment	To estimate and report my opinion of the market value of a 3 foot wide corridor in 39,983 lineal feet of paved city street			
Intended Use of Report	Apply for Federal Block Grant or Matching Funds			
Intended Users of Report	City of San Leandro; US Economic Development Administration			
Date(s) of Opinions of Value	3/1/2013			
Dates of Site Visit(s)	Various dates in February and March 2013			
Real Property Interest Appraised	Fee Simple Estate-not encumbered by a lease, easement, or any other encumbrance			
Real Estate Appraised	A 3-foot wide corridor along 39,983 lineal feet of public street			
Personal Property Appraised	None			
Owner(s)	City of San Leandro			
Owned Since	1872			
Existing Easements	Not Evaluated / assumed to not exist			
Other Encumbrances	Assumed there are none			
Undivided Interest	Yes			
Leasehold Interest	No			
Definition of Value	See definition in narrative			
Scope of Work	see Narrative			
Appraisal Methods & Techniques	Considered	Used		
Sales Comparison Approach	Yes	Yes		
Income Capitalization Approach	Yes	No		
Cost Approach	Yes	No		
<u>Reliance on Reports and Data from Others</u>				
Reviewed Plans Prepared by/on	None			
Inspection Reports Provided	None			
Engineering Reports Provided	The map depicting the appraised street segments was prepared by City staff			
Environmental Repts Provided	None			
Title Report Provided by/dated	None			
Data Provided by Others	None			
Data Provided by Client	None			
Discussion at Site with	Jeff Kay, Tara Peterson; Deborah Acosta			
Personal Propert Appraised	None			

Assignment: Conduit Installation Project in San Leandro, California

SUMMARY OF ACROSS THE FENCE ANALYSIS									
	INDUSTRIAL LAND		COMMERCIAL LAND				RESIDENTIAL LAND		
Row 1	Value per SF - Small Lots: \$18.90		Value per SF - Small Lots: \$17.00				\$ per SF - Multi-Family: \$14.00		
Row 2	Value per SF - Large Lots: \$13.90		Value per SF - Large Lots: \$25.00				Value per SF - SFR Lots: \$20.00		
	The analysis looked at uses on each side of the street, so the "Segment Value" is typically computed based on the sum of the sides divided by 2 except where otherwise indicated								
Conduit Segment	Street	Allowable	Frontage(ft)	% Allocated	% Allocated	R1 Length	R2 Length	Value of 3 Ft Portion, Each Side of St	Segment
Length	Directions assume L-880 runs N/S	Land Use	from Map	Row 1 Value	Row 2 Value	Allocation	Allocation		Value
A	N/S Adams	Industrial	885	0.0%	100.0%	0	885	\$36,905	\$36,905
1770	S/S Adams	Industrial	885	100%	0%		0	\$50,180	\$50,180
3800	Loop							(There are 2 conduits in the 885' section of Adams St)	
5570	N/S Adams	Industrial	510	0.0%	100.0%	0	510	\$21,267	
	S/S Adams	Industrial	510	50.0%	50.0%	255	255	\$25,092	
	E/S McCormick	Industrial	1,390	66.7%	33.3%	927	463	\$71,870	
	W/S McCormick	Industrial	1,390	20.0%	80.0%	278	1112	\$62,133	
	E/S Whitney	Industrial	1,390	55.0%	45.0%	765	626	\$69,431	
	W/S Whitney	Industrial	1,390	75.0%	25.0%	1043	348	\$73,601	
	N/S Edison	Industrial	510	100.0%	0.0%	510	0	\$28,917	
	S/S Edison	Industrial	510	90.0%	10.0%	459	51	\$28,152	
			The value of the segment is the sum of each "side of the street" divided by 2						\$190,231
B	E/W/S Doolittle	Industrial	4,050	55.0%	45.0%	2227.5	1822.5	\$202,298	\$202,298
4050			Both sides of street computed together because only a short portion of west side is within city limits						
C	E/S Doolittle	Industrial	1173	100%	0.0%	1,173	-	\$66,528	
1408		Commercial	235	100%	0.0%	235	-	\$11,968	
	W/S Doolittle	Commercial	845	100%	0.0%	845	-	\$43,085	
		Residential	563	100%	0.0%	563	-	\$23,654	
								\$145,235	\$72,618
D	N/S Marina	Commercial	884	100%	0.0%	884	-	\$45,059	
2200		Residential	2,062	85%	15.0%	1,752	309	\$92,149	
745	S/S Marina	Commercial	1,178	70%	30.0%	825	353	\$68,560	
2945		Residential	1,767	0%	100.0%	-	1,767	\$106,020	
								\$311,787	\$155,894
E	E/S Monarch Bay	Commercial	2,300	0%	100.0%	-	2,300	\$172,500	
2300	W/S Monarch Bay	Commercial	2,300	30%	70.0%	690	1,610	\$155,940	
3675	N/S Fairway	Commercial	1,503	15%	85.0%	226	1,278	\$107,343	
5975		Residential	2,172	0%	100.0%	-	2,172	\$130,295	
	S/S Fairway	Commercial	1,615	40%	60.0%	646	969	\$105,621	
		Residential	2,060	100%	0.0%	2,060	-	\$86,520	
								\$758,220	\$379,110
F	E/S Catalina	Industrial	2,750	30%	70%	825	1,925	\$127,050	
2750	W/S Catalina	Industrial	2,200	70%	30.0%	1,540	660	\$114,840	
2675	W/S Catalina	Commercial	550	0%	100.0%	-	550	\$41,250	
5425	N/S Farallon	Industrial	2,675	10%	90.0%	268	2,408	\$115,560	
	S/S Farallon	Industrial	2,675	70%	30.0%	1,873	803	\$139,635	
G	E/S Alvarado	Industrial	4,250	25%	75.0%	1,063	3,188	\$193,163	
		Commercial	200	100%	0.0%	200	-	\$10,200	
4450	W/S Alvarado	Industrial	4,250	60%	40.0%	2,550	1,700	\$215,475	
		Residential	200	100%	0.0%	200	-	\$8,400	
1900	NE/S Fremont	Industrial	570	45%	55.0%	257	314	\$27,617	
		Commercial	665	40%	60.0%	266	399	\$43,491	
		Residential	665	100%	0.0%	665	-	\$27,930	
	SW/S Fremont	Residential	1,900	100%	0.0%	1,900	-	\$79,800	
850	NW/S Chevron/Chapel	Industrial	567	0%	100.0%	-	567	\$23,642	
7200		Residential	283	100%	0.0%	283	-	\$11,888	
	SE/S Chevron/Chapel	Residential	850	100%	0.0%	850	-	\$35,700	
								\$677,305	\$338,652
H	N/S Burroughs	Industrial	1,380	20%	80.0%	276	1,104	\$61,686	
1380	S/S Burroughs	Industrial	1,380	60%	40.0%	828	552	\$69,966	
1140	E/S Griffith	Industrial	1,140	25%	75.0%	285	855	\$51,813	
2520	W/S Griffith	Industrial	1,140	100%	0.0%	1,140	-	\$64,638	
								\$248,103	\$124,052
I	N/S Montague	Industrial	1,510	80%	20.0%	1,208	302	\$81,087	
1510	S/S Montague	Industrial	1,510	60%	40.0%	906	604	\$76,557	
3380	E/S Teagarden	Industrial	3,380	10%	90.0%	338	3,042	\$146,016	
4890	W/S Teagarden	Industrial	2,366	100%	0.0%	2,366	-	\$134,152	
	W/S Teagarden	Commercial	1,014	0%	100.0%	-	1,014	\$76,050	
								\$513,862	\$256,931
39,983	Ft Total Segment Length								
3	Ft Segment Width							Total:	\$1,806,869
119,949	SF Segment Area x	3.69	/SF depreciated value of pavement =				Contributory Value of Pavement:		\$442,710
									\$2,249,578
								Say	\$2,250,000

GENERAL ASSUMPTIONS AND LIMITING CONDITIONS

This appraisal and report were made applying these general assumptions:

1. No responsibility was assumed for the legal description or for matters including legal or title considerations. Title to the property was assumed to be good and marketable unless otherwise stated;
2. The property was appraised or evaluated free and clear of any or all liens and encumbrances unless otherwise stated;
3. Responsible ownership and competent property management were assumed;
4. The information furnished by the Client and others was believed to be reliable. However, no warranty is given for its accuracy;
5. All engineering was assumed to be correct. Plot plans or any other illustrative material in this report were included only to assist the reader in visualizing the property;
6. It was assumed that there are no hidden or unapparent conditions in the land or structures that render it more or less marketable or valuable. No responsibility is assumed for such conditions or for arranging for engineering studies that may be required to discover them. We recommend that trained professionals be engaged to ascertain compliance with ADA, and to identify any physical or environmental conditions that could affect market value. The results of these investigations should be revealed to us so we can consider them in our valuation;
7. Unless otherwise stated in this report, the existence of hazardous material, toxic waste, and/or other environmental impairments which may or may not be present on or in the property, was not investigated by this consultant. The Client should identify any known or suspected environmental impairments;

As a real estate consultant, I am not qualified to properly investigate this property for any discharge, spillage, uncontrolled loss, seepage, filtration or storage of hazardous substances which may adversely affect the value of this property. Neither are we qualified to detect the presence of substances such as asbestos, urea-formaldehyde foam insulation, nor other materials that could create an environmental impairment to the subject property or to other property caused by conditions present at the subject property. Our opinion(s) were predicated on the assumption that there is no such material on or in the property that would affect market value. No responsibility was assumed for any such conditions or for any expertise or engineering knowledge required to discover and/or correct them;

8. It was assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless non-compliance is stated, defined, and considered in the report;
9. It was assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a nonconformity has been stated, defined, and considered in the appraisal and reported in the report;

10. It was assumed that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate or other opinion contained in this report are based;
11. It was assumed that the utilization of the land and improvements are within the boundaries or property lines of the property appraised and that there is no encroachment or trespass unless noted in the report;
12. No opinion as to title was rendered. Title was assumed to be marketable and free and clear of all liens, encumbrances, easements and restrictions except those specifically addressed in the appraisal and discussed in the report. The property was appraised or otherwise evaluated assuming it was under responsible ownership and competent management, and available for its highest and best use;
13. The Americans with Disabilities Act (ADA) became effective January 26, 1992. The consultant did not undertake a compliance survey and analysis of the subject improvements to determine whether or not it conforms to the requirements of the ADA. It is possible that an ADA compliance survey of the subject improvements would reveal that the subject property is not in compliance with one or more requirements of the Act. If so, this fact could affect the market value of the subject property. Since the consultant had no evidence relating to this issue, the compliance, or non-compliance, with ADA was not taken into consideration in the valuation or evaluation of the subject property. The Client should provide any information on this issue to the Consultant;

This report has been made with the following **limiting conditions**:

1. Any allocation of value between land and improvements was made at the request of, and to assist the Client, and does not constitute a separate market value for either land or improvements;
2. Possession of the report, or a copy thereof, does not carry with it the right of publication or use. It may not be used for any purpose by any person other than the Client(s), for the Intended Use specified in the engagement agreement and/or report;
3. The consultant is not required to give further consultation, testimony, or attend court for matters involving the subject property unless arrangements have been previously made;
4. Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of the Consultant, or the firm with which the Consultant is connected) shall be disseminated to the public through advertising, public relations, news sales, or other media without prior written consent and approval of the Consultant.

Reader Note:

There may be other appropriate and more specific limitations on our opinions or conclusions identified in the cover letter or report as *Hypothetical Conditions, Extraordinary Assumptions, or Contingencies*.

CERTIFICATION

Version.AI.2013

I certify that, to the best of my knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
4. I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
5. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
6. My engagement in this assignment was not contingent upon developing or reporting predetermined results.
7. My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
8. My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice*.
9. I have made a personal inspection of the property that is the subject of this report.
10. No one provided significant real property appraisal assistance to the person signing this certification.
11. The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
12. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
13. As of the date of this report, I have completed the continuing education program for Designated Members of the Appraisal Institute.



Wayne F. Prescott, MAI, CCIM
California Certified General Appraiser, No. AG001533

February 28, 2013
Date

My report is comprised of the summaries previously presented, and the details following.

SCOPE OF THE ASSIGNMENT

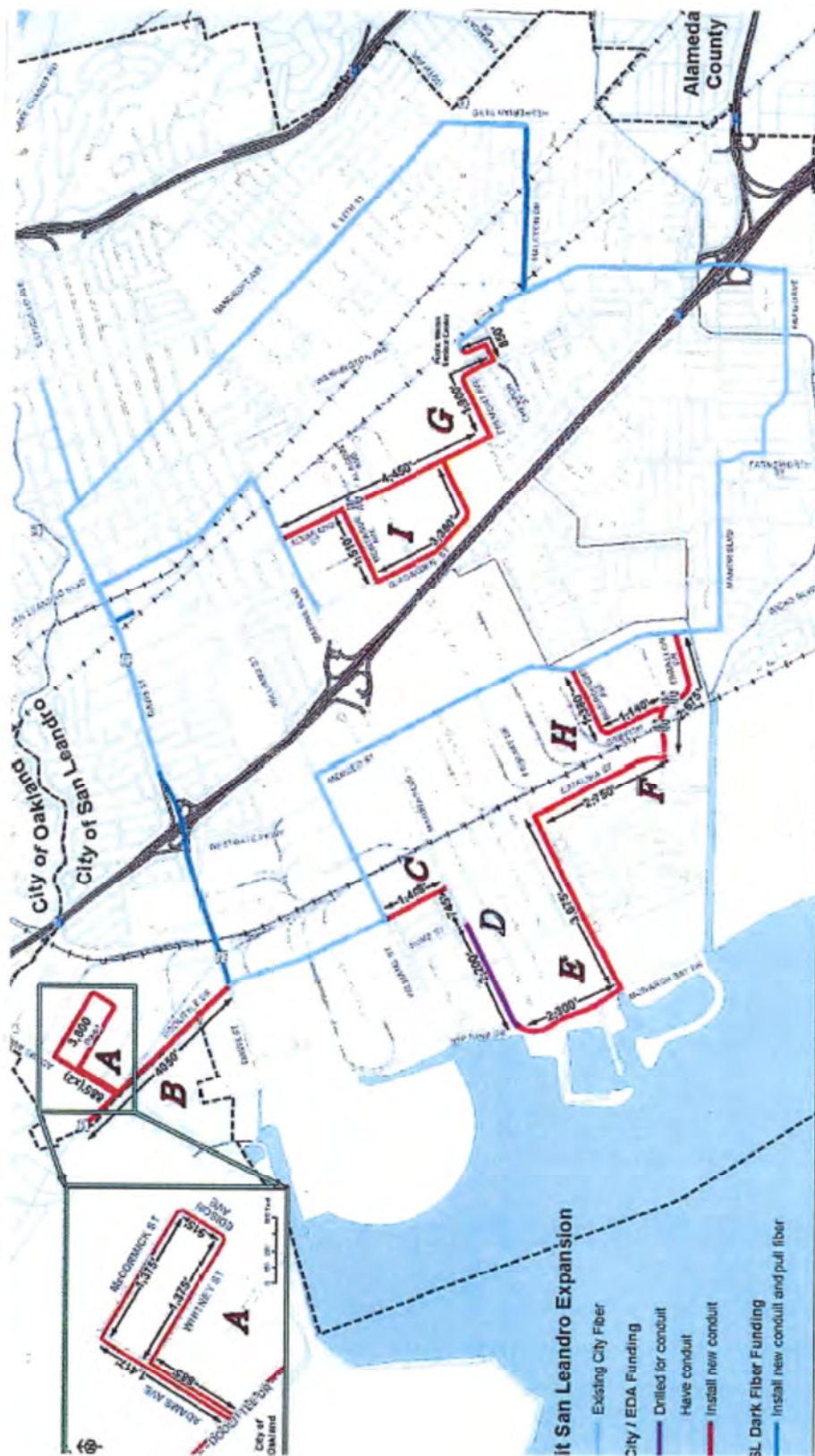
The general Scope of Work was delineated in the RFQ for Right-of-Way Appraisal for Conduit Installation Project prepared by the Client, and the proposal letter dated December 13, 2012, prepared by the writer. Copies of these are retained in my file, and possessed by the Client.

Outline of the Project

The City is in the process of expanding the extent of optical fiber communications cable in the public streets throughout the City. Federal monies are available to promote the expansion of fiber optic cable systems across the country. The City has identified over 7.5 miles of city streets bordering properties that could benefit from the availability of fiber optic cabling. The 7.5 miles have been identified as Segments A through I on the map below.

The U.S. Economic Development Commission has determined that the appropriate technique to be used in appraisals to support federal funding for projects of this type shall be the widely accepted Across the Fence (ATF) technique commonly applied to estimate the market value of right-of-way corridors.

CITY MAP OF SEGMENTS



The length of each segment is displayed on the map. For each segment, the land uses “Across the Fence” from the segment, on each side of the street, are delineated on the spreadsheet presented above labeled “Summary of Across The Fence Analysis”. The unit market value (\$/SF) for each of the six zones of value was estimated from the data displayed on the Data Sheets presented in the Analysis section, summarized on the spreadsheet presented in the Analysis section labeled “Summary of Sale Comparables by Class”. Unit values were estimated for each side of each street in each Segment. The approximate length of each zone of value in each segment is presented as a line item on the Summary of Across the Fence Analysis. The market value of a 3 foot wide street segment is computed *for each side of each street in each segment*, displayed in the column labeled “3 Foot Portion”. These values are summed. The right column labeled “Segment Value” is the previous sum, divided by two, since the value component from two sides of each street comprise the column labeled “3 Foot Portion”, but only one 3 foot wide right-of-way comprises the value estimate for each segment. One exception involves the 885 foot section of Adams Street in Segment A, where there are two conduits to be installed in two 3-foot wide portions on each side of Adams Street. For this sub-segment, the number in the right column is the total for each side of the street, not the average of the two sides.

The segment values are summed to estimate the market value of all the appraised land in the Project. An alternative conclusion reflecting the Market Value (As Is, with Pavement), accounts for the contributory depreciated value of the pavement in the project area.

Information Provided by Client and Property Owner

The Client provided for my use the map of the City of San Leandro displayed above delineating

- The streets in which the proposed conduit is to be installed, which identified
 - the street segments to be appraised;
 - The length of each segment of street to be appraised.

Site Visit

I toured the streets in the project area on several dates in February and March 2013.

Extent of Research into Physical Factors

I studied copies of the assessor's parcel maps, public record summary, aerial maps, and other data about the real property "Across the Fence" (ATF) from the project area available from on-line data resources, and I studied the descriptive data provided by the Client.

I drove every street in the project area, noting both changes that are occurring or have occurred, and things that remain the same, since my last visit. I gathered data about land use ordinances and physical hazards from the City of San Leandro website. I examined from the street each comparable property used in the analysis.

Extent of Research in to Economic Factors

I gathered, analyzed, and applied macro-economic information gleaned from many sources, including:

- The Wall Street Journal
- 12th District Beige Book
- Commercial Investment Real Estate Magazine
- Realty Rates.com

I gathered, analyzed, and applied data about market conditions and other micro-economic information from:

- Web Sites of Commercial Brokerage Houses
- Commercial multiple listing services
- Discussions with agents and appraisers active in the subject market

I talked to the buyers, sellers, and agents who represented the buyers and sellers of the comparables discussed later in this report. I was aided in that endeavor by Margaret Solis, a researcher who has been with the firm in that capacity for over 10 years. Ms. Solis interviewed the parties who were involved in these transactions. She prepared the Data Sheets for the individual comps displayed in the Analysis section. I learned about some of the market data from these people.

Extent of Comparable Data Research

I used a variety of subscription and Web-based services to gather comparable data, including:

- Schmidt-Prescott Group Verified Data Files
- CoStar Group (CoStar.com)

- First American Real Estate Solutions (RealQuest.com)
- Loopnet.com
- Various Commercial Real Estate Brokerage Web sites

Verification

The most appropriate data that I discovered was verified with a party to the transaction by Ms. Solis. When that was not possible, we discussed the extent of verification, using public record data, in the Data Sheets. The data is summarized on spreadsheets displayed in the Analysis sections following.

Type and Extent of Analysis Applied

The properties “Across the Fence” from the project area fall into the land use categories depicted on the spreadsheet entitled “Summary of Across the Fence Values”, displayed in the Analysis section. There are six land use categories:

- Industrial Land – Lots less than 2 acres, and lots 2 acres and larger;
- Commercial Land - Lots less than 2 acres, and lots 2 acres and larger;
- Residential Land – Lots for multi-family houses, and lots for single-family projects

Compliance

It was the intent of this appraisal to comply with the requirements of:

- The Uniform Standards of Professional Appraisal Practice (USPAP) including the Ethics and Competency Provisions as promulgated by the Appraisal Standards Board of the Appraisal Foundation;
- The Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute;
The Code of Professional Ethics and Standards of Professional Appraisal Practice of the International Right of Way Association;
- The guidelines presented in the RFP.

DEFINITION OF MARKET VALUE

Market value means “The most probable price that the specified property interest should sell for in a competitive market after a reasonable exposure time, as of a specified date, in cash or in terms equivalent to cash, under all conditions requisite to a fair sale, with the buyer and seller each acting prudently, knowledgeably, for self-interest, and assuming that neither is under duress”. **Source:** The Dictionary of Real Estate Appraisal, 5th Edition, Appraisal Institute, 2010

REAL PROPERTY, REAL ESTATE, AND PERSONAL PROPERTY APPRAISED

Real Property is defined as all of the interests, benefits, and rights in the ownership of the physical real estate, that is, the bundle of rights with which the ownership of the real estate is endowed. Real estate is defined as physical land and appurtenances attached to the land.

Real Property Interest Appraised – Fee Simple Estate

I assumed that land appraised was not encumbered by any easements or other encumbrances. A title report that would identify encumbrances was not available.

Real Estate Appraised

I appraised a 3 foot wide strip of land, 39,983 feet in length, in the public streets in which the proposed conduit is to be installed. The land is improved with concrete paving. Kyle K. Lei with the City of San Leandro Transportation and Engineering Department provided a sketch of a cross-section of pavement in one of the streets evaluated, Marina Boulevard. I used that sketch, and Marshal Valuation Service data, to estimate the depreciated replacement cost of paving where comparable land was paved, and to estimate the contributory value of the pavement in the project area.

Land and Improvement Descriptions

The land is a 3-foot wide corridor along 39,983 lineal feet of public street. Improvements to the land consist of asphaltic concrete paving, 4.8 inches thick, atop 9 inches of aggregate base and 18 inches of sub-base rock, based upon the data on Marina Boulevard provided by the City.

REGION, CITY, & NEIGHBORHOOD DESCRIPTION

Region

The property is located in Alameda County bordered on the west by San Francisco Bay, on the east by San Joaquin County, on the north by Contra Costa County, and on the south by Santa Clara and Stanislaus Counties. The County consists of fourteen cities, including those with high concentration of industrial properties: Fremont, Hayward, Newark, San Leandro, San Lorenzo, Newark, and Union City. Its industry is serviced by the Oakland International Airport and the Port of Oakland. Alameda County is one of the 14 Area counties proximate to San Francisco Bay that form the Greater San Francisco Bay Region. The cities of San Francisco, Oakland, and San Jose anchor 3 corners of the region.

City

The subject property is located in the City of San Leandro which is adjacent Oakland on the north, approximately 12 miles southeast of San Francisco, and 30 miles north of San Jose. The population is about 82,000. San Leandro residents have access to East Bay Transit, Oakland International Airport, and BART, the Bay Area Rapid Transit System. Interstate Highway 880 runs north and south between San Jose and Oakland. State Highway 92 cross the City and Bay to San Mateo County and cities on the San Francisco Peninsula. Access to San Francisco markets can be achieved from either a northerly route through Oakland, or a westerly route across the Bay and up the Peninsula.

San Oakland, San Leandro, Hayward, and other East Bay cities have historically been a center for manufacturing. Food products and steel products comprise major industries operating here. Raw materials arrive through the Port of Oakland, are transformed into product in East Bay factories, then stored and shipped from this center of regional population to all corners of the Bay Area. Although the product mix is constantly changing, the geographical prominence of the location remains unchanged, and an important place to manufacture and distribute product throughout the Bay Area and beyond.

Neighborhood

The Project is located in 3 sections of the city. Segments A & B of the corridor are located in a district in the northwesterly part of the city where the land use ordinances permit only industrial land uses. Segments C, D, E, F and H are located in the southwesterly quadrant,

where allowable uses are Commercial & Commercial/Recreational, Single Family Houses, Apartment Complexes, and Industrial. Segments G and I are located in the southeasterly quadrant, where most of the allowable uses are industrial, but where there are commercial and residential uses allowed on the south end.

Conclusions

San Leandro is well-known as an industrial real estate market place that benefits from convenient access to the Port of Oakland and the Oakland International Airport. Its close proximity to markets serving the San Francisco Bay Area makes San Leandro an above average location for a place to manufacture, store and distribute merchandise in the Bay Area.

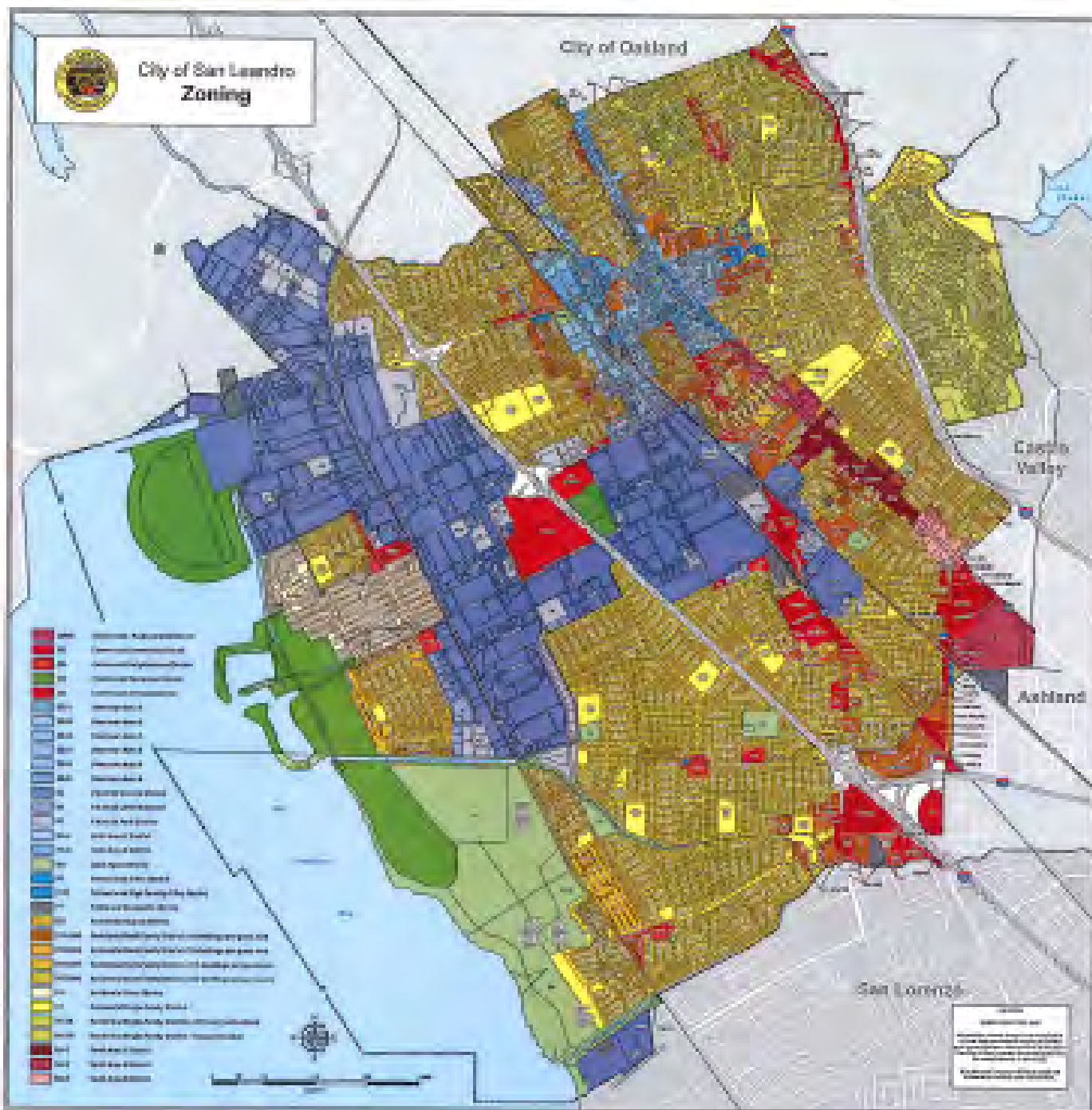
MARKET CONDITIONS

The region began to emerge from the recession in late 2009. Most real estate market segments began to recover in 2010 from the financial fiasco of 2008. For the most part I was able to discover sufficient property sales that occurred in 2011 and 2012 so as to make it unnecessary to formally account for changing market conditions, because prices for most types of real property were stable to slightly upward from 2011 to the date of opinion.

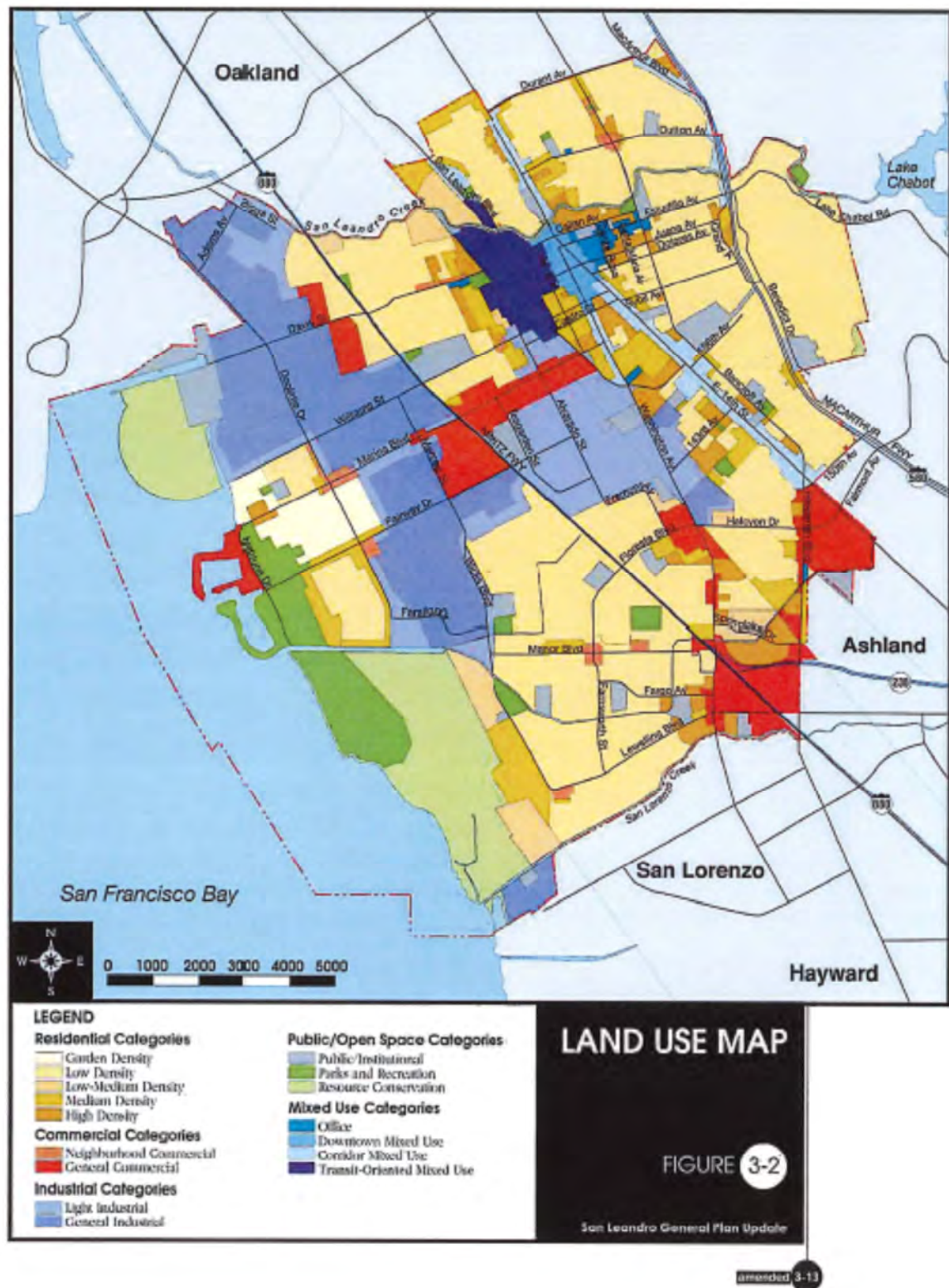
LAND USE ORDINANCES

San Leandro is an incorporated city that operates under a charter whereby the General Plan is the document that guides the use of undeveloped land if there is a discrepancy in the use specified in the Zoning Ordinance and General Plan documents. In every land use category applicable to this analysis, the Zoning Ordinance and General Plan were consistent. I relied upon the uses specified on the General Plan Map to categorize the land uses along the segments appraised. These are specified on the Summary of Across the Fence Analysis spreadsheet.

ZONING MAP



GENERAL PLAN MAP



HIGHEST AND BEST USE

Observations of the physical characteristics of the subject property, neighborhood, prevailing market conditions and interviews with market participants were made. I examined the legally permissible, physically possible, financially feasible, and maximally productive uses of the subject property as if vacant and as improved.

The land is improved with asphaltic concrete pavement, a necessary improvement for use as a city street. The highest and best use as improved is continued use as city streets. Because the layout of the land provides corridors for the utilization of taxable parcels, and the city's feasibility depends upon sufficient tax revenue to provide necessary services, the highest and best use of the land appraised, as if vacant, is the existing matrix of city streets.

The value of the land "Across the Fence" is measured in its highest and best use. The legally permissible uses are those allowed under the General Plan, shown on the General Plan map for each lot along each corridor segment appraised. All the lots along the corridor are adequate as to size and shape such that a legally permissible use could be implemented. The economy has reached a stage in its recovery whereby most allowable uses are approaching financially feasible. For those that are not yet feasible to develop, holding until feasible is the currently feasible use, reflected in the selling prices of the comparable sales.

Then maximally productive use of the ATF lands is to develop them to the maximum utility allowed by the land use ordinances.

PREMISE OF THE APPRAISAL

The major premise of the appraisal was that the ATF technique was the appropriate way to estimate the market value of the matrix of land that comprises the grid of streets in the City of San Leandro. It was an extraordinary assumption of my appraisal that this premise is correct.

The ATF or "Across the Fence" technique is based upon the idea that the value of corridor lands is equal to the value of adjacent lands along the right-of-way that are available for utilization to their highest and best use. The assumption is further premised on the concept that the highest and best use of the corridor is the same as that of the adjacent uses.

Some scholars argue that the value of any right-of-way is more intrinsic, created by the commerce that the right-of-way enables via the transmission of power resources, communication sources, and/or transportation venues. An analysis of the overall economic contribution of the roads in the corridor to the economy of the City, and a resultant valuation, were beyond the scope of this assignment. It is apparent that an analysis applying an approach that measured the economic impact of a matrix of city streets could produce an enormous dollar figure, as there could not be a city by modern standards without a network of roads.

THE APPRAISAL PROCESS

The appraisal profession has generally relied upon three traditional approaches to estimate the market value of real property. These are the *Income Capitalization Approach*, the *Sales Comparison Approach*, and the *Cost Approach*. While all three approaches are to be considered in any valuation assignment, all three are not always applied. The quantity and quality of available data, and the applicability of each approach relative to the value being sought, are important factors in the decision about which methods to apply.

The U.S. Economic Development Administration advised the City that the appropriate methodology with which to appraise the city streets was the ATF methodology, which requires the application of the sales comparison approach to value the land adjacent the subject property. It was an extraordinary assumption of my appraisal that the ATF technique is the appropriate technique to value the corridors that form a grid of city streets.

Market value of the adjacent land was estimated by applying the sales comparison approach. The cost approach did not offer substantial insight into my estimate of market value, although the unit-in-place method was used to estimate the value of the paving improvement to the subject and some of the comps. Sellers, buyers, and our peers in the Bay Area marketplace rarely rely on the cost approach when offering, purchasing, or valuing properties similar to the subject. There is very little land income data available, which prevented the application of the income capitalization approach.

The analysis was qualitative. A quantitative grid comparison was not be applied because the comps were not compared to any particular property. My analysis involved a survey of comparable land selling prices, *not my opinion of value for a particular parcel of land*. The result is the most probable price someone would pay for the “typical” lot, although the analysis revealed that there are no truly “typical” lots across the fence from the subject.

MARKET VALUE OF ADJACENT LANDS

I searched our Costar, LoopNet, and RealQuest databases throughout Alameda County to identify sufficient land sales to provide a data base of comparable sales for analysis. CoStar.com is a subscription database utilized by commercial appraisers that provides leads on the sale of commercial, industrial, residential subdivision, and multi-family residential land sales. We subscribe to the service for 6 Bay Area counties, including Alameda County. Loopnet.com is a database that provides data on both sold properties and those presently offered for sale, commercial, industrial, residential subdivision, and multi-family. We subscribe to this service on a nationwide basis. RealQuest is a database of public record data for all parcels nationwide; we subscribe to the California database.

Within each database, I searched for the sale of undeveloped land, and developed land where the highest and best use was redevelopment, that occurred since January 1, 2010, throughout Alameda County. For each data set – industrial, commercial, residential SFR, and residential multi-family – I parsed the data set to a reasonable number of comps, selecting for verification and analysis (in order of importance) those that were 1) in San Leandro, and/or 2) sold most recently, and/or 3) were most proximate geographically. I utilized comps that enabled me to bracket the important elements of comparison to the lots located adjacent to the land appraised.

Industrial Land

This table summarizes the results of my survey of industrial land:

Assignment: Conduit Installation Project in San Leandro, California

SUMMARY OF INDUSTRIAL LAND SALE COMPARABLES FOR SAN LEANDRO PROJECT									
	CITY	No.	ADDRESS	PRICE/SF	PRICE	AREA SF AREA Acre	CLOSED OF ESCROW	COMMENTS	
LARGE LOTS									
1	San Leandro	400	Hudson Lane	11.71	7,200,000	614,632 14.11	In escrow to close 5/2013	Fenced, unpaved, no buildings. "Largest industrial infill site in town" Hudson Lane is an alley that bisects the two parcels that comprise this lot. Lot area useable on one side of alley	
								In escrow at "about \$7.2 Million" according to agent	
2	San Leandro	1700	Neptune Dr	15.83	1,600,000	101,059 2.32	9/30/2011	4000' SF metal bldg with minimal contributory value Fenced, paved lot. Heavy equipment storage yard. Somewhat remote to freeway.	
3	San Leandro	10645	Bigge St	13.20	2,484,500	188,179 4.32	3/30/2012	Heavy equipment storage yard. Buyer Bigge Crane owns site across street. Fenced, paved, lighted lot.	Site is traversed by a power line easement with a double line of high tension poles/wires that warrants an upward adjustment.
4	Hayward	3458	Enterprise Drive		2,075,000 (200,000) 12.70	147,688 3.39	11/17/2010	5500 SF bldgs w/contributory value of \$200,000 per agent Fenced, paved, lighted lot	
5	Oakland		Howard & High St	19.26	2,450,000 (280,000) 17.06	127,195 2.92	3/10/2011	8000 SF steel bldg shell had contributory value of \$30-40/SF according to broker Redevelopment site in southwest Oakland near San Leandro border	
SMALL LOTS									
6	San Leandro	2595	Alvarado Street	25.00	1,100,000 (214,500) 20.13	43,996 1.01	6/18/2012	3575 SF 3-stall garage building with contributory value estimated by writer at \$/SF of 60 Truck and equipment storage lot. Paved and lighted. New high-quality street-side fencing installed by buyer	
7	Hayward	23751	Bernhardt St	20.28	530,000	26,136 0.60	10/21/2010	Vacant, unimproved land in Cabot Industrial Park. Unpaved, no fencing or lighting To build warehouse to distribute imported foods Buyer owned adjacent lot	
8	Hayward	2461	Dunn Rd	17.52	300,000	17,126 0.39	3/23/2011	Fenced and paved lot. Street in poor condition, traversed by heavy trucks. REO sale Buyer owns other lots in neighborhood from which he operates a towing business.	
9	Hayward	28218	Julia St	13.50	488,255	36,168 0.83	10/1/2012	Industrial lot fronts both Julia and high-traffic Industrial Blvd, but no access from Industrial. Dirt lot with perimeter fence but no significant lighting. Julia is unpaved in front of subject and to south	
10	Hayward	23555	Saklan Rd	15.26	600,000	39,326 0.903	6/30/2011	Contractors storage lot Unpaved, fenced corner lot with minimal lighting	

Note that I searched for "Large Lots" and "Small Lots". It is a widely held belief, or appraisal theory, that the law of diminishing returns applies to land sales in most market segments and geographical markets. The analogy often cited is to Cheerios: You pay more per ounce when you buy the smaller box of cereal. After studying the corridor segments appraised and the data collected, I decided that the appropriate delineation point for Large and Small lots was 2 acres. *For each segment valued, I allocated the Large and Small lot unit values to the proportion of large and small lots fronting each side of the street in each segment.*

The following pages consist of data sheets for each industrial comparable.

INDUSTRIAL LAND SALE COMPARABLES

LAND SALE COMPARABLE 1

Property Identification

Record No.	863	Grantor	Citizens Business Bank
Address	400 Hudson Lane, San Leandro	Grantee	Not determined
APN	075-0087-001-02 & 075-0087-008	Document #	Pending

Sales Data

Sales Price	\$7,200,000	Contract Date	
Financing		Recording Date	Scheduled to close 05/01/2013

Zoning	Industrial General	Unit Sales Price	\$10.51
General Plan	Light Industrial		
Land Area	685,199 SF, 15.730 Acres		

Verification

Verification Source	Craig Hagglund, Sale Broker, 510.903.7611
Verified By/Date	Subscriber services & Real Quest Margaret Solis, February 13, 2013

Comments

Industrial / Distribution Warehouse site.

This is a REO. The sale is in escrow, scheduled to close in approximately 90 days for \$7.2 Mil +/- . The buyer is an industrial developer. There are no assessment bonds to be assumed. This is a rare site, since large industrial lots are scarce in San Leandro. The land is encumbered by a documented off site contamination plume, ingress & egress issues, railroad crossings & BART. If these issues did not exist, it could sell for \$15 /SF.

The property is fenced, which contributes no value. The broker said that Oakland industrial land typically sells for more than San Leandro or Hayward. 2 - 5 Acres of unimproved, vacant land in San Leandro may sell in the \$15 - \$20 range; smaller parcels less than 2 Acres may sell in the \$20 range.

400 Hudson Lane, San Leandro



LAND SALE COMPARABLE 2

Property Identification

Record No.	862	Grantor	East Bay Leasing Corp
Address	1700 Neptune Drive, San Leandro	Grantee	Sklad LLC
APN	079A-0541-052	Document #	278910

Sales Data

Sales Price	\$1,600,000	Contract Date	August 01, 2011
Financing	Conventional	Recording Date	COE 9/30/2011

Zoning	Industrial General	Unit Sales Price	\$15.83
General Plan	General Industrial		
Land Area	101,052 SF, 2.320 Acres		

Verification

Verification Source	Joe Yamin, Listing Broker, 510.433.5812
Verified By/Date	Subscriber services & Real Quest Margaret Solis, February 12, 2013

Comments

Fenced and paved industrial lot somewhat remote to freeway. 4,000 SF metal building contributes little to value.

Sale price was a market price. Buyer is an owner-user. Property will be used as a corporate yard. There were no special assessment bonds assumed, toxic or environmental concerns, or anticipated unusual complications to develop.

Broker opines that industrial land in San Leandro has the same value as industrial land in Hayward & Oakland. Unimproved industrial lots >2 Acres in San Leandro range in value from \$12 - \$15 / SF & <2 Acres about \$15 / SF.

1700 Neptune Drive, San Leandro



LAND SALE COMPARABLE 3

Property Identification

Record No.	888	Grantor	Buran & Reed Inc
Address	10645 Bigge Street, San Leandro	Grantee	Bigge Street Properties LLC
APN	077A-0745-045-11	Document #	108039

Sales Data

Sales Price	\$2,484,500	Contract Date	
Financing	Conventional	Recording Date	COE 3/30/2012

Zoning	Industrial General	Unit Sales Price	\$13.20
General Plan	General Industrial		
Land Area	188,198 SF, 4.320 Acres		

Verification

Verification Source	Costar
	Subscriber services & Real Quest
Verified By/Date	Margaret Solis

Comments

Fenced, paved and lighted heavy equipment storage yard with power line easement bisecting site.

Buyer owned site across street.

Information is from Costar & Real Quest.

10645 Bigge Street, San Leandro



LAND SALE COMPARABLE 4

Property Identification

Record No.	685	Grantor	Paul Beckwith
Address	3458 Enterprise Avenue, Hayward	Grantee	Todd L & Kristin D Fitch Trust
APN	439-0099-037-01, -037-02	Document #	58354

Sales Data

Sales Price	\$2,075,000	Contract Date	November 17, 2010
Downward Adj	\$200,000 Contributory Value of Buildings		
Adjusted Price	\$1,875,000 Contributory Land Value		
Financing	Conventional	Recording Date	COE 2/16/2011

Zoning	I - Industrial	Unit Sales Price	\$14.05
General Plan	IC - Industrial Corridor		
Land Area	147,668 SF, 3.390 Acres		

Verification

Verification Source	Robert Kumnick, Broker, 925.737.4146
Verified By/Date	Subscriber services, Real Quest Margaret Solis, June 30, 2011

Comments

Buyer is an owner user; however, according to the broker he is currently leasing a portion, but plans on using the entire property. The sale price was a market price. There were no credits, concessions or environmental concerns. There are 2 metal buildings. One is 1500 SF with 500 SF of office space; the remainder is warehouse. The second is a 4000 SF shell with a crane, 400 Amp 3 Phase power, roll-up doors on each end, and no bathroom. Their contributory value was estimated to be about \$200,000 and there are two lines of PG&E high tension power lines on an easement that traverses the property. Robert Kumnick said that property was about 40% paved & 60% packed gravel. It was fenced & partially lighted. This had little contributory value, perhaps in the 5% range.

3458 Enterprise Avenue, Hayward



LAND SALE COMPARABLE 5

Property Identification

Record No.	864	Grantor	Michael Pond
Address	4341 Howard, 470 High, 450 High & High Streets, Oakland	Grantee	Sukhinder Singh
APN	034-2299-005-03 (005- 04, 007-01 & 010-02)	Document #	78176

Sales Data

Sales Price	\$2,450,000	Contract Date	January 01, 2011
Downward Adj	\$280,000 Contributory Value of Building		
Adjusted Price	\$2,170,000 Contributory Value of Land		
Financing	Private Party	Recording Date	COE 3/10/2011

Zoning	M-40/S-4	Unit Sales Price	\$19.26
General Plan	Estuary Policy Plan Area		
Land Area	127,195 SF, 2.920 Acres		

Verification

Verification Source	Paul Beckwith, Listing & Buyer Broker, 510.267.6038
Verified By/Date	Subscriber services & Real Quest Margaret Solis, February 12, 2013

Comments

Odd-shaped lot, partially paved. Buyer is an owner user who intends to use the property as a trucking yard. The sale price was a market price. There were no special assessment bonds assumed or environmental concerns. There is a "low quality - poor condition," 8,000 SF metal building. It had contributory value in the range of \$30 - \$40 / SF, which is \$280,000 @ \$35 / SF. It would require about \$20 / SF to rehab. The yard was fenced & most of the pavement was decomposed. The value of these amenities was not determined.

This Oakland location is considered more desirable than San Leandro, perhaps 10% greater. In general, Oakland industrial property is more valuable, especially if it is near the 880 Freeway.

The value of San Leandro vacant, unimproved industrial land greater than 2 acres may be in the \$13 - \$15 / SF range. Acreage less than 2 acres may sell about the same.

4341 Howard, 470 High, 450 High & High Streets, Oakland



LAND SALE COMPARABLE 6

Property Identification

Record No.	887	Grantor	Altnow Donald A
Address	2595 Alvarado Street, San Leandro	Grantee	E&D Investments LLC
APN	077A-0648-008-02	Document #	196042

Sales Data

Sales Price	\$1,100,000	Contract Date	
Financing		Recording Date	COE 6/18/2012

Zoning	Industrial General	Unit Sales Price	\$25.03
General Plan	Light Industrial		
Land Area	43,943 SF, 1.009 Acres		

Verification

Verification Source	Costar
Verified By/Date	Subscriber services & Real Quest Margaret Solis

Comments

Paved, fenced and lighted industrial storage lot with 3-stall garage/shop with estimated contributory value of \$50 / SF of building or \$178,750. New street-side fencing may have been installed after purchase

Information is from Costar & Real Quest.

2595 Alvarado Street, San Leandro



LAND SALE COMPARABLE 7

Property Identification

Record No.	650	Grantor	Vickers Management Ltd
Address	23751 Bernhardt Street, Hayward	Grantee	Wei-Chuan USA Inc
APN	439-0101-022	Document #	281971

Sales Data

Sales Price	\$530,000	Contract Date	June 01, 2010
Financing	All cash	Recording Date	COE 9/29/2010

Zoning	I - Industrial	Unit Sales Price	\$20.19
General Plan	IC - Industrial Corridor		
Land Area	26,256 SF, 0.603 Acres		

Verification

Verification Source	Craig Hagglund, Broker, 510.903.7611
Verified By/Date	Subscriber services & Real Quest Margaret Solis, March 16, 2011

Comments

Vacant, unpaved site, unlighted. Fence contributes no value.

Sale price broker said was a market price even though the buyer owned the adjacent property. He planned to eventually build a warehouse from which to distribute imported food. There were no special assessment bonds assumed or environmental concerns.

23751 Bernhardt Street, Hayward



LAND SALE COMPARABLE 8

Property Identification

Record No.	861	Grantor	Daniel Naygrow
Address	2461 Dunn Road, Hayward	Grantee	Sidney Dahro
APN	439-0013-016-02	Document #	88556

Sales Data

Sales Price	\$300,000	Contract Date	November 01, 2010
Financing	Cash to seller / Conventional	Recording Date	COE 3/23/2011

Zoning	I - Industrial	Unit Sales Price	\$17.52
General Plan	IC - Industrial Corridor		
Land Area	17,126 SF, 0.393 Acres		

Verification

Verification Source	Michael Tanzillo, Buyer Broker, 510.889.9157
Verified By/Date	Subscriber Services & Real Quest Margaret Solis, February 06, 2013

Comments

Industrial land on a street that is in poor condition. This was a REO. The buyer owns property in the neighborhood. He plans to expand his towing business. The broker could not comment if the sale price was a market price. In general, he stated that the market was depressed. There were no special assessment bonds assumed. It was unknown whether or not there were any environmental concerns; no inspections were performed. There was a house on property. The broker did not know its contributory value, but it appears to be minimal.

2461 Dunn Road, Hayward



LAND SALE COMPARABLE 9

Property Identification

Record No.	860	Grantor	Jose J Ornelas
Address	28218 Julia Street, Hayward	Grantee	Bhupinder Singh
APN	456-0051-008-02	Document #	426593

Sales Data

Sales Price	\$488,255	Contract Date	October 01, 2012
Financing	Private Financing	Recording Date	COE 12/21/2012

Zoning	I - Industrial	Unit Sales Price	\$13.50
General Plan	IC - Industrial Corridor		
Land Area	36,167 SF, 0.830 Acres		

Verification

Verification Source	Max Morris, Sale Broker, 510.537.4314
Verified By/Date	Subscriber services & Real Quest Margaret Solis, February 05, 2013

Comments

Industrial lot that fronts higher-traffic Industrial Blvd, but no access from Industrial Blvd. Julia Street is not paved in front of site. Dirt lot with fencing but inadequate lighting.

The sale price was a market price. The buyer is an investor. There were no special assessment bonds assumed, environmental concerns or anticipated unusual complications to develop the land. Broker did not think that there was any difference in location between Hayward, San Leandro or Oakland.

28218 Julia Street, Hayward



LAND SALE COMPARABLE 10

Property Identification

Record No.	705	Grantor	Berkeley Land Co., Inc.
Address	23555 Saklan Rd., Hayward	Grantee	23555 Saklan Road LLC
APN	441-0092-005-05	Document #	168672

Sales Data

Sales Price	\$600,000	Contract Date	April 01, 2011
Financing	SBA / 10%	Recording Date	COE: 6/30/11

Zoning	LM - Light Manufacturing	Unit Sales Price	\$15.26
General Plan	IC - Industrial Corridor		
Land Area	39,326 SF, 0.903 Acres		

Verification

Verification Source	Tom Damaschino, Listing Broker, 510.267.6035 Steve Chess 415.503.4300 RealQuest, Subscription Svcs.
Verified By/Date	Nancy Bigham, July 26, 2011

Comments

The site is vacant, 0.903 acres, on a corner; it has two curb cuts, on Saklan and Middle Lane. The property is enclosed with a chain-link fence. The buyer was a contractor who will use it as a storage yard. He was able to get an SBA loan because he had other property to use for collateral. There is water, sewer, and electricity to the site.

The price was a market price, escrow was about 60 days. Larger lots do sell for less per SF, in the broker's opinion, however he was not sure how much less. Corners get a higher price because of better exposure and access.

Mr. Steve Chess, buyer broker said that at the time of sale, the lot was compacted dirt &/or gravel; it was fenced. These amenities did not add value toward the sale price. Land is scarce. Lots greater than 2 acres may sell in the \$15 - \$20 range; lots less than 2 acres may sell in the \$18 - \$19 / SF range. Paving may cost in the \$5 - \$6 / SF range; the process includes drainage & water clarification.
M Solis

23555 Saklan Rd., Hayward



Analysis of Large Lot Data

Most of the comps are paved, fenced, and lighted lots being used as storage yards for vehicles and heavy equipment. **Comp 1** was fenced but not paved or lighted, and reflects the bottom of the surveyed range of unit selling prices at \$11.71/SF. The sale is recent, presently in escrow, so the actual selling price has not been recorded or publicized. The analysis is based upon the broker's statement that the selling price was "about \$7.2 Million".

Comps 2 and 3 reflect the more typical industrial lot along the segments appraised, at 2.32 and 4.32 acres respectively. The buyer of Comp 3 was more than typically motivated, as he owned the building and land across the street from which he operates his construction crane business. Off-setting the motivational factor is a power line easement that traverses the center of the site, presently improved with 2 sets of high-tension transmission lines and towers, limiting the development potential of this site essentially to the current yard storage use.

Comp 4 is a 3.39 acre site that is fenced, paved and lighted, that sold at a unit price of \$12.70/SF. It is located in Hayward, where industrial land is typically priced lower than San Leandro land, on the order of 10% lower according to the parties with whom we confirmed data. The agent estimated the contributory value of the small metal building on the site. The floor-area ratio was low and most of the value was in the land.

Comp 5 is a 2.92 acre lot located across the San Leandro northerly border in Oakland, near Segment A. This site sold at a unit price of \$17.06, after adjusting for the contributory value of the small building on the site. The broker advised that Oakland industrial land typically commands a premium of about 10% over San Leandro land. After adjusting for this, the comp indicates that a paved, fenced, lighted lot in San Leandro is worth about \$15.35/SF.

Three of the five large lot sales were in San Leandro, so I placed greatest emphasis on these. I concluded that large industrial lots in San Leandro – paved, fenced, and lighted - have a most probable unit value of **\$15/SF**.

Analysis of Small Lot Data

The 5 small lots spanned a lot size range of 0.39 to 1.01 acres. The largest lot, **Comp 6**, is located in San Leandro. There was a small garage building on the site in good condition with an estimated contributory value of \$50/SF of building, for which I adjusted the land value. **Comp 7** was an unimproved lot in an industrial park in Hayward. **Comps 8, 9, and 10** were lots in western Hayward. Comp 8 warrants an upward adjustment because it was sold under duress by the bank owner. Comps 9 and 10 were unpaved and either not lighted or poorly lighted. There are many unimproved industrial lots in western Hayward that appear to be under-utilized as storage lots, however, historically the area was domiciled by junk yards and there have been soil contamination issues discovered on some of those investigated for contamination. Many of the streets here are in poor condition due to heavy truck traffic.

The Small Lot data indicates that the most probably selling price for the typical small industrial lot in San Leandro – *paved, fenced, and lighted* - would be **\$20 per square foot**.

Contributory Value of Site Improvements

Because these comps were for the most part improved with fencing, paving and lighting, it is important to evaluate the contributory value of these improvements to the total value of the comparable land. I consulted Marshall Valuation Service (MVS) to estimate the contributory value of the fencing, paving, and lighting. MVS is a cost estimating service utilized almost universally by appraisers in northern California to break out improvement values.

Applying an adjustment for the contributory value of fencing, an amenity which the subject property does not have, would result in a negligible difference in unit value. Applying an adjustment for the contributory value of paving and lighting, an amenity which the subject property does have, warrants a downward adjustment of \$1.10/SF to **\$13.90/SF** for the paving and lighting amenity that the comparable large lots enjoy, and an adjustment to **\$18.90/SF** for the small lots. *These unit values are my estimate for the subject as if the land was not improved with paving* – Market Value (As If Not Improved with Paving).

ESTIMATED DEPRECIATED VALUE OF YARD IMPROVEMENTS									
PAVING (MVS Section 66, P. 2)									
		Low	Average	High					
Asphalt Paving / SF		\$1.80	\$2.23	\$2.65	Cost Multipliers from MVS				
2" Agr base		0.42	<u>\$0.48</u>	0.53	Section 99, P. 3 & 6				
			\$2.70						
Current Cost Multiplier			1.06		Useful Life (Years)				
Local Cost Multiplier			<u>1.35</u>		Average		Good		
			\$3.86		8		11		
Remaining Life			25%		Est Depreciation			75%	
Depreciated Value of Paving			\$0.97 / SF		MVS Section 97, P. 19				
LIGHTING (MVS Section 66, P. 5)									
					Sum of Contributory Values for paving and lighting \$ 1.05 / SF Say \$ 1.00				
Base Cost per Fixture		1110	1280	1340					
Current Cost Multiplier			1.06						
Local Cost Multiplier			<u>1.35</u>						
Cost per fixture in SL			\$1,832						
			4 fixtures						
Typical lot size			3 x acres		Useful Life (Years)				
			12 fixtures		Average		Good		
Cost to light 3 acres			\$21,980	new lighting	13		16		
Remaining Life			<u>50%</u>		Est Depreciation			50%	
Depreciated Value of Lighting			\$10,990		MVS Section 97, P. 19				
			130,680	SFR in	3 acres				
Dep. Value of Lighting/SF			\$ 0.08						
FENCING (MVS Section 66, P. 4)									
					Section 66, page 4				
8' Chain Link		\$16.70	\$19.60	\$ 22.70					
Current Cost Multiplier			1.06		Useful Life (Years)				
Local Cost Multiplier			<u>1.35</u>		Average		Good		
			\$28.05		15		17		
Remaining Life			<u>50%</u>		Est Depreciation			50%	
Depreciated Value of Fencing			\$14.02	/ Lineal Ft	MVS Section 97, P. 19				
Typical Lot Size			3 Acres						
			130,680	SF					
Frontage on a square lot			361.50	FT					
Perimeter of a square lot			1446	FT	Sum of All Contributory Values				
Value of Perimeter Fencing			\$20,278.24				\$ 1.21	/ SF	
Value/SF of Perimeter Fence			0.16		Say		\$ 1.20		

Commercial Land

The table below summarizes the results of my survey of commercial land sales in Alameda County. Because there were no applicable sales of large commercial lots in San Leandro, this data set includes data points from other cities in Alameda County. Once again I searched for “Large Lots” and “Small Lots” with a demarcation point between the two at 2 acres. Once again, for each segment valued, I allocated the Large and Small lot unit values to the proportion of large and small lots fronting that segment.

Both the Large and Small Lot data sets appear contrary to the Law of Diminishing Returns. Note the sale of two 10-acre lots to Target Stores (**Comps 2 and 4**). Target has been an active participant in the Bay Area market, taking advantage of a land price structure that reflected the lack of market activity during the last recession.

Analysis of Large Lot Data

1	Fremont	Curie Street	26.45	11,510,000	435,164	5/13/2011	Target Store site in		
			4.80	CFD Bonds	9.99		Pacific Commons Center		
			31.25	Total Unit Price					
2	Dublin	Tassajara Road	25.28	3,700,000	146,362	1/31/2012	Restaurant site occupied		
					3.36		by Appleby's, freeway visibility		
3	Dublin	Fallon Rd @ Dublin Bl	24.25	10,563,500	435,600	8/3/2010	Target Store site in Big Box center		
					10.00		known as Tassahara Crossing		
4	Alameda	2277 Harbor Bay Parkway	33.61	5,995,500	178,362	5/30/2012	Industrial/office park lot beneath airport		
					4.09		take-off flight path		
5	Oakland	250 Hegenberger Road	19.33	2,880,000	148,975	4/30/2010	Fenced, paved and lighted parking lot.		
					3.42		Leased for \$34,000 per month.		

The highest unit priced **Comp 4** is beneath the take-off path at Oakland International Airport. Lowest unit priced **Comp 5** is in another neighborhood near Oakland International Airport with demographics that support lower retail land prices than the subject and other comps. With less emphasis on these two, the others span a tighter unit selling price range of \$25.28 to \$31.25, bracketing one at \$24.25. The data indicates that the appropriate conclusion of most probable selling price for the Large Commercial Lots adjacent the subject corridor is \$25/SF. These lots were fenced, but not paved or lighted, so an adjustment for improvements does not appear to be warranted.

Analysis of Small Lot Data

6	San Leandro	15420	Hesperian Blvd	14.25	180,000	12,632	1/4/2012	Restaurant site at signalized corner/high-traffic street				
7	San Leandro	16790	E 14th Street	16.93	295,000	17,424	9/18/2012	Paved lot to be used by buyer as a used car lot				
						0.40						
8	San Leandro	16110	East 14th Street	18.08	1,000,000	55,321	5/25/2012	Previously developed in-fill site. Flat, utilities in street. Sold below mkt per agent. Redevelopment site for proposed out-patient clinic. Zoned Commercial by Alameda				
9	San Leandro	16640	E 14th Street	27.86	1,080,000	38,768	3/17/2010	REO. Redevelopment site for a mixed-use development. Site had been assembled and re-zoned by County prior to sale.				
						0.89						
10	Hayward	970-82	Lewelling Blvd	16.26	255,000	15,682	10/15/2012	Buyer intends to build an office building here when the existing low-priced lease expires in 5 years. Finished lot on high-traffic corner, access from 3 sides				
						0.36						
11	Dublin	7201	Amador Valley Bl	21.32	325,000	15,246	7/31/2012	Unimproved site for proposed day care center. Near high-traffic intersection. Use approval obtained by buyer during escrow.				
						0.35						
12	Livermore	2850	Las Positas Road	14.94	950,000	63,598	8/31/2012	Pad site in front of new Kohl's. Expanding retail neighborhood				
						1.46						

The Small Lots form a tighter range of value. Four of the 7 sales were properties in San Leandro. **Comp 9**, the high end of the range, is the most dated sale and a property that was foreclosed by a lender, so I placed less emphasis on that comp. If I also disregard the low end at \$14.25/SF, I'm left with 5 at these unit prices from low to high:

\$14.94 - \$16.26 - \$16.93 - \$18.08 - \$21.32

With greater emphasis on **Comps 7 and 8**, the most recent sales in San Leandro, the data indicates that the appropriate conclusion of most probable selling price for Small Lots without site improvements, adjacent the subject corridor, is **\$17/SF**.

The following pages consist of data sheets for each commercial comparable.

COMMERCIAL LAND SALE COMPARABLES

LAND SALE COMPARABLE 1

Property Identification

Record No.	890	Grantor	Catellus Mixed Land LLC
Address	Curie Street, Fremont	Grantee	Target Corporation
APN	525-1670-026	Document #	145498

Sales Data

Sales Price	\$11,510,000	Contract Date	
Financing		Recording Date	COE 5/13/2011

Zoning	P-2000-214	Unit Sales Price	\$26.45
		Bonds Assumed	<u>\$4.80</u> \$31.25

General Plan	Commercial - Regional
Land Area	435,145 SF, 9.990 Acres

Verification

Verification Source	Costar
Verified By/Date	Subscriber Services & Real Quest Margaret Solis

Comments

This lot is in an 877 acre, newly developed regional center known as Pacific Commons. Target has purchased several 10 acre sites in the region over the past several years.

CFD Bonds paid for infra-structure in the center. The comp's pro rata share was reported to be \$4.80 / SF.

Information is from Costar & Real Quest.

Curie Street, Fremont



LAND SALE COMPARABLE 2

Property Identification

Record No.	891	Grantor	Lakireddy Vijay K
Address	Dublin Blvd @ Tassajara Rd, Dublin	Grantee	4321 Toyota Drive LLC
APN	986-0016-023	Document #	29734

Sales Data

Sales Price	\$3,700,000	Contract Date	
Financing		Recording Date	COE 1/31/2012

Zoning	Planned Development	Unit Sales Price	\$25.26
General Plan	General Commercial		
Land Area	146,473 SF, 3.363 Acres		

Verification

Verification Source	Costar
Verified By/Date	Subscriber services & Real Quest Margaret Solis

Comments

This is a lot with I-580 Freeway visibility that was developed with a large restaurant leased to Applebee's. The site is in an area of Dublin where retail development is expanding.

Information is from Costar & Real Quest

Dublin Blvd @ Tassajara Rd, Dublin



LAND SALE COMPARABLE 3

Property Identification

Record No.	892	Grantor	Stanforth Holding Co LLC
Address	Fallon Road & Dublin Blvd, Dublin	Grantee	Target Corporation
APN	985-0079-001-03	Document #	213362

Sales Data

Sales Price	\$10,563,500	Contract Date	
Financing		Recording Date	COE 8/3/2010

Zoning	Planned Development	Unit Sales Price	\$24.25
General Plan	General Commercial		
Land Area	435,614 SF, 10.000 Acres		

Verification

Verification Source	Costar
Verified By/Date	Subscriber services & Real Quest Margaret Solis

Comments

This lot is in northeastern Dublin where retail development is expanding. Target built a 140,000 SF store on this site. Target has acquired several 10+- acre site in the region over the last several years.

Information is from Costar & Real Quest

Fallon Road & Dublin Blvd, Dublin



LAND SALE COMPARABLE 4

Property Identification

Record No.	893	Grantor	Alameda Waterfront Dev Invtrs
Address	2277 Harbor Bay Parkway, Alameda	Grantee	Stacy & Witbeck Inc
APN	074-1362-008-03	Document #	176010

Sales Data

Sales Price	\$5,995,500	Contract Date	
Financing		Recording Date	COE 5/30/2012

Zoning	CMPD - Commercial Manufacturing Planned Development	Unit Sales Price	\$33.61
General Plan	Business Park		
Land Area	178,362 SF, 4.095 Acres		

Verification

Verification Source	Costar
Verified By/Date	Subscriber services & Real Quest Margaret Solis

Comments

This is a lot in an office park that is beneath the take-off flight path of Oakland International Airport.

Information is from Costar & Real Quest.

2277 Harbor Bay Parkway, Alameda



LAND SALE COMPARABLE 5

Property Identification

Record No.	867	Grantor	Gallagher Properties
Address	250 Hegenberger Road, Oakland	Grantee	250 Hegenberger Partners
APN	044-5020- (001-12, 005- 24, 001-16)	Document #	118031

Sales Data

Sales Price	\$2,880,000	Contract Date	February 01, 2010
Financing		Recording Date	COE: 4/30/2010

Zoning	CIX-2 & CR-1	Unit Sales Price	\$19.32
General Plan	Business Mix & Regional Commercial		
Land Area	149,068 SF, 3.422 Acres		

Verification

Verification Source	Tyler Brown, Buyer Broker, 925.575.1847
Verified By/Date	Subscriber Services & Real Quest Margaret Solis, February 07, 2013

Comments

The property was a paved, fenced and lighted parking lot.

Sale price was a market price. It was not determined if there were any credits or concessions; if any, it was not much, perhaps money to seal parking lot. There were no special assessment bonds assumed or environmental concerns, Phase 1 was clean. The intended use was to continue as the Ace Parking lot; its use was "grandfathered." It was leased for approximately \$34,000/mo.

250 Hegenberger Road, Oakland



LAND SALE COMPARABLE 6

Property Identification

Record No.	869	Grantor	Jacinto F A & L A Trust
Address	15420 Hesperian Blvd, San Leandro	Grantee	Montero Carlos & Angelica R
APN	080D-0559-003-04	Document #	3020

Sales Data

Sales Price	\$180,000	Contract Date	December 01, 2011
Financing	Seller carried about 50%	Recording Date	COE 1/4/2012

Zoning	Commercial Community	Unit Sales Price	\$14.17
General Plan	General Commercial		
Land Area	12,700 SF, 0.292 Acres		

Verification

Verification Source	Michael Tanzillo, Listing Broker, 510.889.9157
Verified By/Date	Subscriber services & Real Quest Margaret Solis, February 19, 2013

Comments

This was the sale of a lot at a signalized corner on a high-traffic street that was purchased by a buyer who planned to build a restaurant.

Sale price was a market price. The seller carried the note which did not have an effect on the sale price. There were no credits or concessions, special assessment bonds assumed or environmental concerns. Getting the necessary approvals to construct a restaurant was the only anticipated complication to develop the land.

The property is triangular & fenced. At the time, there were approvals for an approximate 2,100 SF garage. This had some contributory value, but it was not determined. Other positive features included its location on Hesperian Blvd at a signal light intersection & its proximity to Highway 238.

15420 Hesperian Blvd, San Leandro



LAND SALE COMPARABLE 7

Property Identification

Record No.	870	Grantor	Martin J M III Living Trust
Address	16790 E 14th Street, San Leandro	Grantee	Marcelino Rayana
APN	080A-0100-032-05	Document #	306180

Sales Data

Sales Price	\$295,000	Contract Date	August 01, 2012
Financing		Recording Date	COE 9/19/2012

Zoning	TC - Transit Corridor (ACBD)	Unit Sales Price	\$16.93
General Plan	Commercial		
Land Area	17,424 SF, 0.400 Acres		

Verification

Verification Source	Ben Marcus, Listing Broker, 510.874.1977 Theresa Marquez, Buyer Broker 510.300.4266 Subscriber services & Real Quest
Verified By/Date	Margaret Solis, February 15, 2013

Comments

The lot was purchased for use as a used car lot.

Buyer's intended use was as a used car lot. Property was priced to sell. Sellers were firm on the price & carried some of the financing. This was attractive & allowed the transaction to take place since it is difficult to get financing. There were no special assessment bonds assumed. Since the property used to be a car dealership, there were some environmental concerns; however, the buyer was comfortable with the condition and purchased as is. The only anticipated complication to develop the property was dealing with the county. Ms. Marquez stated that there were some easements & area dedicated for sidewalks.

At the time of sale, the property was leased by a construction contractor. Rent was month-to-month at \$1,000/month. A billboard generated about \$200/month.

16790 E 14th Street, San Leandro



LAND SALE COMPARABLE 8

Property Identification

Record No.	877	Grantor	NHB Bank NA
Address	16110 E 14th Street, San Leandro	Grantee	Tiburcio Vasquez Health Center
APN	080-0057-040	Document #	195963

Sales Data

Sales Price	\$1,000,000	Contract Date	June 01, 2011
Financing	Conventional	Recording Date	COE 6/18/2012

Zoning	TA - Transit Access (ACBD)	Unit Sales Price	\$18.02
General Plan	Commercial		
Land Area	55,500 SF, 1.274 Acres		

Verification

Verification Source	Ms. Martinez, Buyer Rep, 510.690.6057
Verified By/Date	Subscriber services & Real Quest Margaret Solis, February 19, 2013

Comments

Commercial land

This was a REO transaction. According to the buyer, the \$1 Million sale price may have been below market. There were no special assessment bonds assumed, environmental concerns or anticipated unusual complications to develop. The buyer planned to build an out-patient clinic. Deal was contingent upon achieving acceptable parking ratio.

16110 E 14th Street, San Leandro



LAND SALE COMPARABLE 9

Property Identification

Record No.	634	Grantor	Bayview Loan Servicing LLC
Address	16640 E 14th Street, San Leandro	Grantee	Redevelopment Agency of the County of Alameda
APN	080-0078-026-14	Document #	69492

Sales Data

Sales Price	\$1,080,000	Contract Date	December 01, 2009
Financing	All cash	Recording Date	COE 3/17/2010

Zoning	TA - Transit Access (ACBD)	Unit Sales Price	\$27.86
General Plan	Commercial		
Land Area	38,768 SF, 0.890 Acres		

Verification

Verification Source	Bill Lambert, Buyer contact, 510.670.5333 Paul Valva, Broker 510.451.7317 Subscriber services & Real Quest
Verified By/Date	Margaret Solis, December 23, 2010

Comments

Property is in Ashland, an unincorporated area of Alameda County. Transaction was a REO; the price of \$1,074,000 was the net price because there was a credit of \$6,000 for environmental remediation - some lead paint & asbestos, which were all above ground. This brought the sale price to \$1,080,000. It was considered a market price because there was an appraisal done. The intended use was as a mixed use development. There was a small cinder block building of approximately 600 - 900 SF on the property; the estimate for demolition was around \$2,500. Utilities were to the site. There were no special assessment bonds assumed.

4/2/2012, Paul Valva: The lengthy marketing time was due to a tenant on site. The County of Alameda purchased the property because it was large enough to construct apartments. It was an "As Is" transaction with no entitlements.

16640 E 14th Street, San Leandro



LAND SALE COMPARABLE 10

Property Identification

Record No.	895	Grantor	Loewen Steven
Address	970-982 Lewelling Blvd, Hayward	Grantee	Singh Tajinder & Sandeep K
APN	414-0006-046	Document #	338329

Sales Data

Sales Price	\$255,000	Contract Date	October 01, 2012
Financing	All cash	Recording Date	COE 10/15/2012

Zoning	FA - Freeway Access (ACBD)	Unit Sales Price	\$15.89
General Plan	Commercial		
Land Area	16,049 SF, 0.368 Acres		

Verification

Verification Source	Jack Bitz, Buyer Broker, 510.352.9100
Verified By/Date	Subscriber services & Real Quest Margaret Solis, February 07, 2013

Comments

This finished lot is located at the corner of two high traffic streets, with street access from 3 sides.

There were no special assessment bonds assumed or environmental concerns; however, a gas station is adjacent the property. Unusual complications to develop may include setbacks & the length of the entitlement process. At the time of sale there were 2 vacant dilapidated houses, each requiring about \$50,000 of work. There were 2 billboards. Rent was about \$6,000/yr with 5 years left & then the billboards are to be removed. Potential use is a 3-5 story, 40,000 SF office building w/subterranean parking.

970-982 Lewelling Blvd, Hayward



LAND SALE COMPARABLE 11

Property Identification

Record No.	897	Grantor	Valley Community Bank
Address	7250 Amador Valley Blvd, Dublin	Grantee	Dublin Education Group LLC
APN	941-0210-035	Document #	250148

Sales Data

Sales Price	\$325,000	Contract Date	November 01, 2011
Financing	All cash	Recording Date	COE 7/31/2012

Zoning	Downtown Dublin Zoning District	Unit Sales Price	\$21.12
General Plan	Downtown Dublin - Village Parkway District		
Land Area	15,388 SF, 0.353 Acres		

Verification

Verification Source	Adam Ebner, Listing Broker, 925.251.4606
Verified By/Date	Subscriber services & Real Quest Margaret Solis, February 19, 2013

Comments

Unimproved interior lot behind a shopping center, near high-traffic signalized corner.

This was a REO transaction. During the lengthy escrow, the buyer obtained use approved. The intended use is a daycare facility. There were no special assessment bonds assumed or environmental concerns. The only complication to develop would be getting use approval.

7250 Amador Valley Blvd, Dublin



LAND SALE COMPARABLE 12

Property Identification

Record No.	898	Grantor	Las Positas Partners LLC
Address	2850 Las Positas Road, Livermore	Grantee	SMBC Leasing & Finance Inc
APN	099-0015-058	Document #	295513

Sales Data

Sales Price	\$950,000	Contract Date	
Financing		Recording Date	COE 9/10/2012

Zoning	PDC00-100	Unit Sales Price	\$14.93
General Plan	CS-GC - Community Serving General Commer		
Land Area	63,631 SF, 1.461 Acres		

Verification

Verification Source	Costar
Verified By/Date	Subscriber services & Real Quest Margaret Solis

Comments

This site is located in a newly developing retail neighborhood in eastern Livermore. The site was improved with a shell building now being offered for office, retail and medical office use. This is a pad site in front of a new Kohl's.

Information is from Costar & Real Quest.

2850 Las Positas Road, Livermore



Single Family Lots

9	San Leandro	1166 Manor Blvd	15.35	78,000	5,083	6/21/2011	Vacant lot that abuts rear of strip retail center at high-traffic intersection.
10	San Leandro	San Jose Street	22.22	100,000	4,500	6/14/2011	Flat, utilities in street, low-traffic. Paid above-market per agent.
			14.44	65,000	was market price per agent		Purchased by adjacent property owner to expand yard.
11	San Lorenzo	adj. 16676 Winding Boulevard	8.96	31,000	3,458	1/2/2013	Upslope lot with local view, not graded, utilities in street. Probate sale
			20.24	70,000	estimated market value		below market per Broker, who estimated market value today of \$70-80K.

The Single Family Lots form a tighter range of value, and all of the sales were properties in San Leandro. The low end of the range, Comp 12, is an upsloping lot offering views, with the view amenity offset by the additional costs to develop a sloping lot. The broker told us that this probate sale transacted at a below-market price – he felt the market value was \$70,000 or \$20.24/SF. The high end of the range, **Comp 11**, is on a low-traffic residential street. The agent felt this sold above-market; the buyer was the adjacent property owner. The middle of the range, **Comp 10**, is adjacent a retail strip center that is at a high-traffic intersection. Some of the subject lots are affected by adjacent retail development, but few. With greater emphasis on Comp 11 in a suburban part of San Leandro, the data indicates that the appropriate conclusion of most probable selling price for the Single Family Lots adjacent the subject corridor is **\$20/SF**.

The following pages consist of data sheets for each residential comparable.

RESIDENTIAL LAND SALE COMPARABLES

LAND SALE COMPARABLE 1

Property Identification

Record No.	872	Grantor	Joyful House LLC
Address	1707 162nd Avenue, San Leandro	Grantee	Alcazar Alejandro C
APN	080-0048-044	Document #	322289

Sales Data

Sales Price	\$65,000	Contract Date	October 27, 2011
Financing	Private Party	Recording Date	COE 11/10/2011

Zoning	R-S-D-25 - Suburban Residence Combining District	Unit Sales Price	\$12.36
General Plan	Residential		
Land Area	5,258 SF, 0.121 Acres		

Verification

Verification Source	Carlos Rodriguez, Selling Agent, 925.272.4545
Verified By/Date	Subscriber services & Real Quest Margaret Solis, February 13, 2013

Comments

This is a level corner lot in a neighborhood improved primarily with single family houses. Although the seller is a lender, the listing agent said this was not a REO.

Sale price was a market price, unaffected by private party financing. The buyer's intended to construct a house. There were no special assessment bonds assumed, environmental concerns or extenuating circumstances.

On the date of verification, the property was being offered for sale for \$84,000. There are no improvements. It is being sold "as is." The increase in price was based on a change in market conditions.

1707 162nd Avenue, San Leandro



LAND SALE COMPARABLE 2

Property Identification

Record No.	874	Grantor	Davilla Laurence (TE) & Clifford (TE)
Address	14341 Bancroft Avenue, San Leandro	Grantee	Not determined
APN	077E-1569-013-03	Document #	Not determined

Sales Data

Sales Price	\$636,000	Contract Date	
Financing	Cash & seller carry	Recording Date	COE 3/1/2013
Zoning	Residential MF w/24 DU/AC	Unit Sales Price	\$14.94
General Plan	High density residential		
Land Area	42,581 SF, 0.978 Acres		

Verification

Verification Source	Kelly Klingler, Listing agent, 510.552.0452
Verified By/Date	Subscriber services & Real Quest Margaret Solis, February 13, 2013

Comments

Level lot in a neighborhood improved with houses and apartment complexes.

Escrow closed 3/1/2013. The down payment was \$330,000 & the seller carried \$310,000. According to the agent, the seller financing did not affect the sale price. Both the listing & selling agents credited the buyer about \$1,500 each for the clean-up of debris. Price reflects this / net of credits. There were no special assessment bonds assumed, environmental concerns or anticipated unusual complications that would affect development.

The listing agent stated that the front 2/3 of the site is zoned RM1800 & the rear is zoned Multi-family residential. The property is improved with 2 houses; the buyer may develop in the future. Agent indicated potential for up to 20 units.

14341 Bancroft Avenue, San Leandro



LAND SALE COMPARABLE 3

Property Identification

Record No.	875	Grantor	G M Financial & Hendrickson Barbara
Address	2101 Washington Avenue, San Leandro	Grantee	Not disclosed
APN	075-0082-049-01	Document #	In escrow

Sales Data

Sales Price	\$489,000	Contract Date	February 01, 2013
Financing		Recording Date	Scheduled to close 3/1/2013

Zoning	Commercial Community	Unit Sales Price	\$24.98
General Plan	Corridor Mixed Use		
Land Area	19,576 SF, 0.449 Acres		

Verification

Verification Source	Mark Lederer, Sale Broker, 510.774.4231
Verified By/Date	Subscriber services & Real Quest Margaret Solis, February 13, 2013

Comments

A flat corner in-fill lot in a neighborhood of apartments and houses.

According to the broker, the sale price was slightly less than the list price of \$489,000. There are no special assessment bonds to be assumed or any anticipated unusual complications to develop the property. The site was formerly a gas station. Phase I & II investigations were clean. There are 2 deed restrictions. A well is not permitted & you cannot dig below 30 feet. The broker thought that the buyer plans to eventually construct apartments.

2101 Washington Avenue, San Leandro



LAND SALE COMPARABLE 4

Property Identification

Record No.	876	Grantor	Manbelan Taghi & Rod Soosan 2007 Trust
Address	16432 Saratoga Street, San Leandro	Grantee	
APN	080A-0200-003-03	Document #	Listing

Sales Data

Sales Price	\$595,000	Contract Date	February 13, 2013
Financing		Recording Date	

Zoning	R-S-D-3 - Suburban Residence Combining District, 1,500 SF/DU	Unit Sales Price	\$12.20
General Plan	Residential		
Land Area	48,787 SF, 1.120 Acres		

Verification

Verification Source	Soosan Rod, Listing Agent, 510.744.3513
Verified By/Date	Subscriber services & Real Quest Margaret Solis, February 13, 2013

Comments

Multi-family residential ridge top site offers view of bay.

Listing agent is also part owner. There have not been any offers. There are no special assessment bonds to be assumed, environmental concerns or anticipated unusual complications to develop the property. According to the MLS & Costar, the land is zoned High Density - Multi-family.

16432 Saratoga Street, San Leandro



LAND SALE COMPARABLE 5

Property Identification

Record No.	878	Grantor	Revill Harry
Address	16222 Lindview Drive, San Leandro	Grantee	Yang Susan Q
APN	080A-0188-006	Document #	212399

Sales Data

Sales Price	\$52,000	Contract Date	May 21, 2012
Financing		Recording Date	COE 7/3/2012

Zoning	R-S-D-20 - Suburban Residence Combining District	Unit Sales Price	\$5.84
General Plan	Residential		
Land Area	8,903 SF, 0.204 Acres		

Verification

Verification Source	MLS
	Subscriber services & Real Quest
Verified By/Date	Margaret Solis

Comments

Upsloping in-fill lot offering views. Potential for 6 units. Steep slope may require extraordinary foundation work to develop.

MLS & Real Quest.

16222 Lindview Drive, San Leandro



LAND SALE COMPARABLE 6

Property Identification

Record No.	880	Grantor	Lynch Shirley
Address	Manon Avenue, Hayward	Grantee	Gogri Mahesh & Shilpa
APN	453-0090-014	Document #	299409

Sales Data

Sales Price	\$400,000	Contract Date	
Financing	Private Party	Recording Date	COE 9/13/2012

Zoning	RS - Single Family Residential	Unit Sales Price	\$9.33
General Plan	Medium Density Residential		
Land Area	42,864 SF, 0.984 Acres		

Verification

Verification Source	Costar
Verified By/Date	Subscriber services & Real Quest Margaret Solis

Comments

The buyer plans to build houses on this flat residential in-fill site. Utilities are available in the street.

Seller financed 50% of the purchase price.

Information is from Costar & Real Quest. We were not successful in speaking to a party to the transaction.

Manon Avenue, Hayward



LAND SALE COMPARABLE 7

Property Identification

Record No.	881	Grantor	City of Hayward
Address	353 B Street, Hayward	Grantee	Urban Dynamic
APN	431-0110-007	Document #	Pending

Sales Data

Sales Price	\$4,000,000	Contract Date	February 01, 2011
Financing		Recording Date	No estimated date to close escrow.

Zoning	RM/SD4 - Med Density Residential SD4	Unit Sales Price	\$23.89
General Plan	Medium Density Residential		
Land Area	167,445 SF, 3.844 Acres		

Verification

Verification Source	Gloria Ortega, Seller Rep, 510.583.4740
Verified By/Date	Subscriber Services & Real Quest Margaret Solis, February 07, 2013

Comments

This is a flat lot in a residential neighborhood. Former school site sold by Successor to RDA.

The option to purchase occurred over 2 years ago. Besides the negotiation of terms & conditions, it took place during the dissolution of the Redevelopment Agency. There is no estimated COE. The \$4 Mil sale price is a market price. Seller is in process of doing environmental remediation. There are no special assessment bonds to be assumed or any anticipated unusual complications to develop the property. The intended use is to construct 57 single family houses.

353 B Street, Hayward



LAND SALE COMPARABLE 8

Property Identification

Record No.	882	Grantor	Eplin Thomas M
Address	16309 Kent Avenue, San Lorenzo	Grantee	Ashland Family Housing LP
APN	080C-0479-023-02 & (-023-01, -022)	Document #	225898

Sales Data

Sales Price	\$3,120,000	Contract Date	March 01, 2011
Financing	Conventional	Recording Date	COE 8/5/2011

Zoning	TA - Transit Access	Unit Sales Price	\$38.01
General Plan	Commercial		
Land Area	82,080 SF, 1.884 Acres		

Verification

Verification Source	Mike Ahern, Listing Broker, 925.838.0202
Verified By/Date	Subscriber services & Real Quest Margaret Solis, February 13, 2013

Comments

Flat lot presently used as 37-space mobile home park. All utilities on site.

Buyer is an investor / developer. There were no special assessment bonds assumed, environmental concerns, or anticipated unusual complications for development. At the time of sale, there were structures on the property; there were no estimates for demolition cost. Buyer is trying to achieve a map for 85 low income units

16309 Kent Avenue, San Lorenzo



LAND SALE COMPARABLE 9

Property Identification

Record No.	883	Grantor	Lalonde Susie Trust
Address	1166 Manor Blvd, San Leandro	Grantee	Chuong Randy S & Trina N
APN	080G-1372-002	Document #	175925

Sales Data

Sales Price	\$78,000	Contract Date	May 27, 2011
Financing	Cash	Recording Date	COE 6/21/2011

Zoning	Commercial Neighborhood	Unit Sales Price	\$15.35
General Plan	Neighborhood Commercial		
Land Area	5,083 SF, 0.117 Acres		

Verification

Verification Source	MLS
	Subscriber services & Real Quest
Verified By/Date	Margaret Solis

Comments

Flat vacant lot adjacent a storefront building.

Information is from the MLS & Real Quest.

1166 Manor Blvd, San Leandro



LAND SALE COMPARABLE 10

Property Identification

Record No.	884	Grantor	Steuer Gladys L Trust
Address	San Jose Street, San Leandro	Grantee	Darrigo Lillian Trust
APN	077-0517-017-03	Document #	170470

Sales Data

Sales Price	\$100,000	Contract Date	May 23, 2011
Financing	Cash	Recording Date	COE 6/14/2011

Zoning	RS Residential Single Family District	Unit Sales Price	\$22.22
General Plan	Low Density Residential		
Land Area	4,500 SF, 0.103 Acres		

Verification

Verification Source	Robert Jones, Listing Broker, 510.357.0120
Verified By/Date	Subscriber services & Real Quest Margaret Solis, February 19, 2013

Comments

Residential lot on low-traffic residential street.

The adjacent property owner purchased the parcel. Their intended use was to expand their yard. The broker thought that the sale price was above market. \$65,000 was considered a more market price. There were no special assessment bonds assumed, environmental concerns, or anticipated unusual complications to develop the property.

San Jose Street, San Leandro



LAND SALE COMPARABLE 11

Property Identification

Record No.	885	Grantor	Rogers Robert D Trust
Address	Winding Blvd, San Lorenzo	Grantee	Trolan Matthew A
APN	080A-0212-035	Document #	1190

Sales Data

Sales Price	\$31,000	Contract Date	December 13, 2012
Financing	Cash	Recording Date	COE 1/2/2013

Zoning	R-1-RV 5,000 SF MBSA	Unit Sales Price	\$8.96
General Plan	Residential		
Land Area	3,458 SF, 0.079 Acres		

Verification

Verification Source	Rosel Trolan, Selling broker, 510.410.6024
Verified By/Date	Subscriber Services & Real Quest Margaret Solis, February 13, 2013

Comments

Residential land

This was a probate transaction. Sale price was considered a "good deal." There were no special assessment bonds assumed or environmental concerns. Since the property is upslope, excavating and foundation work may be necessary. Utilities are in the street. The intended use is to construct a single family house.

Winding Blvd, San Lorenzo



MARKET VALUE (AS IF UNIMPROVED WITH PAVEMENT)

The corridor appraised is improved with asphaltic concrete pavement. The Client asked for an opinion of value assuming the property appraised was not improved.

I've inserted below a recapitulation of the Summary of Across the Fence Analysis spreadsheet presented earlier. To review:

The top section shows the base value of unimproved land for each of the six zones of value represented by the land adjacent the subject:

Column 1 shows the segment length for segments A-I.

Column 2 shows the sub-segment on each side of each street in the Project. Note that compass points assume that the I-880 Freeway, Doolittle, and Teagarden run north/south.

Column 3 identifies the zones of value for each sub-segment, referring to land-use types at the top of the page.

Column 4 specifies the frontage comprising that sub-segment and zone of value

Columns 5 and 6 allocate each sub-segment/zone of value to "Row 1" or "Row 2" at the top of the spreadsheet, where the Large/Small commercial and industrial lots are segmented, and the Multi/Single Family residential lots are segmented.

Columns 7 and 8 apply the percentages in Columns 5 and 6 to state the length of each sub-segment/zone of value.

Column 9 is the product of the lengths in Columns 7 and 8, times the appropriate unit value from the zones of value above, times 3 feet, since the corridor is 3 feet wide.

Column 10 computes the overall value of each segment by averaging the value contribution from each side of each street in each segment. The sum is shown at the bottom. This is the Market Value (As If Unimproved) of the Project, that is, the value as if there were no paving on the street.

Assignment: Conduit Installation Project in San Leandro, California

SUMMARY OF ACROSS THE FENCE ANALYSIS										
	INDUSTRIAL LAND		COMMERCIAL LAND			RESIDENTIAL LAND				
Row 1	Value per SF - Small Lots	\$18.90	Value per SF - Small Lots:	\$17.00		\$ per SF - Multi-Family:	\$14.00			
Row 2	Value per SF - Large Lots	\$13.90	Value per SF - Large Lots:	\$25.00		Value per SF - SFR Lots:	\$20.00			
	The analysis looked at uses on each side of the street, so the "Segment Value" is typically computed based on the sum of the sides divided by 2 except where otherwise indicated									
Conduit								Value of		
Segment	Street	Allowable	Frontage(ft)	% Allocated	% Allocated	R1 Length	R2 Length	3 Ft Portion,	Segment	
Length	(Directions assume 1-880 runs N/S)	Land Use	from Map	Row 1 Value	Row 2 Value	Allocation	Allocation	Each Side of St	Value	
A	N/S Adams	Industrial	885	0.0%	100.0%	0	885	\$36,905	\$36,905	
1770	S/S Adams	Industrial	885	100%	0%	885	0	\$50,180	\$50,180	
3800	Loop							(There are 2 conduits in the 885' section of Adams St)		
5570	N/S Adams	Industrial	510	0.0%	100.0%	0	510	\$21,267		
	S/S Adams	Industrial	510	50.0%	50.0%	255	255	\$25,092		
	E/S McCormick	Industrial	1,390	66.7%	33.3%	927	463	\$71,870		
	W/S McCormick	Industrial	1,390	20.0%	80.0%	278	1112	\$62,133		
	E/S Whitney	Industrial	1,390	55.0%	45.0%	765	626	\$69,431		
	W/S Whitney	Industrial	1,390	75.0%	25.0%	1043	348	\$73,601		
	N/S Edison	Industrial	510	100.0%	0.0%	510	0	\$28,917		
	S/S Edison	Industrial	510	90.0%	10.0%	459	51	\$28,152		
			The value of the segment is the sum of each "side of the street" divided by 2						\$380,462	\$190,231
B	E/W/S Doolittle	Industrial	4,050	55.0%	45.0%	2227.5	1822.5	\$202,298	\$202,298	
4050			Both sides of street computed together because only a short portion of west side is within city limits							
C	E/S Doolittle	Industrial	1173	100%	0.0%	1,173	-	\$66,528		
1408		Commercial	235	100%	0.0%	235	-	\$11,968		
	W/S Doolittle	Commercial	845	100%	0.0%	845	-	\$43,085		
		Residential	563	100%	0.0%	563	-	\$23,654		
								\$145,235	\$72,618	
D	N/S Marina	Commercial	884	100%	0.0%	884	-	\$45,059		
2200		Residential	2,062	85%	15.0%	1,752	309	\$92,149		
745	S/S Marina	Commercial	1,178	70%	30.0%	825	353	\$68,560		
2945		Residential	1,767	0%	100.0%	-	1,767	\$106,020		
								\$311,787	\$155,894	
E	E/S Monarch Bay	Commercial	2,300	0%	100.0%	-	2,300	\$172,500		
2300	W/S Monarch Bay	Commercial	2,300	30%	70.0%	690	1,610	\$155,940		
3675	N/S Fairway	Commercial	1,503	15%	85.0%	226	1,278	\$107,343		
5975		Residential	2,172	0%	100.0%	-	2,172	\$130,295		
	S/S Fairway	Commercial	1,615	40%	60.0%	646	969	\$105,621		
		Residential	2,060	100%	0.0%	2,060	-	\$86,520		
								\$758,220	\$379,110	
F	E/S Catalina	Industrial	2,750	30%	70%	825	1,925	\$127,050		
2750	W/S Catalina	Industrial	2,200	70%	30.0%	1,540	660	\$114,840		
2675	W/S Catalina	Commercial	550	0%	100.0%	-	550	\$41,250		
5425	N/S Farallon	Industrial	2,675	10%	90.0%	268	2,408	\$115,560		
	S/S Farallon	Industrial	2,675	70%	30.0%	1,873	803	\$139,635		
G	E/S Alvarado	Industrial	4,250	25%	75.0%	1,063	3,188	\$193,163		
		Commercial	200	100%	0.0%	200	-	\$10,200		
4450	W/S Alvarado	Industrial	4,250	60%	40.0%	2,550	1,700	\$215,475		
		Residential	200	100%	0.0%	200	-	\$8,400		
1900	NE/S Fremont	Industrial	570	45%	55.0%	257	314	\$27,617		
		Commercial	665	40%	60.0%	266	399	\$43,491		
		Residential	665	100%	0.0%	665	-	\$27,930		
	SW/S Fremont	Residential	1,900	100%	0.0%	1,900	-	\$79,800		
850	NW/S Chevron/Chapel	Industrial	567	0%	100.0%	-	567	\$23,642		
7200		Residential	283	100%	0.0%	283	-	\$11,888		
	SE/S Chevron/Chapel	Residential	850	100%	0.0%	850	-	\$35,700		
								\$677,305	\$338,652	
H	N/S Burroughs	Industrial	1,380	20%	80.0%	276	1,104	\$61,686		
1380	S/S Burroughs	Industrial	1,380	60%	40.0%	828	552	\$69,966		
1140	E/S Griffith	Industrial	1,140	25%	75.0%	285	855	\$51,813		
2520	W/S Griffith	Industrial	1,140	100%	0.0%	1,140	-	\$64,638		
								\$248,103	\$124,052	
I	N/S Montague	Industrial	1,510	80%	20.0%	1,208	302	\$81,087		
1510	S/S Montague	Industrial	1,510	60%	40.0%	906	604	\$76,557		
3380	E/S Teagarden	Industrial	3,380	10%	90.0%	338	3,042	\$146,016		
4890	W/S Teagarden	Industrial	2,366	100%	0.0%	2,366	-	\$134,152		
	W/S Teagarden	Commercial	1,014	0%	100.0%	-	1,014	\$76,050		
								\$513,862	\$256,931	
39,983	Ft Total Segment Length									
3	Ft Segment Width			Market Value (As If Not Improved with Pavement):					\$1,806,869	

Opinion of Market Value (As If Unimproved): \$1,810,000

MARKET VALUE (AS IS - IMPROVED WITH PAVEMENT)

To estimate this, I utilized MVS, and the street cross-section data provided by the City, to estimate the contributory value of the pavement.

CONTRIBUTORY VALUE OF PAVEMENT					
		Low	Average	High	
4" asphaltic concrete		\$1.82	\$2.18	\$2.65	Base Unit Costs from MVS Section 66, P. 1 & 2
Additional inch of AC		0.36	0.45	0.40	
2" Aggregate base		0.58	0.80	1.01	
	Sub-total		3.43		
Add'l Aggregate Base/inch		0.14	0.17	0.20	
Times Inches	x		7.00		
			1.19		
4" Rock Base		0.60	0.68	0.76	
Add'l Rock Base/Inch		0.10	0.13	0.16	
Times Inches			14		
			1.82		
	Sub-total		2.50		
			\$7.12		
Current Cost Multiplier			1.06		Cost Multipliers from MVS Section 99, P. 3 & 6
Local Cost Multiplier			1.35		
			10.18		
Multiplier for Comm'l and Ind's Streets			1.45		
Replacement Cost/SF paving			14.76	Estimated Life:	100 Years
Remaining Life Factor			0.25	Remaining Useful Life:	25 Years
Depreciated Value of Paving			3.69	/ SF	
			119,949	Area of Pavement (SF)	
			\$442,710	Contributory Value of Pavement	

The spreadsheet above shows the MVS estimated cost of the components comprising Marina Boulevard in the Project. I had to estimate how much the average street in the project had deteriorated. Knowing that some of the streets may be as many as 100 years old, and knowing that budgetary considerations are stretching the useful lives of infrastructure beyond the preferable limit, I estimated a remaining useful life for the average paving in the project area of 25 years, resulting in a 75% depreciation rate. This results in the contributory value for pavement shown on the spreadsheet above, and the opinion of market value shown at the bottom of the Summary of Across the Fence Analysis spreadsheet.

Market Value (As If Not Improved with Pavement):					\$1,810,000
			Contributory Value of Pavement:		\$442,710
					\$2,252,710
Market Value (As Is):					\$2,250,000

ADDENDA

Qualifications of Appraiser

WAYNE F. PRESCOTT, MBA, MAI, CCIM
The Schmidt-Prescott Group, Inc.

Valuation Consulting, Appraisal, Expert Testimony

State Certified General Appraiser, License No. AG001533; Licensed Real Estate Broker, DRE No. 01012456

MAI Member of the Appraisal Institute, No. 10263, CCIM Member of the CCIM Institute, No. 7817

2010 North First Street, Suite 390, San Jose CA 95131

Phone: (408)255-6840 ext. 315 Cell: (408)891-1956 Fax: (408)255-1788

Email: wprescott@valuationconsultant.net

Mr. Prescott has been appraising proposed and existing commercial, industrial, and residential property since 1985. Past work includes improved properties and/or land for office buildings, warehouses, industrial and R & D buildings, apartment complexes, mobile home parks, self-storage facilities, auto dealerships and race tracks, service station and fast food sites, attached and detached single family dwellings, residential and commercial condominiums, cooperatives, and commercial & residential land development projects; easement valuation; rent surveys. **Experienced expert witness in land valuation, construction defects, subdivision analysis, retail centers, gas stations, and standard of care for appraisers in over 30 cases in the past 10 years, about 50/50 for the defense and plaintiff.** Appraising for government agencies, lenders, attorneys, accountants, corporations, and individuals for eminent domain, estate planning, mortgage lending, litigation support, construction defects, partnership disputes, lease negotiation, mis-management, fire damage, earth movement, gifting, taxation, subdivision, investment, collateralization, purchase, and sale. He is a trained mediator, specializing in property dispute resolution. 12 years prior experience in the industrial property insurance industry as a loss prevention engineer, underwriter, and broker.

Education

M.B.A. Degree:

Conferred with Distinction

Bachelor of Science in Mechanical Engineering:

New York Institute of Technology

New York, New York

Tufts University

Medford, Massachusetts

Work Experience

Since February 1994

October 1992:

May 1990:

July 1989:

February 1987:

Dec. 1985:

Relevant Prior Experience:

Principal in The Schmidt-Prescott Group, Inc

Assistant Vice President, Union Bank

Commercial Appraisal Dept., Oakland, California

Real Estate Appraiser and Consultant

Urban Land Research, Campbell, California

Independent Real Estate Appraiser

San Jose, California

Residential and Income Property Appraiser

S. F. Federal Savings & Loan Association, San Francisco, California

Residential Appraiser, Subdivision Appraisal Services

San Jose, California

12 years in industrial property insurance

as an industrial loss prevention engineer, underwriter, and account executive

Expert Witness Testimony

Qualified as **Expert Witness** in Federal Bankruptcy Court, Federal District Court, and Superior Courts of Santa Clara, Alameda, and Santa Cruz Counties; American Arbitration Association

Professional Affiliations

Licensed as:

Certified General R.E. Appraiser, State of California, AG001533

Licensed as:

Real Estate Broker, State of California, #1012456

Memberships in:

Appraisal Institute (MAI Member)

CCIM Institute (CCIM Member)

International Right-of-Way Association

National Association of Realtors

Santa Clara County Association of Realtors

California Association of Realtors

WAYNE F. PRESCOTT, MBA, MAI, CCIM
The Schmidt-Prescott Group, Inc.

Specialized Appraisal and Real Estate Education (Courses, Seminars, and Workshops) Sponsored by the Appraisal Institute, CLE, International Right-of-Way Association, and the CCIM Institute

The Appraiser as Expert Witness	Highest and Best Use and Market Analysis
Eminent Domain Law Basics for Right-of-Way Professionals	Business Value in Real Estate Appraisal
Valuation of Goodwill Loss Under Eminent Domain Law	Working with Consultants
Defending and Attacking an Appraisal in Litigation	Report Writing & Valuation Analysis
Appraisal Practices for Litigation	Case Studies in Real Estate Appraisal
Appraising for Tax Appeals	Capitalization Theory and Techniques
Appraising Environmentally Impaired Properties	Uniform Standards of Professional Practice
Appraising for Eminent Domain	Electromagnetic Fields and Their Effect on Value
The Appraisal of Undivided Minority Interests	Principles of Appraisal
Financial Analysis for Commercial Investment R. E.	Market Analysis for Commercial Investment R. E.
Decision Analysis for Commercial Investment Real Estate	Residential Valuation
California Condemnation Process	Appraising for Ad Valorem Tax Purposes
Uniform Appraisal Standards for Federal Land Acquisitions (<i>Yellow Book</i>)	Mello-Roos Bond Seminar
The Appraisal of Partial Acquisitions	Rates, Ratios, and Reasonableness
Estimating Loss in Value	Conservation Easement
Subdivision Valuation	Condemnation Appraisal Principals and Applications
Real Estate and Business Valuations in Gift and Estate Planning	Negotiating Leases
Fundamentals of Separating Real, Personal Property, and Business Assets	

Partial List of Clients Served

Agencies, Districts, and Non-Profits

U.S. General Services Adm.	Santa Clara Valley Water District	Consul General de Mexico
City of Fremont	Union Sanitary District	Oakland Police Officers Association
City of Gilroy	Internal Revenue Service	Bay Area Community Services
City of Palo Alto	U.S. Postal Service	Gardner Health System
City of Santa Clara	U.S. Small Business Administration	Dominican Sisters of Oakford
City of Santa Cruz	Santa Clara University	Masonic Homes
City of San Leandro	University of CA, Berkeley	Salvation Army
City of Watsonville	California State University – East Bay	Sisters of Mercy
County of Santa Clara	UC Berkeley Foundation	YMCA of Santa Clara County
Valley Transportation Authority	San Benito County Council of Gvnmnts	InnVision
City of Alameda	Richmond Housing Authority	City of Mountain View
FDIC	Silicon Valley Power	

Attorneys and Other Professionals

Abbott, Stringham & Lynch	Binder & Malter	Law Offices of Frank Clohan
William Adams, Atty	Bishop, Barry, Howe, Haney	Donald Field, Esq
Pasquale Anastasi, Atty	& Ryder	Flinn, Matzger & Melnick
Paul B. Andrew, Atty	Boitano, Sargent & Lilly	Roy Fukamura, CPA
Lage Andersen, Atty	John Boone, Atty	John Fukasawa, Atty
Cheryl Glen Anderson, Esq.	Cal-Western Property Management	Ronald Galasi, Esq.
Anker, Reed, Hymes, Schreiber	Carr, McClellan, Ingersoll,	Galligan, Thompson, & Flocus, LLP
& Cohen	Thompson & Horn	Diana Gendotti, Atty
David Casselman, Atty	Caulfield, Davies & Donahue	Dan Gerald, Esq.
Bancroft & McAlister	Cochran, Shelton & Durket	Grant & Gordon LLP
Bell, McAndrews & Hiltach	Berliner Cohen	Law Offices of Michael Miller

WAYNE F. PRESCOTT, MBA, MAI, CCIM
The Schmidt-Prescott Group, Inc.

Attorneys and Other Professionals (Continued)

Berding & Weil, LLP	McManus, Faulkner & Morgan	Thomas Reese, Esq.
David Gonden, Esq.	Charles Cummins, Esq.	Ramsbacher-Prokey
Alan A. Hemstad, CPA	David Melnick, Atty	Alfred Reuter, CPA
Hoge Fenton Jones & Appel	Adam Miller, Esq.	Reynolds Price Casas & Riley
Holland & Knight	Miller Morton Caillet & Nevis	James Rowan, Atty
Hopkins & Carley	Chuck Mollet, CPA	Ruby & Schofield
Husch & Eppenberger, LLC	Murphy Logan Bardwell & Loomis	Charles Sabas, Atty
Ireland San Filippo	Murphy, Pearson, Bradley &	John Sears, Esq.
Joseph Ippolito, CPA	Feeney	John Sears, CPA
Perry Irvine, Esq.	William Norman, Cooper, White	Silicon Valley Law Group
William Jung, AIA	& Cooper	William Soskin, Atty
Johnson & Uhrhammer	Nossaman Guthner Knox Elliot LLP	James Sweeney, Atty
Lanahan & Reilly	Law Offices of Maureen O'Connell	TASA
Terry Lanier, CPA	Olimpia, Whelan & Lively	Michael Thornton, Esq.
Leland, Parachini, Steinberg	Ferrari-Ottoboni	Triangle Economic Research
Paul Loomis, Esq.	Phahnl & Hunt Accountancy	Daniel P. Trump, Atty
Maemura & Company, CPA'S	Steven Piser, Atty	Valley Law Center
Malcolm, Cisneros & Howser	Edward Polson, Atty	Gary Vandeweghe, Esq.
Margaret Schrenk, Atty	John Poppin, Esq.	Bernard Vogel, Jr., Atty
Mark Thomas & Company	Harry Price, Esq	Wealthplan/Francis B. Doyle, Esq.
Mastagni, Holstedt, Amick,	Sagaria Law PC	Kathy Wood & Associates
Miller, Kaplan & Sam	Pritchard & Kay	Wulff Quinby Sochynsky
Mateonni Saxe & O'Laughlin	Quillinan & Luce, LLP	Michael Zecher, Atty
Wylie, McBride, Platten & Renner	Law Offices of Helene Taylor	Brian Shetler, Atty

Individuals, Trusts, Partnerships, Corporations, and Insurance & Title Companies

Mozart Development	Raynes, Melton & Carella	Meyer Crest Hotels
Allied Signal Corporation	Alpha H. Rogers Trust	Ethos Investment Group
Mirassou Vineyards	Pulte Homes	Ross Engineering Corporation
Mektec Corporation	Christopher Ranch	Dan Caputo Company
Romic Environmental	Markovitz & Fox	San Jose Water Company
Groth Family Trust	Clairidge's, Ltd.	Greyland Properties
McQuaid Family Trust	Cupertino Industrial Associates	Hilltop Nissan
Modern Ice & Cold Storage	Jay Paul Companies	International Order of Oddfellows
Pacific Gas & Electric	Sonic Automotive, Inc	Zappattini Investment Company
Mark Thomas & Company, Inc.	Culligan Property Management	North American Title Company
Carden Day School	Universal Field Services	WTI Inc.
Airdrome Orchards	Makita USA	Hilltop Toyota
DeAnza Properties	Levin Family Trust	R & T Nursery
Associated Right of Way Services	Dr. Ralph Alperin	Hacienda Supermarkets
Universal Field Services	Brown & Caldwell	Paulsen Trust
Marshall Squares	Olin Corporation	Thomas Frankel & Company
Brian Horner/Milpitas RV Stge	Peck & Hiller	Ruth & Going
Windsor Propeller Corp.	Manpower, Inc.	Springer Collision Centers
Alano Club	Messina Trust	Allergen
Minkel Family Trust	Gallagher Insurance Services	Dr. Rahnea Sunseri
North American Title Ins. Co.	The Estate of Gregory Gray	Sizzler, USA
J. Lohr Winery	Western Exterminators	Pear Trust/Matt Pear

WAYNE F. PRESCOTT, MBA, MAI, CCIM
The Schmidt-Prescott Group, Inc.

Lenders

Bank of America	Fremont Bank	Union Bank
Bank of Santa Clara	Pacific Capital Bank	Washington Mutual
Bank of Walnut Creek	Heritage Bank	Wells Fargo Bank
Borel Bank	Imperial Bank	Wells Fargo Bank, Trust Dept.
Bridge Bank	Metro Bank	Crown Life Insurance Company
Cathay Bank	Mid-Peninsula Bank	New England Mutual Life Ins. Company
Citibank	Monterey Bay Bank	Principal Mutual Insurance Company
Civic Bank	Northern Trust	Old Standard Life Ins. Company
Comerica Bank	San Jose National Bank	E.S. Merriman and Sons
Cupertino National Bank	Technology Credit Union	GNA Corporation
Farmers & Merchants Bank	Tri-Counties Bank	Newmark Realty Capital
First Republic Bank	U.S. Bankcorp	Community Banks of Colorado
Focus Business Bank	United Commercial Bank	Global Trust Bank
Bay Commercial Bank	1 st Foundation Bank	Blackburne & Sons Realty Capital Corp.
Bank Midwest	Santa Barbara Savings & Loan	

Real Estate and Appraisal Community Activities

Assessment Appeals Board, Santa Clara County, appointed by County Supervisor in November 2010
Chair, Spring Litigation Conference, San Francisco Bay Area Chapter of the Appraisal Institute 2011
Member, Nomination Committee, San Francisco Bay Area Chapter of the Appraisal Institute 2010
Membership Chair, International Right-of-Way Association Chapter 2, San Francisco, 2008-2010
Membership Chair, International Right-of-Way Association Chapter 42, San Jose, 2005-2009
Member, Fall Conference Committee, 2004-2010, S. F. Bay Area Chapter of the Appraisal Institute
President, International Right-of-Way Association Chapter 42, San Jose, 2002
Vice President and Education Chair, International Right-of-Way Association Ch. 42, San Jose, 2001
Member, Professional Standards Committee, Appraisal Institute, 1997-2001
San Jose Real Estate Board, Arbitration and Professional Standards Committee, 1997-2000
Director, San Francisco Bay Area Chapter of the Appraisal Institute, 1997-99
Board of Directors, Northern California Commercial Association of Realtors, 1997-98
Chair, Ethics and Standards Committee, Northern California Commercial Assoc. of Realtors, 97-98
Editor, *Focus Appraisal Newsletter*, 1995; Editor, *Fault Lines* IR/WA Newsletter, 1996
Member, *Wall Street Journal* Research Panel, 2011

Speaking Engagements

Moderator and Session Developer “Bay Area Retail Market Update”, AI Fall Conference, 2009, 2010
“Real Property Litigation Support and Expert Testimony”
Presented to the Paralegal Association of Santa Clara County, May 18, 2006

Updated: August 2012