

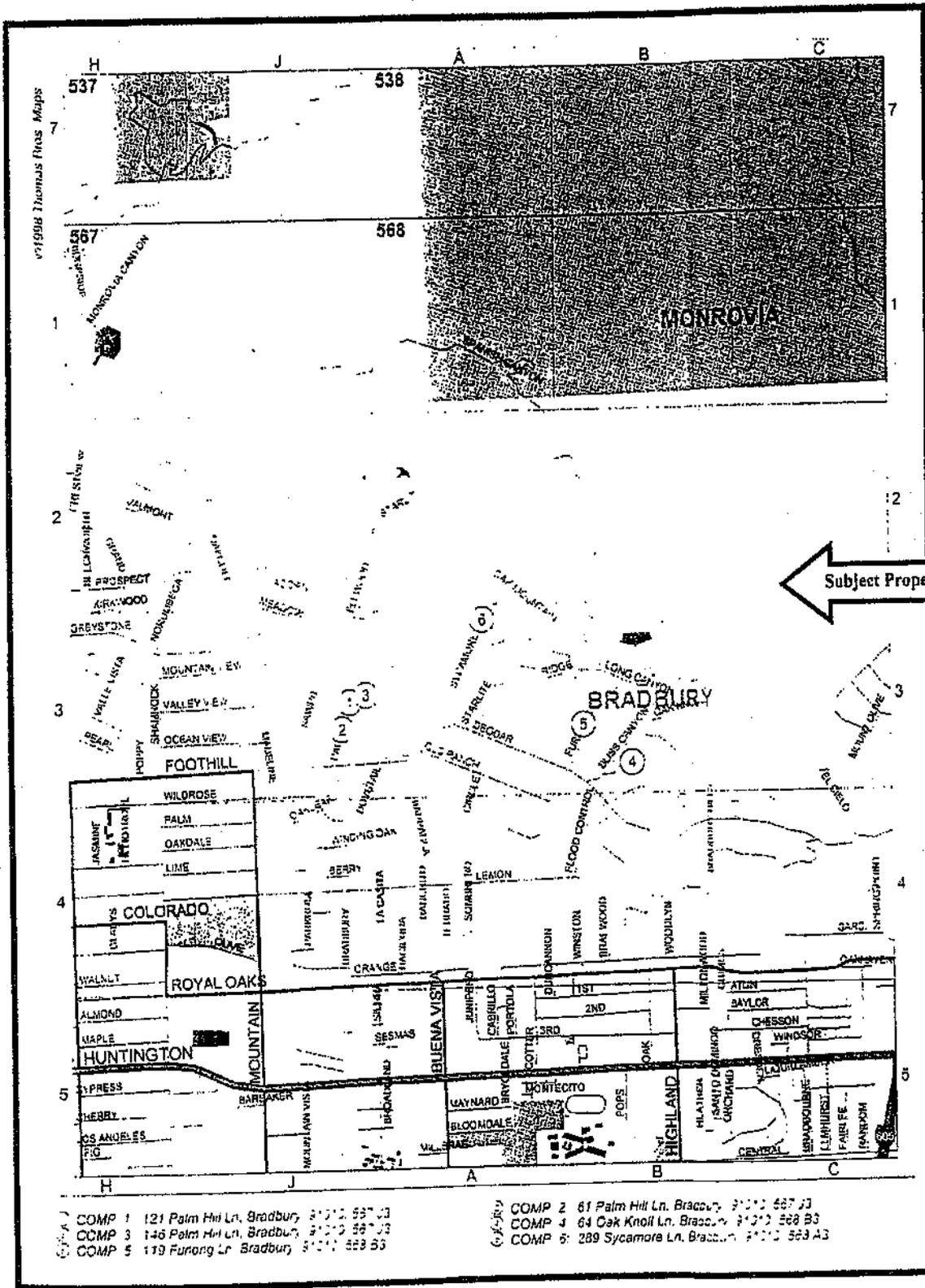
COMPARABLE LOT SALES

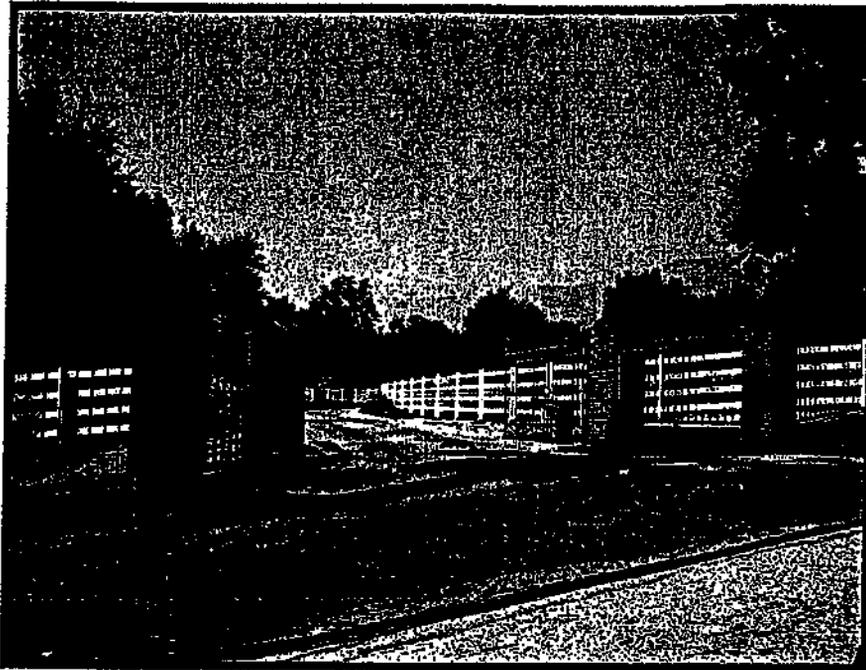
No.	Location/APN	Sale Date	Utilities	Gated	Views/Topography	Improvements	Gross/Net Area (AC)	Pad Area (AC & SF)	Sale Price	S/SF Pad
1	121 Palm Hill Lane Bradbury 8527-002-003	Aug-2003	To site; no sewer - existing septic system	Yes	View of mountains to the north/ Slight N to S downslope	3,808 SF house - avg. condition; built 1954; garage/barn, horse corral	4.53 gross 4.41 net	4.41 acres 192,100 SF	\$1,700,000 286,000 \$1,414,000	\$7.36
2	61 Palm Hill Lane Bradbury 8527-003-017	June-2003	To site; no sewer - existing septic system	Yes	View of mountains to the north/ Slight N to S downslope	3,145 SF house - avg. condition; built 1975; pool; two barns	2.50 acres 2.41 acres	2.41 acres 104,980 SF	\$1,600,000 236,000 \$1,364,000	\$12.99
3	146 Palm Hill Lane Bradbury 8527-002-004	Dec-2001	To site; no sewer - existing septic system	Yes	View of mountains to the north/ Slight N to S downslope	4,906 SF house - avg. condition; built 1945; large barn equestrian fencing	4.98 gross/net	4.98 acres 216,928 SF	\$1,900,000 368,000 \$1,532,000	\$7.06
4	64 Oak Knoll Lane Bradbury 8527-006-009, 011	April-2003	To site; no sewer - existing septic system	Yes	180° view of city + mountain views to E & N Tiered lot w/ sloping topography	7,507 SF house - avg. condition built 1952; pool/spa, tennis court	7.62 gross/net	1.38 acres 60,000 SF	\$2,000,000 563,000 \$1,437,000	\$23.95

COMPARABLE LOT SALES - Continued

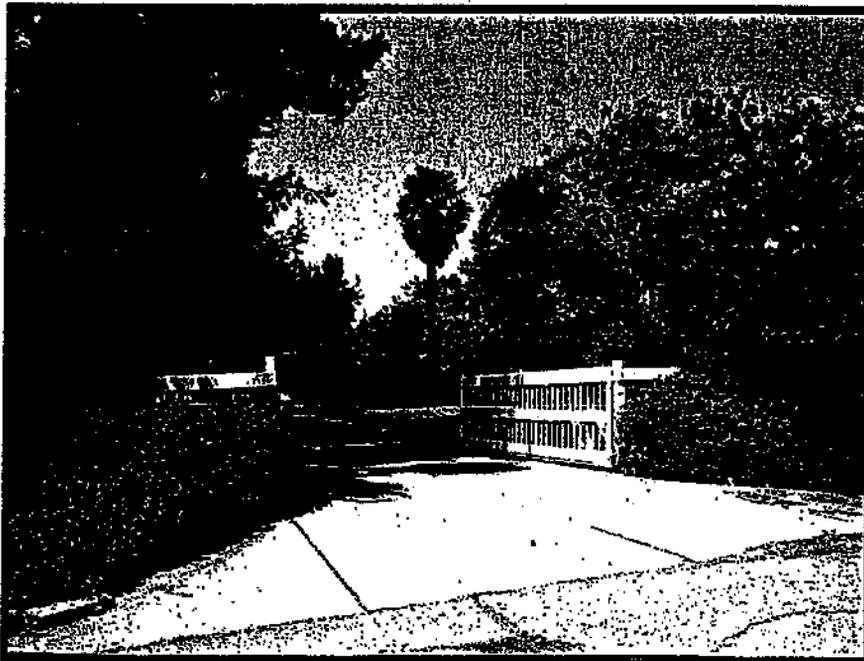
No.	Location/APN	Sale Date	Utilities	Gated	Views/Topography	Improvements	Gross/Net Area (AC)	Pad Area (AC & SF)	Sale Price	S/SF Pad
5	119 Furlong Lane Bradbury 8527-004-029	July-2003	Extensions required	Yes	180° view of city + mountain views Elevated pad site with steep topography	None	3.0 gross 2.78 net	0.92 acres 40,000 SF	\$775,000 +300,000 \$1,075,000	\$26.88
<p>Comments: Estimated costs for grading to create a 40,000 SF finished pad site, utility extensions and construction of an access road over an easement were estimated at \$250,000 to \$300,000. We have adjusted this sale price upward by \$300,000 to derive the buyer's effective finished lot cost.</p>										
6	289 Sycamore Lane Bradbury 8527-030-007	May-1999	Extensions required from abutting street	Yes	180° view of city + 180° mountain views Elevated pad site with steep topography	None	5.69 gross 4.36 net	1.03 acres 45,000 SF	\$960,000	\$21.33

LOCATION OF COMPARABLE LOT SALES





SALE COMP. 1: 121 PALM HILL LANE



SALE COMP. 2: 61 PALM HILL LANE



SALE COMP. 3: 146 PALM HILL LANE



SALE COMP. 4: 64 OAK KNOLL LANE



SALE COMP. 5: 119 FURLONG LANE



SALE COMP. 6: 289 SYCAMORE LANE

Land Sale Analysis

The land sale data ranged from effective prices of \$960,000 to \$1,532,000 per lot and \$7.36 to \$26.88 per square foot of pad area.

Datum No. 1 was the sale of a 4.53-gross-acre level residential ranch estate located on Palm Hill Lane in the westerly portion of Bradbury Estates in August 2003 for \$1,700,000. The buyer acquired this property to utilize the existing older residence for a few years and later redevelop the 4.41 net acre pad with a new 30,000-square-foot dwelling. Improvements include a 3,808-square-foot dwelling built in 1952, a garage/barn and horse corral. We have allocated a portion of the sale price to the existing residence by utilizing a depreciated cost factor of \$75/SF of dwelling area or \$286,000. The difference between the sale price and the improvement value is the land value component estimated at \$1,414,000 for the 100% level 4.41 net acre site. The corresponding price per square foot of pad equates to \$7.36 per square foot.

The comparable's location at the westerly portion of the Bradbury Estates is considered comparable to the subject's four proposed lots which lie about 1½ miles to the east at the easterly end of the Bradbury Estates. Access characteristics from the main guard gate to sale 1 of one-third mile is significantly closer as compared to the subject's access which is accomplished through several roads about two miles east of the guard gate with the final half-mile along a county flood control access road. Despite these differences, no quantifiable value differential was evident for this factor. Pad size of sale 1 with 4.41 level acres is slightly larger than the subject's proposed lots which have pad areas ranging in size from 2.2 to 3.5 acres. The subject's finished pads will be serviced with all utilities except sewer, which will rely on a septic system which is the case of the comparable that has the same level of utility services. View features are considered similar between the subject and the comparable as the comparable has a view of the mountains to the north and neighboring ranch estates to the south, east and west while the subject lots will provide a mountain view to the north, woodlands to the west, the meadow-like debris wash basin to the east and the concrete dam section of the debris basin to the south.

No adjustment is warranted for market conditions as the comparable sold last month during similar market conditions. Overall, the land value component of this comparable at \$1,414,000 provides a good indication of absolute value for the subject's larger lots that contain pad sizes of 3.0 and 3.5 acres.

Datum No. 2, also located on Palm Hill Lane, was the June 2003 sale of a 2.5-gross-acre residential ranch estate improved with a 3,145-square-foot residence built in 1975 with two barns and a pool. This property sold for \$1,600,000 to a speculator who has re-listed the property on the market for \$2,198,000. Recently, an offer was extended for \$1,700,000.

We have deducted an estimated depreciated improvement value of \$236,000 for the 3,145-square-foot residence constructed in 1975 based on a unit cost of \$75/SF to determine the land value component of \$1,364,000. The corresponding price per square foot of pad equates to \$12.99 per square foot.

Sale 2's location, topography, access, utility availability and view are similar to sale 1 identified above which are for the most part comparable to the subject with no measurable quantifiable differences. Sale 2's pad size of 2.41 level acres is similar to the subject's smaller proposed lots which contain pad areas of 2.2 and 2.5 acres.

The comparable sold 1½ months ago during similar market conditions. Overall, the land value component of this comparable at \$1,364,000 provides a good indication of absolute value for the subject's smaller pads which contain 2.2 and 2.5 acres.

Datum No. 3 is adjacent to sale 1 and is located at the northerly terminus of Palm Hill Lane. This 4.98-acre residential ranch estate sold in a different real estate market 21 months ago in December 2001 for \$1,900,000. Improvements included a 4,906-square-foot house built in 1945 and equestrian fencing.

The buyer acquired this property to utilize the existing older residence for approximately five years and later redevelop the 4.98 net acre pad with a 30,000-square-foot residence. The indicated land value after deducting the estimated improvement value at \$75/SF or \$368,000 equates to \$1,532,000 for this gradually sloping 4.98 acre site. The corresponding price per square foot of pad equates to \$7.06 per square foot.

Sale 3's location, topography, access, utility availability and view are similar to sales 1 and 2 identified above which are for the most part comparable to the subject with no measurable quantifiable differences. Sale 3's pad size of 4.98 approximately level acres is larger than the subject's proposed lots which would indicate a lower absolute pricing structure for the subject.

The comparable sold 21 months ago during inferior market conditions indicating an upward adjustment for the subject. Downward adjustments for the subject's small pad sizes are offset by an upward adjustment for market conditions. Overall, the effective land value component of this comparable at \$1,532,000 provides the upper limits of value for an absolute pricing structure for the subject lots.

Datum No. 4 was the April 2003 sale of a 7.62-gross-acre residential ranch estate located on Oak Knoll Lane in the central portion of Bradbury Estates approximately ½ mile west of the subject's proposed lots. This property is a tiered lot with sloping topography and contains two pad areas totaling 60,000 square feet. The smaller upper pad is improved with a 7,507-square-foot dwelling built in 1952 with subsequent additions. Other improvements include a pool/spa and tennis court.

This property sold in April 2003 for \$2,000,000 to a buyer who at the time of sale intended on demolishing the existing residence to build a new luxury dwelling. A recent inspection of the property revealed that the existing dwelling appears to be at the initial stages of a remodel. It is our opinion that the existing improvements provide value beyond the underlying land. We have allocated a portion of the sale price to the existing residence by utilizing a depreciated cost factor of \$75/SF of dwelling area or \$563,000. The difference between the sale price and the improvement value is the land value component estimated at \$1,437,000 for the 100% level 4.41-net-acre site. The corresponding price per square foot of pad equates to \$23.95 per square foot.

Sale 4's location, access and utility availability are similar to the subject's proposed lots. However, view characteristics are decidedly superior for the comparable that features a 180 degree view of the city to the south and mountain views to the east and north. A downward adjustment is warranted to reflect the comparable's superior view character. In terms of usable pad areas, sale 4's pad area of 1.38 acres is substantially smaller as compared to the subject pad sizes of 2.2 to 3.4 acres. Additionally, the comparable's level pad is comprised of two separate pad areas which is considered less desirable to a single larger pad which the subject lots offer. An upward adjustment is warranted for the comparable's inferior pad size and features.

The comparable sold five months ago during similar market conditions. Overall, the land value component of this smaller size view lot at \$1,437,000 while superior to the subject in terms of view character and inferior to the subject in pad size and features provides an indication of absolute pricing for well-located lots in the Bradbury Estates.

Datum No. 5 was the July 2003 sale of a 3.0-gross-acre site located on Furlong Lane in the central portion of Bradbury Estates approximately ½ mile southwest of the subject's proposed lots. This unimproved property is comprised of an elevated view pad site containing a pad area of approximately 19,000 square feet with the remainder sloping and steep topography. This site sold in July 2003 for \$775,000. The site will require grading, utility extensions and construction of a paved road over a 400± square foot easement. The estimated engineering and grading costs to create a larger finished pad of 40,000 square feet ranges from \$250,000 to \$300,000. Therefore, the effective price of cost of this finished pad is estimated at \$1,075,000 (\$775,000 + \$300,000). We note that this indication of value excludes any entrepreneurial profit incurred by the buyer for his risk in developing a finished pad.

Sale 5's location, access and utility availability are similar to the subject's proposed lots. However, view characteristics are decidedly superior for the comparable that features a 180 degree view of the city to the south and mountain views to the east and north. A downward adjustment is warranted to reflect the comparable's superior view character. In terms of usable pad areas, the sale 5's pad area of 0.92 acres is substantially smaller to the subject pad areas. An upward adjustment is warranted for the comparable's inferior pad size.

The comparable sold two months ago during similar market conditions. The buyer's effective cost of a potential 40,000-square-foot view pad site at \$1,075,000 excludes an entrepreneurial profit for engaging in a land development program. Expected profits for this type of land development range from 20 to 25 percent of project cost. An upward adjustment is indicated to reflect this entrepreneurial risk.

Overall, the effective price of this smaller-sized view lot of \$1,075,000 exclusive of any entrepreneurial profit, while superior to the subject in terms of view character and inferior to the subject in pad size provides a low-end value indication of absolute pricing for well located lots in the Bradbury Estates.

Datum No. 6 was the May 1999 sale of a 5.69-gross-acre site located on Sycamore Lane in the northwesterly portion of Bradbury Estates approximately $\frac{3}{4}$ mile southwest of the subject's proposed lots. This vacant land site is comprised of an elevated view pad site containing approximately 45,000 square feet of level pad area with the remainder sloping and steep topography. The sale price of this finished view lot over four years ago in an inferior real estate market was \$960,000. Utilities are available from the nearby street with extensions required.

The buyer purchased this property to build a luxury home to live in. The buyer subsequently hired Dan Grohls, the seller with Mur-Sol Construction, to construct a 2-story residence containing 10,000 square feet.

In comparison to the subject, Sale 6's location, access and utility availability are similar to the subject's proposed lots. However, view characteristics are decidedly superior for the comparable which features a 180 degree view of the city to the south and 180 degree mountain views to the north. A downward adjustment is warranted to reflect the comparable's superior view character. In terms of usable pad areas, the sale 6's pad area of 1.03 acres is substantially smaller to the subject pad areas. An upward adjustment is warranted for the comparable's inferior pad size.

The comparable sold over four years ago in an inferior real estate market. A substantial upward adjustment which has not been quantified is warranted to reflect the sale date during inferior market condition. Overall, a higher finished lot pricing structure is indicated for the subject's proposed finished pads to reflect the comparable's sale date in an inferior real estate market coupled with the subject's larger pad areas.

Finished Lot Value Conclusion

The comparable sales represent both vacant [REDACTED] and partially-imp
Estates. These sales ranged from absolute effective sale prices c
and \$7.06 to \$26.88 per square foot of finish [REDACTED] pad area. The
market participants for this genre of real estat [REDACTED]. Buyers includ
and owner-users.

In view of the development characteristics of t [REDACTED] the subject proper
sales, it is our opinion that the finished lot value [REDACTED] of the subject's

	<u>Finished lot s</u>
Parcel 1: 2.2 acre pad	\$1,200,000
Parcel 2: 3.4 acre pad	1,600,000
Parcel 3: 3.0 acre pad	1,450,000
Parcel 4: 2.5 acre pad	<u>1,350,000</u>
Gross Sales Value	\$5,600,000
Average finished lot value	\$1,400,000

Finished Lot Value Conclusion

The comparable sales represent both vacant and partially-improved lot sales within Bradbury Estates. These sales ranged from absolute effective sale prices of \$960,000 to \$1,532,000 per lot and \$7.06 to \$26.88 per square foot of finished pad area. The buyer pool represented typical market participants for this genre of real estate. Buyers included land developers, speculators and owner-users.

In view of the development characteristics of the subject property in relation to the comparable sales, it is our opinion that the finished lot values of the subject's four-lot subdivision land is:

	<u>Finished lot value</u>	<u>S/SF Pad Area</u>
Parcel 1: 2.2 acre pad	\$1,200,000	\$12.52
Parcel 2: 3.4 acre pad	1,600,000	10.80
Parcel 3: 3.0 acre pad	1,450,000	11.10
Parcel 4: 2.5 acre pad	<u>1,350,000</u>	12.40
Gross Sales Value	\$5,600,000	\$11.58
Average finished lot value	\$1,400,000 per lot	

As-Is Fair Market Value Analysis

- **Gross Sales Value:** The gross sales value equates to \$5,600,000 with an average finished lot value of \$1,400,000 for the four lots contained in the proposed development.
- **Sales Program:** Based on interviews with local brokers and other active market participants, the subject lots would be sold to speculative buildings or individual owners who desire to live in the Bradbury Estates upon completion of the land development.
- **Entitlement and Construction Periods:** According to Ken Wilch, civil engineer who provided the civil engineering cost analysis for the proposed development, the entitlement process will take 6 to 9 months to obtain a Tentative Parcel Map and an additional 12 to 15 months to record a final Tract Map. During the period in which the final tract map work is being worked on, the permit for the grading permit can begin in order to obtain the grading permit shortly after the Tract Map is recorded. Total time to obtain entitlements and the grading permit would be 2 years.

Mr. Wilch indicated that after entitlements and permits are obtained, construction time to develop the 4 finished pads inclusive of all off-site work would be 18 months.

- **Absorption:** Current residential market conditions are excellent. Brokers interviewed indicated that high-end residential lots as well as finished houses have been strong for several years and are anticipated to remain robust. Increased sales volume and price escalations have characterized the market over the past several years. Shortage of developable land was also cited as a factor driving the high-end market and contributing to escalating prices.

In conclusion, we estimate that the subject lots would sell over a 9-month time period following completion of the land development.

- **Lot Sale Price Escalation:** We have applied no lot value inflation to our previously projected finished lot values.

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- **Land Development Costs:** The following section provides a detailed analysis of the land development costs associated with the four-lot subject subdivision.

Construction Costs

The civil engineering firm of Kenneth A. Wilch and Associates has prepared a development cost estimate.

We note that in the Wilch cost estimate for street improvements, the cost estimated for widening and paving the existing flood control district access easement road includes only the cost of widening the road and not the cost of widening and re-paving the entire road. Mr. Wilch estimated 24,000 SF @ \$1.40/SF or \$33,600. We estimate the cost of surfacing the entire road at 61,200 SF @ \$1.40/SF = \$85,680. This adjusted cost of \$85,680 less the engineer's estimate of \$33,600 results in an additional expense of \$52,080.

Shown on the following page is a summary of the Wilch cost estimate inclusive of the adjustment to the additional road paving cost.

SUMMATION OF COST ESTIMATE

Site Work			\$1,702,100
Street Improvements			
Access roadway	61,200SF @	\$1.40/SF	85,680
Off-site roadway	25,000SF @	\$1.40/SF	35,000
Off-site road grading & drainage			25,000
Bridge over channel at Long Cyn entrance			30,000
Chain link fence at Bradbury Debris Basin			<u>12,000</u>
Total street improvements			187,680
Water System			154,800
Storm Drain			130,000
Underground Electric			<u>36,000</u>
Total Estimated Off-Site Improvements			2,210,580
Construction Contingency			200,000
Permits, Checking Fee, Inspections, Bonds			100,000
Improvement Bonds			40,000
Engineering, Civil			150,000
Engineering, Soil			100,000
Environmental, etc.			<u>50,000</u>
TOTAL DEVELOPMENT COST			\$2,850,580

Construction Loan Fees and Interest

We have conducted a survey of lenders and developers with respect to construction loan terms and availability. Typical land development construction loan terms approximate the following:

Loan Amount	50% to 80% loan to cost or 65% of gross lot value less fees
Interest Rate	9.25% to 10.00%
Loan Points	1 to 2

The construction loan amount is based on 100% of the hard development costs and fees/permits contained in our cost estimate of \$2,850,580 plus loan fees and interest. The land, which is assumed to be the developer's equity contribution, is considered to represent an adequate amount of equity relative to the loan amount.

We have estimated construction loan interest and fees based on a 10.0% annual interest rate, 1.5% loan fee with an average disbursement rate of 60%.

Term of loan of 27 months is comprised of the 18-month construction period plus the 9-month estimated absorption time.

The construction loan fee and interest cost is illustrated below.

CONSTRUCTION LOAN FEES & INTEREST

Principal loan amount	\$2,850,580
Dispersed	60%
Interest rate	10.0%
Term in months	27
Points	1.5
Total construction loan fees & interest	\$427,416

Administrative and Overhead

Administrative and overhead expenses are estimated at 2.0% of gross revenue.

Sales and Marketing

Sales and marketing expenses include sales commissions and closing costs. Interviews with developers and brokers indicated that sales and marketing expenses range from 3% to 5% of gross sales, depending on whether or not an in-house brokerage is used. Our estimate is based on a 4.0% rate due to the relatively small size of the project

Real Estate Taxes

Real estate taxes have been estimated at market based on the projected land value and current tax rate and direct assessments. Current annual taxes are \$6,355. The tax expense to be incurred by the developer is estimated at a 4-year holding period inclusive of the entitlement process, construction and absorption periods. Annual taxes are escalated at 2% per year. Total taxes are estimated at \$26,193.

Entrepreneurial Profit

Entrepreneurial profit represents the difference between the value of the completed property and cost of development. It also reflects the amount a developer expects for his or her contribution.

A recent CB Richard Ellis Developer Survey indicated a range of entrepreneurial (or developer) profit of 10% to 15% of gross sales.

We have utilized a deduction for entrepreneurial profit of 13% of gross sales. The absolute dollar amount of profit equated to \$728,000. Note that the percentage of profit reflects the subject's lack of entitlements with the assumption that four lots can be accomplished based in the civil engineering study performed by Kenneth A. Wilch & Associates as of the effective date of value. Due to the lack of any entitlements, an upper-range profit percentage would be indicated.

Land Development Analysis Conclusion

Based on the above analysis, we conclude that the as is value indication of the subject under the development assumption as the four-lot residential subdivision, as of the effective date of appraisal, is: \$1,502,000

Value Discount

A purchaser of the subject site would require a safe return on his investment in addition to profit. This discount has been expressed as 5% for the 51-month development period. The \$1,502,000 is discounted to \$1,215,000.

The as-is fair market value analysis is provided on the following page.

AS-IS FAIR MARKET VALUE

Gross sales value		\$5,600,000
Development cost		2,580,850
Construction loan fees & interest		427,416
Administrative & overhead	2.0% of GSV	112,000
Sales & marketing	4.0% of GSV	224,000
Real estate taxes		26,193
Entrepreneurial profit	13.0% of GSV	<u>728,000</u>
Indication of value before discount		1,501,541
Value discount	51 months at 5% APR	<u>286,918</u>
As-is fair market value		1,214,623
Rounded		\$1,215,000

CERTIFICATION

To the best of our knowledge and belief, except as otherwise noted in this report, it is hereby certified that:

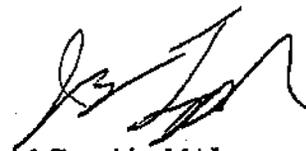
- Neither Norman Eichel, Eichel, Inc. nor any of its officers has any present or contemplated interest in the property appraised; and that there is no personal interest or bias with respect to the parties involved.
- The statements of fact contained in this report are true and correct.
- The report analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and is our personal, unbiased professional analyses, opinions and conclusions.
- Compensation for the appraisal is not contingent on an action or event resulting from the analyses, opinions, or conclusions in, or the use of, this report.
- Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Practice of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- The property was inspected by Norman Eichel, MAI and Jerry M. Tempkin, MAI on September 8, 2003 and on several other previous occasions.
- As of the date of this report, Norman Eichel has completed the requirements of the continuing education program of the Appraisal Institute and is also certified as a general real estate appraiser in the State of California with identification number AG008794, with an expiration date of February 7, 2004.
- As of the date of this report, Jerry M. Tempkin has completed the requirements of the continuing education program of the Appraisal Institute and is also certified as a general real estate appraiser in the State of California with identification number AG018328, with an expiration date of February 22, 2005.

- The appraisal assignment was not based upon a requested minimum valuation, a specific valuation or the approval of a loan.
- There was no information pertinent to the completion of the appraisal, which was unavailable.

Respectfully submitted,



Norman Eichel, MAI
California State Certification AG008794



Jerry M. Tempkin, MAI
California State Certification AG003500

COMPARABLE LAND SALE

Datum No.: 1

Identification

Assessor's Parcel No.: 8527-002-003

Location: 121 Palm Hill Lane, Bradbury

Thomas Guide Page: 567-J3

Site Data

Gross Area: 4.53 acres

Net Area: 4.41 acres

Pad Area: 4.41 acres; 192,100 SF

Dimensions: Approximately rectangular

Access: Direct access from Palm Hill Lane

Topography: Slight north to south downslope

Zoning: A-5

Utilities: All utilities to existing residence, no sewer -
existing septic system

View Character: View of mountains to the north

Improvements: 3,808 SF house built in 1954, garage/barn, horse
corral - average condition

Prior use: Residential ranch estate

Intended use: Buyer plans to utilize existing residence in short
term and in a few years demolish the improvements
and construct a new 30,000 SF residence.

Transfer Data

Interest: Fee simple

Grantor: John Elardi

Grantee: Ganniu Ge and Rosalind Chan

Date: 8/01/2003

Document no.: 2206839

Sale price: \$1,700,000

Allocation to improvements: \$286,000 (3,808 SF @ \$75/SF)

Land value allocation: \$1,414,000

Effective unit land price: \$1,414,000 per lot

\$7.36/SF of pad area

Financing terms: All cash to seller

COMPARABLE LAND SALE

Datum No.: 1 (continued)

Marketing/escrow: 6 months
Source: Claw MLS; grant deed
Verification: Gina Olivares, selling broker w/ Avatra Real Estate

Comments: This residence sold May 18, 2001 for \$1,350,000.

COMPARABLE LAND SALE

Datum No.: 2

Identification

Assessor's Parcel No.: 8527-003-017

Location: 61 Palm Hill Lane, Bradbury

Thomas Guide Page: 567-J3

Site Data

Gross Area: 2.50 acres

Net Area: 2.41 acres

Pad Area: 2.41 acres; 104,980 SF

Dimensions: Approximately rectangular

Access: Direct access from Palm Hill Lane

Topography: Slight north to south downslope

Zoning: A-5

Utilities: All utilities to existing residence, no sewer -
existing septic system

View Character: View of mountains to the north

Improvements: 3,145 SF house built in 1975, pool, two barns -
average condition

Prior use: Residential ranch estate

Intended use: Buyer is a speculator and has re-listed the property
for sale at \$2,198,000.

Transfer Data

Interest: Fee simple

Grantor: Theodore E. Martin

Grantee: Timothy Marshall Smith

Date: 6/27/2003

Document no.: 1845126

Sale price: \$1,600,000

Allocation to improvements: \$236,000 (3,145 SF @ \$75/SF)

Land value allocation: \$1,364,000

Effective unit land price: \$1,364,000 per lot

\$12.99/SF of pad area

Financing terms: All cash to seller

COMPARABLE LAND SALE

Datum No.: 2 (continued)

Marketing/escrow: 4.5 months
Source: Claw MLS; grant deed
Verification: Ronald Chang, broker having knowledge of sale
with Coldwell Banker Arcadia

Comments: This residence has been re-listed on the market with Richard Stone of Coldwell Banker Arcadia at an asking price of \$2,198,000. Ronald Chang, broker with the same office indicated an offer for \$1,700,000 has been extended.

COMPARABLE LAND SALE

Datum No.: 3

Identification

Assessor's Parcel No.: 8527-002-004

Location: 146 Palm Hill Lane, Bradbury

Thomas Guide Page: 567-J3

Site Data

Gross Area: 4.98 acres

Net Area: 4.98 acres

Pad Area: 4.98 acres; 216,928 SF

Dimensions: Irregular

Access: Direct access from Palm Hill Lane

Topography: Slight north to south downslope

Zoning: A-5

Utilities: All utilities to existing residence, no sewer – existing septic system

View Character: Unobstructed view of mountains to the north

Improvements: 4,906 SF house built in 1945, large barn, equestrian fencing – average condition

Prior use: Residential ranch estate

Intended use: Buyer plans to utilize existing residence in short term and in five years intends to demolish the improvements and construct a new 30,000 SF residence.

Transfer Data

Interest: Fee simple

Grantor: Robert B. Moreno 1988 Family Trust

Grantee: Bing Zhao and Wenxin Zhong, husband and wife

Date: 12/19/2001

Document no.: 2426862

Sale price: \$1,900,000

Allocation to improvements: \$368,000 (4,906 SF @ \$75/SF)

Land value allocation: \$1,532,000

Effective unit land price: \$1,532,000 per lot

\$7.06/SF of pad area

Financing terms: All cash to seller

COMPARABLE LAND SALE

Datum No.: 3 (continued)

Marketing/escrow: 3.5 months
Source: Claw MLS; grant deed
Verification: Gina Olivares, selling broker w/ Avantra Real Estate

COMPARABLE LAND SALE

Datum No.: 4

Identification

Assessor's Parcel No.: 8527-006-009, 011

Location: 64 Oak Knoll Lane, Bradbury

Thomas Guide Page: 568-B3

Site Data

Gross Area: 7.62 acres

Net Area: 7.62 acres

Pad Area: 1.38 acres; 60,000 SF

Dimensions: Irregular

Access: Direct access from Oak Knoll Lane

Topography: Tiered lot w/ sloping topography

Zoning: A-5

Utilities: All utilities to existing residence, no sewer - existing septic system

View Character: 180 degree view of city to south + mountain views to east and north

Improvements: 7,507 SF house built in 1952 with subsequent expansions, pool/spa, tennis court - average condition

Prior use: Residential ranch estate

Intended use: At the time of sale, listing broker indicated buyer intended on demolishing existing dwelling to build a new residence.

Transfer Data

Interest: Fee simple

Grantor: Simon J. Lin and Shioh-Wen Shyr, Co-Trustees

Grantee: Greg Wood - Wood Family Trust/Kolawa Family Trust

Date: 4/08/2003

Document no.: 982381

Sale price: \$2,000,000

Allocation to improvements: \$563,000 (7,507 SF @ \$75/SF)

Land value allocation: \$1,437,000

Effective unit land price: \$1,437,000 per lot
\$23.95/SF of pad area

Financing terms: All cash to seller

COMPARABLE LAND SALE

Datum No.: 4 (continued)

Marketing/escrow: 8 months
Source: Claw MLS; grant deed
Verification: Ronald Chang, listing broker w/ Coldwell Banker
Arcadia

Comments: At the time of sale, listing broker indicated buyer intended on demolishing existing dwelling to build a new residence. A recent inspection of the property revealed that the existing residence appears to be at the initial stages of a remodel.

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COMPARABLE LAND SALE

Datum No.: 5

Identification

Assessor's Parcel No.: 8527-004-029

Location: 119 Furlong Lane, Bradbury

Thomas Guide Page: 568-B3

Site Data

Gross Area: 3.0 acres

Net Area: 2.78 acres

Pad Area: 0.92 acres; 40,000 SF (subsequent to grading)

Dimensions: Approximately rectangular

Access: Access provided from a 400 ± SF easement from Furlong Lane

Topography: Elevated pad with steep topography

Zoning: A-5

Utilities: None to site; requires water, gas and electricity extended from nearby lines; no sewer - requires septic system

View Character: 180 degree view of city to south + mountain views to east and north

Improvements: None

Prior use: None

Intended use: Buyer acquired this lot which has a 19,000 SF pad area and will pay for costs required to create a 40,000 SF pad to build a 2-story residence containing 10,000 SF plus a 2,500 SF guest house.

Transfer Data

Interest: Fee simple

Grantor: Alfred and Martha Rasi Trust

Grantee: Chandru and Marites Nankani

Date: 7/07/2003

Document no.: 1924697

Sale price: \$775,000

Estimated costs to create pad: \$300,000

EFFECTIVE PRICE OF FINISHED PAD: \$1,075,000

\$26.88SF of pad area

Financing terms: All cash to seller

COMPARABLE LAND SALE

Datum No.:

5 (continued)

Marketing/escrow:

8 months

Source:

Claw MLS; grant deed

Verification:

Gina Olivares, selling broker w/ Avantra Real Estate and Dan Grohls with Mursol Construction

Comments:

This 3-acre raw site has a 19,000 SF pad area. The site requires utility extentions, grading to expand the existing pad to 40,000 SF, and construction of a long driveway that will provide access from Furlong Lane. Dan Grohls with Murson Construction who has constructed many residences in the Bradbury Estates indicated that cost of creating an expanded finished pad is in the \$250,000 to \$300,000 range.

COMPARABLE LAND SALE

Datum No.: 6

Identification

Assessor's Parcel No.: 8527-030-007

Location: 289 Sycamore Lane, Bradbury

Thomas Guide Page: 568-A2

Site Data

Gross Area: 5.69 acres

Net Area: 4.36 acres

Pad Area: 1.03 acres; 45,000 SF

Dimensions: Irregular

Access: Direct access from Sycamore Canyon Road

Topography: Elevated pad with steep topography

Zoning: A-5

Utilities: All utilities nearby at street – extentions needed; no sewer – requires septic system

View Character: 180 degree view of city to south + 180 dg mountain view

Improvements: None

Prior use: None

Intended use: To build a luxury dwelling to live in

Transfer Data

Interest: Fee simple

Grantor: Mur-Sol Construction

Grantee: Hui Teng Liang and Li-Hua Lu Liang

Date: 5/01/1999

Document no.: 99-1005796

Sale price: \$960,000

Estimated costs to create pad: 0

EFFECTIVE PRICE OF FINISHED PAD: \$960,000

\$21.23/SF of pad area

Financing terms: All cash to seller

COMPARABLE LAND SALE

Datum No.: 6 (continued)

Marketing/escrow: 4-5 months
Source: Claw MLS; grant deed
Verification: Gary Lorenzini, listing broker w/ Centry 21 Valley Realty and Dan Grohls with Mur-Sol Construction

Comments: Seller acquired this lot in November 1998 for \$775,000 and resold it in May 1999 for \$960,000. The current owner hired Mur-Sol Construction to develop a new 2-story residence containing 10,000 SF.

PRELIMINARY COST ESTIMATE

Chadwick Property
City of Bradbury

SITE WORK

Clearing and Grubbing	24 AC.	@	3,500	\$	84,000
Earthwork Cut & Fill	330,000 Cu. Yds.	@	3.00	\$	990,000
Alluvial Removal	100,000 Cu. Yds.	@	3.00	\$	300,000
Perforated Subdrain	4,000 L.F.	@	20.00	\$	80,000
Lot Finishing	4 EA.	@	2,500	\$	10,000
Interceptor Terrace	2,100 L.F.	@	18.00	\$	37,800
Downdrains	800 L.F.	@	16.00	\$	12,800
Landscaping & Trees	175,000 S.F.	@	1.00	\$	175,000
Erosion control	25 AC.	@	500	\$	<u>12,500</u>
				TOTAL	\$ 1,702,100

SANITARY SEWER

Septic Tanks and Seepage Pit during House Construction

STREET IMPROVEMENTS (5.600 Lineal Feet)

Onsite Roadway					
3 1/2" A.C. Paving on 3" Base	24,000 S.F.	@	1.40	\$	33,600
Offsite Roadway					
3 1/2" A.C. Paving on 3" Base	25,000 S.F.	@	1.40	\$	35,000
Offsite Road Grading and Drainage	L.S.	@		\$	25,000
Bridge over channel at Long Canyon entrance	L.S.	@		\$	30,000
Chain Link fence at Bradbury Debris Basin	800 L.F.	@	15.00	\$	<u>12,000</u>
				TOTAL	\$ 135,600

WATER SYSTEM

8" CML Water Main	3,600 L.F.	@	40.00	\$	144,000
Fire Hydrants	3 EA.	@	3,600	\$	<u>10,800</u>
				TOTAL	\$ 154,800

STORM DRAIN

36" R.C.P.	@	1000 L.F.	@	50.00	\$	50,000
Desilting Basins		2 EA.	@	25,000	\$	50,000
Culvert and Bridge at Entrance		L.S.	@	30,000	\$	<u>30,000</u>
				TOTAL	\$	130,000

Qualification Summary

NORMAN EICHEL, MAI *President*

EDUCATION: **University of Southern California, Bachelor of Science in Finance**

Graduate Studies in Real Estate Research, U.S.C.

Appraisal Institute

Mortgage Bankers Association

PROFESSIONAL: **Real Estate Research Corporation**

Urban Analyst, Los Angeles

Urban renewal, analysis, micro-economic studies and retail sale volume projections.

Marshall & Stevens, Inc.

Regional Manager, San Francisco

Mass appraisals, office building, shopping center and large multi-family valuations

Tait Appraisal Company

San Francisco and Los Angeles

General appraisal practice

Fee Appraiser - San Francisco

General appraisal practice

Qualification Summary

JERRY M. TEMPKIN, MAI

EDUCATION: California State University, Northridge
Bachelor of Science in Finance, January 1984.

Appraisal Institute Courses of Study

- Real Estate Appraisal Principles
- Basic Valuation Procedures
- Uniform Standards of Professional Appraisal Practice, Parts A and B
- Capitalization Theory and Techniques, Parts A and B
- Report Writing and Valuation
- Case Studies in Real Estate Valuation

EXPERIENCE: Eichel, Inc., 1987-Present
Performed commercial real estate appraisals and consulting service throughout the greater Southern California area. Appraisal and valuation analysis of various property types and other duties are summarized below.

- **Commercial and Residential Property Types**
Retail uses including strip centers, neighborhood and community shopping centers, regional shopping malls and power centers.
Office uses including professional and medical buildings featuring low, mid and hi-rise structures of varying construction type.
Industrial uses including warehouses, distribution facilities, business parks, R&D buildings, mini-storage facilities and auto repair bays.
Residential uses including residential subdivisions, mobile home parks, congregate care facilities, condominiums and apartment buildings.
Vacant land valuation for commercial, industrial and residential zoned sites including feasibility studies for agricultural acreage.
- **Special Purpose Property Types**
Special purpose land-use appraisal assignments include leasehold analysis, cold storage facilities, service stations, auto dealerships, car wash facilities, indoor swap meets, full-service hotels and motels, condominium conversions, golf course and country club facilities, manufacturing/loft buildings, recreational marina leasehold property, and feasibility analysis for rehabilitation of asbestos contaminated facilities.
- **Management and Supervisory Duties**
Assist in the daily business operations and provide training and review of junior staff.

Torr Vacuum Products, 1984-1986, *Cost Accountant*

City Council Report
General Plan 2012-2030 Update

EXHIBIT “N”

Appraisal of D & M Property

*Appraisal of Hillside Land
Kissak/Bodkin Parcel*

**San Gabriel Mountain Foothills
City of Bradbury**

For

**City of Bradbury and
Bradbury Community Service District**