

# APPRAISAL REPORT

TRES HERMANOS P  
ELEVEN ASSESSOR PARCELS LOCATED IN  
THE CITY OF  
DIAMOND BAR AND SHERMAN HILLS

**DEMO**



R. P. LAURAIN  
& ASSOCIATES  
INCORPORATED

APPRAISAL REPORT

TRES HERMANOS RANCH  
ELEVEN ASSESSOR PARCELS LOCATED IN  
THE CITIES OF DIAMOND BAR AND CHINO HILLS

Effective Date  
of  
Market Value Study  
January 18, 2016

**DEMO**

02  
C/O SORCERER CPA, LLP  
West Covina, California 91791

Prepared by  
R. P. LAURAIN & ASSOCIATES, INC.  
3353 Linden Avenue, Suite 200  
Long Beach, California 90807

Date of Report  
February 2, 2016

R . P . LAURAIN  
& ASSOCIATES

INCORPORATED

3353 LINDEN AVENUE, SUITE 200  
LONG BEACH, CALIFORNIA 90807

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RPLA@RPLAURAIN.COM

February 2, 2016

James M. Casso, Esq.  
Casso & Sparks, LLP  
PO Box 4131  
West Covina, California 91791

Subject: Tres Hermanos Ranch  
Eleven Assessor Parcels Located in  
The Cities of Diamond Bar and Chino Hills

Dear Mr. Casso:

In accordance with the request and authorization of the representatives of the City of Industry, we have appraised the above-referenced property, as of a current date. The appraisal study includes (1) a review of the subject property, (2) a review of market data (comparable sales) in the subject market area and (3) a valuation analysis. The date of value utilized for this appraisal is January 18, 2016.

The subject property consists of eleven contiguous land parcels commonly known as the Tres Hermanos Ranch. Eight of the parcels are located in the City of Chino Hills and three of the parcels are located in the City of Diamond Bar. The subject property is a former "gentleman's ranch" currently utilized as open pasture for cattle grazing, inclusive of two single family residences and the Arnold Reservoir. The subject property contains a total land area of 2,450.0 acres (106,722,000 square feet), per mapping prepared by CNC Engineering. The topography at the subject property ranges from rolling to moderately sloping. Inasmuch as the subject parcels (1) are contiguous, (2) are vested with the same owner and (3) have a unity of highest and best use (open space), the subject parcels have been appraised as a single property.

While the subject parcels are zoned for agriculture use or low density single family residential use, per the City of Industry, it is understood that the subject property will be encumbered with a covenant that will restrict the use of the subject land to open space, public use or preservation use. Said covenant will "run with the land," thereby making the subject property an effective open space land parcel. The subject property, therefore, has been appraised as open space land.

James M. Casso, Esq.  
Casso & Sparks, LLP  
February 2, 2016  
Page 2

Based on the foregoing, a Hypothetical Condition has been employed in the valuation of the subject property. A hypothetical condition is defined, under the Uniform Standards of Professional Appraisal Practice (USPAP), as:

*"A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis."*

and

*"Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the quality or data used in an analysis."*

The indicated market value of the subject property therefore, has been based on the assumption that, contrary to known fact, the subject property is encumbered with a covenant that prohibits use of the subject land to open space, public use or property use. Note that using the hypothetical condition might have resulted in different results.

The purpose of this appraisal report is to express an estimate of the market value of the subject property after considering the various factors which influence value, the market value of the fee simple interest in the subject property, under the Hypothetical Condition employed herein, as of January 18, 2016, is:

FORTY-ONE MILLION SIX HUNDRED FIFTY THOUSAND DOLLARS  
\$41,650,000.

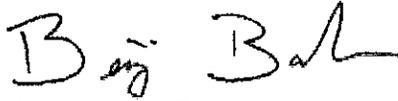
The foregoing value is subject to (1) the assumptions and limiting conditions set forth in the Preface Section and (2) the valuation study set forth in the Valuation Analysis Section. No portion of this report shall be amended or deleted.

James M. Casso, Esq.  
Casso & Sparks, LLP  
February 2, 2016  
Page 3

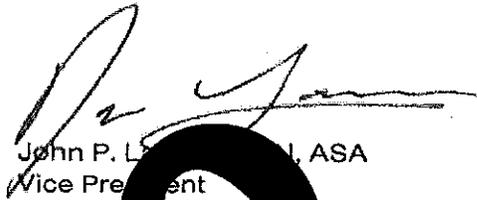
This appraisal complies with the reporting requirements set forth in the Uniform Standards of Professional Appraisal Practice, under Standard Rule 2-2(a), for an Appraisal Report. If you have any questions regarding this appraisal, please contact us at your convenience.

Very truly yours,

R. P. LAURAIN & ASSOCIATES, INC.



Benjamin V. Balos, MAI  
Senior Appraiser  
Certified General Real Estate Appraiser  
California Certification No. AG 040853



John P. Laurain, ASA  
Vice President  
Certified General Real Estate Appraiser  
California Certification No. AG 025754

**DEMO**

## TABLE OF CONTENTS

Title Page  
Letter of Transmittal  
Table of Contents

### PREFACE

Location Map  
Date of Value  
Purpose of the Appraisal  
Intent and User of Appraisal  
Property Rights Appraised  
Appraisers' Certification  
Scope of the Appraisal  
Assumptions and Limiting Conditions  
Extraordinary Assumption  
Terms and Definitions

### SUBJECT PROPERTY DESCRIPTION

Site Description  
Physical Characteristics  
Zoning and Permitted Uses  
Improvements  
Assessment Data  
Ownership History  
Appraisal Inspection  
Neighborhood Environment

### VALUATION ANALYSIS

Highest and Best Use Analysis  
Valuation Methods  
Sales Comparison Approach  
Final Estimate of Value  
Marketing Exposure

TABLE OF CONTENTS (Continued)

MARKET DATA

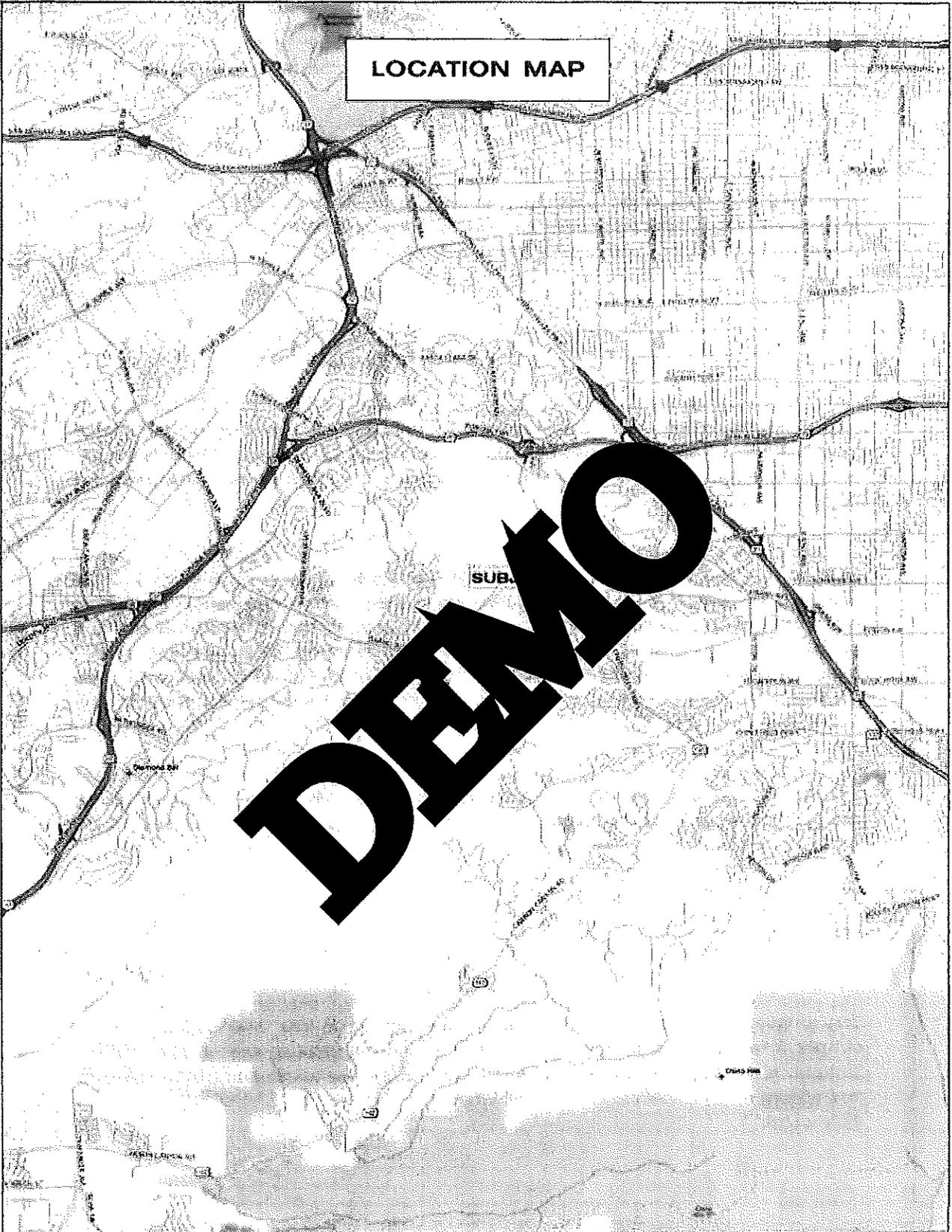
Summary of Land Value Indicators  
Land Sales Data and Photographs  
Market Data Map

ADDENDA

Additional Photographs  
Qualifications of Appraisers

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**DEMO**



LOCATION MAP

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SUB.

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www.delorme.com



Data Zoom 12-0

## DATE OF VALUE

The date of value (effective date) employed in this appraisal is January 18, 2016, which is concurrent with the valuation analysis process; all opinions and computations expressed herein are based on said date.

## PURPOSE OF THE APPRAISAL

The purpose of this appraisal report is to express an estimate of the market value of the fee simple interest in the subject property, free of any liens, leases or other encumbrances, as of the date of value set forth herein. The definition of market value is set forth in the following portion of this section following the heading "Terms and Definitions."

Further, it is the purpose of this appraisal report to estimate the value of the subject property and to render an opinion of the highest and best use based on (1) the character of existing and potential uses of the property appraised, (2) the requirements of local governmental entities affecting the subject property, (3) the reasonable demand in the open market for properties similar to the property appraised and (4) the location of the subject property considered with respect to other properties in competitive districts within the immediate and general area of the subject property.

Further, it is the purpose of this appraisal report to provide an outline of certain factual and inferential information which was compiled and analyzed in the process of completing this appraisal study.

## PROPERTY RIGHTS APPRAISED

The property rights appraised herein are those of the unencumbered fee simple interest. Fee simple is defined as, "An absolute fee; a fee without limitations to any particular class of heirs or restrictions, but subject to the limitations of eminent domain, escheat, police power and taxation. An inheritable estate."

INTENDED USERS OF APPRAISAL

The intended users of this appraisal are (1) The Successor Agency to the Industry Urban-Development Agency (client) and (2) Casso & Sparks, LLP.

INTENDED USE OF APPRAISAL

It is understood that this appraisal will be utilized by the intended users to establish the market value of the subject property for the possible sale of the property appraised herein.

**DEMO**

## CERTIFICATION

The undersigned hereby certify that:

Benjamin V. Balos and John P. Laurain made a personal inspection of the property that is the subject of this appraisal report. We have no present or contemplated future interest in the real estate which is the subject of this appraisal report. Also, we have no personal interest or bias with respect to the subject matter of this appraisal or the parties involved in this assignment.

Our engagement in this assignment and the amount of compensation are not contingent upon the reporting or development of predetermined values or direction in value that favors the interest of the client, the amount of the value opinion, the attainment of predetermined or stipulated results or the occurrence of a subsequent event directly related to the intended use of this appraisal. To the best of our knowledge and belief the statements of fact and conclusions in this appraisal report, upon which the analyses, opinions and conclusions expressed herein are based, are true and correct.

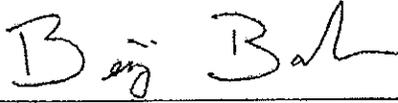
This appraisal report sets forth the assumptions and limiting conditions (imposed by the terms of the assignment or by the undersigned), affecting the accuracy of the analyses, opinions and conclusions.

The reported analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with (1) the Uniform Standards of Professional Appraisal Practice (USPAP) and (2) the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.

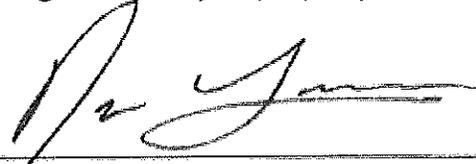
As of the date of this report, Benjamin V. Balos has completed the continuing education program for Designated Members of the Appraisal Institute, as well as the State of California. John P. Laurain has completed the continuing education program for Designated Members of the Appraisal Institute, as well as the State of California and the American Society of Appraisers. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives. Note that duly authorized representatives of the aforementioned organizations have the right to review this report.

R. P. LAURAIN  
& ASSOCIATES  
APPRAISERS - ANALYSTS

No one other than the undersigned prepared the analyses, conclusions and opinions for this appraisal study. No other person provided significant professional assistance. We have not appraised or provided any other services pertaining to the subject property in the last three years.



Benjamin V. Balos, MAI  
Certified General Real Estate Appraiser  
California Certification No. AG 040853  
Renewal Date: August 3, 2016



John P. Laurain, MAI, ASA  
Certified General Real Estate Appraiser  
California Certification No. AG 025754  
Renewal Date: April 17, 2017

Date: February 2016

**DEMO**

R. P. LAURAIN  
& ASSOCIATES  
APPRAISERS - ANALYSTS

## SCOPE OF THE APPRAISAL

In connection with the following appraisal, one or both of the appraisers have:

1. Been retained, and have accepted the assignment, to make an objective analysis and valuation study of the subject property and to report, without bias, their estimate of market value. The subject property is described in the Subject Property Description Section of this report.
2. Toured the general area by automobile to become acquainted with the extent, condition and quality of nearby developments, sales and offerings in the density and type of development, topographical features, economic conditions, trends toward change, etc.
3. Walked around the subject property and the nearby neighborhood, to become acquainted with the current particular attributes, or shortcomings, of the subject property.
4. Completed an inspection of the subject property, for the purpose of becoming familiar with certain physical characteristics.
5. Made a visual survey concerning public streets, access, drainage and topography of the subject property.
6. Obtained information regarding public utilities and sanitary sewer available at the subject property.
7. Made, or obtained from other qualified sources, calculations on the area of land contained within the subject property. Have obtained a plat drawing indicating the subject property and have checked such plat drawing for accuracy and fair representation.
8. Taken photographs of the subject property, together with photographs of the immediate environs.
9. Made, or caused to be made, a search of public records for factual information regarding recent sales of the subject property.

**SCOPE OF THE APPRAISAL** (Continued)

10. Reviewed current maps, zoning ordinances and other material for additional background information pertaining to the subject property and sale properties.
11. Attempted to visualize the subject property as it would be viewed by a willing and informed buyer, as well as a willing and informed seller.
12. Interviewed various persons, in both public and private life, for factual and inferential information helpful in this appraisal.
13. Formed an opinion of the highest and best use applicable to the subject property appraised herein.
14. Made, or caused to be made, a search for recent sales of comparable properties. Have viewed and obtained certain information pertaining to each sale as contained in this report.
15. Formed an estimate of the value of the subject property, as of the date of value, by application of the Sales Comparison Approach and Income Capitalization Approach, where considered applicable in the subject case.
16. Prepared the appraisal report in accordance with the Uniform Standards of Professional Appraisal Practice and in accordance with the activities outlined above.

**DEMO**

## ASSUMPTIONS AND LIMITING CONDITIONS

This appraisal is made with the following understanding as set forth in items No. 1 through 18, inclusive:

1. That this narrative Appraisal Report is intended to comply with reporting requirements set forth in the Uniform Standards of Professional Appraisal Practice, under Standard Rule 2-2(a), for an Appraisal Report. The information contained in this report is specific to the needs of the client; no responsibility is assumed for the unauthorized use of this report.
2. That title to the subject property is assumed to be good and merchantable. Liens and encumbrances have not been deducted from the final estimate of value. The vesting was obtained from public records. The vesting has been relied upon as being accurate; the subject property has been appraised as though under responsibility. The legal description is assumed to be accurate.
3. That the appraisers assume no hidden or unapparent conditions of the subject property, such as soil, structures or other improvements, which would render them more or less valuable than stated. Further, the appraisers assume no responsibility for such conditions or for the engineering which may be required to discover such conditions. The property appraised is assumed to meet all governmental codes, easements and restrictions, unless otherwise noted.
4. That no soil reports pertaining to the subject property were provided to the appraisers; therefore information, if any, provided by other qualified sources pertaining to these matters is believed to be accurate, but no liability is assumed for such matters. Further, information, estimates and opinions furnished by others and contained in this report pertaining to the subject property and market data were obtained from sources considered reliable and are believed to be true and correct. No responsibility, however, for the accuracy of such items, can be assumed by the appraisers.
5. It is assumed there are no encroachments, easements, soil toxics/contaminants or other physical conditions adversely affecting the value of the subject property.

## ASSUMPTIONS AND LIMITING CONDITIONS (Continued)

6. That no report pertaining to mold, organic toxins or asbestos at the subject property was provided to the appraisers; therefore, information, if any, provided by other qualified sources pertaining to these matters is believed accurate, but no liability is assumed by the appraisers for such matters. That unless otherwise stated herein, the subject property has been appraised assuming the absence of mold, organic toxins or asbestos, which may adversely affect the value of the subject property.
7. That no opinion is expressed regarding matters which are legal in nature or which require specialized investigation or knowledge ordinarily not employed by real estate appraisers, even though such matters may be mentioned in the report.
8. That no oil or mineral rights have been included in the opinion of value expressed herein. Further, any oil or mineral rights, if existing, are assumed to be a subsurface interest below the surface of the land, without the right of surface entry.
9. That the distribution of value in this report between land and improvements, if any, applies only under the existing program of separate valuations for land and improvements. This report should be used in conjunction with any other appraisal and should be used if so used.
10. That the valuation of the property appraised is based upon economic and financing conditions prevailing as of the date of value setting herein. Further, the valuation assumes good, competent and progressive management of the subject property.
11. That the appraisers have conducted a visual inspection of the subject property. The sales properties were viewed primarily via satellite imagery and aerial photography; certain sales were inspected from the adjacent public rights-of-way. Should subsequent information be provided relative to changes or differences in (1) the quality of title, (2) physical condition or characteristics of the property and/or (3) governmental restrictions and regulations, which would increase or decrease the value of the subject property, the appraisers reserve the right to amend the final estimate of value.

## ASSUMPTIONS AND LIMITING CONDITIONS (Continued)

12. That the appraisers, by reason of this appraisal, are not required to give testimony in court or at any governmental or quasi-governmental hearing with reference to the property appraised, unless contractual arrangements have been previously made therefor.
13. That drawings, plats, maps and other exhibits in this report are for illustration purposes only and are not necessarily prepared to standard engineering or architectural scale.
14. That this report is effective only when considered in its entire form, as delivered to the client. No portion of this report will be considered binding if taken out of context.
15. That possession of this report, or any part thereof, does not carry with it the right of publication or for all the contents of this report be copied or conveyed in any form through advertising, public relations, sales or other media, without the written consent of the appraisers, particularly with regard to the value of the property appraised and the identity of the appraisers, or the firm with which they are connected, or any reference to the Appraisal Institute, or the title of Appraisers or designations conferred by said institutions.
16. That the form, format and phraseology utilized in this report, except for the Glossary and Terms and Definitions, shall not be provided, copied or used by, any other real estate appraiser, real estate economist, real estate broker, real estate salesperson, property manager, valuation consultant, investment counselor or others, without the written consent and approval of John P. Laurain.
17. That this appraisal study is considered completely confidential and will not be disclosed or discussed, in whole or in part, with anyone other than the client or persons designated by the client.
18. That the reader is referred to the Valuation Analysis Section regarding the Hypothetical Condition utilized in appraising the subject property. Note that using the hypothetical condition might have affected the assignment results.

## TERMS AND DEFINITIONS

Certain technical terms have been used in the following report, which are defined herein, for the benefit of those who may not be fully familiar with said terms.

### MARKET VALUE (or Fair Market Value):

Market value is sometimes referred to as Fair Market Value; the latter is a legal term, and a common synonym of Market Value. Market value as defined in Title XI of the Financial Institutions Reform, Recovery and Enforcement Act of 1989 (FIRREA) is defined as follows:

"The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the assumption of a sale as of a specified date and the passage of time from seller to buyer under conditions whereby:

1. Buyer and seller are typically motivated;
2. Both parties are well informed, advised, and acting in what they consider to be their own best interests;
3. A reasonable time is allowed for exposure in the open market;
4. Payment is made in cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
5. The price represents the normal consideration for the property sold under such conditions, without special or creative financing or sales concessions granted by anyone associated with the sale."

### SALES COMPARISON APPROACH:

The Sales Comparison Approach is one of the three accepted methods of estimating Market Value. This approach consists of the investigation of recent sales of similar properties to determine the price at which said properties sold. The information so gathered is judged and considered by the appraisers as to its comparability to the subject property. Recent comparable sales are the basis for the Sales Comparison Approach.

## TERMS AND DEFINITIONS (Continued)

### COST APPROACH:

Another accepted method of estimating Market Value. This approach consists of estimating the new construction cost of the building and yard improvements and making allowances for appropriate amount of depreciation. The depreciated reconstruction value of the Improvements is then added to the Land Value estimate gained from the Sales Comparison Approach. The sum of these two figures is the value indicated by the Cost Approach.

### INCOME CAPITALIZATION APPROACH:

The Income Capitalization Approach consists of capitalizing the net income of the property under study. The capitalization method divides the income stream, allows for (1) vacancy and credit loss, (2) fixed expenses, (3) operating expenses and (4) reserves for replacement (if applicable), and estimates the amount of money which would be paid by a prudent investor to obtain the net income. The capitalization rate is usually correlated with the risk and may be adjusted for future depreciation or appreciation value.

### DEPRECIATION:

Used in this appraisal to indicate a decrease in value from any one or more of several causes. Depreciation does not have to be age alone, but can result from a combination of age, condition, functional utility, neighborhood influences or any of several other causes. Depreciation applies only to improvements. Amount of depreciation is a matter for the judgment of the appraisers.

### HIGHEST AND BEST USE:

Used in this appraisal to describe that private use which will (1) yield the greatest net return on the investment, (2) be permitted or have the reasonable probability of being permitted under applicable laws and ordinances and (3) be appropriate and feasible under a reasonable planning, zoning and land use concept.

SUBJECT PRO

DE

**DEMO**

**SUBJECT PROPERTY**

Refer to the aerial photo on the following page, which identifies the subject property as "Item 68." Refer to the Addenda Section for additional photos.

**COMMENT:**

The subject property represents eleven contiguous land parcels commonly known as the Tres Hermanos Ranch. Eight of the parcels are located in the City of Chino Hills; three of the parcels are located in the City of Diamond Bar. The subject property is a former "gentleman's ranch" currently utilized as open pasture for cattle grazing, inclusive of two single family residences and the Arnold Reservoir. While the subject parcels are zoned for agricultural use or low density single family residential use per the City of Industry, it is understood that the subject property will be encumbered with a covenant that will restrict the use of the subject land to open space or preservation use. Said covenant, "running with the land," thereby making the subject property an effective open space parcel. The subject property, therefore, has been appraised as open space land.

**APPARENT VESTEE:** The Successor Agency to the Industry Urban-Development Agency

**ADDRESS/LOCATION:** Address not assigned. The subject property represents the Tres Hermanos Ranch, located in the City of Chino Hills and the City of Diamond Bar. The north border of the subject property is generally at Diamond Ranch High School, near Chino Hills Parkway and the Pomona (60) Freeway. The south border of the subject property is adjacent northeast of the Firestone Scout Reservation.

**LEGAL DESCRIPTION:** Portion of Sections 1, 12, 13, 14, 23 and 24, Township 2 South, Range 9 West, San Bernardino Baseline and Meridian, California. A complete metes and bounds legal description was not provided for review.



(68) Address : Tres Hermanos Land  
 City : City of Industry  
 APN : 8701-021-271 8701-022-270  
 1000-011-19 1000-011-20  
 1000-011-21 1000-011-22  
 1000-021-13 1000-021-14  
 1000-031-14 1000-031-15  
 Acre : 2450.00 Ac.

CITY OF INDUSTRY  
 SUCCESSOR AGENCY OF THE INDUSTRY  
 URBAN-DEVELOPMENT AGENCY  
 PROPERTY LIST ITEM # 68

CMC  
 CONSULTING ENGINEERS  
 1000 S. GARDEN ST.  
 ANAHEIM, CA 92810  
 PHONE: (714) 771-1111  
 FAX: (714) 771-1112  
 WWW: WWW.CMCENGINEERS.COM

SHEET NO. 1 OF 1  
 DATE: 10/15/2009

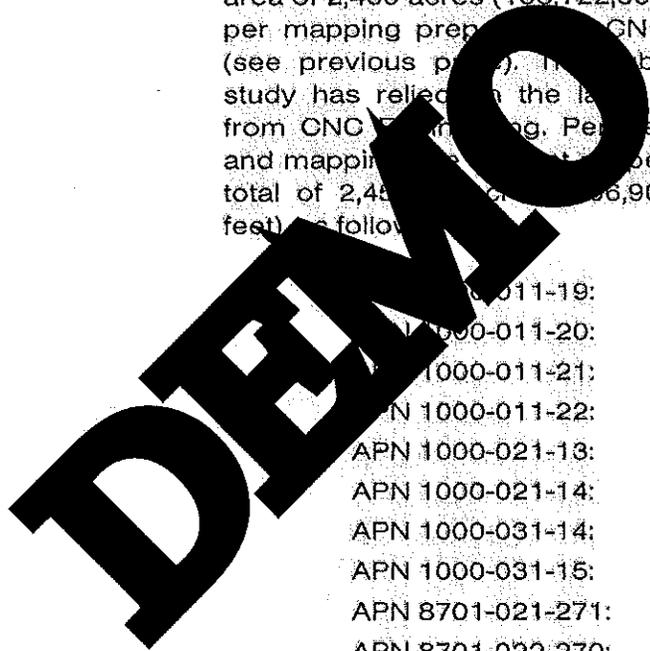
**SITE DESCRIPTION**

**COMMENT:**

As stated, the subject property represents eleven contiguous land parcels known as the Tres Hermanos Ranch. Inasmuch as the subject parcels (1) are contiguous, (2) are vested with the same owner and (3) have a unity of highest and best use (open space), the subject parcels have been appraised as a single property.

**LAND AREA:**

The subject property contains a total land area of 2,450 acres (106,722,000 square feet), per mapping prepared by CNC Engineering (see previous page). The subject appraisal study has relied on the land area obtained from CNC Engineering. Per assessor's data and mapping, the subject property contains a total of 2,454.15 acres (106,902,774 square feet) as follows:



APN 1000-011-19:	156.63 ac
APN 1000-011-20:	156.42 ac
APN 1000-011-21:	59.90 ac
APN 1000-011-22:	98.78 ac
APN 1000-021-13:	319.74 ac
APN 1000-021-14:	477.79 ac
APN 1000-031-14:	160.20 ac
APN 1000-031-15:	321.00 ac
APN 8701-021-271:	618.02 ac
APN 8701-022-270:	3.51 ac
APN 8701-022-273:	82.16 ac
Total:	2,454.15 ac

The land area of each subject parcel indicated above is included herein for informational purposes, to illustrate the approximate size of each parcel. As stated, the size of the subject property utilized herein is 2,450 acres, or 106,722,000 square feet, per mapping prepared by CNC Engineering.

APN: 1000-011-19, 20, 21, 22

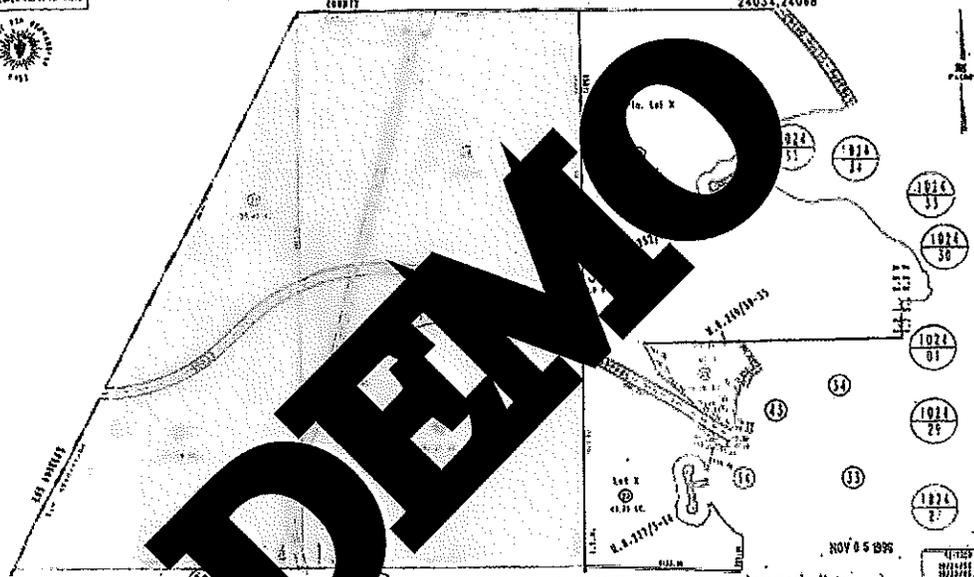
THIS MAP IS FOR THE PURPOSES OF THE STATE OF CALIFORNIA ONLY.



Por. Rancho Santa Ana Del Chino, M.B. 1/12

China\* Outside  
Tax Role Area  
24034, 24068

1000 - 01



AVG. 1981

Por. Tract No. 13451-12,  
Por. Tract No. 13451-12, 21

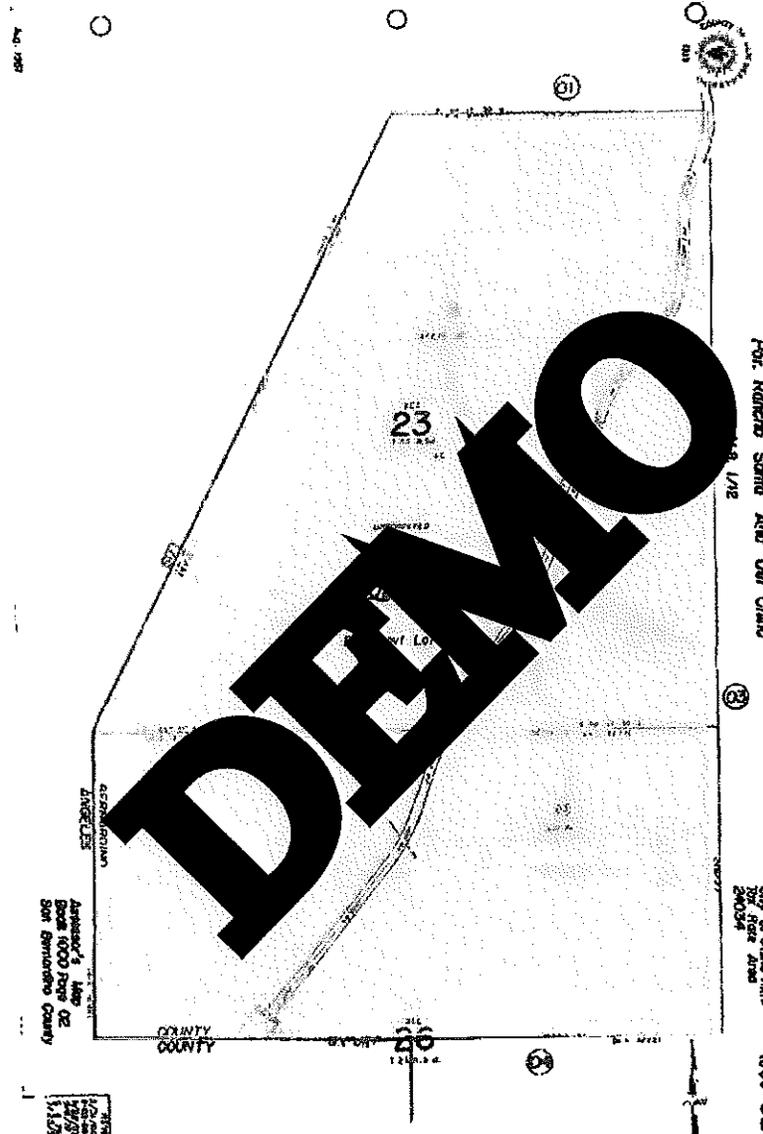
Por. Tract No. 13451, M.B. 237/14-27,  
Assessor's Map W.3.252/25-46  
Por. Tract No. 14109, M.B. 249/20-25

Assessor's Map  
Book 1000 Page 01  
San Bernardino County

NOV 05 1995

R. P. LAURAIN  
& ASSOCIATES  
APPRAISERS - ANALYSTS

APN: 1000-021-13, 14



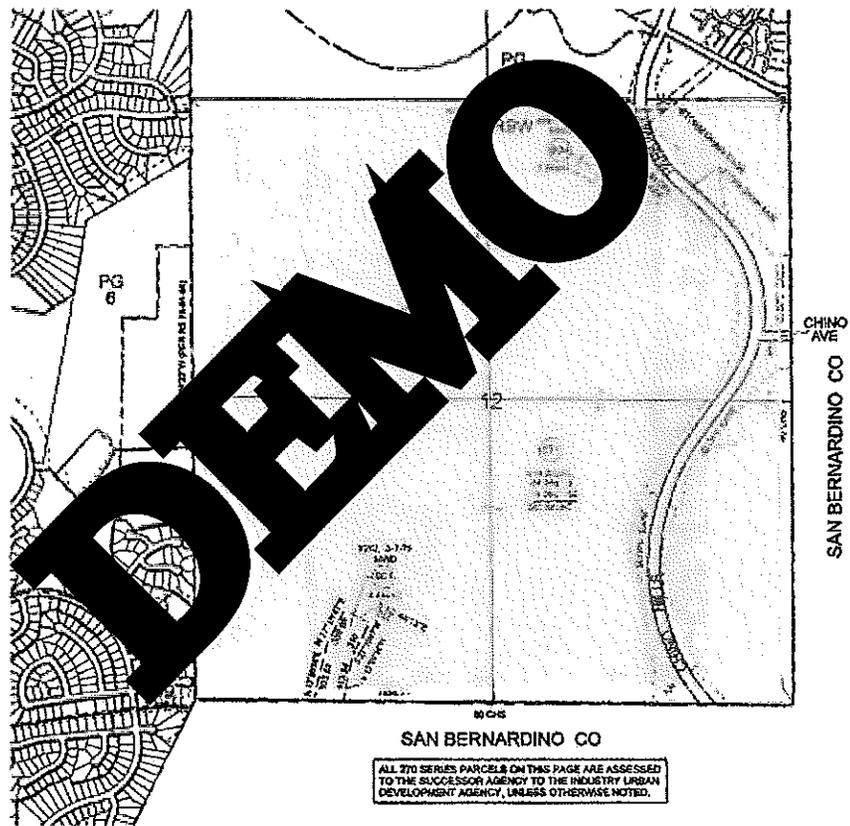
R. P. LAURAIN  
& ASSOCIATES  
APPRAISERS - ANALYSTS



APN: 8071-021-271

8701	21 SHEET	P.A. 8200-1	TRA 10001	REVISED 900016 931027	9041109006002-22 2012071812-22 2012092408-22				SEAR
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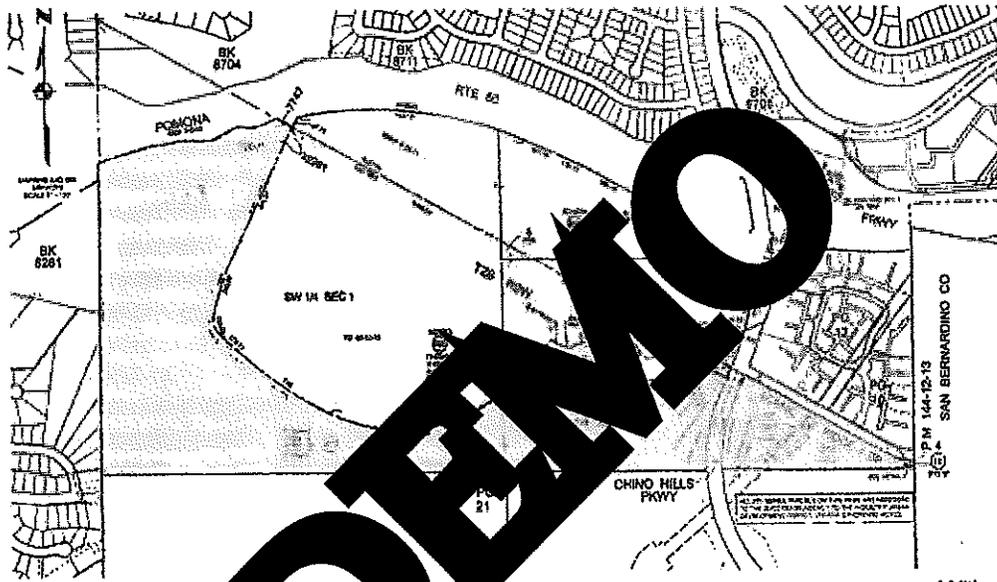
20



R. P. LAURAIN  
& ASSOCIATES  
APPRAISERS - ANALYSTS

APN: 8701-022-270, 273

8701	22	P.A. 298-0	TRA 1221 722 N021	APARRO 8028 13107070001-01	860421034001-11 860411020000-12 8111183	2078714119-13 2078709446-14	SEARCH NO	OFFICE OF THE ASSESSOR COUNTY OF LOS ANGELES COMPUTER 0303
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R. P. LAURAIN  
& ASSOCIATES  
APPRAISERS - ANALYSTS

**SITE DESCRIPTION:** (Continued)

**LAND SHAPE:** Irregular land configuration.

**OIL/MINERAL RIGHTS:** The subject appraisal specifically excludes oil or mineral rights. Further, oil or mineral rights, if existing, are assumed to be at least 500 feet below the surface of the land, without the right of surface entry.

**TOPOGRAPHY:** The topography at the subject property ranges from rolling to moderately sloping.

**DRAINAGE:** Appears to be adequate for the existing use (cattle pasture). The subject property includes a reservoir at the approximate mid portion of the site, immediately west of Tonner Canyon Road and east of Grand Avenue. Inasmuch as specific information pertaining to Arnold Reservoir was not provided to the appraisers, the capacity of the reservoir is unknown.

**SOIL STABILITY:** Appears to be adequate for the existing use. A soils report, however, was not provided for review. The subject property has been appraised assuming adequate soil stability.

**SOIL CONTAMINATION:** No known or observed, however, an environmental assessment report was not provided for review. The subject property has been appraised as though free of soil contamination requiring remediation.

**FRONTAGE/ACCESS:** Tonner Canyon Road is a private (unpaved) road that runs through the subject property (north to south). The subject property also has frontage on Grand Avenue, Chino Hills Parkway, Chino Avenue and the Pomona (60) Freeway. Access to the property is generally via Tonner Canyon Road, either from Grand Avenue or Chino Hills Parkway (locked gates). The property can also be accessed from the southwest, via Tonner Canyon Road, through the Firestone Scout Reservation.

**SITE DESCRIPTION** (Continued)

**PUBLIC UTILITIES:** Water, electric power and telephone service are apparently available at portions of the subject property. Residential subdivisions in the immediate area (Diamond Bar to the west and Chino Hills to the east) include full utility connections (water, electric, sewer, etc.).

**SANITARY SEWER:** Not available at the subject property; the two single family residences apparently utilize septic tank systems. Sewer available at residential subdivisions east and west of the subject property.

**ENCROACHMENTS:** None apparent, but a survey of the subject property was not provided for review.

**EASEMENTS:** A title report was provided for review. The Arnold Reservoir has a water pipeline running south of the reservoir, apparently owned by the Metropolitan Water District. Per the report, portions of the site are encumbered with various road, highway, utility and slope easements. Per the on-site inspection, portions of the site include overhead electrical transmission lines. Said easements (road, water pipelines, electrical lines, etc.) are assumed to be in-place via existing easements over the subject property. Inasmuch as the property is being appraised as open space land, said easements are not judged as having a measurable impact on the value or utility of the subject property. It is assumed there are no "cross-lot" or "blanket" easements affecting the subject property.

**ILLEGAL USES:** None observed.

**PRESENT USE:** Former "gentleman's ranch" currently utilized as open pasture for cattle grazing, inclusive of two single family residences and the Arnold Reservoir.

**DEMO**

**SITE DESCRIPTION** (Continued)

**ZONING:**

The subject parcels located in Chino Hills (eight parcels) are located in the RA (Agriculture-Ranch) zone of the City of Chino Hills. The General Plan designation is primarily Agriculture/Ranches; however, certain portions are designated for Commercial, Mixed Use or Very High Density Residential development.

The parcels located in Diamond Bar (three parcels) are primarily located in the AG (Agriculture) zone of the City of Diamond Bar; a portion is located in the RH-30 (High Density Residential) zone. The General Plan designation is Very High Density Residential (all parcels).

As stated, in the City of Industry, it is understood that the subject property will be subject to a covenant that will restrict the use of the subject land to open space, outdoor use, and preservation use. Said covenant is referred to as "the land," thereby making the subject property an effective open space land. Based on the foregoing, the subject property has been appraised as open space land.

**HIGHEST AND BEST USE:**

The reader is referred to the first portion of the Valuation Analysis Section for a discussion regarding the highest and best use of the subject property.

**TENANT DATA**

**COMMENT:**

The subject property is currently leased to Russ Wood, who utilizes the site for pasture land. The rental rate is \$600 per month.

**IMPROVEMENTS**

COMMENT:

On-site improvements at the subject property are limited to two single family residences and several "out" buildings (barns, sheds, etc.), at the south-central portion of the site, on APNs 1000-021-14 and 1000-031-15. The dwellings are apparently utilized by the on-site "groundskeeper." The rental rate of the single family residences, if any, was not provided to the appraisers. An interior inspection of the buildings was not conducted, as it was not warranted for the subject appraisal, due to the property being appraised as open space.

**ASSESSMENT DATA**

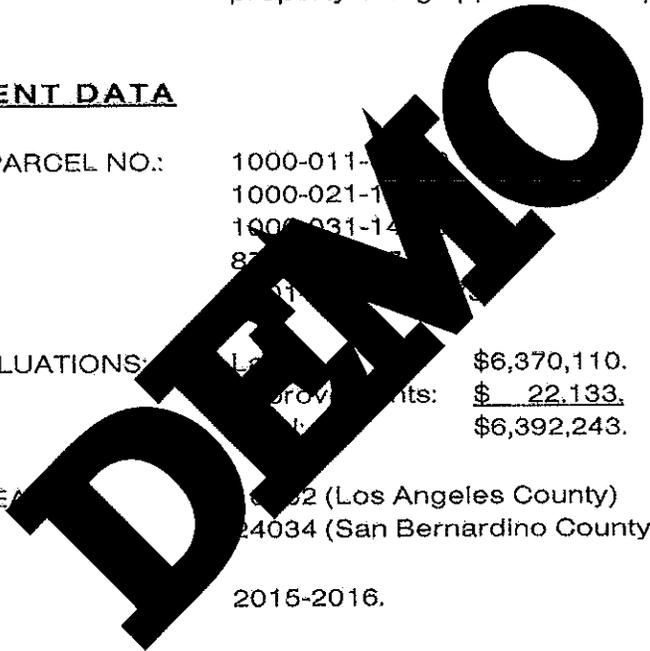
ASSESSOR'S PARCEL NO.: 1000-011-  
 1000-021-1  
 1000-031-14  
 87  
 11

ASSESSED VALUATIONS: Land \$6,370,110.  
 Improvements: \$ 22,133.  
 Total \$6,392,243.

TAX CODE AREA 6002 (Los Angeles County)  
 24034 (San Bernardino County)

TAX YEAR: 2015-2016.

REAL ESTATE TAXES: \$126,586.54\*



\* Real estate taxes will be adjusted in the event the subject property is sold to a private party or private corporation. The adjusted real estate tax burden will be approximately 1.2% of the sale price or Assessor's "cash value." In the absence of a sale, transfer or capital improvements, the maximum allowable increase in the assessed valuations is 2% per year (per the Real Estate Tax Initiative of 1978, known as Proposition 13).

## OWNERSHIP HISTORY

**COMMENT:**

The subject property (all 11 parcels) has been vested with the City of Industry, Industry Urban-Development Agency or Successor Agency (current owner) for more than 35 years. Due to the date of acquisition, the original purchase price is not considered relevant to current market value.

## APPRAISAL INSPECTION

**COMMENT:**

The formal appraisal inspection was conducted by Benjamin V. [redacted] and John P. Laurain on October 14, 2014, in the presence of Mark Rad [redacted] of the City of Industry.

## NEIGHBORHOOD ENVIRONMENT

**LOCATION:**

The subject property is located in the City of Diamond Bar, near Chino Hills Park and the Pomona (60) Freeway. The location of the subject property is situated in the City of Chino Hills, immediately adjacent to unincorporated Los Angeles County. Adjacent communities include the Cities of La Habra, La Habra Heights, Industry, Walnut, Pomona and Chino, plus various districts of unincorporated Los Angeles County.

**LAND USES:**

The area surrounding the subject property is developed primarily with single family residential developments. Diamond Ranch High School is located adjacent north of the subject property. Firestone Scout Reservation is located adjacent southwest of the subject property. Said reservation is utilized for recreational uses (campgrounds, hiking trails, etc.), preservation (wilderness/open space) and oil drilling. The Diamond Bar Golf Course is located approximately two miles west of the subject property.

R. P. LAURAIN  
& ASSOCIATES  
APPRAISERS - ANALYSTS

**NEIGHBORHOOD ENVIRONMENT** (Continued)

**ACCESS:** Primary streets in the general area include Grand Avenue, Chino Hills Parkway, Diamond Bar Boulevard and Carbon Canyon Road/-Lambert Road. The Pomona (60) Freeway is located immediately north of the subject property. The Orange (57) Freeway is located approximately two miles west of the subject property.

**PRICE TREND:** There was an upward value trend affecting residential properties within the general subject market area, from 2003 through the mid portion of 2006, after which property values generally stabilized. Beginning in 2007, residential property values began to decrease significantly. The decrease in residential sales activity and prices continued through the latter portion of 2008, primarily to the subprime mortgage and housing crisis, multi-billion dollar losses of mortgage-backed securities, and national banks, plus risk aversion financing.

**DEMO**

In the first portion of 2009 residential values began to stabilize, due primarily to fiscal stimulus programs and first time home buyer tax credits. The residential real estate market remained largely flat (level) through the first to mid portion of 2012.

Beginning in the latter portion of 2012, residential property values began to increase, due to (1) the inventory of properties available for sale beginning to decrease, (2) investor interest in acquiring distressed properties, for potential re-sale or as investment (rental) properties, (3) formerly hesitant residential owner-users concluding that the housing market had reached bottom and (4) the continued availability of historically low mortgage interest rates.

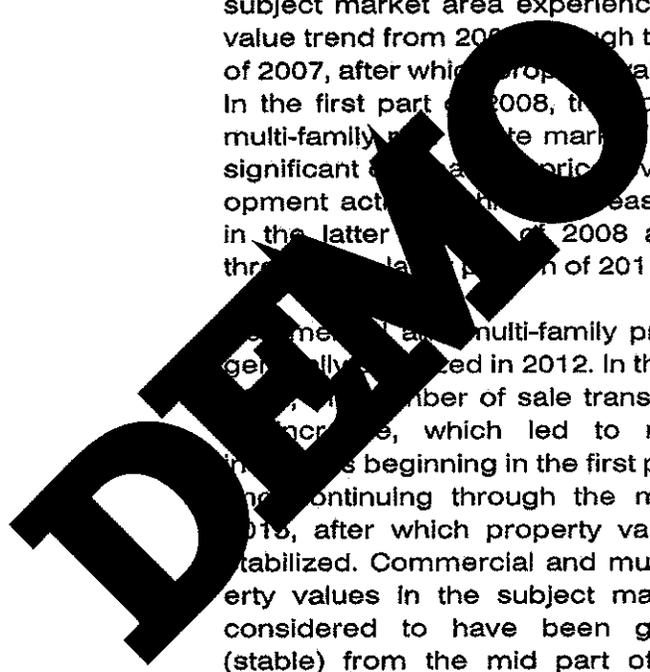
**NEIGHBORHOOD ENVIRONMENT** (Continued)

PRICE TREND: (Continued)

Said price increase continued through the first to mid portion of 2015, after which residential property values generally leveled off and have remained relatively stable (level) until the present time (January 2016), with nominal price increases or decreases in certain neighborhoods.

Real estate trends affecting commercial properties and multi-family properties in the subject market area experienced an upward value trend from 2008 through the first portion of 2007, after which property values stabilized. In the first part of 2008, the commercial and multi-family market experienced a significant decrease in price levels and development activity. This price decrease accelerated in the latter part of 2008 and continued through the first portion of 2011.

Commercial and multi-family property values generally stabilized in 2012. In the latter part of 2012, a number of sale transactions began to increase, which led to nominal price increases beginning in the first portion of 2013 and continuing through the mid portion of 2015, after which property values generally stabilized. Commercial and multi-family property values in the subject market area are considered to have been generally level (stable) from the mid part of 2015 to the present time (January 2016).



VALUATION SERVICES

**DEMO**

## VALUATION ANALYSIS

The purpose of this appraisal is to estimate the market value of the subject property, as of the date of value set forth herein. Prior to the application of the appraisal process, it is necessary to consider and analyze the highest and best use of the subject property.

### **HIGHEST AND BEST USE ANALYSIS:**

The 14th Edition of The Appraisal of Real Estate, by the Appraisal Institute, defines highest and best use on Page 332, as follows:

"The reasonably probable use of property that results in the highest value."

In the analysis of which uses are reasonably probable, three criteria are applied in the following order to develop adequate support for the determination of highest and best use:

1. Physical possibility
2. Legal permissibility
3. Financial feasibility

These criteria are considered sequentially; however, the tests of physical possibility and legal permissibility can be applied in either order, but they must both be met before the test of financial feasibility. Uses that meet all three criteria of being reasonably probable are then tested for economic productivity, to identify the maximally productive use. The reasonably probable use with the highest value (i.e. maximally productive) is the highest and best use.

In the process of forming an opinion of highest and best use, consideration must be given to various environmental and political factors such as zoning restrictions, probability of zone change, private deed restrictions, location, land size and configuration, topography and the character/quality of land uses in the immediate and general subject market area.

The subject property represents eleven contiguous land parcels commonly known as the Tres Hermanos Ranch. Eight of the parcels are located in the City of Chino Hills; three of the parcels are located in the City of Diamond Bar. The subject property is a former "gentleman's ranch" currently utilized as

**VALUATION ANALYSIS** (Continued)

***HIGHEST AND BEST USE ANALYSIS:*** (Continued)

open pasture for cattle grazing, inclusive of two single family residences and the Arnold Reservoir. The subject property contains a total land area of 2,450.0 acres (106,722,000 square feet), per mapping prepared by CNC Engineering. The topography at the subject property ranges from rolling to moderately sloping. As stated, in addition to Tonner Canyon Road, the subject property has frontage on Grand Avenue, Chino Hills Parkway, Chino Avenue and the Pomona (60) Freeway. Vehicular access to the subject property is rated average.

Water, electric power and telephone service are apparently available at portions of the subject property. Residential subdivisions in the immediate area (Diamond Bar to the west and Chino Hills to the east) include full utility connections (water, electric, sewer, etc.).

The area surrounding the subject property is developed primarily with single family residential developments. Diamond Bar High School is located adjacent north of the subject property. Fire Station 1000 is located adjacent southwest of the subject property. The Arnold Reservoir is utilized for recreational uses (campground, fishing, etc.), preservation (wilderness/open space) and drinking water. Diamond Bar Golf Course is located approximately two miles west of the subject property.

The subject parcels located in Chino Hills (eight parcels) are located in the RA (Agriculture-Ranch) zone of the City of Chino Hills. The General Plan designation is primarily Agriculture-Ranch; however, certain portions are designated for Commercial, Mixed Use or Very High Density Residential development.

The parcels located in Diamond Bar (three parcels) are primarily located in the AG (Agriculture) zone of the City of Diamond Bar; a portion is located in the RH-30 (High Density Residential) zone. The General Plan designation is Very Low Density Residential (all parcels).

While the physical characteristics of the subject parcel are adequate to accommodate agricultural uses at the subject property, the subject property would require extensive infrastructure upgrades (wet and dry utilities, road improvements, etc.), in order to support residential development (i.e. single family subdivision) at the subject property.

**VALUATION ANALYSIS** (Continued)

**HIGHEST AND BEST USE ANALYSIS:** (Continued)

It should also be noted that any proposed development at the subject site would result in significant opposition from various environmental groups. While said environmental groups do not carry any "official" power, they have the ability to influence the general public, planning officials and elected representatives, and can often stop or significantly delay proposed developments.

While the subject parcels are zoned for agriculture use or low density single family residential use, per the City of Industry, it is understood that the subject property will be encumbered with a covenant that will restrict the use of the subject land to open space, public use or preservation use. Said covenant will "run with the land," thereby making the subject property an effective open space land parcel. The highest and best use of the subject property is therefore open space or preservation, which is considered similar to an open space use.

Based on the foregoing, a Hypothetical Condition has been employed in the valuation of the subject property. A Hypothetical Condition is defined, under the Uniform Standards of Professional Appraisal Practice (USPAP), as:

*"A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the appraisal results, but is used for the purpose of appraisal."*

and

*"Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis."*

The indicated market value of the subject property, therefore, has been based on the assumption that, contrary to known fact, the subject property is encumbered with a covenant that restricts the use of the subject land to open space, public use or preservation use. Note that using the hypothetical condition might have affected the assignment results. The subject property has therefore been appraised as open space land.

R. P. LAURAIN  
& ASSOCIATES  
APPRAISERS - ANALYSTS

## **VALUATION ANALYSIS** (Continued)

### **VALUATION METHODS:**

There are three conventional methods (approaches) which can be used to estimate value. They are the Sales Comparison Approach, Cost Approach and Income Capitalization Approach. Inasmuch as the subject property is effectively a vacant land parcel, the Sales Comparison Approach is the only approach considered applicable as a reliable indicator of value.

### **SALES COMPARISON APPROACH:**

In the Sales Comparison Approach, the value of a property is estimated by comparing it with similar, recently sold properties in the surrounding or competing area. Inherent in this approach is the principle of substitution, which holds that when a property is replaceable in the market, its value tends to be set by the cost of acquiring an equally desirable substitute property, assuming that no costly delay is encountered in making such substitution. Thus, the Sales Comparison Approach attempts to equate the value of the subject land parcel with comparable land sale properties by analyzing and weighing the various elements of comparability.

The Sales Comparison Approach was applied to the subject property for the purpose of estimating the value of the subject open space parcel. The reader is referred to the summary of Value Indicators on the following page. The property at the top of the summary represents the subject property, which is included in the summary to help the reader see the various characteristics of the subject property as compared to the sale properties; the date and sale price of the subject property represent the date of value utilized herein and the value conclusion of the subject property.

Refer to the Market Data section for (1) additional information pertaining to each sale and (2) a map which illustrates the location of each sale. Due to the infrequency of sales of recreational properties and open space parcels, it was necessary to expand the chronological and geographic search parameters in order to obtain a representative number of comparable open space sale transactions.

Note that while a number of the properties are zoned for agricultural use (Data 1, 2, 3, 4 and 6); the sales represent limited-use (open space or preservation) land parcels comparable to the subject property. Data 5 is zoned in both the "Orange County Great Park" zone and the "Preservation" zone of the City of Irvine. Data 7 is located in the Open Space zone of the City of Azusa.

**LAND VALUE INDICATORS:**

Data	Sale Date	Location	Zoning	Land Size	Use	Sale Price	\$ Per Acre	\$ Per SF
1	12-12	31300± Live Oak Canyon Rd.	A1	7,486,657 sf	open space	\$2,552,500	\$14,851	\$0.34
2	7-13	12000± Big Tujunga Canyon Rd., LA County	A1-1-H	5,059,494 sf	"raw" land	\$2,088,000	\$17,977	\$0.41
3	10-14	23110 The Old Rd., Newhall	A2-2	3,497,922 sf	open space	\$4,650,000	\$15,278	\$0.35
4	10-14	24501± The Old Rd., unincorp. LA County	A2-2	4,977,922 sf	open space	\$1,758,500	\$15,397	\$0.35
5	1-15	Portion of Orange County Great Park, Irvine	OCGP, P	688.00 ac	recreation/	\$19,171,000	\$27,865	\$0.64
6	3-15	W. of The Old Rd., unincorp. LA County	A2-2	172.54 ac	open space	\$1,850,000	\$10,722	\$0.25
7	escrow	3737 Fish Canyon Rd., Azusa	OS	320.88 ac	orchard/	\$13,000,000	\$40,514	\$0.93
SP	1-16	Tres Hermanos Ranch, Chino Hills & Diamond Bar	RA, AG	2,450.00 ac	pasture/ open space	\$41,650,000	\$17,000	\$0.39

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## VALUATION ANALYSIS (Continued)

### **SALES COMPARISON APPROACH:** (Continued)

Data 1, 3, 4 and 6 represent land parcels located in agricultural zones (similar to the subject zoning) which were purchased to preserve the existing natural use (open space). Data 1 was purchased by the City of Redlands Conservancy Department. Data 3 was purchased by the Trust for Public Land, in conjunction with the City of Santa Clarita. Data 4 and 6 were purchased by the City of Santa Clarita. Data 2 represents an REO sale of a property located in the Angeles National Forest; the site contains 116.15 acres and was marketed as having the possibility of subdividing the site into eight single family lots and preserving the remainder as open space. Data 5 represents the sale of a 688-acre portion of the Orange County Great Park which will be utilized for recreation purposes; a portion will be developed with various sports facilities and the remainder will be preserved as natural open space. Data 7 represents the current escrow of a horse ranch currently zoned for open space use; the proposed buyer is hoping to develop the property with a limited number of single family residences.

The sale properties range in size from 1.5 to 688 acres. The purchase prices range from \$10,722 to \$40,000 per acre. The sales are set forth in chronological order and took place between December 2012 and March 2015; Data 7 represents a property currently in escrow.

The first adjustments applied to the sale properties, when warranted, are known as transactional adjustments. Such transactional adjustments are generally applied to the sale properties in the sequence listed below, and are made cumulatively (i.e. the adjustments are made before applying the next adjustment). Following is a list of transactional adjustments.

- Property rights conveyed
- Financing (cash equivalent)
- Conditions of sale
- Expenditures after sale
- Market conditions

#### ***Property Rights Conveyed:***

An adjustment is required when a sale transaction conveyed a different type of property rights, compared to the property rights being appraised, such as leased fee estate vs. fee simple estate. None of the land sale properties required an adjustment for property rights conveyed, as all of the sale properties conveyed title to the fee simple interest in each property.

**VALUATION ANALYSIS** (Continued)

***SALES COMPARISON APPROACH:*** (Continued)

***Financing and Cash Equivalency Adjustments:***

Sale properties are adjusted for financing arrangements involved in transactions which are not market-typical. A cash equivalency adjustment is generally made in those cases wherein the financing of a particular property caused a higher purchase price. Common examples include seller financing, or assumption of existing financing, at non-market terms.

The sales involved cash down payments of at least 47% with conventional or private financing. Inasmuch as all of the sale properties involved "all cash to seller" transactions, a cash equivalency adjustment was granted for any of the sale properties.

***Conditions of Sale:***

An adjustment for conditions of sale is required when a property sold under atypical conditions, such as (1) a sale or purchase under duress (REO transactions or other distressed sales), (2) a seller selling as part of a bulk portfolio sale, (3) a developer purchasing a site to acquire an adjacent property as part of assembling a larger development site or (4) other similar situations where the motivation of the seller affects the price paid for a property.

Another item which can be accounted for in the "conditions of sale" adjustment is seller concessions which lower the effective price paid by a buyer. It is necessary to account for said seller concessions in order to reflect the "true" price at which the property sold.

Data 2 represents the sale of a "distressed" REO (real estate owned) property. Distressed properties generally sell for less than "typical" properties listed for sale on the open market, due to (1) the general decrease in marketing time allowed and (2) the bank/lender generally lacking the option to hold the property until market conditions improve.

Based on the foregoing, Data 2 is considered inferior to the subject property, with respect to conditions of sale. While the discounts at which distressed properties sell vary widely, a general discount range of 10% to 20% is common. Based on the foregoing, a positive adjustment of 15.0% has been applied to Data 2, to account for the inferior conditions of sale. None of the remaining sale properties required an adjustment for conditions of sale.

**VALUATION ANALYSIS** (Continued)

***SALES COMPARISON APPROACH:*** (Continued)

***Expenditures after Sale:***

An adjustment to a sale transaction is required when a buyer anticipates a particular expenditure that he/she will have to expend shortly after purchasing a property; the price paid by a knowledgeable buyer considers any required expenditures. Such expenditures can include (1) the cost to remediate known environmental contamination, (2) the cost to cure deferred maintenance at a building or (3) similar costs that a buyer anticipates making upon purchase of a property, such as the cost to demolish an existing structure when an improved property is purchased for redevelopment. None of the sale properties required an adjustment for expenditures after sale.

***Market Conditions:***

Consideration of the market conditions (level) is appropriate when certain sale properties occur during a rising market. The consideration for market conditions is based upon observation of the real estate market and value cycles dating back to the late 1970s.

The residential real estate market was generally level (level) from 2009 through the first to mid portion of 2012, after which residential real estate values began increasing due to (1) the increase in properties available for sale beginning to decrease, (2) investor interest in distressed properties, for potential re-sale or as investment properties, (3) formerly hesitant residential owner-users coming back into the buying market had reached bottom and (4) the continued availability of historically low mortgage interest rates. Said price increase continued through the first to mid portion of 2015, after which residential property values generally leveled off and have remained relatively stable (level) until the present time (January 2016), with nominal price increases or decreases in certain neighborhoods.

The commercial and multi-family market was level from the first and mid part of 2012. In the latter part of 2012, the number of sale transactions began to increase, which led to nominal price increases beginning in the first portion of 2013 and continuing through the mid portion of 2015, after which property values generally stabilized. Commercial and multi-family property values in the subject market area are considered to have been generally level (stable) from the mid part of 2015 to the present time (January 2016).

**VALUATION ANALYSIS** (Continued)

***SALES COMPARISON APPROACH:*** (Continued)

***Market Conditions:*** (Continued)

It should be noted that prices of vacant land and open space parcels do not generally increase or decrease as rapidly as prices of improved properties.

The market conditions adjustments utilized herein are based on (1) discussions with various market participants (brokers, property managers, etc.), (2) observations of local real estate market trends (sales activity, development activity, etc.) and (3) a review of sale prices and current asking prices at comparable vacant land and open space parcels in the greater subject market area. Based on the foregoing, the adjustments applied to the sale properties for market conditions (time) are based on the following schedule:

January-June 2012:	0.0% per year, or 0.0% per month
July-December 2012	+ 6.0% per year, or 0.5% per month
January-December 2013:	+ 6.0% per year, or 0.5% per month
January-December 2014:	+ 6.0% per year, or 0.5% per month
January-June 2015:	+ 6.0% per year, or 0.5% per month
July-present:	+ 6.0% per year, or 0.0% per month

***Elements of Comparison***

After considering various temporal adjustments, an analysis was made of the various elements of comparability at the sale properties, including the following:

- Location
- Zoning/permitted uses
- Best use/site utility
- Topography
- Development potential
- Land size
- Land configuration
- Access
- Buildings/interim use
- Utilities/off-site improvements

**VALUATION ANALYSIS** (Continued)

***SALES COMPARISON APPROACH:*** (Continued)

***Elements of Comparability:*** (Continued)

It should be noted that the above elements of comparability were not assigned equal weight in analyzing each sale property. The location, topography, development potential, land size, access and buildings/interim use were considered the most important factors in the subject case.

***Land Value Analysis:***

The comparability adjustments applied to the various sale properties are judgment estimates which are intended to equate the subject property with the respective sale properties. Adjustments for the various elements of comparability were applied on a qualitative basis due to the lack of direct market evidence regarding quantitative adjustments in the subject market.

The reader is referred to the Market Area Comparison Grid on the following page. As can be noted, Data 2 requires a transactional adjustment for conditions of sale (positive 15%). Data 1 requires a required transactional adjustments for market conditions of sale (positive 1.0% to positive 12.0%). Due to the large size of the subject property and sale properties, the primary unit of analysis utilized herein was the overall rate per acre.

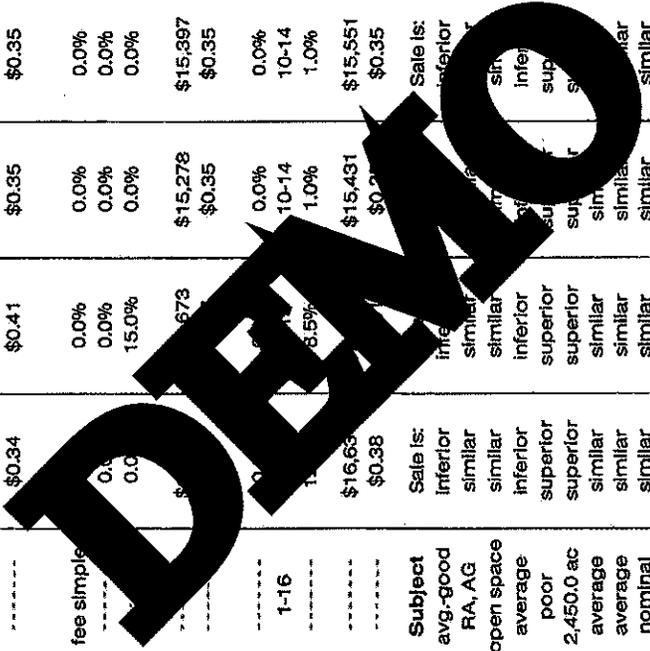
The subject property is located in the City of Chino Hills and the City of Diamond Bar. All of the sale properties, with the exception of Data 5, are considered inferior to the subject property with respect to location, as the properties are located in areas of generally lower real estate values, compared to the subject location. Data 5 is considered superior to the subject property with respect to location, inasmuch as the site is located in the City of Irvine, an area of higher real estate values, compared to the subject location.

The topography at the subject site ranges from rolling to moderately sloping. All of the sale properties, with the exception of Data 5, are considered inferior to the subject property regarding topography, as the sales include topography that ranges from rolling to steeply sloping (mountainous). Data 5 is considered superior to the subject property regarding topography, as significant portions of the site are effectively level.

Data 7 is judged superior to the subject property regarding best use/site utility, as well as buildings/interim use, as (1) the site includes 12,500± square feet of "ranch" improvements (dwellings, barns, etc.) and (2) the site is leased for \$7,000 per month.

**MARKET ANALYSIS COMPARISON GRID**

	1	2	3	4	5	6	7
<b>Data</b>							
<b>Subject</b>							
Purchase price:	\$2,552,500	\$2,088,000	\$4,650,000	\$1,758,500	\$19,171,000	\$1,850,000	\$13,000,000
Rate per acre:	\$14,851	\$17,977	\$15,278	\$15,397	\$27,865	\$10,722	\$40,514
Rate per sq. ft.:	\$0.34	\$0.41	\$0.35	\$0.35	\$0.64	\$0.25	\$0.93
Transactional adjustments:							
Property rights conveyed:	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Financing (cash equivalency):	0.0%	15.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Conditions of sale:							
Adjusted rate per acre:	\$16,633	\$17,673	\$15,278	\$15,397	\$27,865	\$10,722	\$40,514
Adjusted rate sq. ft.:	\$0.38	\$0.41	\$0.35	\$0.35	\$0.64	\$0.25	\$0.93
Expenditures after sale:							
Date of sale:	1-16	1-16	10-14	10-14	1-15	3-15	escrow
Market conditions:	1.0%	6.5%	1.0%	1.0%	0.0%	0.0%	0.0%
Adjusted rate per acre:	\$16,633	\$17,673	\$15,431	\$15,551	\$27,865	\$10,722	\$40,514
Adjusted rate sq. ft.:	\$0.38	\$0.41	\$0.35	\$0.35	\$0.64	\$0.25	\$0.93
Comparability adjustments:							
Location:	inferior	inferior	inferior	inferior	superior	inferior	inferior
Zoning/permitted uses:	similar	similar	similar	similar	similar	similar	similar
Best use/site utility:	similar	similar	similar	similar	similar	similar	similar
Topography:	inferior	inferior	inferior	inferior	superior	inferior	inferior
Development potential:	superior	superior	superior	superior	similar	superior	superior
Land size:	similar	similar	similar	similar	similar	similar	similar
Land configuration:	similar	similar	similar	similar	similar	inferior	inferior
Access:	similar	similar	similar	similar	similar	similar	similar
Buildings/interim use:	similar	similar	similar	similar	similar	similar	similar
Utilities/off-site improvements:	similar	similar	similar	similar	similar	similar	similar
<b>Data</b>							
<b>Overall comparability:</b>	slightly inferior	superior	slightly inferior	slightly inferior	superior	inferior	superior



**VALUATION ANALYSIS** (Continued)

***SALES COMPARISON APPROACH:*** (Continued)

***Land Value Analysis:*** (Continued)

Inasmuch as the subject property will be encumbered with a covenant that restricts the use of the subject land to open space, public use or preservation use, the development potential of the subject property is rated poor. All of the sale properties, with the exception of Data 5, are considered superior to the subject property with respect to development potential, as the sites are generally located in agricultural zones, which permit low density residential development, in addition to various agricultural uses. Note that Data 7, while zoned for open space, may allow a limited number of single family residences to be developed on the site. Data 5 is considered similar to the subject property regarding development potential, as the site is zoned for open space use and will be developed as a public park.

The subject property contains 2,450.0 acres. Land parcels, whether vacant or improved, typically sell at lower or "discount" rates per square foot of area, in accordance with general economic conditions. All of the sale properties are considered superior (smaller) to the subject property regarding land size (on a rate per acre basis). The sale properties contain between 114.21 and 688 acres.

The reader is referred to the following table of the sale properties utilized herein. The sales are placed in an array by rating with respect to overall comparability. The sale rates have been adjusted for transactional adjustments. The subject case is limited to conditions of sale and market conditions. The sale rates, adjusted for market conditions and conditions of sale, range from \$10,722 to \$40,514 per acre, or \$0.25 to \$0.93 per square foot of land area, as follows:

<u>Data</u>	<u>Overall Comparability</u>	<u>Adjusted Rate Per Acre</u>
7	superior	\$40,514.
5	superior	\$27,865.
2	superior	\$22,430.
<b>Subject</b>	---	<b>\$17,000.</b>
1	slightly inferior	\$16,634.
4	slightly inferior	\$15,551.
3	slightly inferior	\$15,431.
6	inferior	\$10,722.

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**VALUATION ANALYSIS** (Continued)

***SALES COMPARISON APPROACH:*** (Continued)

***Land Value Analysis:*** (Continued)

As stated, the purchase price per acre has been utilized herein. It should be noted that the unit rate of \$17,000 per acre equates to approximately \$0.39 per square foot of land area.

Based on the foregoing analysis, the unit rate considered applicable to the subject property is estimated at \$17,000 per acre, as follows:

$$2,450.0 \text{ acres} @ \$17,000 = \$41,650,000.$$

***FINAL ESTIMATE OF VALUE:***

Based on the foregoing valuation, the market value of a simple interest in the subject property, under the Hypothetical Conditions employed herein, as of January 18, 2016, is \$41,650,000.

***MARKETING EXPOSURE:***

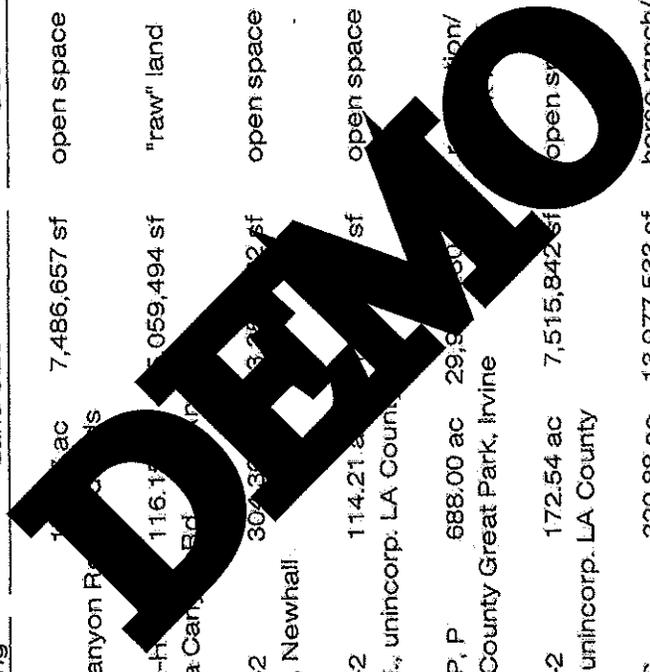
The marketing exposure of the subject property is a direct function of supply and demand within a particular market segment. Generally, a higher demand results in a shorter marketing period. Based on interviews with various market participants (real estate brokers, property managers, developers, etc.), the marketing exposure of the subject property, assuming an aggressive and comprehensive marketing program, is estimated at 12 to 24 months.

MADE IN  
**DEMO**

**MARKET DATA SUMMARY**

**LAND VALUE INDICATORS:**

Data	Sale Date	Location	Zoning	Land Size	Use	Sale Price	\$ Per Acre	\$ Per SF
1	12-12	31300± Live Oak Canyon Rd.	A1	7,486,657 sf	open space	\$2,552,500	\$14,851	\$0.34
2	7-13	12000± Big Tujunga Canyon Rd.	A1-1-H	5,059,494 sf	"raw" land	\$2,088,000	\$17,977	\$0.41
3	10-14	23110 The Old Rd., Newhall	A2-2	3,792,222 sf	open space	\$4,650,000	\$15,278	\$0.35
4	10-14	24501± The Old Rd., unincorp. LA County	A2-2	114,212 sf	open space	\$1,758,500	\$15,397	\$0.35
5	1-15	Portion of Orange County Great Park, Irvine	OCGP, P	688.00 ac	open space	\$19,171,000	\$27,865	\$0.64
6	3-15	W. of The Old Rd., unincorp. LA County	A2-2	7,515,842 sf	open space	\$1,850,000	\$10,722	\$0.25
7	escrow	3737 Fish Canyon Rd., Azusa	OS	320.88 ac	horse ranch/ "raw" land	\$13,000,000	\$40,514	\$0.93
SP	1-16	Tres Hermanos Ranch, Chino Hills & Diamond Bar	RA, AG	2,450.00 ac	pasture/ open space	\$41,650,000	\$17,000	\$0.39



**MARKET DATA #1**

31300± Live Oak Canyon Road  
Redlands



**DEMO**

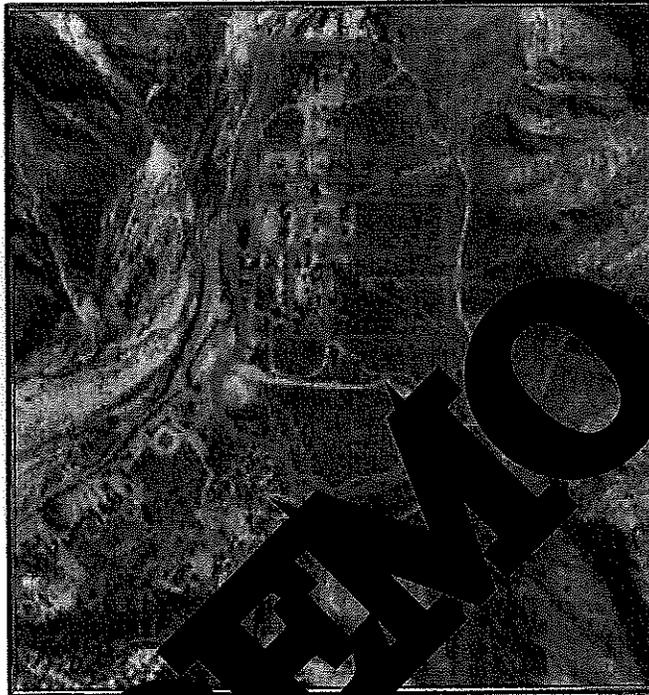
<b>GRANTOR:</b>	R. Thompson	<b>APN:</b>	0300-231-31, 38 0300-241-15
<b>GRANTEE:</b>	C. ...	<b>LAND SIZE:</b>	171.87 ac 7,486,657 sq.ft.
<b>SALE DATE:</b>	December 7, 2012	<b>ZONING:</b>	A1
<b>DOC. NO.:</b>	54663	<b>TOPOGRAPHY:</b>	Rolling to steep slope
<b>SALE PRICE:</b>	\$2,552,500	<b>PRESENT USE:</b>	Vacant land
<b>TERMS:</b>	All cash.	<b>BLDG. IMPS.:</b>	None
<b>CONFIRMED BY:</b>	Market data resources, grant deed		

**VALUE INDICATION:** \$14,851 per acre  
\$0.34 per SF land

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**MARKET DATA #2**

12000± Big Tujunga Canyon Road  
Los Angeles



<b>GRANTOR:</b>	Ray Bar	<b>APN:</b>	2552-001-003 - 007 2552-002-003 - 005 008 - 010
<b>GRANTEE:</b>	Big Tujunga Villas, LLC	<b>LAND SIZE:</b>	116.15 ac 5,059,494 sq.ft.
<b>SALE DATE:</b>	July 3, 2013	<b>ZONING:</b>	A1-1-H
<b>DOC. NO.:</b>	986596	<b>TOPOGRAPHY:</b>	Rolling to steep slope
<b>SALE PRICE:</b>	\$2,088,000	<b>PRESENT USE:</b>	Vacant land
<b>TERMS:</b>	\$1,100,000 private	<b>BLDG. IMPS.:</b>	None
<b>CONFIRMED BY:</b>	Scott Covington, agent		

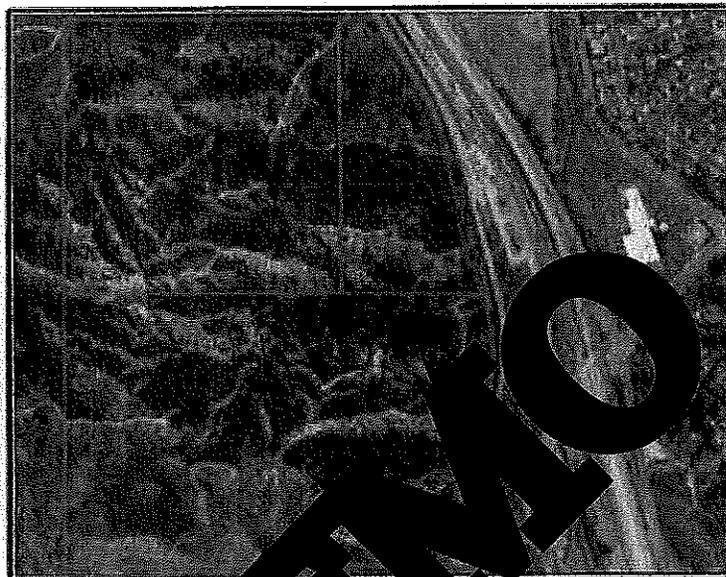
**VALUE INDICATION:** \$17,977 per acre  
\$0.41 per SF land

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**MARKET DATA #4**

24501± The Old Road, Newhall (address)  
Actually located in unincorporated Los Angeles County



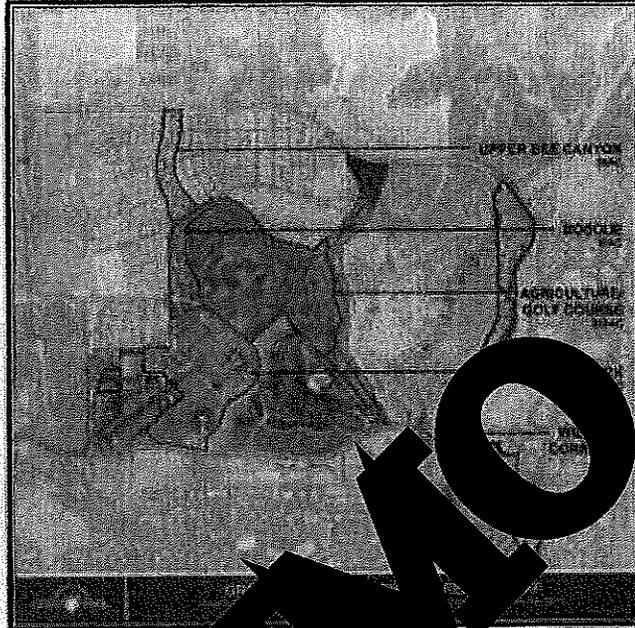
<b>GRANTOR:</b>	Kal	<b>APN:</b>	2826-023-010, 013, 031
<b>GRANTEE:</b>	of Santa Rita	<b>LAND SIZE:</b>	114.21 ac 4,974,988 sq.ft.
<b>SALE DATE:</b>	October 2014	<b>ZONING:</b>	A2-2
<b>DOC. NO.:</b>	1150209	<b>TOPOGRAPHY:</b>	Rolling to steep slope
<b>SALE PRICE:</b>	\$1,758,500	<b>PRESENT USE:</b>	Vacant land
<b>TERMS:</b>	All cash	<b>BLDG. IMPS.:</b>	None
<b>CONFIRMED BY:</b>	Barbara Blankenship, grantee's representative		

**VALUE INDICATION:** \$15,397 per acre  
\$0.35 per SF land

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**MARKET DATA #5**

Portion of Orange County Great Park, Irvine



**GRANTOR:** City of Irvine 580-081-83  
591-071-03, 08  
591-073-16  
591-131-20, 21, 29, 30  
33, 36, 41

**GRANTEE:** Orange F... s  
... LC

**LAND SIZE:** 688 ac  
29,969,280 sq.ft.

**SALE DATE:** January 30, 2015

**ZONING:** OCGP, P

**DOC. NO.:** 48405

**TOPOGRAPHY:** Level to moderate slope

**SALE PRICE:** \$19,171,000

**PRESENT USE:** Vacant land

**TERMS:** All cash

**BLDG. IMPS.:** None

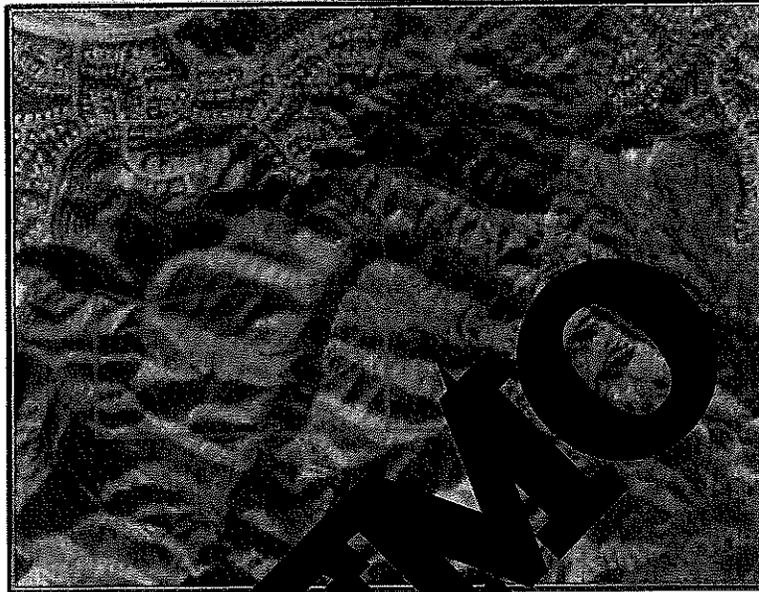
**CONFIRMED BY:** Market data resources, press release, grant deed

**VALUE INDICATION:** \$27,865 per acre  
\$0.64 per SF land

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**MARKET DATA #6**

West of The Old Road (landlocked parcels)  
Unincorporated Los Angeles County



<b>GRANTOR:</b>	Aid...	<b>APN:</b>	2826-020-056, 062
<b>GRANTEE:</b>	City of San...	<b>LAND SIZE:</b>	172.54 ac 7,515,842 sq.ft.
<b>SALE DATE:</b>	March 15	<b>ZONING:</b>	A2-2
<b>DOC. NO.:</b>	34016	<b>TOPOGRAPHY:</b>	Rolling to steep slope
<b>SALE PRICE:</b>	\$1,850,000	<b>PRESENT USE:</b>	Vacant land
<b>TERMS:</b>	All cash	<b>BLDG. IMPS.:</b>	None
<b>CONFIRMED BY:</b>	Barbara Blankenship, grantee's representative		

**VALUE INDICATION:** \$10,722 per acre  
\$0.25 per SF land

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**MARKET DATA #7**

3737 Fish Canyon Road, Duarte (address)  
Actually located in the City of Azusa



**GRANTOR:** Harmony Group, Inc. 8610-023-001 thru 005,  
Investments, Inc. 8689-006-007

**GRANTEE:** N. A. **LAND SIZE:** 320.88 ac  
13,977,533 sq.ft.

**SALE DATE:** N. A. **ZONING:** OS

**DOC. NO.:** N. A. **TOPOGRAPHY:** Rolling to  
steep slope

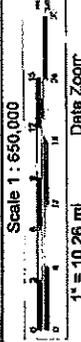
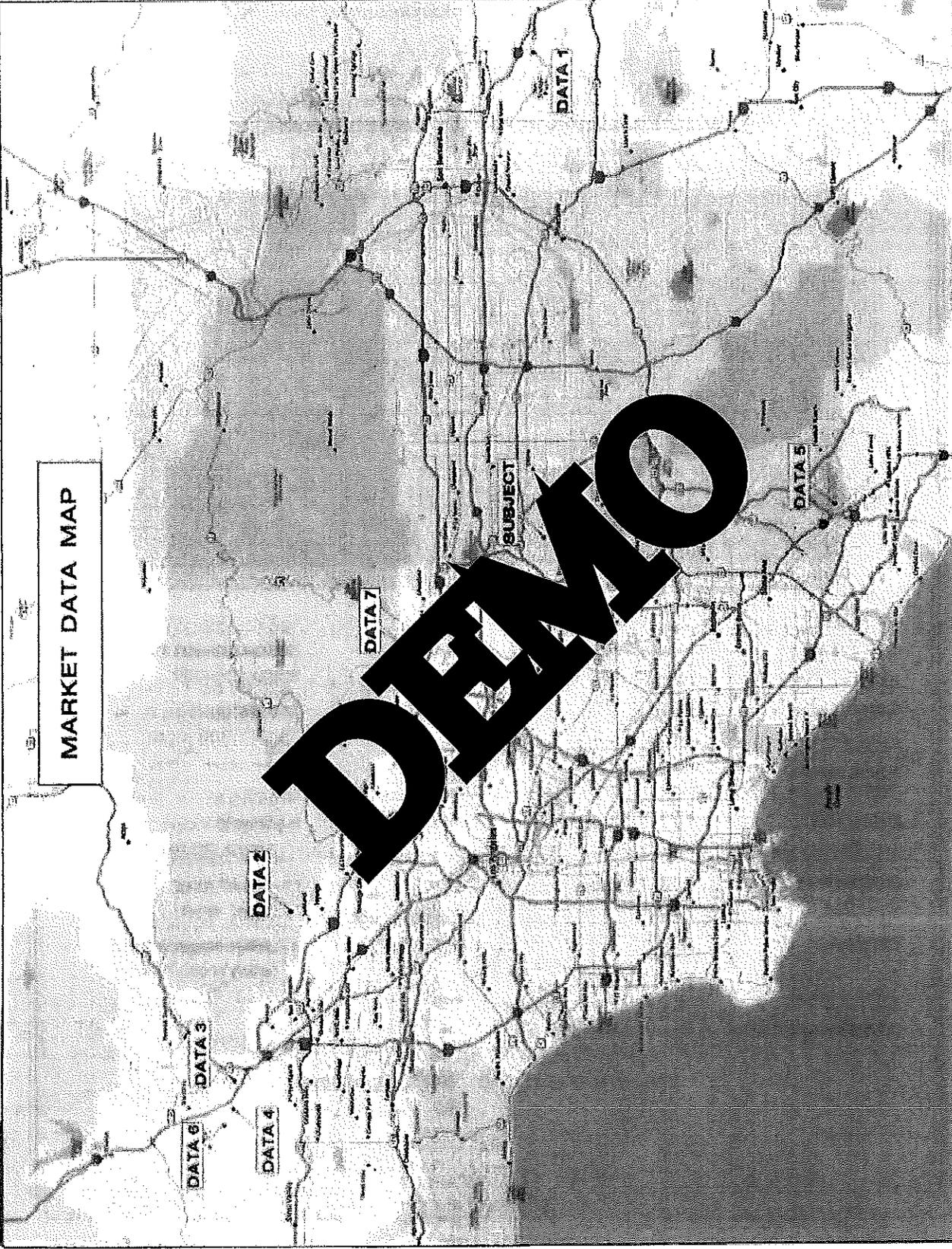
**ESCROW PRICE:** \$13,000,000 **PRESENT USE:** Horse Ranch/  
"raw" land

**TERMS:** N. A. **BLDG. IMPS.:** 12,500± square feet  
(dwellings, barns,  
etc.)

**CONFIRMED BY:** Karen Cheng, broker

**VALUE INDICATION:** \$40,514 per acre  
\$0.93 per SF land

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 MK (12.1'G)  
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**DEMO**

See aerial photograph on first page of Subject Property Description Section.



PHOTO NO. 1: View looking south from Canyon Road, from southern end of subject property (near Firestone Court Highway).



PHOTO NO. 2: View looking north across south to mid portion of subject property.

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PHOTO NO. 3: View looking north from road south to mid portion of subject property.

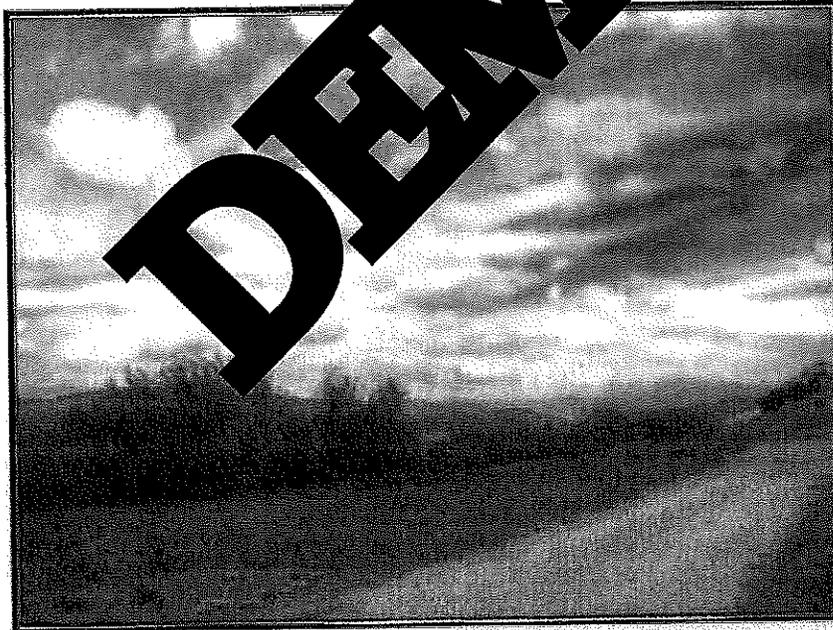


PHOTO NO. 4: View looking southeast across mid portion of subject property.

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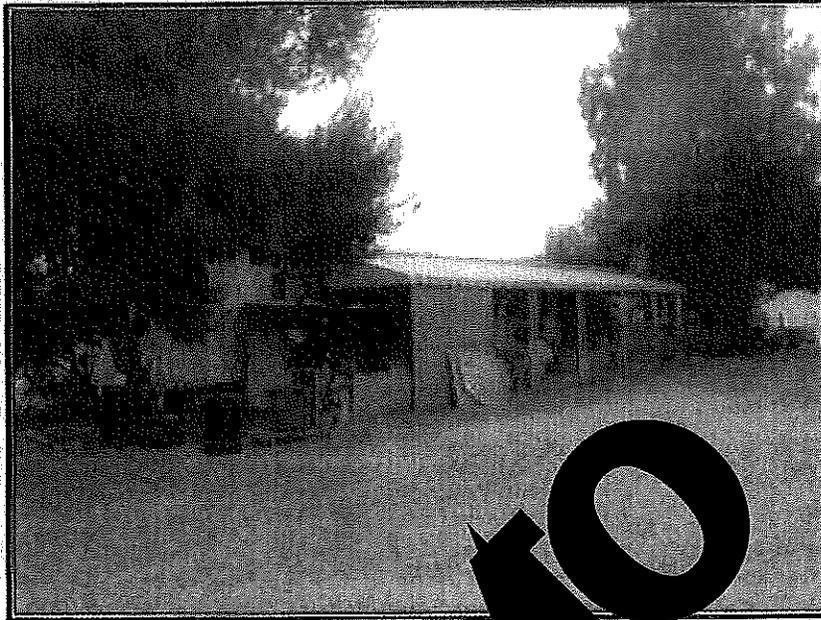


PHOTO NO. 5: View of single family residence near mid portion of subject property.

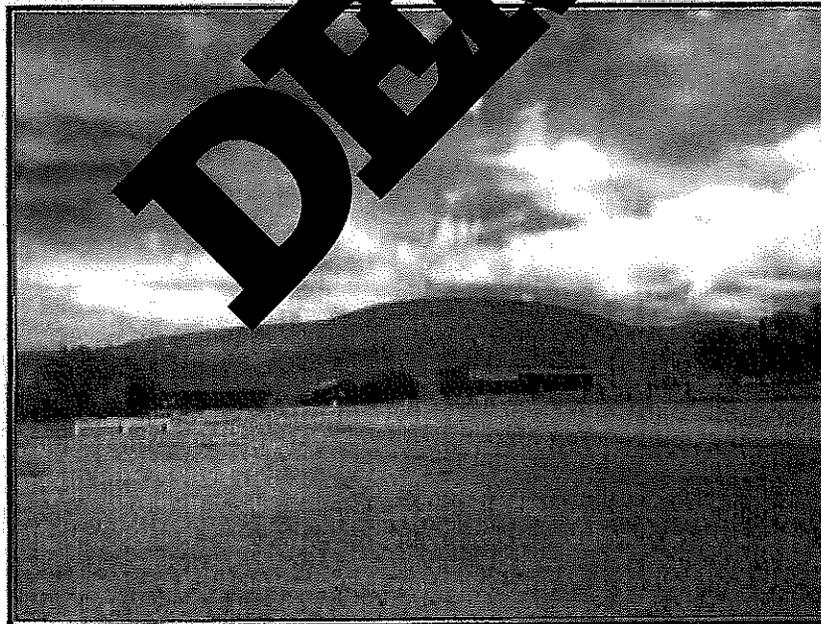


PHOTO NO. 6: View of graded area adjacent to single family residence; note "out" buildings in rear.

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PHOTO NO. 7: View looking north at Arnold Reservoir,  
from Tonner Canyon Road.



PHOTO NO. 8: View looking southwest at Arnold Reservoir,  
from Tonner Canyon Road.

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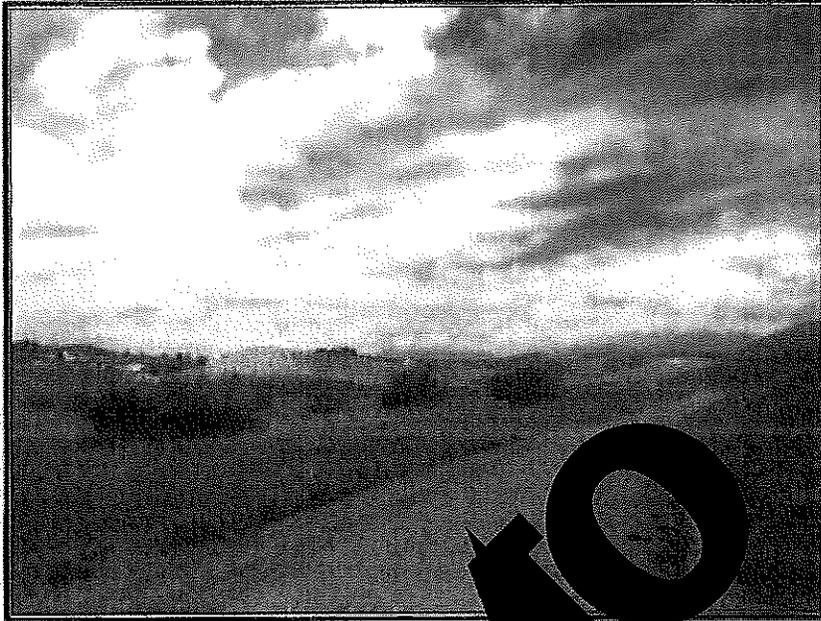


PHOTO NO. 9: View looking south across portion of subject property (5000 Tonner Canyon Road, south of Grand Avenue).

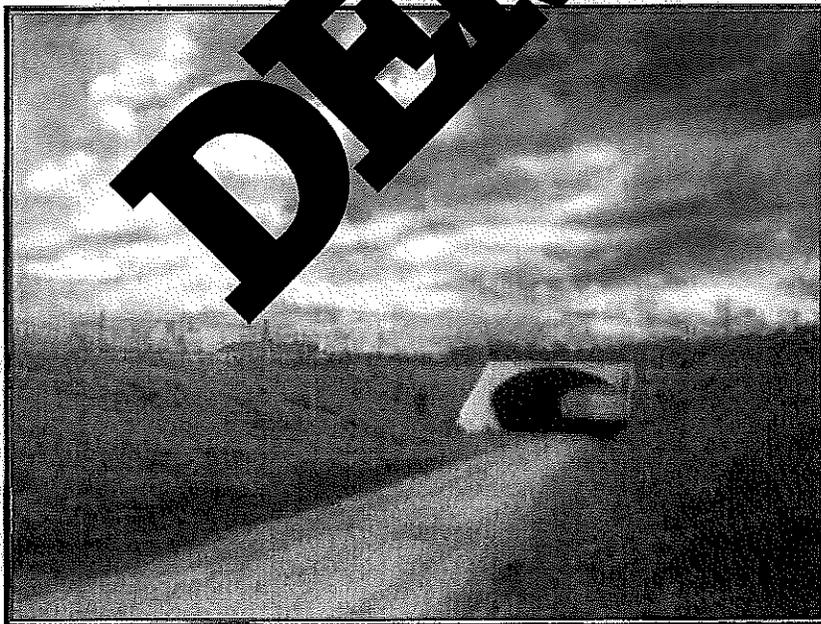


PHOTO NO. 10: View looking north along Tonner Canyon Road, as Tonner Canyon passes under Grand Avenue.

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PHOTO NO. 11: View looking north from mid to north portion of the subject property (elevated area).

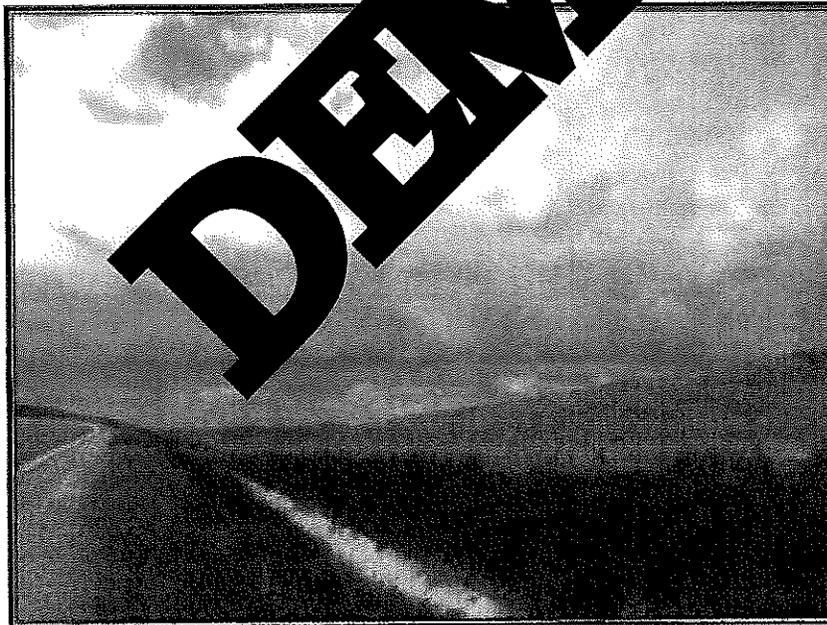


PHOTO NO. 12: View looking south across north portion of subject property, from north entrance to subject property (near Chino Hills Parkway).

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QUALITY FILM  
PROPERTY  
**DEMO**

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**BACKGROUND AND QUALIFICATIONS**

Benjamin V. Balos, MAI  
Certified General Real Estate Appraiser  
California Certification No. AG 040853

**SENIOR APPRAISER:**

R. P. Laurain & Associates, Inc.  
3353 Linden Avenue, Suite 200  
Long Beach, California 90807  
Office: (562) 426-0477 - Fax: (562) 988-2927  
ben@rplaurain.com

**PROFESSIONAL ORGANIZATIONS AND AFFILIATIONS:**

The Appraisal Institute  
MAI Designated Member

Certified General Real Estate Appraiser  
Office of Real Estate Appraisers, State of California  
Certification No. 040853

**APPRAISAL BACKGROUND:**

Benjamin V. Balos began his real estate appraisal career in March 2005, performing market research for R. P. Laurain & Associates, Inc. He received his California Certified General Appraisal license in January 2008. In November 2015, he received his MAI designation from the Appraisal Institute.

Real estate appraisal and valuation consultation services conducted for public purposes include eminent domain studies, street widening and grade separation (bridge) projects, public school and university expansion projects, relocation studies, housing and public loan programs, senior housing, public bond measures, leasing of publicly-owned properties, Quimby Act park fee studies, budgetary studies and transfers (exchanges) of properties between public agencies. Private real estate appraisal services have been conducted for lending institutions, insurance companies, attorneys, estates for tax and donation purposes and other private uses.

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## **BACKGROUND AND QUALIFICATIONS** (Continued)

### ***APPRAISAL BACKGROUND:*** (Continued)

#### ***Residential Properties:***

Residential properties appraised include single family, condominiums, townhouse, low and medium density multiple family, large apartment complexes, waterfront properties, mobile home parks, vacant single family lot and acreage parcels and low to high density vacant land parcels.

#### ***Commercial and Industrial Properties:***

Commercial property appraisal studies have included single and multi-tenant retail, strip centers, shopping centers, office buildings, medical offices, restaurants and fast-food developments, convenience stores, automobile repair and service facilities, service stations, truck fuel and washing stations, car wash facilities, automobile sales and lease properties including single resident occupancy (SRO) developments, small hotels and motel properties and vacant land.

Industrial property appraisals have included warehouses, light and heavy manufacturing, distribution and business centers, storage, food processing, cold storage, recycling centers, power plants, vacant land, remnant and landlocked parcels, properties containing oil and gas wells and water injection wells, sites with soil contamination and other environmental issues.

#### ***Special Purpose and Public Properties:***

Appraisal services and valuation studies of public, quasi-public, special use and non-profit facilities include among others, utility and railroad rights-of-way, city hall buildings and courthouse complexes, courthouses, libraries, fire and police stations, post offices, public parking structures, parks, public and private schools, adult learning centers, daycare facilities, hospitals, skilled nursing facilities, athletic facilities and gyms, golf courses, churches, meeting halls and lodges and veteran facilities.

#### ***Valuation Methodologies:***

In addition to the three conventional valuation methods (Sales Comparison Approach, Cost Approach and Income Capitalization Approach), valuation methodologies have included discounted cash flow analyses, leased fee and leasehold analyses, absorption discounts, deferred maintenance, cost-to-cure, bonus value, excess rent, across-the-fence, value-in-use, fractional interests and reuse studies.

**BACKGROUND AND QUALIFICATIONS** (Continued)

***APPRAISAL BACKGROUND:*** (Continued)

***Valuation Methodologies:*** (Continued)

Certain appraisals have included (1) a retrospective date of value ("date of death" or other estate matters) and (2) a prospective date of value, for properties not yet developed "as if complete" for (construction financing and other purposes).

Property interests appraised for eminent domain purposes include full and partial takings, as well as complex severance damage studies and project benefit studies. Valuation of a wide array of easements, including street, slope, drainage, access, electrical transmission lines, aerial, subsurface utility easements (pipelines, sewer, subway tunnel, etc.) as well as temporary construction easements (TCEs).

***Clients:***

Real estate appraisal services performed on behalf of the following public agencies and private corporations while employed with R. P. Laurain & Associates, Inc., since 2005:

Cities:

City of Azusa	City of La Palma
City of Baldwin Park	City of Long Beach
City of Bellflower	City of Los Angeles
City of Bell Gardens	City of Monrovia
City of Buena Park	City of Monterey Park
City of Chino Hills	City of Norwalk
City of Compton	City of Ontario
City of Corona	City of Paramount
City of Covina	City of Redondo Beach
City of Cudahy	City of Riverside
City of Cypress	City of Rosemead
City of Diamond Bar	City of Santa Fe Springs
City of Downey	City of Seal Beach
City of Hawaiian Gardens	City of Signal Hill
City of Huntington Beach	City of South El Monte
City of Huntington Park	City of South Gate
City of Industry	City of Temple City
City of Irwindale	City of Upland
City of La Mirada	City of West Hollywood

**BACKGROUND AND QUALIFICATIONS** (Continued)

**APPRAISAL BACKGROUND:** (Continued)

**Clients:** (Continued)

Other Public Agencies:

California Department of Transportation (CALTRANS)  
Long Beach Water Department  
Los Angeles County Chief Administrative Office  
Los Angeles County Public Works Department  
Los Angeles County Metropolitan Transportation Authority (METRO)  
Los Angeles World Airports (LAWA)  
Los Angeles Unified School District  
Orange County Transportation Authority (OCTA)  
Riverside County Transportation Commission (RCTC)

Attorneys:

Aleshire & Wynder, LLP  
Best Best & Krieger, LLP  
Cihigoyenette, Grossman & Gloagou, LLP  
Oliver, Sandifer & Murphy, LLP  
Richards, Watson & Thornton, LLP  
Robie & Matthews, LLP  
Squire, Sanders & Rosey, LLP  
Tredway, Rose & Rose, LLP

Developers:

AMCAL Financing  
City Ventures  
Lewis Operating Corporation

Other:

Caruthers Financial Services  
China Airlines  
Equity Office  
Greka Energy  
National Republic Bank of Chicago  
Safeco Insurance  
Southern California Edison Company  
TEAC Corporation

**BACKGROUND AND QUALIFICATIONS** (Continued)

***EXPERT WITNESS:***

Designated as an expert witness in the Los Angeles County Superior Court, Central District.

***ACADEMIC BACKGROUND:***

Numerous courses and continuing education classes have been taken at the following institutions:

The Appraisal Institute

Allied Business School  
Real Estate Appraisal

Kaplan Professional School  
Real Estate Appraisal

McKissock Professional Education  
Real Estate Appraisal

Cypress Community College

Calvary Chapel Bible School

**DEMO**

## BACKGROUND AND QUALIFICATIONS

John P. Laurain, MAI, ASA  
Certified General Real Estate Appraiser  
California Certification No. AG 025754

### **VICE PRESIDENT:**

R. P. Laurain & Associates, Inc.  
3353 Linden Avenue, Suite 200  
Long Beach, California 90807  
Office: (562) 426-0477 - Fax: (562) 988-2927  
rpla@rplaurain.com

### **PROFESSIONAL ORGANIZATION AFFILIATIONS:**

The Appraisal Institute  
MAI Designated Member

American Society of Appraisers  
Senior member; hold professional membership and  
designation "ASA" in California.

American Arbitration Association  
Associate arbitrator in consumer matter.

Certified General Real Estate Appraiser by the  
Office of Real Estate Appraisers, State of California.  
Certification No. AG 025754.

### **APPRAISAL BACKGROUND:**

Real estate appraisal and valuation consultation services conducted for public purposes include eminent domain studies, street widening and grade separation (bridge) projects, public school and university expansion projects, relocation studies, housing and public loan programs, Navy housing, senior housing, public bond measures, leasing of publicly-owned properties, Quimby Act park fee studies, Fair Political Practices Commission analyses, budgetary studies, and transfers (exchanges) of properties between public agencies. Private real estate appraisal services have been conducted for lending institutions, insurance companies, attorneys, estates for tax and donation purposes, private subdivision development studies, and other private uses.

R. P. LAURAIN  
& ASSOCIATES  
APPRAISERS - ANALYSTS

## **BACKGROUND AND QUALIFICATIONS** (Continued)

### ***APPRAISAL BACKGROUND:*** (Continued)

#### ***Residential Property:***

Residential properties appraised include single family, condominiums, own-your-own, townhouse, low and medium density multiple family, 100+ unit apartment complexes, waterfront properties, boat docks, mobile home parks, vacant single family lot and acreage parcels, and low to high density vacant land parcels.

#### ***Commercial and Industrial Property:***

Commercial property appraisal studies have included single and multi-tenant retail, strip centers, shopping centers, low-rise and high-rise office buildings, medical offices, restaurants and fast-food developments, nightclubs, convenience stores, theaters, automobile repair and service facilities, service stations, truck fueling and washing stations, car wash facilities, automobile sales, mixed-use properties including student occupancy (SRO) developments, as well as hotel and motel properties on vacant land.

Industrial property appraisals have included warehouses, light and heavy manufacturing, distribution and transportation, food processing, cold storage, lumber yards, recycling centers, open lots, vacant land, remnant and landlocked parcels, properties with underground oil and water injection wells, sites with soil contamination and landfills.

#### ***Special Purpose and Unique Properties:***

Appraisal services and valuations include public, quasi-public, special use, and nonprofit facilities including, among others, seaport properties, submerged land, river rights-of-way, reservoirs, conservation/mitigation and wetland properties, utility and pipeline rights-of-way, flood control channels, city hall buildings and civic center complexes, courthouses, libraries, fire and police stations, post offices, public parking structures, parks, public and private schools, adult learning centers, athletic facilities and gyms, bowling alleys, tennis centers, youth homes, after school facilities, daycare facilities, homeless shelters, hospitals, skilled nursing facilities, churches, meeting halls and lodges, and veteran facilities.

#### ***Valuation Methodologies:***

In addition to the three conventional valuation methods (Sales Comparison Approach, Cost-Summation Approach, and Income Capitalization Approach), valuation methodologies have included discounted cash flow analyses, leased

**BACKGROUND AND QUALIFICATIONS** (Continued)

***APPRAISAL BACKGROUND:*** (Continued)

***Valuation Methodologies:*** (Continued)

fee, and leasehold analyses, absorption discounts, deferred maintenance, cost-to-cure, bonus value, excess rent, across-the-fence, value-in-use, fractional interests, hypothetical valuations, and reuse studies.

Property interests appraised for eminent domain purposes include full and partial takings, as well as severance damage and project benefit studies. Valuation of various types of easements have included permanent surface, street, temporary construction, slope, utility, pipeline and subsurface, aerial, bridge structure, signal light, exclusive and nonexclusive surface rights, multi-layered, battered pilings, tie-back, railroad, drainage ditches and flood control easements.

***Clients:***

Real estate research and analysis services performed on projects for the following public agencies and private corporations while associated with R. P. Laurain & Associates, Inc., since 1978.

Cities:

City of Alhambra	City of Los Alamitos
City of Artesia	City of Los Angeles
City of Baldwin Park	City of Monrovia
City of Bellflower	City of Norwalk
City of Brea	City of Ontario
City of Carson	City of Palmdale
City of Cathedral City	City of Paramount
City of Compton	City of Pasadena
City of Covina	City of Riverside
City of Cudahy	City of San Juan Capistrano
City of Cypress	City of Santa Fe Springs
City of Downey	City of Seal Beach
City of El Segundo	City of Signal Hill
City of Hawaiian Gardens	City of South El Monte
City of Huntington Beach	City of South Gate
City of Huntington Park	City of Tustin
City of Irwindale	City of Upland
City of Lawndale	City of West Hollywood
City of Long Beach	City of Whittier

**BACKGROUND AND QUALIFICATIONS** (Continued)

***ACADEMIC BACKGROUND:*** (Continued)

***Clients:*** (Continued)

Redevelopment Agencies:

Azusa Redevelopment Agency  
Bell Community Redevelopment Agency  
Glendale Redevelopment Agency  
Hawaiian Gardens Redevelopment Agency  
Huntington Beach Redevelopment Agency  
Huntington Park Redevelopment Agency  
Irwindale Community Redevelopment Agency  
La Mirada Redevelopment Agency  
Long Beach Redevelopment Agency  
Los Angeles Community Redevelopment Agency  
Monrovia Redevelopment Agency  
Ontario Redevelopment Agency  
Paramount Redevelopment Agency  
Signal Hill Redevelopment Agency  
Whittier Redevelopment Agency

Other Public Agencies:

Alameda Corridor Economic Development Authority  
Alameda Corridor Transportation Authority  
California High-Speed Rail Authority  
Castaic Lake Water Agency  
Hawthorne City  
Long Beach Unified School District  
Long Beach Water Department  
Los Angeles County Chief Administrative Office  
Los Angeles County Internal Services Department  
Los Angeles County Metropolitan Transportation Authority  
Long Beach Community College District  
Los Angeles Unified School District  
Lynwood Unified School District  
Port of Los Angeles  
Riverside County Transportation Commission  
State of California,  
Santa Monica Mountains Conservancy  
U. S. Department of the Navy  
U. S. Postal Service

**BACKGROUND AND QUALIFICATIONS** (Continued)

***ACADEMIC BACKGROUND:*** (Continued)

***Clients:*** (Continued)

Other:

Various attorneys, corporations, lending institutions, and private individuals.

Gold Coast Appraisals, Inc.

Associate appraiser, as independent contractor, during portions of 1991 and 1992, specializing in appraisal of single family residential through four-unit residential properties.

***EXPERT WITNESS:***

Qualified as an expert witness in the Los Angeles County Superior Court, Central District.

Qualified as an expert witness in a judicial matter before Judicial Arbitration and Mediation Service (JAMS) in the County of Orange.

Qualified as an expert witness in a case before the Superior Court.

Provided testimony as an expert witness in conjunction with eminent domain matters before the Superior Courts of the Riverside County Superior Courts.

***ACADEMIC BACKGROUND:***

Walden High School, Anaheim, California

College preparation curriculum; represented school in annual scholastic competition.

Los Alamitos/Laurel High Schools

Graduate June, 1985

Advanced courses in pre-calculus, and English writing composition.

Cypress Community College

Basic curriculum.

**BACKGROUND AND QUALIFICATIONS** (Continued)

***ACADEMIC BACKGROUND:*** (Continued)

Long Beach Community College  
Basic curriculum.

Real estate and related courses taken through and at various Community Colleges, Universities, the Appraisal Institute, and business schools, in accordance with the Continuing Education Requirements of the State of California, as follows:

Fundamentals of Real Estate Appraisal  
Appraisal Principles and Techniques  
California Real Estate Principles  
Real Estate Appraisal: Residential  
Principles of Economics  
California Real Estate Economics  
Basic Income Capitalization Appraisal  
Advanced Income Capitalization Appraisal  
Advanced Applications  
Advanced Concepts and Methods  
Real Estate Escrow  
California Real Estate Law  
Uniform Standards of Professional Appraisal Practice, Part A  
Uniform Standards of Professional Appraisal Practice, Part B  
Federal and State Laws and Regulations

**DEMO**