

APPRAISAL OF

**NVUSD Property -
Mt. George Elementary School
1019 2nd Avenue
Napa, California 94558**

A 4.95 Acre Property

AT THE REQUEST OF

**Mr. Robert Mangewala -
Director of General Services and Facilities
NAPA UNIFIED SCHOOL DISTRICT
1616 Lincoln Avenue
Napa, California 94558**

AS OF

August 31, 2019

PREPARED BY

**DAVID J. VARGAS - REAL ESTATE APPRAISALS
4416 Moffitt Drive
Napa, CA 94558**

DAVID J. VARGAS - REAL ESTATE APPRAISALS

4416 Moffitt Drive, Napa, Ca 94558; ph.: (707) 258-0427; fax: 258-0429

October 10, 2019

Mr. Robert Mangewala
Director of General Services and Facilities
NAPA UNIFIED SCHOOL DISTRICT
1616 Lincoln Avenue
Napa, California 94558

**RE: NVUSD Property -
Mt. George Elementary School
1019 2nd Avenue
Napa, California 94558**

Dear Mr. Mangewala:

As requested, the property located at 1019 2nd Avenue in Napa, California and commonly identified by Assessor's Parcel Number 052-300-014 was appraised. The parcel comprises 4.95 acres and it is improved as a public school.

The subject is located within a rural residential neighborhood at the east side of the City of Napa in an unincorporated area commonly known as Coombsville. The parcel is within an area which is primarily zoned RC:Residential Country (10 ac. min.) with rural surrounding area being zoned AW: Agricultural Watershed. The residences in the neighborhood generally range from \$1,000,000 to \$2,000,000 with vineyard estates ranging from \$2,000,000 to well over \$5,000,000. The City of Napa is approximately 1 mile to the west.

The purpose of the appraisal is to estimate the "as is" market value of the subject parcel, subject to the extraordinary assumptions and hypothetical conditions outlined in the report. The interest to be appraised is the fee simple interest and the function of the appraisal is for the exclusive use of the Napa Unified School District in connection with their property management decisions.

In the course of our investigation, we have inspected the subject property and surrounding neighborhood. In our valuation analysis, we have utilized the Sales Comparison Approach to value. The following report constitutes an appraisal made in conformance to USPAP. The date of valuation is August 31, 2019 which is also the property inspection date.


Mr. Robert Mangewala
October 10, 2019
Page 2

Based on our investigation and analysis, it is our opinion that the **"as is" market value** of the subject property is the following:

ONE MILLION EIGHT HUNDRED THOUSAND DOLLARS
\$1,800,000

The report which follows contains a summary of our investigation and analysis. The conclusions contained herein are subject to the limiting conditions attached. This report has been produced in conformity with the Uniform Standards of Professional Practice (USPAP) of the Appraisal Foundation, and is subject to the requirements of the Code of Ethics and the Standards of Professional Appraisal Practice of the Appraisal Institute. This report conforms to the requirements of the Financial Institution Reform, Recovery and Enforcement Act (FIRREA).

Respectfully submitted,



David J. Vargas
Certified General Appraiser
California Certificate #AG009137

David J. Vargas, MAI

TABLE OF CONTENTS

	<u>Page</u>
Title Page	
Letter of Transmittal	
Table of Contents	
Statement of Limiting Conditions	
Special Limiting Conditions and Critical Assumptions	
Executive Summary	

INTRODUCTION

Identification.....	1
Purpose of the Appraisal.....	1
Function of the Appraisal.....	1
Property Rights Appraised.....	1
Date of Inspection.....	2
Date of Appraised Value.....	2
Competency.....	2
Property Sales History.....	2
Scope of the Appraisal.....	2
Marketing Time.....	3
Definitions.....	4

DESCRIPTION

Legal Data.....	5
Assessment Data.....	6
Regional Analysis.....	7
City Data.....	16
Neighborhood Description.....	24
Property Description.....	26
Highest and Best Use.....	32

VALUATION

Valuation Methodology.....	34
Sales Comparison Approach.....	35
Reconciliation and Final Valuation.....	44

ADDENDA

Subject Photographs	
Comparable Sales Photographs	
Property Data	
Zoning Data	
Qualifications	
Certification	

STATEMENT OF LIMITING CONDITIONS

1. Date and definitions of value, together with other definitions and assumptions on which our analyses are based, are set forth in appropriate sections of this report. These are to be considered part of these limiting conditions as if included here in their entirety.
2. The conclusions stated herein, including values which are expressed in terms of the U.S. Dollar, apply only as of the date of value and are based on prevailing physical and economic conditions and available information at that time. No representation is made as to the effect of subsequent events.
3. Title to the property is assumed to be marketable and free and clear of all liens, encumbrances, easements and restrictions except those specifically discussed in the report. The property is appraised assuming it to be under responsible ownership and competent management, and available for its highest and best use.
4. All facts and data set forth in this report are true and accurate to the best of the appraiser's knowledge and belief. The appraisal is based upon the assumption that data which is of public record or which has been secured through interviews with owners, agents or other informed persons is true and correct. The appraisers reserve the right to make appropriate revisions in the event of discovery of additional or more accurate data.
5. The appraiser reserves the right to make such adjustments to the analyses, opinions and conclusions set forth in this report as may be required by consideration of additional data or more reliable data that may become available.
6. The appraiser assumes no responsibility for hidden or unapparent conditions of the property, subsoil, or structures that render it more or less valuable. No responsibility is assumed for arranging for engineering studies that may be required to discover them.
7. The property is appraised assuming it to be in full compliance with all applicable federal, state, and local environmental regulations and laws, unless otherwise stated.
8. The property is appraised assuming that all applicable zoning and use regulations and restrictions have been complied with, unless otherwise stated.
9. The property is appraised assuming that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, or national government or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based, unless otherwise stated.

10. No engineering survey has been made by the appraiser. Except as specifically stated, data relative to size and area was taken from sources considered reliable and no encroachment of real property improvements is considered to exist.
11. Unless otherwise stated in this report, the existence of hazardous material, which may or may not be present on the property, was not observed by the appraiser. The appraiser has no knowledge of the existence of such materials on or in the property. The appraiser, however, is not qualified to detect such substances. The presence of substances such as asbestos, urea-formaldehyde foam insulation, or other potentially hazardous materials may affect the value of the property. The value estimate is predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field, if desired.
12. Since earthquakes are not uncommon in the area, no responsibility is assumed due to their possible effect on individual properties, unless detailed geologic reports are made available.
13. This appraisal covers only the real property described herein. Unless specifically stated to the contrary, it does not include consideration of mineral rights or related right of entry, nor personal property or the removal thereof. Values reported herein are not intended to be valid in any other context, nor are any conclusions as to unit values applicable to any other property or utilization than that specifically identified herein.
14. By reason of this assignment, testimony or attendance in court or at any government or other hearing with reference to the property is not required without prior arrangements having been made relative to such additional employment.
15. No opinion is expressed as to the value of subsurface oil, gas or mineral rights or whether the property is subject to surface entry for the exploration or removal of such materials except as is expressly stated.
16. Maps, plats and exhibits included in this part are for illustration only as an aid in visualizing matters discussed within the report. They should not be considered as surveys or relied upon for any other purpose, nor should they be removed from, reproduced, or used apart from the report.
17. No opinion is intended to be expressed for matters which require legal expertise or specialized investigation or knowledge beyond that customarily employed by real estate appraisers.
18. The distribution, if any, of the total valuation in this report between land and improvements applies only under the stated program of utilization. The separate allocations for land and buildings must not be used in conjunction with any other

appraisal and are invalid if so used.

19. Disclosure of the contents of this report is governed by the By-Laws and Regulations of the Appraisal Institute. Neither all nor any part of the contents of this report (especially the conclusions as to value, the identity of the appraiser or the firm with which he is connected, or any reference to the Appraisal Institute or the MAI designation) shall be disseminated to the public through advertising media, public relations media, news media, sales media or any other public means of communication, without prior written consent and approval of the authors.
20. The liability of David J. Vargas - Real Estate Appraisals, its owners and staff is limited to the Client only and to the amount of the fee actually paid for the services rendered, as liquidated damages, if any related dispute arises. Further, there is no accountability, obligation or liability to any third party. If this report is placed in the hands of anyone other than the Client, the Client shall make such party aware of all limiting conditions and assumptions of the assignment and related discussions. The Appraiser is in no way to be responsible for any cost incurred to discover or correct any deficiencies of any type present in the property, physically, financially and/or legally. The Client also agrees that in case of lawsuit (brought by lender, partner or part owner in any form of ownership, tenancy or any other party), Client will hold appraisers completely harmless from and against any liability, loss, cost or expense incurred or suffered by appraiser in such action, regardless of its outcome.

SPECIAL LIMITING CONDITIONS AND CRITICAL ASSUMPTIONS

1. A current preliminary title report issued by First American Title Company as of March 14, 2019 was reviewed. Title to the property is assumed to be marketable, and free and clear of all liens, encumbrances, easements and restrictions which would impact the subject use, except those specifically discussed in the report. Generally, no adverse items were noted in our review.

The subject's legal description appears in the Addenda of this report.

2. Unless otherwise stated in this report, compliance with the requirements of the Americans with Disabilities Act of 1990 (ADA) has not been considered in arriving at the opinion of value stated herein. Failure to comply with the requirements of the ADA may negatively impact the value of the property. The appraisers recommend that an expert in the field be retained should there be any concerns regarding the subject property and compliance with ADA.
3. We have not been provided with an environmental assessment report regarding the subject property. ***The appraisers, however, are not qualified to make any judgments regarding hazardous materials or assess the impact of hazardous substances and toxics in regard to the subject property. The value estimate is predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field if further information is required.***
4. **Extraordinary Assumptions and Hypothetical Conditions** - 1) The market value estimated herein is subject to the extraordinary assumption that the surrounding zoning of the property provides a reasonably probable basis for the project density estimated herein. 2) The market value estimated herein is subject to the hypothetical condition that the site will be cleared of structures, including asphalt, and all demolition costs are paid by the seller. 3) It is an extraordinary assumption that there is no contribution to the development of the subject property from existing structures on the property. 4) It is an extraordinary assumption that the property is fully developable and its gross area is the basis for its valuation; further, it may be that development constraints may affect the subject property and any specific diminished developable area is not precisely determinable as of the appraisal date. 5) Should the property not be fully developable or should densities change from those estimated herein, a further analysis and valuation is likely to be necessary.

EXECUTIVE SUMMARY

Property:	A 4.95 acre parcel; vacant land
Location:	1019 2nd Avenue Napa, Ca
Census Tract & Zip Code:	2014.02 / 94558
Assessor's Parcel Nos.:	052-300-014
Land Area:	4.95 acres
Zoning:	RC - Residential Country
Building Area:	n/a
Flood Zones:	The subject property is not within an area of flood risk requiring flood insurance according to FIRM Map Panel #06055C-508F, dated 9/29/10. It is in Zone X which is an area of minimal flood hazard.
Earthquake Zones:	The subject property is not in an Alquist-Priolo Special Studies zone.
Highest & Best Use:	
Vacant:	Develop with residence and vineyard
As Improved:	Re-develop with residence and vineyard
Rights Appraised:	Fee simple
Date of Inspection:	August 31, 2019
Date of Appraised Value:	August 31, 2019
Marketing Time:	Six to twelve months

VALUATION SUMMARY

Sales Comparison Approach: \$1,800,000

Final Estimate of Value: \$1,800,000

INTRODUCTION

Identification

As requested, the property located at 1019 2nd Avenue in Napa, California and commonly identified by Assessor's Parcel Number 052-300-014 was appraised. The parcel comprises 4.95 acres and it is improved as a public school.

The subject is located within a rural residential neighborhood at the east side of the City of Napa in an unincorporated area commonly known as Coombsville. The parcel is within an area which is primarily zoned RC:Residential Country (10 ac. min.) with rural surrounding area being zoned AW: Agricultural Watershed. The residences in the neighborhood generally range from \$1,000,000 to \$2,000,000 with vineyard estates ranging from \$2,000,000 to well over \$5,000,000. The City of Napa is approximately 1 mile to the west.

Purpose of the Appraisal

The purpose of the appraisal assignment is to estimate the "**as is**" **market value** of the subject property, subject to the extraordinary assumptions and hypothetical conditions of the report.

Function of the Appraisal

The function of this appraisal is for the exclusive use of the Napa Unified School District in connection with their property management decisions.

Property Rights Appraised

The property right appraised comprises the fee simple interest in the subject property. Property rights are defined in the definitions section of this report.

Date of Inspection

The property was inspected on August 31, 2019.

Date of Appraised Value

The date of valuation is August 31, 2019.

Competency

David J. Vargas has extensive experience in the appraisal of vacant residential, commercial, and industrial land, commercial and industrial properties, winery and vineyard property, and special purpose properties within the subject and surrounding markets; no steps to competency are required.

Property Sales History

The subject property has been owned by Napa Unified School District for well over three years and its prior sale is not relevant to this appraisal. There are no listings, offers, pending purchase contracts, or long term leases affecting the subject property as of the date of valuation.

Scope of the Appraisal

Market value was estimated by use of the Sales Comparison Approach. We reviewed County records and contacted brokers, appraisers, the local Multiple Listing Service and other sources deemed reliable to find comparable improved sales. All comparables were confirmed with principal(s) and/or participatory agent(s), or sources deemed reliable. This is an appraisal made in compliance to USPAP.

Exposure / Marketing Time

Within the past year or so, brokers within the subject market indicate an expected range of six to twelve months to obtain a pending sale on a property such as the subject. Of the sales presented, there is a range of as few as 3 months to over 2 years because some of the sale properties were marketed during the end period of the recession. Three of the four sales presented herein required the sellers to hold the property until map approvals were certain and the time in contract ranged from 1 to 2 years. The market value estimated herein assumes a closed transaction at the end of the exposure time and the value conclusion reflects an "entitlements" adjustment for this factor. If the property were to be held by the sellers through the entitlement period, a higher contract price would be expected.

Given the development complexities of the subject property, an exposure time of 6 to 12 months is concluded, if marketed at or near the appraised value herein and with the sellers receiving their sale proceeds prior to map approvals, subject to the diligence period of a buyer.

DEFINITIONS

Market Value

"Market value" means the most probable price which a property should bring in a competitive an 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 consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. buyer and seller are typically motivated;
2. both parties are well informed or well advised, and acting in what they consider their own best interest;
3. a reasonable time is allowed for exposure in the open market;
4. payment is made in terms of 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 unaffected by special or creative financing or sales concessions granted by anyone associated with the sale."¹

Fee Simple Interest

The term "fee simple interest" is defined:

"Absolute ownership unencumbered by any other interest or estate, subject only to the limitations of eminent domain, escheat, police power, and taxation."²

Leased Fee Interest

The term "leased fee interest" is defined:

"An ownership interest held by a landlord with the right of use and occupancy conveyed by lease to others; usually consists of the right to receive rent and the right to repossession at the termination of the lease"³

¹Office of the Comptroller of the Currency under 12 CFR, part 34, Subpart C-Appraisals, 34.42 Definitions {f}.

² American Institute of Real Estate Appraisers, The Dictionary of Real Estate Appraisal, Chicago: American Institute of Real Estate Appraisers, 1984, Page 123.

³ American Institute of real Estate Appraisers, The Dictionary of Real Estate Appraisal. Chicago: American Institute of Real Estate Appraisers, 1984, page 179.

LEGAL DATA

Ownership of Record: Napa Unified School District

Assessor's Parcel Nos.: 052-300-014

Zoning: RC - Residential Country

Legal Description: See Addendum

Easements/Encroachments: A current preliminary title report was not available for review. Title to the property is assumed to be marketable, and free and clear of all liens, encumbrances, easements and restrictions which would impact the subject use, except those specifically discussed in the report.

Extraordinary Assumptions and Hypothetical Conditions - 1) The market value estimated herein is subject to the extraordinary assumption that the surrounding zoning of the property provides a reasonably probable basis for the project density estimated herein. 2) The market value estimated herein is subject to the hypothetical condition that the site will be cleared of structures, including asphalt, and all demolition costs are paid by the seller. 3) It is an extraordinary assumption that there is no contribution to the development of the subject property from existing structures on the property. 4) It is an extraordinary assumption that the property is fully developable and its gross area is the basis for its valuation; further, it may be that development constraints may affect the subject property and any specific diminished developable area is not precisely determinable as of the appraisal date. 5) Should the property not be fully developable or should densities change from those estimated herein, a further analysis and valuation is likely to be necessary.

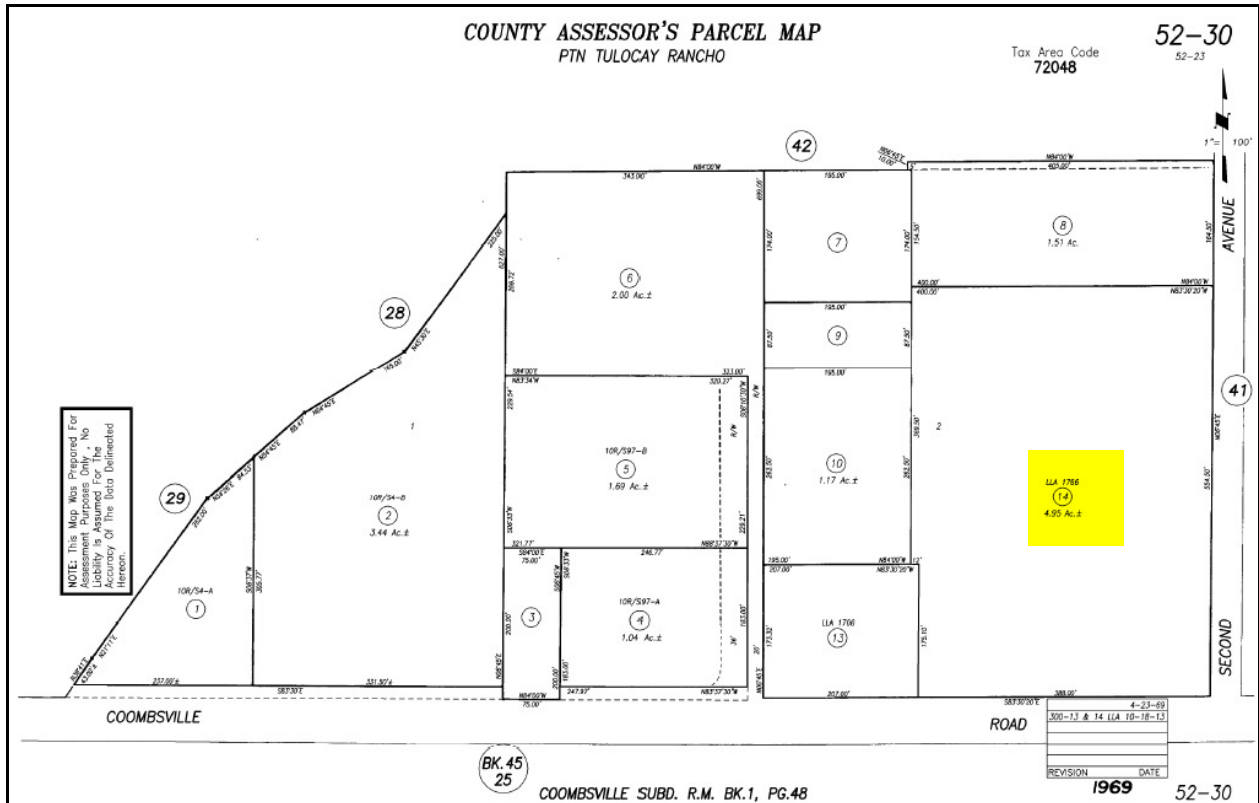
Designated Wildlife Habitat: There are no designated wetlands or wildlife habitats noted on the subject property.

Planning: From a planning perspective, the subject zoning and city planning agenda are compatible. They provide for conformity of property uses to the surrounding market and sustain existing uses which are complementary and which serve to provide for stable property uses and values.

ASSESSMENT DATA

The current assessment data indicates no property tax assessments because the property is owned by a public entity. The typical composite tax rate reflects base property tax of 1% and various County assessments. Under State Proposition 13, real property assessments can only be increased a maximum of 2% per year. Reassessment is permitted typically upon change of ownership or completion of new construction. The subject property will be re-assessed upon completion of any sale to a private entity.

Plat Map



REGIONAL ANALYSIS

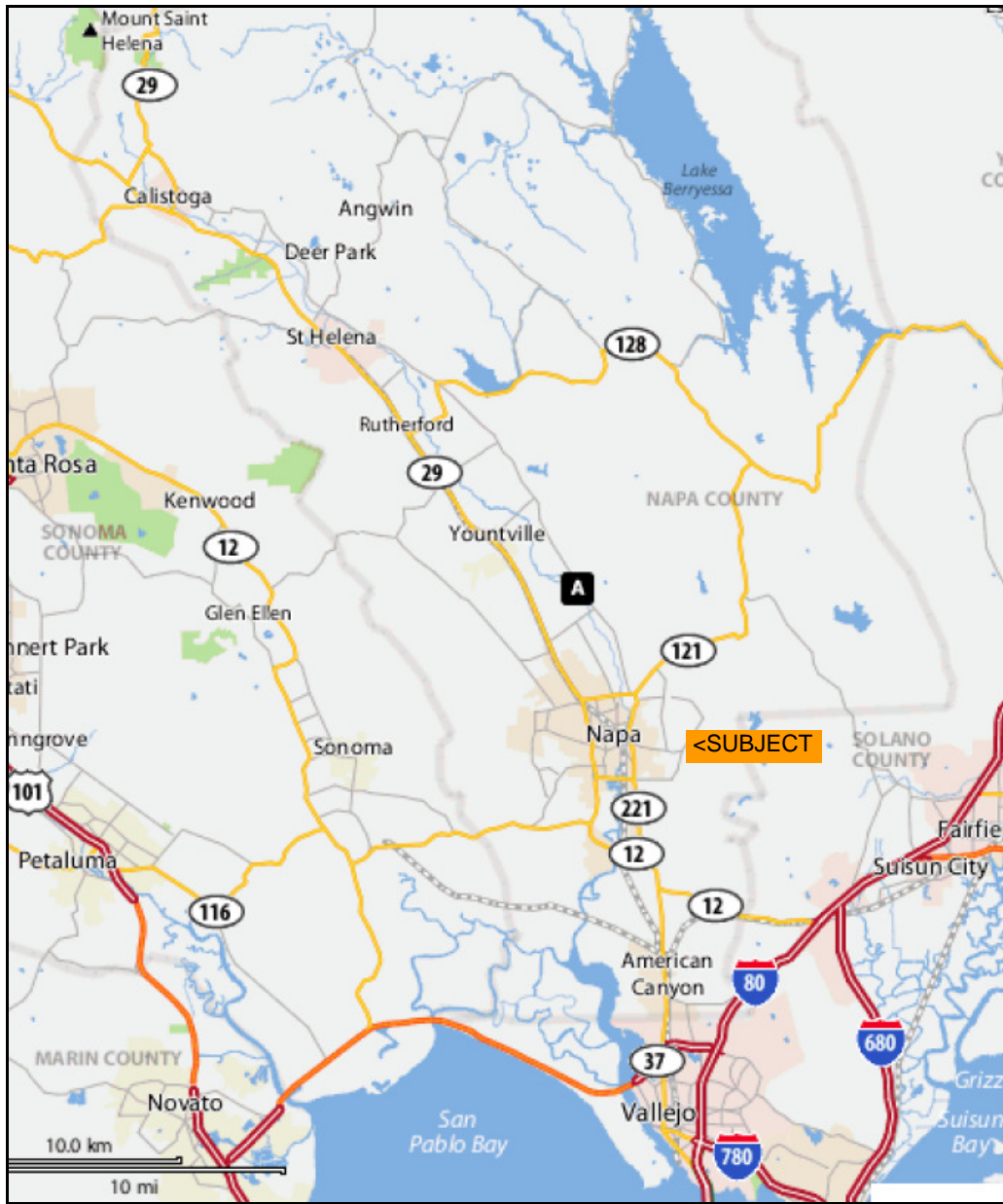
Napa County lies at the north end of San Pablo Bay with Sonoma County to the west, Lake County to the north, Yolo and Solano Counties to the east and Solano County to the south. San Pablo Bay is the northerly body of water located to the north of San Francisco Bay and forms the northerly waterline/boundary of the San Francisco Bay region. Due to the shape of San Pablo Bay, it is a natural barrier which limits the efficiency of direct transportation linkages from Napa County to the major transportation hubs of the Bay Area, but it is efficiently linked via highway connector/feeders.

Napa County's major highways are Highways 12 and 29 which serve as secondary transportation linkages for the San Francisco North Bay region, linking State Highway 101 to Interstate 80 via State Highway 12. A major physical feature which defines the Napa County environment is a series of mountain ranges along its west, north and east boundaries which limit access into the County. Primary linkages to the San Francisco Bay area are in the southern portion of the County which is comprised of lowlands on which linking transportation corridors are developed and it is this area which is developed with major business and industrial parks serving Napa County as well as surrounding communities.

In general, the County is separated into two distinct areas -- the Napa Valley and the Chiles/Pope Valley. The Napa Valley has a narrow shape which runs longitudinally. Primary highway transportation throughout the Napa Valley is via Highway 29 and Silverado Trail which run parallel from north to south. Highway 29 is most prominent, linking the cities of Napa, St. Helena and Calistoga, and being the most efficient highway transportation corridor. Silverado Trail is a scenic route which is also utilized for commercial transportation. Chiles/Pope Valley is located on the east side of the County and it is accessed from the Napa Valley by Highways 128 and 121 which are local serving, rural highways. This portion of the County is primarily agricultural with a

few small enclaves of homes. Lake Berryessa is in this area and it provides recreational uses and water for the region. The water supply of Lake Berryessa is controlled by Solano County.

COUNTY MAP



Napa County is approximately 35 miles north of the City of San Francisco and 15 miles north of the primary urban sprawl of the San Francisco Bay area. The County has retained an agricultural character separating it from the more heavily populated areas of the San Francisco North Bay region and it generally has a rural character. Additionally, its agricultural lands are highly distinguished for their premium wine grape vineyards and they are a critical environmental factor which contribute greatly to the local economy and character of the area, and are preserved by County land use regulations.

A map which indicates the subject property's location with respect to the region can be found on the preceding page.

ECONOMIC

The Napa County economy is diverse in its industry, yet retains an agricultural base and unique character. It has experienced moderate expansion within recent years.

Population:

According to the U.S. Census, the population of Napa County rose to 136,484 persons in 2010 and it is expected to grow at a modest 1.0% per annum for the next 20 years based on ABAG estimates. This is lower than the Bay Area expectations of 1.2% per annum. Previous population growth from 1990 to 2000 was 12.2% and from 2000 to 2010 it was 9.8%, therefore, expected growth is near historic rates.

As noted in the table on the following page, there are five incorporated cities in Napa County. The City of Napa is at the south end of the Napa Valley and it is the largest city. The cities of Yountville (township), St. Helena, and Calistoga are considered the "up-valley" area and their populations tend to be static due to boundary restrictions and limited developable land within the city limits.

The majority of past population increases in the county occurred within the Cities of Napa and American Canyon. The county grew by approximately 12,205 persons during the period from 2000 to 2010. Historic growth reflected expanding the city limits, however, buffer zones have been established to protect the agricultural sector from encroachment by cities of Napa County.

The cities of St Helena and Calistoga also saw a small decline in population according to US Census data, but some of this may be due to shifts in the categorization of Census Designated places such as Angwin, Oakville, Rutherford, Deer Park, and Silverado Resort.

The City of American Canyon was incorporated in 1992. This represented a shift in population of over 7,700 residents from Napa County to the then, newly formed city. Since that date, housing development has raised the population to approximately 20,470 persons with a capacity of over 22,000 persons. American Canyon is located at the south border of the county adjacent to Solano County and it is not in the Napa Valley. It is comprised of several residential subdivisions and industrial land, and much of the expected residential and industrial growth will continue to be in this area.

The median age of the population is 33.7 years compared to the state's median age of 29.9 years.

TOTAL POPULATION OF NAPA COUNTY AND INCORPORATED CITIES

	1990	2000	2010	2017
Napa County	110,765	118,246	136,484	140,973
American Canyon		7,706	19,454	20,247
Calistoga	4,468	4,550	5,155	5,273
Napa	61,842	66,265	76,915	79,774
St. Helena	4,990	5,100	5,814	6,196
Yountville	3,259	2,916	2,933	2,924

2010/13 US Census;
2014 Ca. State Statistics
*2017 Estimates

Transportation:

In addition to the major highways traversing the county, transportation systems include the Southern Pacific Railroad which operates daily rail service, however, freight service is limited to south county areas only. The Napa County Airport is a general aviation facility and the bulk of its use is comprised of 50% recreational and 33% business use and the remainder is miscellaneous. It is an FAA facility having a control tower and three runways. The airport is located in the south county area near the intersection of Highways 12 and 29 and major industrial parks.

There are several contract carriers servicing Napa and providing overnight deliveries to and from Southern California, Nevada and Southern Oregon. The City Bus Service - *THE VINE* - provides daily service throughout Napa County from Calistoga to the north to American Canyon and Vallejo. The Vine bus service provides daily service to Napa and other county areas as well as Vallejo. Although limited in its commercial capacity, barge service is available on the Napa River.

Economy/Industry/Jobs Outlook:

The economic base of the county is diversified to include agriculture, wineries, steel fabrication, building materials, clothing manufacturing and leather products. The largest employer in the county is the State Department of Mental Health which operates the Napa State Hospital. The largest employers include various retailers, the County offices and numerous wineries. The largest non-manufacturing companies include the Napa State Hospital, Napa Valley Schools, Pacific Union College and Veterans Home of California. The County has a diversified employment base and this diversification has shielded the County from strong downturns that occur on a national level.

The current unemployment rate in the County is 3.6% (EDD: 6/17) as compared against the State average of 4.8%. Napa County has a labor force of only 74,400 persons, approximately one third of the Solano County labor force and one fourth of the Sonoma County labor force. The County unemployment rate is similar to Solano County and Sonoma County, but higher than the San Francisco Bay Area in general. Median Household Income is \$75,513 per annum (Census-ACS: 2015 Napa Metro).

Much of the job growth in the County is projected to occur in the City of Napa and City of American Canyon as well as un-incorporated areas of south Napa County (industrial growth). The increase in job creation is expected to result in increased demand for housing which will be primarily in Napa and American Canyon. Approximately 40% of the new jobs are expected to come from employers in service industries. Tourist-related businesses, such as hotels, inns, and restaurants as well as the retail sector are expected to significantly contribute to job growth.

Tourism continues to spur many jobs in the retail segment. First Street Napa is a major project under construction which includes the, now completed, 183 room Archer Hotel and over 40 shops and restaurants. Other downtown projects expected include a four-story retail and office building on First and Main (Bounty Hunter), a multi-story mixed

use project at the former Napa Register site on Second Street, a three story project on Main and Clinton, and several renovations. Other growth in the tourist sector includes the expansion of the Meritage Hotel (165 rooms), the Culinary Institute, planned expansion of the Napa Mill project, and stabilized occupancies of projects such as Riverfront, Napa Square, and Oxbow Market. The City of Napa is experiencing the largest portion of tourist growth in the County. Community shopping and neighborhood shopping has also continued to develop in Napa with over 40,000 s.f. of new shopping in the South Napa Crossing project, the development of a 12 screen theater, a Hampton Inn, a health club, and planned development of 70,000 s.f. of community shopping in the Gasser project.

Health care and related services will also be among the strongest continuing contributors to job growth. Queen of the Valley Hospital continues to expand its buildings and services, while Kaiser Hospital has also continued to expand in the past ten years. General merchandise and food stores are expected to create new employment opportunities through the development of shopping centers in north and south Napa. Local wineries are a major employer and will continue to make a significant contribution to the county's economic base, with estimated industry revenues of over \$10 billion annually.

Labor:

The Employment Development Department for the county reports that the labor force in Napa County will continue to grow in step with an anticipated low population growth (i.e. employment will maintain a low rate of expansion). Long-term growth projections by the Association of Bay Area Governments (ABAG) indicate that Napa's greatest growth over the next 15 years will be in manufacturing and the wholesale trade due primarily to the continuing development of the business parks located in the south county region. State and local government sectors are expected to remain stable over the next few years with a gradual uptrend to meet the needs of an expanding population.

Housing:

Steady demand and affordable mortgage rates had strongly supported new housing construction with high volumes of building activity in both the residential and commercial sectors during the early 2000's. During the sub-prime mortgage collapse of Fall 2008, the market price of housing had declined sharply, but recent trends in the past two years indicate rapidly increasing value with a median home price of \$623,000 as of June 2017. Area residential rents have also increased within the past two years and they are expected to remain stable with an upward trend in the next two years.

At present, there is an adequate, but limited supply of vacant land for new housing demand within the City of Napa. Most projects are "infill" parcels, but some are large enough to add significantly to supply (primarily multi-family type). Projects being proposed are primarily apartment projects and there are some condominium projects and single family residential being constructed.

Relative to the up-valley areas, residential growth opportunities are limited due to lack of vacant land. A project of mixed uses comprising of single family and duplexes was constructed in St. Helena and this is the first to be constructed since 2008. It is comprised of 44 units with 28 SFR's, 6 granny units, and 10 affordable apartments. No new projects, other than a few residences were noted for Calistoga and Yountville. The cities of the up-valley area continue to hold their niche for tourism and there are hotels being approved and/or under construction which bolster the supply in the St. Helena and Calistoga areas.

The south county region of south Napa and the City of American Canyon continues to experience industrial growth in response to increased demand from the wine industry. Infrastructure improvements such as the Devlin Road extension will improve traffic patterns and bring an expanded area of industrial land into the market. Housing in American Canyon continues to be developed. Community shopping and other services

are growing to reflect population growth and customer spending patterns are achieving a scale which attracts credit tenant retailers.

Overall, Napa County is a stable market with consistent patterns of population and economic growth. It is becoming a premiere destination for tourists on a national and international level and the tourist sector is wide ranging to provide for mid-range to luxury class services. The county has maintained its agricultural character and most of the majority of intensive retail, commercial, and industrial growth has little to no effect on agricultural regions, except for traffic concerns.

CITY DATA

The City of Napa is the county seat of Napa County and is located 52 miles northeast of San Francisco, 47 miles north of Oakland, and 50 miles southwest of Sacramento, the State Capital. Its location, within commutable distance from major centers of commerce, greatly benefits the city, but its location between the US 101 and Interstate 80 is less convenient than competitive cities nearby. This has allowed the city to maintain a buffer between it and more intensively developed Bay Area communities and retain its unique character and highly desirable "small town" community. This is further enhanced by the grape growing regions to the north of the city which attract a high level of tourism and upper income residents.

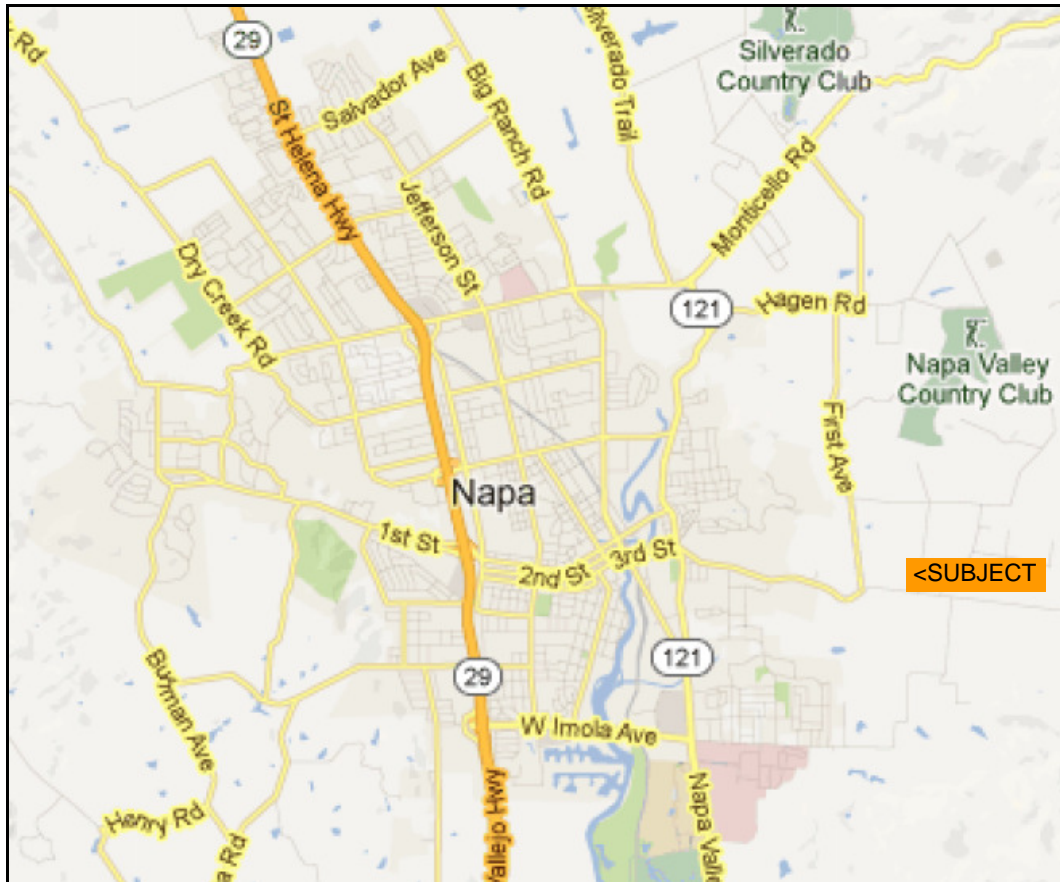
The natural flow of air into the valley provides a smog-free, moderate climate. Representative temperatures range from 37 to 57 degrees in the winter and 52 to 82 degrees in the summer with annual rainfall at 24 inches per annum. The climate supports the development of the Napa Valley wine industry which is foremost in the Nation.

The City of Napa is by far the largest city in the county with 2010 population of 76,915 and current estimate of 80,011 persons. Much of the county's population growth has occurred in the City of Napa. This growth is primarily a result of continued migration from the Bay Area due to the overall desirability of Napa as a quaint, semi-rural and economically growing community as well as the growth in the tourist and service sectors.

Downtown - The City Hall and County buildings are located within the downtown area. In the past, growth and development in the downtown has been difficult due to flood prone areas along the Napa River. The downtown was built in the river's flood plain and has been subject to occasional but serious flooding. In 1998, Measure A passed allowing the County to increase the sales tax one-half percent for the funding of flood

protection, drainage improvements, dam safety and watershed management.

CITY MAP



The Napa River Flood Protection Project, a \$170 million project, represents two-thirds of the funding from Measure A and it focuses on a seven mile long, channel-widening project along the Napa River. This stretch runs from Highway 29 north to Trancas Street and includes substantial flood improvements to the downtown area. In addition, flood control improvements include two-thirds of a mile of Napa Creek from its connection to the Napa River, near First Street. Most of the flood project has been completed, including the recent By-pass which is intended to greatly reduce or eliminate flood risk in the downtown area.

Along with the flood control project, a recreational plan was created. This plan includes a 5.3 mile long paved joint-use project maintenance road and pedestrian/bicycle trail constructed intermittently along both banks of the river. The trails will connect into existing and proposed city recreation trails and include rest stops, staging areas, drinking fountains, benches, trash containers, shade trees and river access.

The flood control improvements in downtown Napa have made major re-development possible and projects such as the Riverfront, Oxbow Market, Andaz Hotel, Archer Hotel, Westin Hotel, Culinary Institute of America (formerly Copia), and others have been developed with the expectation that flood risk will eventually be fully mitigated. Much of the growth in the tourist sector has been captured by downtown Napa due to new hotels, restaurants, and retail. The remodeling of the downtown mall as The downtown has become a significant contributor to economic growth and jobs for the City of Napa.

The CBD is an area of gentrification and development to more intensive commercial uses on Main Street, along the Napa River, and on First Street. Major development of the recent past include the Napa Opera House, Kohl's department store, various smaller buildings, and the river walk project. Current projects which have enhanced the downtown include the Andaz Hotel, Archer Hotel, Westin Hotel, Riverfront retail/offices, Napa Square, and First Street Napa. Various smaller projects also include several buildings on Main Street within four blocks of the subject. Other projects further away include the Culinary Institute, Borreo building, Fireman's Museum, and the well established Oxbow Public Market and Annex.

Current characteristics of the CBD are a large daytime work force during the weekdays with local residents and tourists who patronize the many restaurants and shops during evenings and weekends.

CITY OF NAPA LODGING INVENTORY					
A summary of existing and proposed lodging projects in the City and surrounding area					
Numbers for Lodging in the City of Napa	Hotel/Motel Timeshare Cottage Rooms	Bed & Breakfast Inns	Vacation Rentals and Hosted Accom Permits	Total Rooms/ Units	Meeting and Conference Space Square Footage
Current Number Rooms In Existing Facilities	2,547	192	101	2,840	112,655
Rooms Under Construction	235	22	0	257	10,000
Rooms Approved/ Pending Construction	536	48	0	584	36,600
Lodging Applications in Process or Conceptual Design Phase	1,310	0	0	1,310	14,045
TOTALS	4,628	262	101	4,991	173,300
Prepared by City of Napa Economic Development Division Updated 05/16/2018					

Commercial Development:

Other commercial growth in community shopping includes the expansion of the South Marketplace (Target, Raley's, Office Depot), the renovation of Bel-Aire Plaza (Whole Foods, Trader Joe's, Cost Plus), the development of a new 12 screen movie theater, the development of Napa Crossing North and South (30,000+ s.f.; 70,000s.f. of community shopping). These projects are primarily in the northern and southern sectors of Napa. The northerly commercial district of Napa commercial is effectively built-out.

There is significant developable land, however, in the former flood areas of south Napa and continued development is planned. The largest project is the Gasser Development.

Gasser Development:

The Gasser Development is a proposed mixed use development on a largely vacant 80-acre site. Development is proposed on both the southern and northern portions of the site, known as Gasser South and Gasser North, respectively. Development completed for Gasser South includes a Commercial and Entertainment Village and the Community Serving Facilities. The Commercial and Entertainment Village includes a 12-screen, 2,500-seat Century theater; a Hampton Inn hotel, 7,000 square feet of restaurant development, and 40,000 square feet of retail development (not yet constructed). There are also "community serving facilities" which include a 60-bed homeless shelter, a 24 unit single room occupancy transitional housing complex, and a 30,000 square feet non-profit office building (not yet built).

Development on Gasser North area will include three developments: Tulocay Village, a mixed-density residential neighborhood, Tulocay Square, a small mixed-use village, and Creekside Commercial, a retail/commercial area. Tulocay Village will have attached units at a density of 25 dwelling units per acre and include a 7,500 square-foot Community Center. Tulocay Square is proposed to include 80,000 square feet of retail/commercial space. Creekside Commercial is proposed to include 40,000 square feet of retail/commercial space on the eastern parcel and 30,000 square feet of retail/commercial space on the western parcel.

Each of the projects will provide parking on site. Additionally, the Gasser Master Plan proposes several roadway improvements: an extension of Gasser Drive; the construction of a bridge over Tulocay Creek; the construction of a private drive to connect Oil Company Road with the Gasser Drive extension. The Master Plan also includes a set of Property Development Regulations and Design Guidelines.

The Property Development Regulations address floor area ratios, building heights and setbacks, site development, parking, and signage. The Design Guidelines are intended

to guide the physical quality and character of projects within the project area, addressing both architecture and design standards. The Gasser project is the most extensive development in Napa and will provide significant new housing and commercial development to the city.

The project will include the preservation of 24 acres of wetlands.

Oxbow District:

The Oxbow District is located on the east end of the First Street downtown corridor and it is bounded by the Napa River on its northerly, easterly, and southerly sides with Soscol Avenue setting its westerly boundary. Its existing primary projects are Oxbow Public Market, Westin Verasa Hotel, and Culinary Institute of American (formerly Copia; new owners and focus). The lands near CIA are expected to be developed with a mixed use plan and the Napa County Corporation Yard along Water Street will be redeveloped.

The area is planned to be developed with commercial, hotel, exhibits, and potentially residential (high density) uses and the net developable area is approximately 15 acres. Additionally, there is another 7+ acres to be developed with a hotel (formerly Ritz-Carlton project). This property is directly to the east of the Oxbow District between the Napa River and Silverado Trail and the razing of old structures has commenced.

General:

The County has a prominent agricultural base due to its world renown vineyards and wineries and these provide a large supply of jobs on a county wide basis and to the City of Napa. Many of the jobs in the County/City are unionized, however, these are concentrated in winery production and grocery stores and, overall, there is a minimal union presence. Wage rates are commonly below much of the interior of the Bay Area and comparable with neighboring Sonoma and Solano Counties.

EMPLOYMENT

Napa Major Employers	# Employees
<i>Within the City of Napa</i>	
Napa Valley Unified School District	1,900
Queen of the Valley Hospital	1,365
County of Napa	1,248
City of Napa	458
Meritage Resort and Spa	447
Napa Valley College	290
Kaiser Permanente	273
Wal-Mart #2925	250
The Meadows of Napa Valley Assisted Living Facility	214
Kohl's Department Store	200
Napa Valley Marriott Hotel & Spa	165
Coldwell Banker Brokers of the Valley	159
Target (South Napa Marketplace store)	152
Aldea Children & Family Services	150
Regulus Integrated Solutions	150
Whole Foods	150
Home Depot	145
Napa Valley Wine Train	140
Target (Bel Aire Plaza store)	140
AT&T	137
Clinic Ole	130
Lixit Corporation	122
Wells Fargo Bank	116
Westin Verasa Hotel	115
Napa Valley Register / Napa Valley Publishing	110
AUL Corporation	109
Raley's Grocery Store	107
Community Action of Napa Valley	105
Embassy Suites Hotel / Restaurant	100
McDonald's Of Napa Valley	100

Continued expected growth into the industrial, light manufacturing, distribution, and FIRE job sectors is anticipated to increase average wages for the area. The current median household income for the city is \$70,925 per annum according to U.S. Bureau of Labor Statistics, which is slightly below the \$74,123 Napa County average.

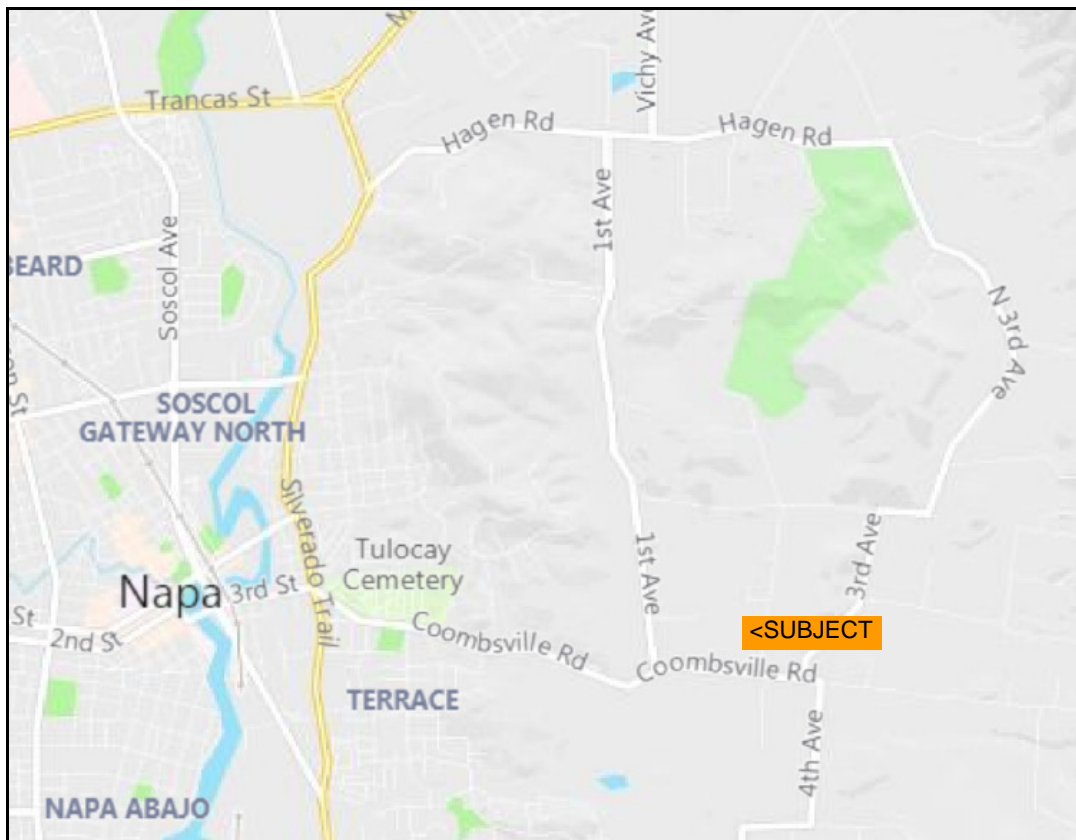
Current trends in employment are growth in services, retail and manufacturing, primarily. Much of this growth will be due to small businesses, hotels, and other leisure activities serving the tourist trade, and health care and business services.

Overall the City of Napa has a diverse local employment base which serves the population well. Due to its good linkages to the inner Bay Area, many jobs are located out of the city. These jobs represent a stable source for Napa residents in the professions and trades which require larger populations to achieve full career opportunities.

The infrastructure of the city adequately provides for the present needs of the community as well as projected future growth. Sewer, water, and other utilities are adequate. There is adequate vacant land for additional industrial, commercial, office and residential growth and the city continues to be a highly desirable place to live.

NEIGHBORHOOD DESCRIPTION

The subject neighborhood is located within the easterly region of unincorporated property to the east the City of Napa in an area of primarily residential uses known as "the Avenues". Commercial uses are located on Silverado Trail and First and Third Streets to the west (the latter extending to the CBD; 6 blocks). The neighborhood is bounded by Silverado Trail to the west, 3rd Avenue to the east, Hagen Road to the north, and Coombsville Road to the south.



The area is a well established rural residential neighborhood comprised of primarily undulating topography with gentle slopes and some hilly areas to the easterly and westerly sides and the neighborhood is highly regarded. The single family residential structures in the neighborhood are custom designed and built by several of building contractors and

there are wide variations in styles. Many of the homes were constructed from the 1940's through the 1970's and from the 1980's through the current period, styles have tended toward higher qualities of construction, including several estate residential structures. Larger parcels throughout the neighborhood are generally improved with vineyards of good quality, including several which grow Bordeaux varietals.

The general residences in the neighborhood generally range from \$1,000,000 to \$2,000,000 for homes on up to one acre, while larger parcels and those with vineyards can easily be from \$2,000,000 to over \$5,000,000.

There are schools, shopping, public transportation and recreational facilities within two miles to the west in the City of Napa. Coombsville Road ties into Third Street to the west and extends into the CBD. Silverado Trail is a primary north/south highway arterial and Highway 29 is within three miles west of the subject property. Community shopping is located within approximately 2.5 miles southwest of the subject and includes South Napa Marketplace which is anchored by Target, Home Depot, Century Theatres, and Raleys.

Overall, the neighborhood is well established and highly desirable with very good potential for estate residential use on the subject property, given that vacant land is scarce. Other factors of note for the subject property is its parcel size which supports vineyards, a slightly elevated topography, good front to depth ratios, agricultural uses nearby, on-site water, and off-site tertiary water. Neighborhood properties are in average to very good condition and it is viable well into the foreseeable future.

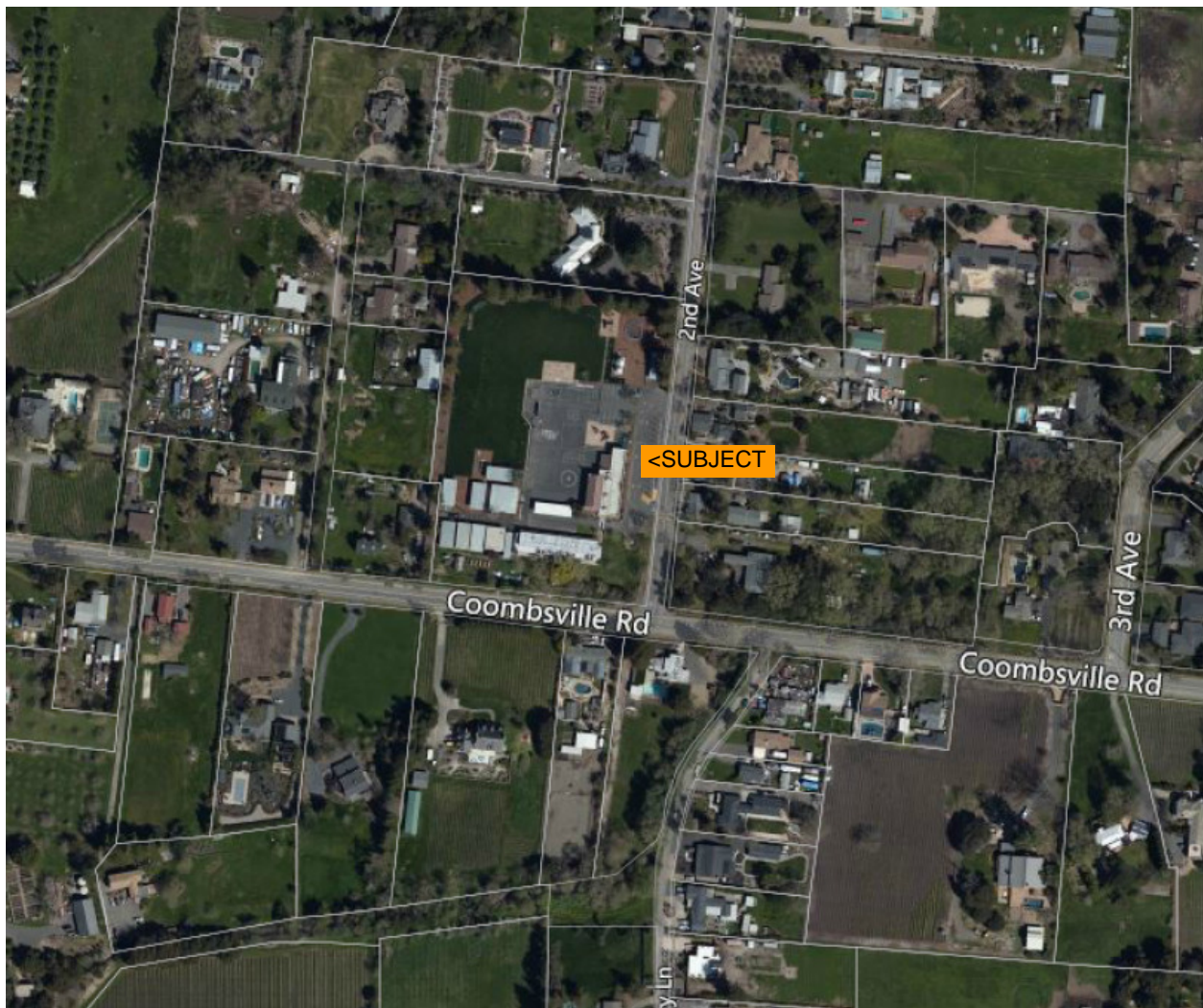
PROPERTY DESCRIPTION

Location:

The subject parcel is located on the northwesterly corner of 2nd Avenue and Coombsville Road. The property has good linkages to Highway 29 and shopping.

Size / Shape / Plantable Area:

The subject parcel comprises a total of 4.95 acres and it is a conforming rectangular parcel with approximately 555 feet of frontage on 2nd Avenue and 388 feet on Coombsville Road.



Streets:

Each of the roadways are asphalt paved, two-lane roadways having paved shoulders and areas of open culverts at its sides. 2nd Avenue is a typical neighborhood street which is 40 feet in width, while Coombsville Road is a feeder (to downtown) having a width of 60 feet.

Access:

Access to the parcel is directly from 2nd Avenue.

Utilities:

Water is provided by an on-site well and the site relies on an on-site septic system for waste water. Electricity is provided by Pacific Gas and Electric, and telephone by Pacific Bell. There is Napa Sanitation water available for agricultural uses and the water line runs adjacent to the property (tertiary treated water). Note: the septic and well provide abundant water for a residential use and the Napa Sanitation District provides adequate water for agricultural uses.

Parking:

There is adequate on-site parking capacity for any of the potential and/or current property uses.

Topography:

The subject site is of level topography.

Soils / Geotechnical:

The subject property is within an area of residential uses and it is assumed the soils are capable of supporting residential and agricultural improvements.

Toxic Contamination:

No evidence of toxic contamination or hazardous waste was observed during our on-site inspection. However, the appraisers are not qualified to detect and advise on such matters

and offer no warranty or opinion. ***This appraisal assumes there is no toxic contamination.***

Flood Zones:

The subject property is not within an area of flood risk requiring flood insurance according to FIRM Map Panel #06055C-0512E, dated 9/26/08. It is in Zone X which is an area of minimal flood hazard.

Earthquake Zones:

The subject property is not located in an Alquist-Priolo Special Study Zone.

ZONING

Designation:

RC - Residential country

Allowable Uses:

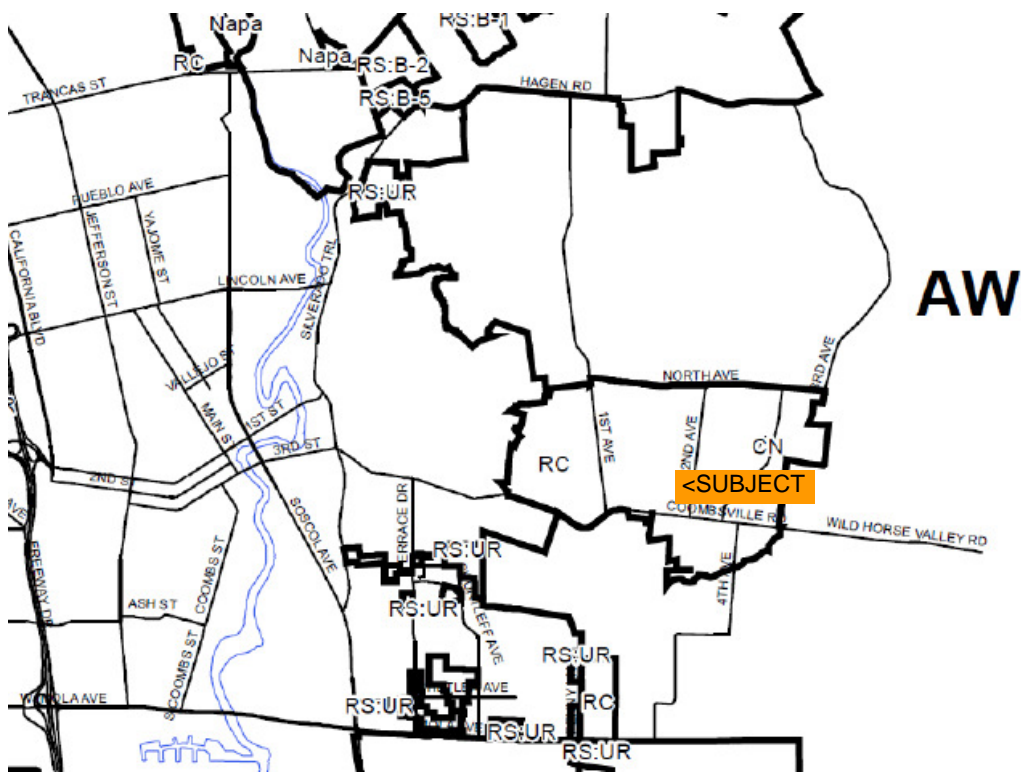
Residential estate, agricultural and similar uses consistent with the characteristics of the neighborhood. Main residence (any size), 2nd dwelling (1,200 s.f.), guest house (1,000 s.f., no kitchen), agricultural uses, other (see Addendum).

Min. Lot Size:

10 acres

Conclusion:

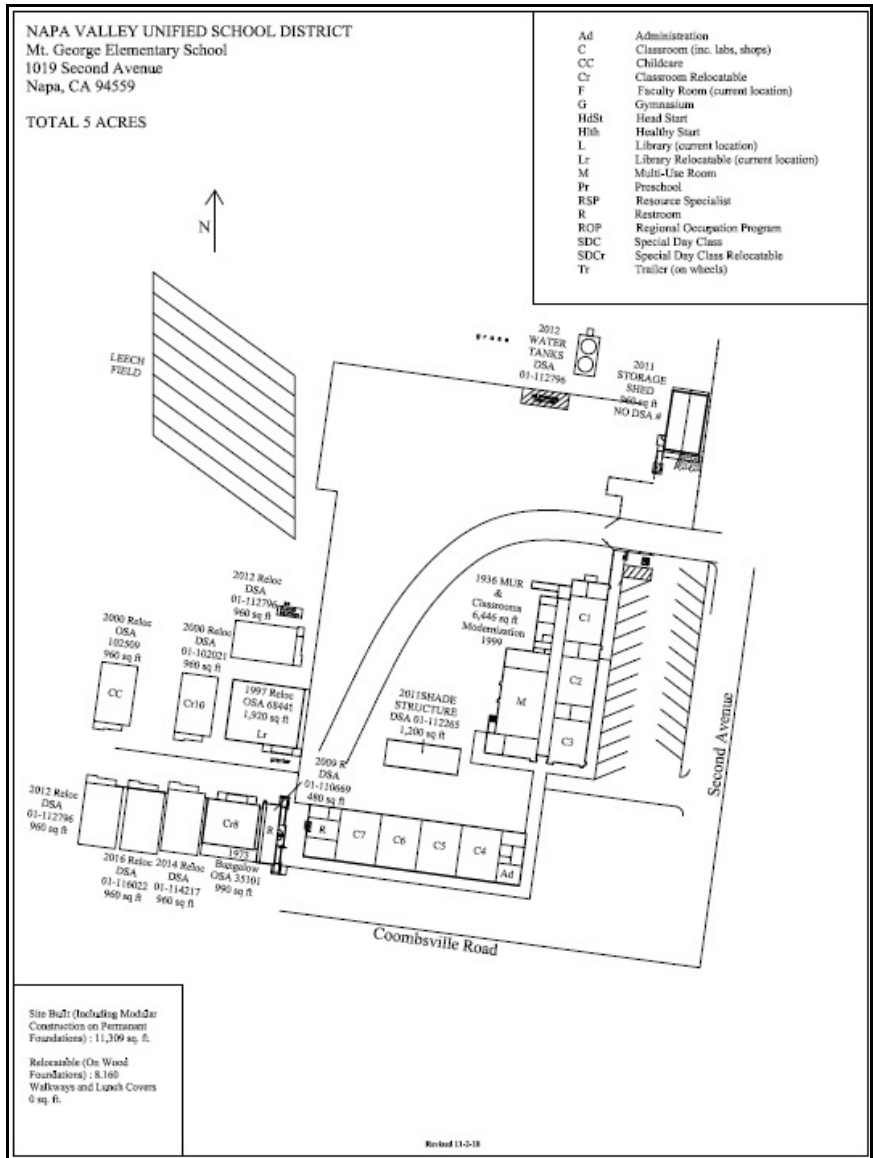
The subject property can sustain a narrow range of residential uses which are legal and conforming to the zoning, but estate residential is the optimal use for the property.



Improvements:

The property is improved with two primary structures comprising classrooms and offices. Their gross building areas are 6,446 s.f. and 4,863 s.f. These are older classroom structures. There are also several mobile structures. The existing improvements suffer a high level of functional obsolescence. The main structure is likened unto other older structures found in the market which have a good structural profile, but would need effective re-construction. In essence, the main structures add no value to the property and would require a comprehensive analysis to determine potential feasibility for further use. The classroom structures are not of an architectural design which is consistent with amenities of estate properties. Their rental value is limited because the zoning does not permit commercial uses. As a school, there may be a private school that could use the facility "as is", but market data is limited as are potential buyers and past transactions tend to indicate transactions which sell for land value. It is expected the improvements would be razed to achieve the highest and best use of the property.

SITE PLAN



HIGHEST AND BEST USE

Highest and Best Use is defined:

"That reasonable and probable use that will supply the highest present value, as defined, as of the effective date of the appraisal.

Alternatively, highest and best use is:

The use, from among reasonable, probable and legal alternative uses, found to be physically possible, appropriately supported, financially feasible, and that results in the highest present land value."

Highest and Best use is determined by:

1. Assuming the site is vacant and available for development and improvement;
2. Defining what improvements could and should be made to existing improvements, if any, to provide the maximum return to the property; and
3. Evaluating which use, among those that are feasible, results in the highest land value. Feasibility requires fit with legal/political constraints (zoning and planning requirements, as well as the political environment), technical constraints (soils, topography, design), linkage constraints (streets, sewers, services, etc.), market constraints (supply, demand, competitive standards), and financial constraints (cost-benefit relationships).

Highest and Best Use as if Vacant

Physically Possible:

The subject parcel is level and compatible with surrounding street grades. The subject has adequate access with no known physical characteristics which would preclude development of the legally permissible uses. The site is adequately served by public streets. The site has good access to highways and general services. Therefore, the subject appears physically capable of accommodating all of the legally permissible uses, as currently zoned.

Legally Permissible:

The subject property is zoned RC: Residential Country which permits a primary residence, a caretaker residence, and a guest house. The minimum parcel size for a new parcel is 10 acres.

Financially Feasible:

The subject is zoned RC and the types of uses typically developed on land having this zoning is estate residential uses with vineyard, if there is plantable land. As indicated by a recent analysis of the property, the demand for public schools in this location has diminished. The market has seen steady and strong demand for estate residential uses and it has been determined to be financially feasible based on continued development of similar uses nearby.

Maximally Productive:

The maximally productive use of the property "as if vacant" is to develop the subject property as a residential estate. Therefore, development to such use is maximally productive and is the concluded highest and best use of the site as if vacant.

"As Improved", the existing improvements suffer a high level of functional obsolescence. The main structure is likened unto other older structures found in the market which have a good structural profile, but would need effective re-construction. In essence, the main structure adds no value to the property and would require a comprehensive analysis to determine potential feasibility. The classroom structures are not of an architecture or design which is consistent with amenities of estate properties. Their rental value is limited because the zoning does not permit commercial uses. As a school, there may be a private school that could use the facility "as is", but market data is limited as are potential buyers and past transactions tend to indicate transactions which sell for land value. Therefore, the highest and best use "as improved" is to raze the structures and sell the property for its development according to its highest and best use "as if vacant".

VALUATION METHODOLOGY

The value of the real property is estimated through one or more of three approaches to value. These are the Cost Approach, the Sales Comparison Approach and the Income Approach.

The Cost Approach incorporates the depreciated cost of improvements, land value as vacant and available for its highest and best use, and an entrepreneurial profit. It is based on the premise that the value of a property would not be greater than the cost of constructing a building of similar utility on a comparable site.

The Sales Comparison Approach incorporates an analysis of sales of similar properties, with adjustments for differences in location, quality, size, tenancy, age, and other characteristics. This approach is based on the principle of substitution, which states that a buyer would not pay more for one property than for another that was equally desirable.

The Income Approach is based on the income generating capabilities of a property. Depending on the actions of the market, a capitalization rate may be applied to net income, or projected net income (including property reversion) over a holding period may be discounted to a present value. This approach is based on the principle of anticipation, which means that the value is created by the expectation of benefits to be derived in the future.

In the valuation of the subject property, we have completed the Sales Comparison Approach to value, as it is the most relevant in the appraisal of vacant land. The Income Approach is not utilized, as it is not relevant to our analysis. The Cost Approach is not utilized, as the existing improvements are virtually fully depreciated.

SALES COMPARISON APPROACH

The Sales Comparison Approach is an estimate of market value based on an analysis of recent sales and current listings of similar properties. This approach is based on the proposition that an informed purchaser would pay no more for a property than the cost of acquiring a substitute property. The Sales Comparison Approach is most reliable when an active market produces a sufficient number of comparable sales.

Numerous sales were investigated and four sales of land suitable for estate residential use were selected. The sales represent a cross section of relatively recent activity and generally reflect properties with similar potential. All of the sales occurred within a period of stability which the current market generally reflects. The comparable properties are located in competitive market areas to the subject.

The sales are summarized in the table on the next page with a location map following. Sales comparable photographs can be found in the *Addendum*.

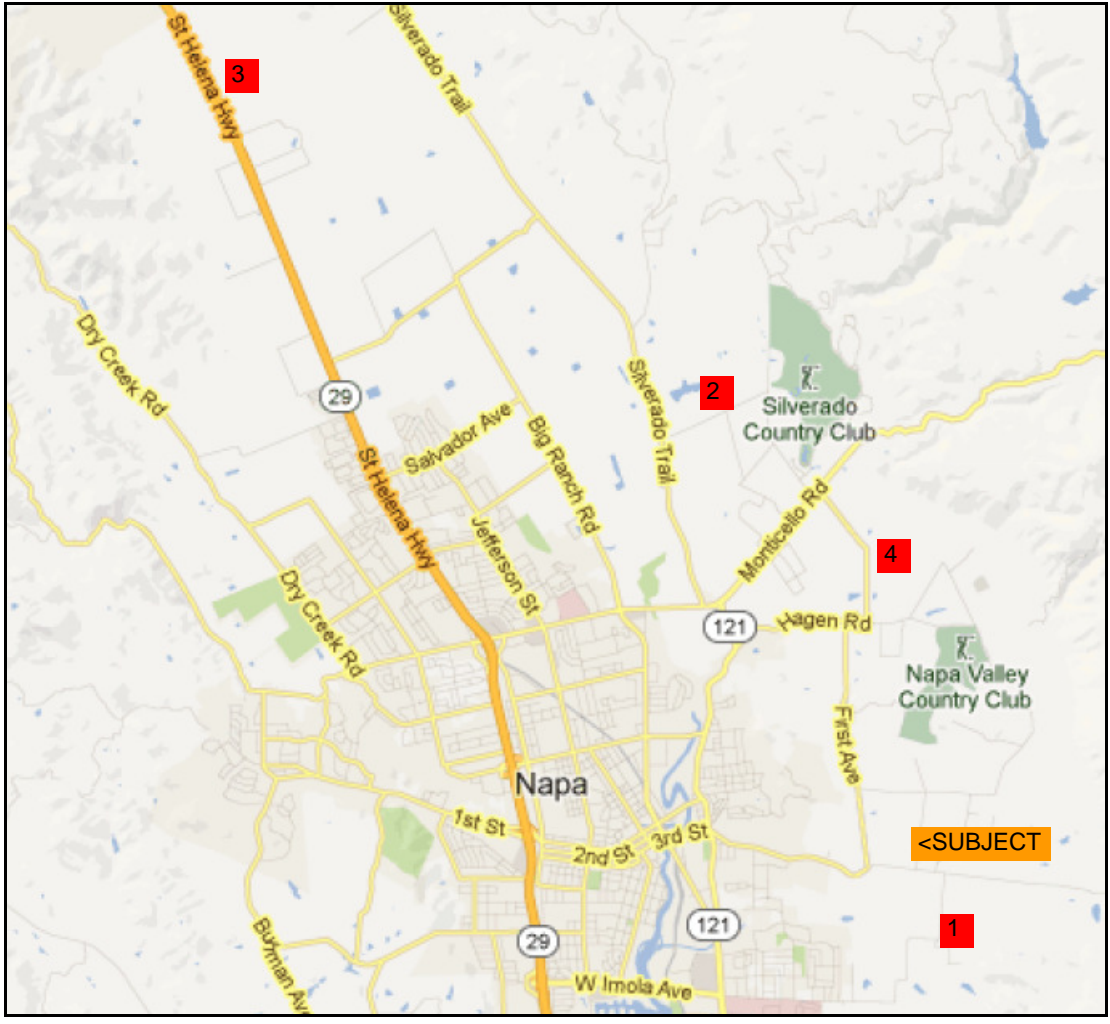
Market Conditions / Activity – The past three years has seen steady recovery and appreciation in residential estate values with the current market reflecting stabilized values. Residential properties within the subject neighborhood generally range from \$1,000,000 to over \$2,500,000.

Comparable Sales

We have an adequate number of sales from within the Napa market area to analyze and provide good support for the subject's value conclusion. The subject has a good location in Napa within an area of rural and estate residential uses.

The sales range in price from \$900,000 to \$2,700,000 and range in size from 1.16 to 7.00 acres. The high end of the range is set by the largest property which includes 4.8 acres of vineyard, while the low end of the range is set by the smallest sale which is effectively a homesite only (1.16 ac.). The sales are summarized in the following table.

COMPARABLE SALES SUMMARY										
No.	Location APN Document #	Sales Date Mkt.	Sales Price Improvements	Financing Conditions Bonds	SITE: Land Area Vineyard Amenities	SITE: Zoning Location Shape Topography Offsites	IMPROVEMENTS: Size Room Count Amenities Year Built	\$ per acre	Buyer Seller Confirmation	
1.	1182 4th Avenue Napa, Ca 045-320-002 ML21920072	9/19 10 days	\$1,400,000	Conventional Arm's Length No	6.81 none 1,209 s.f. res well, septic	AW Interior Conforming Level Street	fully depreciated	\$205,580	Curry Lane LIC Mack Family trust B MLS, broker 19-018162	
2.	1105 Hardman Avenue Napa, Ca 039-231-001 ML 21825550	7/19 8 mos.	\$2,700,000	Conventional Arm's Length No	7.00 4.8 ac. vineyard 2,499 s.f. res., views well, septic	AP Interior Conforming Gentle Street	vacant land	\$385,714	Flowers, Eric / Hillary Dolinar, Jeffery J. MLS, broker 19-013630	
3.	5360 Washington St. Napa, Ca 036-130-029 ML21905570	6/19 3 mo.	\$1,915,000	Conventional Arm's Length No	2.03 none 1,500 s.f. res., well, septic vineyard views	AW Interior Conforming Level Street	fully depreciated	\$943,350	Barbarick Living tr. Beesley, Richard A. MLS, broker 19-010259	
4.	3102 Vichy Avenue Napa, Ca 049-310-018 ML21905039	4/19 1 mo.	\$900,000	Conventional Arm's Length No	1.16 none well 4 bd. perc.	AW Interior Conforming Level Street	vacant land	\$775,862	Wallace, Eric W. Manubens S M & Quintan tr. MLS, broker 19-007559	



Comparable 1 - This is a property located on the southeast of Napa in an area of rural residences, vineyards, and estates. It is improved with a small residence which is fully depreciated (relative to highest and best use) and of the total acreage, 2 to 3 acres can be planted with vineyards. The homesite is of good quality and the neighborhood is of average to good appeal. The property sold above its listing price of \$1,275,000 in 10 days.

Comparable 2 - This is a property located to the northeast of Napa in an area of rural residences, vineyards, and estates. It is improved with a moderate sized residence which is of average quality and below the quality of estate residences which fit the

highest and best use of the property. Of the total acreage, 4.8 acres is planted with vineyards. The homesite is of good quality and the neighborhood is of average to good appeal.

Comparable 3 - This is the sale of a two acre property improved with an older residence which is expected to be razed for a new residence. The property has a good location south of Yountville and north of Napa in an area of vineyards and wineries. The site is surrounded by vineyards and can accommodate an estate quality home. The property is near the roadway and road noise is blocked by a property between it and the road.

Comparable 4 - This is a property located on the northeast area of Napa in an area of rural residences, vineyards, and estates. It is a vacant lot which can accommodate an estate quality residence. The property is improved with a newer well and a perc test providing for an engineered septic with a 4 bedroom capacity. The property is near Vichy Elementary school.

Analysis / Adjustments

The comparable sales have been analyzed and adjustments have been made based on factors including property rights transferred, financing, conditions of sale, market conditions, location, size, site factors, and amenities.

Improvements / Other:

Each of the sales requires development of site improvements and there are no existing structural improvements which are to be retained. Sales 1, 2, and 3 have structural improvements which are fully depreciated and they are typically retained until new construction commences because they could save on permit fees. No adjustments were made for this factor.

Property Rights Transferred:

All of the sales reflect the transfer of their fee simple interest and no adjustments were made for this factor.

Financing:

All of the sales are financed utilizing conventional means of financing or cash which resulted in all cash paid to the seller and no adjustments were made for this factor.

Conditions of Sale:

All of the sales transpired under arms length market conditions and no adjustments are required for this factor.

Market Conditions:

Each of the sales occurred during a period of recent market stability and no adjustments were made for this factor.

Property Factors

Location:

The subject property has a good location in the rural neighborhoods to the east of Napa with quality complementary uses and services nearby. The location supports estate residential uses in the same market segment as newer homes in the nearby area.

Sale 1 is located to the south of the subject within an area of slightly inferior market appeal and it is adjusted for this factor. Sale 2 is located to the north of the subject near Silverado Country Club and near premium quality vineyards with potential views in its hilly area. Its location is superior to the subject's and it is adjusted for this factor. Sale 3 is located north of the subject between Napa and Yountville and its location is superior+ to the subject's and it is adjusted for this factor. Sale 4 is in the subject neighborhood and its location is similar and no adjustment is made.

Site Characteristics (topography, utility, view):

Each of the sales was compared to the subject relative to its site characteristics. The primary aspects of the site considered in this adjustment are its frontage and overall utility, including topography, shape, usable area, and access. The subject is of good quality relative to its site characteristics. Overall, each of the properties is similar to the subject and no adjustments are made for this factor.

Site Features (privacy, view, aesthetics):

The subject is a level site which is elevated on its southerly side and it could provide a slightly elevated southerly view, if a residence is located toward the southerly side of the property. It has good access and a wooded fringe on its southerly side. It is a site with average to good privacy. Each of the sales is overall similar to the subject relative to privacy, view, and aesthetics and no adjustment is made for this factor.

Vineyard Factors:

The subject is 4.95 acres and it is estimated to have approximately 3 acres of plantable land which can likely accommodate Bordeaux varietals. The three acre area is estimated to have a value of \$750,000, as supported by recent land sales (former vineyards) in the easterly, northerly, and north-central areas of Napa which supports values of approximately \$250,000 per acre for vineyard land and \$40,000 per acre for good quality vineyard improvements. Each property is adjusted based on these unit values and reflects each property's plantable land and vineyard improvements. Sale 4 is adjusted significantly because it is a smaller site and has no plantable land. The sale is used because it isolates the minimal value of a quality homesite within the subject neighborhood and its homesite is of sufficient quality to support an estate residential use.

Improvements:

The subject is improved with school buildings which are of no supportable value to the property "as is". It is assumed the structures will be razed at the cost of the property owner or retained by the future owner based on their own analysis and they provide no additional value above the subject's vacant land value. Sale 4 has no improvements and no adjustments are made. Sales 1, 2, and 3 are each improved with fully depreciated structures which provide no net loss/gain to the properties "as is" and no adjustments are made to these sales for this factor.

Amenities:

The subject is improved with an on-site well and water storage system which is expected to be retained. There is also Napa Sanitation water at its perimeter which provides for agricultural uses. There is an elaborate septic system, but it lies within the area which is best for vineyards and a new septic system is expected to be constructed. These are the primary amenities of the subject property. The sale properties are relatively similar to the subject and no adjustments are made for this factor.

The following table summarizes the adjustment process.

COMPARABLE SALES ADJUSTMENT GRID					
	<i>Subject 1019 Second Avenue Napa, Ca</i>	No. 1 1182 4th Avenue Napa, Ca	No. 2 1105 Hardman Avenue Napa, Ca	No. 3 5360 Washington St. Napa, Ca	No. 4 3102 Vichy Avenue Napa, Ca
Gross Land Area:	4.95	6.81	7.00	2.03	1.16
Sales Price:		\$1,400,000	\$2,700,000	\$1,915,000	\$900,000
Imprv./Homesite/Other:		\$0	\$0	\$0	\$0
Adjusted Sales Price:		\$1,400,000	\$2,700,000	\$1,915,000	\$900,000
Sales Price ACRE:		\$205,580	\$385,714	\$943,350	\$775,862
Prop. Rights Transferred:	<i>Fee Simple</i>	Fee Simple	Fee Simple	Fee Simple	Fee Simple
Adjustment:		0.0%	0.0%	0.0%	0.0%
Adjusted Price:		\$1,400,000	\$2,700,000	\$1,915,000	\$900,000
Financing Terms:	<i>Cash</i>	Conventional	Conventional	Conventional	Conventional
Adjustment:		0.0%	0.0%	0.0%	0.0%
Adjusted Price:		\$1,400,000	\$2,700,000	\$1,915,000	\$900,000
Condition of Sale:	<i>Arms Length</i>	Arm's Length	Arm's Length	Arm's Length	Arm's Length
Adjustment:		0.0%	0.0%	0.0%	0.0%
Adjusted Price:		\$1,400,000	\$2,700,000	\$1,915,000	\$900,000
Market Conditions:	<i>Current</i>	9/19	7/19	6/19	4/19
Adjustment:		0.0%	0.0%	0.0%	0.0%
Adjusted Price:		\$1,400,000	\$2,700,000	\$1,915,000	\$900,000
Adjusted Price Acre:		\$205,580	\$385,714	\$943,350	\$775,862
Location:	<i>Good</i>	Slightly inferior	Superior	Superior+	Similar
Adjustment:		5%	-10%	-20%	0%
Site Factors:	<i>Good access, frontage</i>	Similar	Similar	Similar	Similar
Adjustment:		0%	0%	0%	0%
Site Features:	<i>Level, privacy</i>	Vineyard views	Vineyard views	Vineyard views	Similar
Adjustment:		0%	0%	0%	0%
Vineyard Factors:	<i>4.95 appx. 3 acres plantable</i>	Slightly inferior	4.8 acre vineyard	2.03	1.16
Adjustment:		15%	-20%	30%	100%
Improvements:	<i>Fully depreciated</i>	None	Similar	Similar	Similar
Adjustment:		0%	0%	0%	0%
Amenities:	<i>Well, water system septic system</i>	Similar	Similar	Similar	Similar
Adjustment:		0%	0%	0%	0%
Total Adjustment:		20%	-30%	10%	100%
Indicated Land Value:		\$1,680,000	\$1,890,000	\$2,106,500	\$1,800,000

Summary & Conclusion

The grid on the preceding page summarizes the adjustment process and indicates an adjusted range of \$1,620,000 to \$2,106,500 per acre. Of the sales presented, Sales 1 and 2 are most relevant and the remaining sales provide good secondary support to the concluded value. The sales are relatively similar as to their market segments and they bracket the subject property.

Given the location of the subject and neighborhood trends, its good site utility and market appeal, a value in the amount of \$1,800,000 is concluded.

Based on the preceding discussion, the estimated market value of the subject property by the Sales Comparison Approach and contingent on the extraordinary assumptions and hypothetical conditions stated herein is the following:

ONE MILLION EIGHT HUNDRED THOUSAND DOLLARS

\$1,800,000

- ADDENDUM -

PHOTOGRAPHS—SUBJECT PROPERTY



Subject property - main building from 2nd Avenue



Main building



Playground to rear of main building



Classroom building



Classroom building



Modular building



Playground toward open field - northerly



Open field toward area of leach field



Water tanks



Play field



Storage building



2nd Avenue - southerly



2nd Avenue - northerly



Main building, parking lot from 2nd Avenue



Classroom building from 2nd Avenue



Facility from Coombsville Road



Coombsville frontage



Coombsville Road - westerly



Coombsville Road - easterly

PHOTOGRAPHS—COMPARABLE LAND SALES



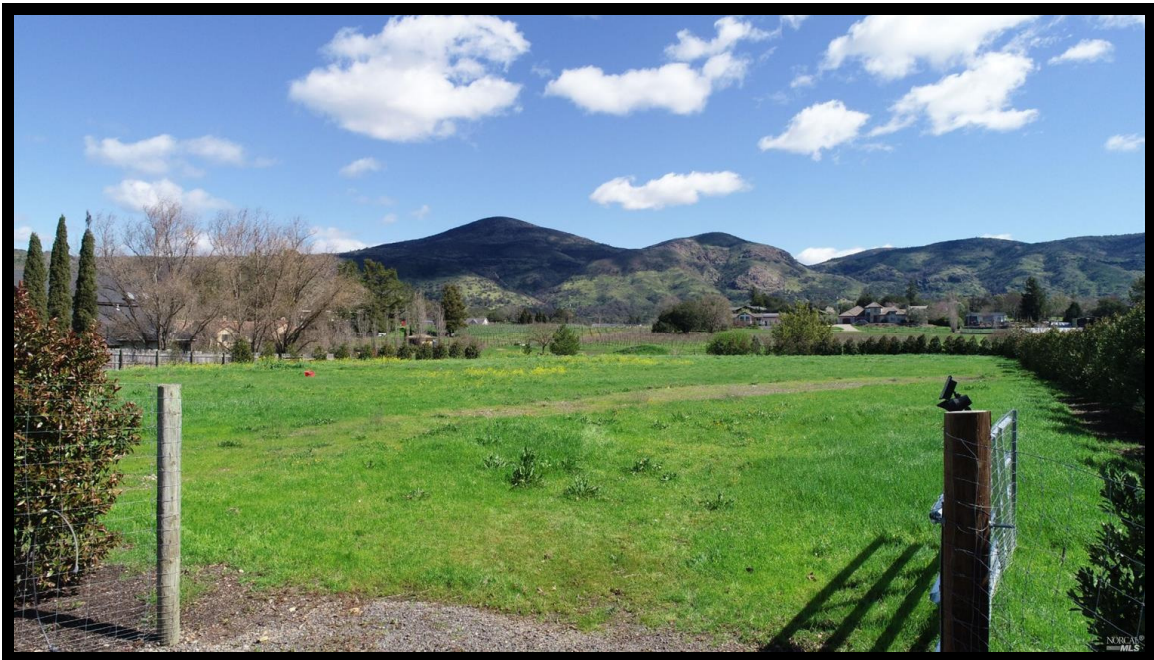
Land Sale 1



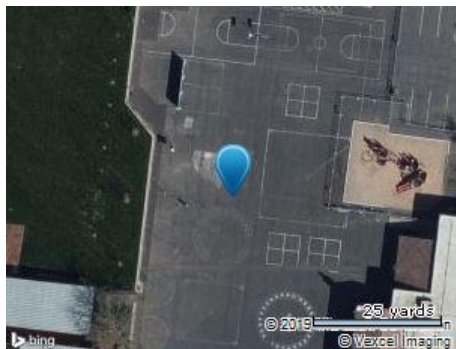
Land Sale 2



Land Sale 3



Land Sale 4



N/A	N/A	215,622	N/A
Beds	Bldg Sq Ft	Lot Sq Ft	Sale Price
N/A	N/A	PUBLIC-NEC	N/A
Baths	Yr Built	Type	Sale Date

Owner Information

Owner Name:	Napa Valley Unified School District	Tax Billing Zip:	94558
Tax Billing Address:	2425 Jefferson St #121	Tax Billing Zip+4:	4931
Tax Billing City & State:	Napa, CA	Owner Occupied:	No

Location Information

Census Tract:	2014.02	Carrier Route:	C079
---------------	----------------	----------------	-------------

Tax Information

Tax ID:	052-300-014-000	Tax Area:	072001
---------	------------------------	-----------	---------------

Assessment & Tax

Tax Year	Total Tax	Change (\$)	Change (%)
2016	\$2,766		
2017	\$1,758	-\$1,008	-36.44%
2018	\$1,731	-\$27	-1.54%

Special Assessment	Tax Amount
Mst Cfd 2012-1 Recycled Water	\$1,730.78
Total Of Special Assessments	\$1,730.78

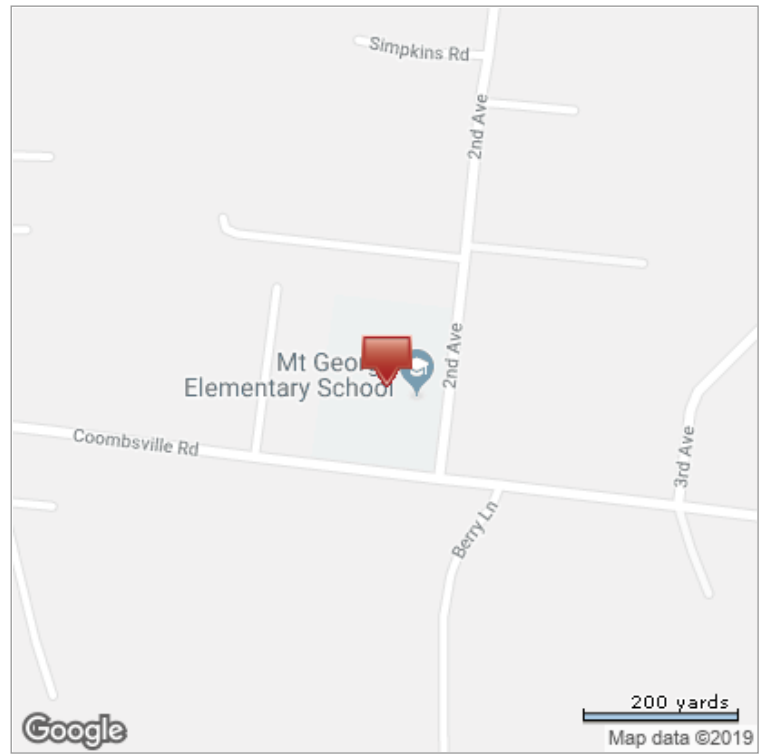
Characteristics

Approx Lot SqFt:	215,622	Land Use - County:	Impr Land-Non-Taxed
Lot Acres:	4.95	Land Use - Universal:	Public (NEC)

Last Market Sale & Sales History

Owner Name:	Napa Valley Unified School District
Recording Date	10/18/2013
Nominal	Y
Buyer Name	First American Title Co Of Napa
Seller Name	Mt George Union Elementary Sch
Document Number	29317
Document Type	Grant Deed

Property Map



*Lot Dimensions are Estimated

[Title 18 ZONING*](#)

[Chapter 18.104 ADDITIONAL ZONING DISTRICT REGULATIONS](#)

18.104.010 Schedule of zoning district regulations.

A. The table presented in this section lists zoning districts in the first vertical column. Regulations are shown horizontally across the top of the table. The second and each succeeding vertical column shows the indicated minimum or maximum standard allowed for each listed regulation in the zoning district specified in the first vertical column.

B. Notwithstanding subsection (A) of this section, the side yard setbacks for legal parcels that are two acres in size or less and are located in the agricultural preserve, agricultural watershed or residential country zoning districts shall be the side yard setbacks applicable within the residential single zoning district.

C. Notwithstanding subsection (A) of this section, the side yard setback for a dwelling unit or accessory structure proposed on any lot with a lot width of less than sixty feet measured at the front yard setback line shall be five feet.

D. Notwithstanding subsection (A) of this section, the minimum parcel size in the AP zoning district shall be two acres for farm labor camps established pursuant to Section 18.104.305 and the minimum parcel size in the AW zoning district shall be two acres for farm labor camps established pursuant to Section 18.104.305.

E. Notwithstanding subsection (A) of this section, the front yard setbacks for all parcels within the Berryessa Highlands Subdivision, Units I and II, shall be ten feet from the front property line.

**Table 18.104.010
SCHEDULE OF ZONING DISTRICT REGULATIONS**

Zoning District	Minimum Lot Area		Minimum Lot Width (Feet)	Minimum Yard Feet			Maximum Main Building Coverage	Maximum Building Height
	(Acres)	(Square Feet)		Front	Side	Rear		
AP	40	—	—	20	20	20	—	35
AW	160	—	—	20	20	20	—	35
AV	—	—	—	—	—	—	—	—
GC	1 ^F	—	—	10	5 ^A	— ^A	—	35
CL	1 ^E	—	—	—	—	—	—	35
CN	1	—	—	—	—	—	—	35
MC	—varies—		75	20	20	20	40%	35
I	—	20,000	100	20	20	20	35%	35
GI	—varies—		100	—varies—			35—50% ^D	35
IP	—varies—		125	—varies—		10	35%—50% ^D	35
PD	—	—	—	—	—	—	—	35
PL	10 ^G	—	—	—varies—20		20	—	35
RS	—	8,000	60	20	6 ^C	20	50%	35

RD	—	8,000	60	20	6 ^C	20	40%	35
RM	—	8,000	60	20	6 ^C	20	40%	35
RC	10	—	60	20	20	20	—	35
TP	160	—	—	—	—	—	—	35
FR	160	—	—	—	—	—	—	35
GR	160	—	—	—	—	—	—	35

A. Five feet shall be added to each side and rear yard for each story above the first story of any building.

B. Plus two thousand square feet per unit.

C. Three feet shall be added to each side yard for each story above the first story of any building. Minimum yard on the street side of a corner lot shall be ten feet.

D. Up to fifty percent for certain uses.

E. One-half acre if public water and sewer is available.

F. Twenty thousand square feet if public water and sewer is available.

G. In areas with general plan designations agricultural resource or agriculture, watershed and open space.

(Ord. 1234 § 12, 2004; Ord. 1212 § 1, 2001; Ord. 1191 § 2, 2002; Ord. 1058 § 2, 1994; Ord. 1024 § 10, 1992; Ord. 1022 § 4, 1992; Ord. 981 § 51, 1991; Ord. 938 § 12, 1989; Ord. 896 § 2, 1988; Ord. 845 § 5, 1987; Ord. 828 § 5, 1986; Ord. 813 § 2, 1986; Ord. 612 § 4, 1979; Ord. 610 § 3, 1979; Ord. 557 § 3, 1978; Ord. 551 § 15, 1977; Ord. 539 § 5, 1977; Ord. 538 § 15, 1977; Ord. 536 § 4, 1977; Ord. 527 § 4, 1977; Ord. 511 § 1 (part), 1976; prior code § 12400)

[<< previous](#) | [next >>](#)

Chapter 18.64 - RC RESIDENTIAL COUNTRY DISTRICT

Sections:

18.64.010 - Intent of classification.

The RC district classification is intended to be applied to:

- A. Land in proximity to existing urban areas but currently in agriculture or developed with low-density residences where a more intensive urban use is possible through the extension of water and sewage facilities, major streets and other services;
- B. Other land near major public recreation areas which, because of its location in relation to existing or future community services, facilities and access roads, and because of underlying soil and geological characteristics, land slope and minimum fire hazard, is suitable for low-density single-family residential development.

(Ord. 527 § 1 (part), 1977; prior code 12340)

18.64.020 - Uses allowed without a use permit.

The following uses shall be allowed in all RC districts without a use permit:

- A. One single-family dwelling unit per legal lot;
- B. Agriculture;
- C. Public stables;
- D. A second unit, either attached to or detached from an existing legal residential dwelling unit, providing that all of the conditions set forth in Section 18.104.180 are met;
- E. Family day care homes (small);
- F. Family day care homes (large) subject to Section 18.104.070;
- G. Residential care facilities (small);
- H. One guest cottage provided that all of the conditions set forth in Section 18.104.080 are met;
- I. Private schools (home instruction) subject to compliance with criteria specified in Section 18.104.160;
- J. Temporary off-site parking for events in a nonagricultural area which have been authorized by the county, subject to compliance with criteria specified in Section 18.104.130;
- K. Minor antennas meeting the requirements of Sections 18.119.240 through 18.119.260;
- L. Telecommunication facilities, other than satellite earth stations, which consist solely of wall-mounted antenna and related interior equipment and meet the performance standards specified in Section 18.119.200, provided that prior to issuance of any building permit, or the commencement of the use if no building permit is required, the director or his/her designee has issued a site plan approval pursuant to Chapter 18.140; and
- M. Farmworker housing (i) providing accommodations for six or fewer employees, or (ii) consisting of no more than thirty-six beds in group quarters or twelve units designed for use by a single household, and otherwise consistent with Health and Safety Code Sections 17021.5 and 17021.6, or successor provisions, subject to the conditions set forth in Sections 18.104.300 and 18.104.310, as applicable.

(Ord. No. 1323, § 18, 6-23-2009; Ord. 1097 § 42, 1996; Ord. 1042 § 1, 1993; Ord. 900 § 4, 1988; Ord. 892 § 5 (part), 1988; Ord. 867 § 13, 1988; Ord. 816 § 16, 1986; Ord. 815 § 6, 1986; Ord. 784 § 2, 1984; Ord. 527 § 1 (part), 1977; prior code 12341)

18.64.030 - Uses permitted upon grant of a use permit.

The following uses may be permitted in all RC districts but only upon grant of a use permit pursuant to Section 18.124.010:

- A. Public kennels and veterinary facilities;
- B. Parks and recreation uses and facilities, conforming to the standards in Chapter 18.104;
- C. Private schools (institutional) subject to compliance with criteria specified in Section 18.104.160;
- D. Telecommunication facilities, other than those allowed under subsection (L) of Section 18.64.020, that can, for demonstrated technical reasons acceptable to the director, only be located within a residential single (RS), residential multiple (RM), residential country (RC), or planned development (PD) zoning district; and
- E. Farm management uses not meeting one or more of the standards contained in subsections (F)(2), (F)(3), and (F)(4) of Section 18.08.040.

(Ord. 1105 § 7, 1996; Ord. 1097 § 43, 1996; Ord. 892 § 5 (part), 1988; Ord. 527 § 1 (part), 1977; prior code 12342)

(Ord. No. 1370, § 26, 3-20-2012; Ord. No. 1420, § 4, 5-9-2017)

18.64.040 - Other regulations applicable.

The regulations shown for RC districts in the schedule of zoning district regulations, Section 18.104.010, shall apply to each structure and to each use of land within the residential country district.

(Ord. 813 § 1, 1986; Ord. 527 § 1 (part), 1977; prior code 12343)

SUMMARY OF ALLOWABLE USES BY ZONING DISTRICT

As of January 12, 2006

Prepared by the Napa County Conservation, Development and Planning Department
ZONING DISTRICTS

ALLOWABLE USE	AGRICULTURE		RESIDENTIAL				COMMERCIAL				INDUSTRIAL			
	AP*	AW	RC	RS	PD	CL	GC	CN	MC	IP	I	GI		
1 Dwelling Unit (DU)	Yes	Yes	Yes	Yes	Yes w/U.P.	Yes** Accessory	Yes** Accessory	Yes Accessory	Yes w/U.P.	----	----	Yes w/U.P.		
2 nd DU (1,200 Sq. Ft.)	---	Yes	Yes	Yes	----	----	----	----	----	----	----	----		
Guest Cottage-No Kitchen (1,000 sq. ft)	Yes	Yes	Yes	----	----	----	----	----	----	----	----	----		
Farm Labor DU	Yes	Yes	----	----	----	----	----	----	----	----	----	----		
Residential Care Facility	Small-yes	Small-yes	Small-yes	Small-yes Medium w/U.P. Large*** w/U.P.	----	----	----	----	----	----	----	----		
Family Day Care Homes	Small-yes Large-yes	Small-yes Large-Yes	Small-yes Large-yes	Small-yes Large-yes	----	----	----	----	----	----	----	----		
Child Day Care Centers	----	----	----	yes-w/U.P.	----	Yes w/ U.P.	Yes w/U.P.,.	Yes	Yes w/U.P.	Yes w/U.P.	----	----		
Agriculture	Yes	Yes	Yes	----	----	Yes	Yes w/U.P.	Yes	Yes	Yes	Yes	Yes		
Animals	Yes	Yes	Yes	----	----	Yes	Yes w/U.P.	Yes	Yes	Yes	Yes	Yes w/S.P.A.		
Kennel	Yes w/U.P.	Yes w/U.P.	Yes/ w/U.P.	----	----	----	----	----	----	----	----	----		
Public Stables	----	Yes w/U.P.	Yes	----	----	----	----	----	----	----	----	----		
Winery	Yes w/U.P.	Yes w/U.P.	----	----	----	----	----	----	Yes w/U.P.	Yes w/U.P.	Yes w/U.P.	Yes w/U.P.		
Commercial	----	----	----	----	yes w/U.P.	Yes w/U.P.	Yes w/U.P.	Yes w/U.P.	Yes w/U.P.	Support Yes w/U.P.	Only products produced	Support w/U.P.		
Industrial	----	----	----	----	----	----	----	----	Yes w/U.P.	Yes w/U.P.	Yes w/U.P.	Yes w/U.P. Or S.P.A.		
Wine Warehousing	w/winery	w/winery	----	----	----	----	----	----	Yes w/U.P.	Yes w/U.P.	Yes w/U.P.	Yes w/U.P. Or S.P.A.		
RV & Boat Mini Storage	----	----	----	----	----	----	Yes w/U.P	Yes w/U.P. Lake Berryessa	Yes w/U.P.	Yes w/U.P.	Yes w/U.P.	Yes w/U.P. Or S.P.A.		

ALLOWABLE USE	AP	AW	RC	RS	PD	CL	GC	CN	MC	IP	I	GI
Private Schools (institutional)	-----	-----	Yes w/U.P.	Yes w/U.P.	Yes w/U.P.	Yes w/U.P.	Yes w/U.P.	Yes w/U.P.	-----	-----	-----	-----
Bed & Breakfast Inn, Motel	-----	-----	-----	-----	-----	Yes w/U.P.	Yes w/U.P.	-----	-----	Yes w/U.P.	-----	-----
Contractor's Storage	-----	-----	-----	-----	-----	-----	Yes Lake Berryessa w/U.P.	Yes Lake Berryessa w/U.P.	-----	-----	-----	Yes w/S.P.A.

*ZONING DISTRICT DESIGNATIONS

AGRICULTURAL AP-Agricultural Preserve AW-Agricultural Watershed
 RESIDENTIAL RC-Residential Country RS-Residential Single PD-Planned Development
 COMMERCIAL CL-Commercial Limited GC-General Commercial CN-Commercial Neighborhood MC-Marine Commercial
 INDUSTRIAL IP-Industrial Park I-Industrial GI-General Industrial
 Districts with very limited applications: RM-Residential Multiple RD-Residential Double AV-Airport PL-Public Lands TP-Timberland Preserve

ABBREVIATIONS: UP-Use Permit SPA-Site Plan Approval

Combining Districts Summary:

- :B Building Site – Specific minimum lot size in acres to be observed. (Indicated by number after the B).
- :AC Airport Compatibility – Additional standards to be applied to lands in the vicinity of public use airports to reduce hazardous situations and insure compatible land use development
- :UR Urban Reserve – Uses or actions other than permitted uses first require an application for annexation to be processed before proceeding.
- :AH Affordable Housing

Combining Districts with very limited application: :FR-Fire Risk :GR-Geologic Risk :RVP-Recreation Vehicle Park :A-Agricultural
 :PS – Agricultural Produce Stand :HR – Historic Restaurant :V – Viewshed Protection

Exceptions – Chapter 18.120 lists uses which may be allowed with and without Use Permit approval in any or certain specified zoning districts, and uses allowed upon grant of an administrative permit.

NOTE: This table is a partial chart of uses and zoning districts for Napa County. For complete information, please check the appropriate sections of the Zoning Ordinance and discuss your proposed project with a Planner at the Conservation, Development and Planning Department. In case of conflict between the provisions represented in this summary and the provisions set forth in the text of the Zoning Ordinance, the provisions of the Zoning Ordinance shall apply.

QUALIFICATIONS OF DAVID J. VARGAS, MAI
4416 Moffitt Drive, Napa, Ca 94558
Ph. 707 258-0427; email: davidvargas@sbcglobal.net

Summary of Experience

Two years appraising 1 to 4 unit residential properties on a URAR format to typical mortgage underwriting standards.

Twenty-six years appraising various income properties and complex residential properties, including residential subdivisions, retail, office and industrial uses, luxury residences, and special-use commercial properties for construction lending and typical refinance/sales purposes. Feasibility analysis.

Primary area of expertise is the north San Francisco Bay area including Napa, Sonoma, Solano, Contra Costa and Alameda Counties.

Education

California State University - Hayward:
Bachelor of Science - Business Administration, Finance Option (1/84 - 12/87)

Chabot College - Hayward:
Associate of Arts - General Education (9/81 - 12/83)

Real Estate Courses

- * A.I.R.E.A. Principles of Appraisal
- * Appraisal Institute - Capitalization Theory - Parts A and B
- * Appraisal Institute - SPP Parts A, B and C
- * Appraisal Institute - Course 510 - Highest and Best Use
- * Appraisal Institute - Course 530 - Advanced Sales Comparison and Cost Approach
- * Appraisal Institute - Course 540 - Report Writing and Valuation Analysis
- * Appraisal Institute - Course 550 - Advanced Applications
- * Appraisal Institute - Course 833 - Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets
- * Appraisal Institute - Course 797 - Valuation of Conservation Easements
- * Courses required for General Certified Appraiser
- * Principles of Real Estate - C.S.U.H.
- * Real Estate Investment Analysis - C.S.U.H.
- * Advanced Topics in Real Estate - C.S.U.H.
- * Appraisal Institute - General Demonstration Report - Capstone Program

Licenses

General Certified Appraiser / AG009137 - 9/22/16-9/21/18; State of California
Real Estate Broker - State of California

Employment History

David J. Vargas (self-employed), Napa, CA. Owner. Commercial real estate appraisal. December 2001 to present.

Hamilton, Ricci & Associates, Inc., San Francisco, CA. Associate appraiser. Commercial real estate. April 1992 to December 2001

Napa Valley Development, Napa, CA. Appraiser - Staff appraiser. Commercial real estate. April 1988 to May 1992.

Dawson & Jones, SRA, San Ramon, CA. Staff appraiser - Residential/commercial properties. February 1986 to March 1988.

Rosenbusch & Associates, MAI, Oakland, CA. Appraiser Trainee - Income property valuation. September 1985 to February 1986.

CERTIFICATION

I certify to the best of my knowledge and belief, ...

- * the statements of fact contained in this appraisal report are true and correct.
- * the reported appraisal analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, unbiased professional analyses, opinions, and conclusions.
- * I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved.
- * my compensation is not contingent on an action or event resulting from the analyses, opinions, or conclusions in, or the use of, this report.
- * the appraisal assignment was not based on a requested minimum valuation or specific valuation or approval of a loan. Employment of the appraiser was not conditioned upon the appraisal producing a specific value or a value within a given range.
- * my analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Practice as set forth in the Uniform Standards of Professional Appraisal Practice (USPAP) as adopted by the Appraisal Standards Board of the Appraisal Foundation.
- * The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- * I have made a personal inspection of the property that is the subject of this report.
- * no one provided significant professional assistance to the person(s) signing this report.
- * The subject property has not been appraised nor has there been any services rendered by the appraiser relative to the subject property within the past three years.


Date: October 10, 2019

David J. Vargas
Certified General Appraiser
California Certificate #AG009137