

**Mark Gilman Appraisals**  
**PO Box 1472**  
**Yreka, Ca. 96097**  
**(530)841-0210**

DATE Oct. 26, 2020

**Client:** Siskiyou County Board of Supervisors

**Property Address:** Foothill Dr., Yreka CA.

**RE: Property:** APN# 053-642-580

The purpose of the appraisal is to develop an opinion of market value for the property described in this appraisal report in unencumbered fee simple title of ownership.

This report is based on a physical analysis of the site and improvements, a location analysis of the neighborhood and city, and an economic analysis of the market for properties such as the subject. The appraisal was developed, and the report was prepared in accordance with the Uniform Standard of Professional Appraisal Practice.

The opinion of value reported above is as of the stated effective date and is contingent upon the certification and limiting conditions attached.

Based on the data collected, our analysis and interpretation, we estimate the value of the subject property as of Oct. 26, 2020, to be: **\$174,000**

Mark Gilman Residential Appraiser License # 3002981 (This letter is part of an attached appraisal report and is not to be considered without the attached report)

A handwritten signature in black ink, appearing to read 'Mark Gilman', is written over a light blue rectangular background.

**PURPOSE OF APPRAISAL:** The purpose of this appraisal is to estimate the fair market value of the fee simple interest of the land and improvements, if any, for the subject property. The appraisal report is not intended for any other use or user. The subject property is not currently listed on the Siskiyou County MLS or has been listed in the past year on MLS. The subject property has not sold in the past three years. The fair market value is for a 0 to 6 month exposure time.

**SCOPE OF WORK:** The scope of work for this appraisal is defined by the complexity of this appraisal assignment and the reporting requirement of the appraisal form, including the following definition of market value, statement of assumptions and limiting conditions and other certifications. The appraiser, at minimum: (1) performed a complete visual inspection of the interior and exterior of the subject property; (2) inspected the neighborhood. (3) inspected each of the comparable sales from at least the street; (4) research, verify, and analyze data from reliable public and/or private sources and (5) report his or her analysis, opinions and conclusion in this appraisal report.

**MARKET VALUE DEFINED:** The most probable price which a property should bring in a competitive and open market under all condition's requisite to a fair sale. The buyer and seller, each acting prudently, knowledgeably and assuming the price in 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 advise, and each acting in what he considered his own best interests; (3) a reasonable time is allowed for exposure in the open market; (4) payment in made in terms of cash in US 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.

**PROPERTY RIGHTS APPRAISED:** The property rights appraised are considered to be a fee simple estate to the land and the improvements. This is defined as "An absolute fee without limitation to any particular class of heirs or restrictions but subject to the limitations of eminent domain, escheat, police power and taxation. An "inheritable estate" (Real Estate Appraisal Terminology. Dyril N. Boyce, ED., Ballinger Publishing Company, Cambridge, Massachusetts 1085 p. 87)

**DATE OF VALUATION:** Oct. 26, 2020

**INSPECTION DATE:** Oct. 26, 2020

**LOCATION OF SUBJECT PROPERTY:** Foothill Dr. Yreka

**OSTENSIBLE OWNER:** Siskiyou County

**REGIONAL & NEIGHBORHOOD DATA:** Siskiyou County is the fifth largest county in California, approximately the size of New Jersey, while at the same time has one of the smallest populations(45,000). With a large portion of the land in government or large private holding (timber, agricultural) there is little left for residential use There are generally between 350 and 450 reported MLS sales in any given year and among these sales there are 12 or so sub-markets. In these sub-markets there are any given number of differences in type, quality, style, size, age and land base. These factors limit the number of comparables sales available for the appraiser to use for any given area and property. Another factor which limits the number of available comparable sales is the fact that Siskiyou County has longer retention times than in

most other areas of California. This is due to both the number of long-term families (2 to 4 generations) in the area and the number of retirees. These factors often cause the appraiser to use older comparable sales, comparables that have adjustments that are larger and more frequent than desired, and often with greater distances between comparables than seen in larger urban areas. Extra comparable sales will often be used to help compensate for these adjustments and to give additional support for value. One of the factors which helps offset the use of older comparable sales is that for the past four years the Real Estate market in Siskiyou County has been steady and has not seen the fluctuation of prices and demand seen in other markets in much of the rest of California. Comparatively inexpensive housing for the state, a mild four seasons climate and available recreational facilities has attracted many retirees out of the populated south state. These buyers are seeking a rural lifestyle and have been able to benefit from the relatively low local property values.

### **MARKET VLAUES:**

This property was appraised in March of 2019. It was listed for sale as a total site, four parcels, and did not sell at the asking price. Yreka has a difficult market for commercial and industrial properties. Another factor affecting the commercial/industrial development has been the Covid-19 shutdowns that have hurt businesses. Many are struggling to stay profitable. Few businesses are starting at this time due to the market and economy. It is difficult to estimate the long-term effects of this pandemic outbreak. "The limited studies that do exist indicate that the major historical pandemics of the last millennium have typically been associated with subsequent low returns on asset" (Jorda, Singh, & Taylor, 2020).

O. Jorda, S.R. Singh, A.M. Taylor

Longer-run economic consequences of pandemics

(Report no. w26934)

National Bureau of Economic Research (2020)

The effects of pandemics historically have led to less interest in investing and more interest in saving capital which results in reducing economic growth. Yreka has seen a new truck stop developed and a retail store being built, near the subject. We have also seen the close of JC Penny's. At the time of this report there is still no vaccine in place which could affect future businesses. With the shutdowns continuing many businesses are turning to virtual offices and less brick and mortar buildings.

Those issues affect the business use of properties. The lowering of interest rates for housing have helped the housing market which has seen an increase in Yreka. Many homes have short days on market and near full price purchases. There have been fires in the Siskiyou county area that have affected the rentable space available. It has become difficult for displaced citizens to find a place to live. This could, temporarily, increase the demand for housing.

Those issues have made the vacant land values in Yreka a roller coaster of values.

Speculators that see a quick recovery in the market and an end to the pandemic may be willing to invest while others may think a longer loss of value in the overall market is coming.

According to the Small Business Association, SBA, "Our nation's small businesses are facing an unprecedented economic disruption due to the Coronavirus (COVID-19) outbreak." The CARES Act provides some emergency relief resources for small business however it is unknown at this time how much this will help near future development.

Land and Lot sales in Yreka are difficult as there are few model match sites. We see very large swings in value. There were two recent sales of commercial lots with high values. One was off Main St., in town, and sold for \$515,000 with 1.90 acres in August of 2020, CT zoned. This sale was for a retail business. The sale had a total value of over \$2,000,000 and included a business and building with a rent factor. This was not considered a reliable comparable. The

other sale was off Fairlane Rd. and sold for \$515,000 with 4.30 acres, M1 zoned. This lot was purchased for a local Credit Union and construction has begun. The sale was in 2017, pre Covid-19. That lot appeared, per tax records, to have sold four times since 2002. The first sale was \$25,000, then \$110,000 in 2007, \$295,000 in 2012 and this sale in 2017. The site was superior with superior access and features. Both of those sales were non-MLS sales and were found on tax record searches with limited public information.

One active listing was purchased in 2015 for \$32,000 and appeared to be a non-arm's length sale. It is an active listing in MLS for \$279,000 at the time of this report. That site was zoned CH and had 16.50 acres. The site was steep terrain with limited use. It has been on the market for 166 days.

Another listing was on MLS for \$2,316,000 and had 10.50 acres off Main St., (Hwy 263). It was zoned CH and R3-12. The site had road improvements and was level. It has been on the market for 63 days. The lower portion was zoned CH while the upper portion was R3-12. This listing appears to be listed well above supported market values. The site is superior as it is part of a "high end" residential area with custom homes that are mostly new. The lots sell for around \$30,000 each. That area has seen a slowdown in new construction and lot sales.

There was a listing for M1 zoned land near the subject. The site was 6.34 acres and level. It had access from Lennox St. as well as possible access through the Yreka Travel Plaza. Utilities were available and considered superior to the subject. This site was adjacent to the Yreka Travel Plaza and considered superior. The list price was \$325,000 and has been on the market for 1179 days.

The available listings all demonstrate the wide range of values in Yreka for asking prices.

**MARKETING TIMES:** My opinion of reasonable exposure time for the subject property at the market value stated in this report is 0-6 months.

**LEGAL DESCRIPTION:** See Attached Parcel Map.

**HIGHEST & BEST USE, ZONING:**

Based on the four tests of highest and best use this property has a highest as best use as income property if improved. It is currently vacant land with options. In this area multi-family housing appears to be most profitable.

**Zoning: M1**

-16.40.010 - Purpose.

This zone district is intended to serve as the light industrial district, permitting light industrial and manufacturing uses which are not objectionable to the neighborhood, and also allow certain types of commercial land uses. Such uses may include manufacture of electronics and consumer goods, food processing, laboratories, machine shops, tire shops, truck terminal and repair stations, storage warehouses, welding shops and fuel yards.

(Ord. 775 (part), 2004).

16.40.020 - General plan consistency.

This zone district is consistent with the industrial land use designation.

(Ord. 775 (part), 2004).

16.40.030 - Density/intensity.

A. Minimum parcel size: Seven thousand square feet. B. Maximum coverage: Seventy-five percent.

(Ord. 775 (part), 2004).

16.40.040 - Site development standards.

A.Setbacks, minimum:1.Front: Twenty feet.2.Rear: Ten feet.3.Side: Ten feet.B.Building:1.Maximum height: Forty-five feet unless a conditional use permit is obtained.C.Lot Dimensions (minimum)1.Width: Seventy (70) feet.2.Depth: Seventy five (75) feet.D.Parking:1.See Parking requirement, Chapter 16.54.  
(Ord. 775 (part), 2004).

16.40.050 - Permitted Uses.

The following uses are permitted in the M-1 Zone District subject to issuance of a building permit, business license or other required permit(s):

A.All uses permitted in a C-2 and CH zone without a conditional use permit.B.Subject to approval of the Planning Director, light industrial or manufacturing uses which are totally enclosed within a building which are not reasonably objectionable because of noise, smoke, odor, dust, noxious gases, glare, heat, fire hazard, traffic, vibration, storage or handling of explosives or other dangerous material, or other nuisance factors.C.Change of existing use on a parcel to a use not reasonably objectionable by the criteria listed in paragraph B.D.Emergency shelters.

(Ord. 775 (part), 2004).

(Ord. No. 837, § 1, 5-1-2014)

**SITE DATA:** APN #053-642-580 - This site had good road frontage and gentle sloping the terrain. It had natural ground cover with no utilities and was 5.45 acres in size.

**LIMITING CONDITION:** None

**APPRAISAL PROCESS:** The appraisal process is basically the identification of the appraisal problem, collection of relevant data and its analysis, culmination in a reasoned and supportable opinion of the subject's value, nature quality and utility.

The three standard approaches to value are applied to the subject property. They are: The Cost Approach, The Income Approach, and the Sales Comparison Approach.

**COST APPROACH:** The cost approach is a set of procedures through which a value is derived by estimating the current cost to reproduce/or replacement of the existing structure and improvements, minus depreciation: and then adding the estimated land value. The cost approach is not considered a reliable indicator of value for the subject property due to the difficulty in estimating accrued depreciation in older residences and estimating land values in built-out neighborhoods. This approach was not considered in estimating the market value of the subject property.

**INCOME APPROACH:** The income approach is a set of procedures which through a value is derived by estimating the property's income producing capability and its relationship to value. The Income approach is not an appropriate approach for this type of vacant land and was not considered in estimating the market value of the subject property.

**SALES COMPARISON APPROACH:** The sales comparable approach is a set of procedures through which value is derived by comparing the property being appraised to other similar

properties that have been sold and making adjustments based on elements of comparison. This approach is considered the most reliable in estimating values for vacant land properties and is considered to most reliable for subject property.

### **COMPARABLE SALES:**

**Sale #1** SCMLS#113034, 205 N. Foothill Dr. This sale was located near the subject. The zoning was CT and superior. The site was smaller at 0.50 acres and had utilities. The terrain was gentle. The sale was in June of 2019 for \$55,000. This equated to \$110,000 per acre. After adjusting for elements of comparison the market value was \$174,000.

**Sale #2** SCMLS#113499, 400 S. Foothill Dr. This sale was located near the subject. The zoning was similar, M1. The site was smaller at 0.41 acres. The site was level with utilities. The sale was in June of 2020 for \$29,900. After adjusting for elements of comparison the market value was \$176,000.

**Sale #3** SCMLS#114782, This was 15 acres off Sharps Road in Yreka. The sale was an assemblage sale for a neighboring industrial business. The site had sloping terrain with utilities available however not on site. The zoning was M1 similar to the subject. The sale was in January of 2020 for \$140,000. This equated to approximately \$9333 per acre. After adjusting for elements of comparison the market value was \$164,000.

**Adjustments:** The appraisal presents the sales that most represent the subject property and its value in the current market. Site values and adjustments are based off values of the individual. Due to the availability of land, site values are based on the sites amenity, utility, views, location and not on a per acre basis. We see per acre values dropping as the site size's increase. Adjustments for zoning differences were approximately 20%, plus or minus for different zoning codes based off paired sales and sensitivity analysis. The terrain features were approximately a 10% difference based off paired sales and sensitivity analysis. Adjustments for dated sales are approximately 3% per year based off market conditions.

**Paired sales analysis** is a method of comparing two similar sales in order to determine an adjustment factor based upon a single difference. Paired sales factors are calculated after initial adjustments are made by the appraiser and are useful when one adjustment factor is not known or to test adjustments. Once the adjustments are in the sales comparison grid, the comparables are considered to be adjusted to the Subject and therefore similar to each other in the adjusted categories. With that complete, a particular feature can be examined through paired sales analysis by removing the adjustments for that feature in any two comparables and comparing the difference in their new adjusted prices along with the difference in that feature. For example, when comparing Comparable 1 against Comparable 2 for GLA, the GLA adjustments are removed for each of those comparables and the resulting difference in adjusted prices is (in theory) the market reaction to their difference in GLA. In a perfect market and with all other adjustments being perfect, this is highly accurate in determining an adjustment factor. Since real estate is not a perfect market, all comparables are compared against all other comparables and a median and average are derived. Outliers are then removed utilizing an interquartile method and the resulting average and median adjustment factors are examined by the appraiser. It should be noted that the appraiser has the option to choose which comparables are included in this paired sales analysis.

**Sensitivity analysis** is similar to paired sales analysis in that it works after the initial adjustments have already been applied to the sales comparison grid and it is useful for determining an adjustment when one particular adjustment is not known or to test the accuracy

of an adjustment. Sensitivity analysis assumes that the best adjustment is the one that results in the smallest range of adjusted prices for the comparables and the output of this analysis is the adjustment that results in the smallest range of adjusted values. As an example, if the comparables are being adjusted at \$400 per year with a range of adjusted prices at \$10,000, other adjustments both higher and lower will be substituted for the \$400 per year and the resulting range of adjusted prices will be examined. For this example, \$300 per year resulted in a range at \$7000, \$500 resulted in \$11,000, and \$200 resulted in \$8,000. Since \$300 per year as the adjustment factor resulted in the smallest range of adjusted values, the output from the sensitivity analysis for age will be \$300. It should be noted that the appraiser has the option to choose which comparables are included in the analysis.

**FINAL RECONCILIATION:** The sales comparison approach was given all weight in establishing market value. It is considered the most reliable indicator of value for single family residential properties as it best reflects the actions of buyers and sellers in the current marketplace. All three sales were good indicators of value for the subject. The average adjusted market value for closed sales was \$171,500(r) with a median of \$174,000. The cost and income approach are not considered reliable indicators of value for subject property and were not considered. I estimate the market value, as defined, of the real property that is the subject of this report, based on the stated conditions and certification, contingent and limiting conditions, as Oct. 26, 2020, to be:

**Market Value.....\$174,000**



Mark Gilman

Licensed Appraiser 3002981

Thursday, October 08, 2020

**LOCATION**  
**Property Address** No Address Available  
 Yreka, CA 96097  
**Subdivision**  
**County** Siskiyou County, CA  
**PROPERTY SUMMARY**  
**Property Type** County Exempt  
**Land Use** County Owned Exempt  
**Improvement Type**  
**Square Feet**  
**GENERAL PARCEL INFORMATION**  
**APN/Tax ID** 053-642-580-000  
**Alt. APN**  
**Account Number**  
**Tax Area** 7-000  
**2010 Census Tract/Blk** 7.02/2  
**Assessor Roll Year** 2020



**CURRENT OWNER**  
**Name** Siskiyou County Of  
**Mailing Address** Po Box 1127  
 Yreka, CA 96097-1127

**SALES HISTORY THROUGH 09/18/2020**

No sales information was found For this parcel.

**TAX ASSESSMENT**

**Tax Assessment** 2019  
**Assessed Land**  
**Assessed Improvements**  
**Total Assessment**  
**Exempt Reason**  
**% Improved** 0%

**TAXES**

Tax Year	City Taxes	County Taxes	Total Taxes
No tax records were found for this parcel.			

**MORTGAGE HISTORY**

No mortgages were found for this parcel.

**PROPERTY CHARACTERISTICS: BUILDING**

No Buildings were found for this parcel.

**PROPERTY CHARACTERISTICS: EXTRA FEATURES**

No extra features were found for this parcel.

**PROPERTY CHARACTERISTICS: LOT**

<b>Land Use</b> County Owned Exempt	<b>Lot Dimensions</b>
<b>Block/Lot</b>	<b>Lot Square Feet</b> 237,402
<b>Latitude/Longitude</b> 41.738310°-122.619895°	<b>Acreage</b> 5.45

**PROPERTY CHARACTERISTICS: UTILITIES/AREA**

<b>Gas Source</b>	<b>Road Type</b>
<b>Electric Source</b>	<b>Topography</b>
<b>Water Source</b>	<b>District Trend</b>
<b>Sewer Source</b>	<b>Special School District 1</b>
<b>Zoning Code</b> M-1	<b>Special School District 2</b>
<b>Owner Type</b>	

**LEGAL DESCRIPTION**

<b>Subdivision</b>	<b>Plat Book/Page</b>
<b>Block/Lot</b>	<b>Tax Area</b> 7-000
<b>Description</b> Por Par 2 Of Grant Deed Rec 10/21/13 Or 13-0010249 (Par 2 Also Inc 53-651-760)	

**FEMA FLOOD ZONES**

Zone Code	Flood Risk	Description	FIRM Panel ID	FIRM Panel Eff. Date
X	Minimal	Area of minimal flood hazard, usually depicted on FIRMs as above the 500-year flood level.	06093C1600D	01/19/2011

N1/2 of Sec. 23 T45N R7W

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P.M.B. 13-24

BLA REC. 4/26/07 07-005441

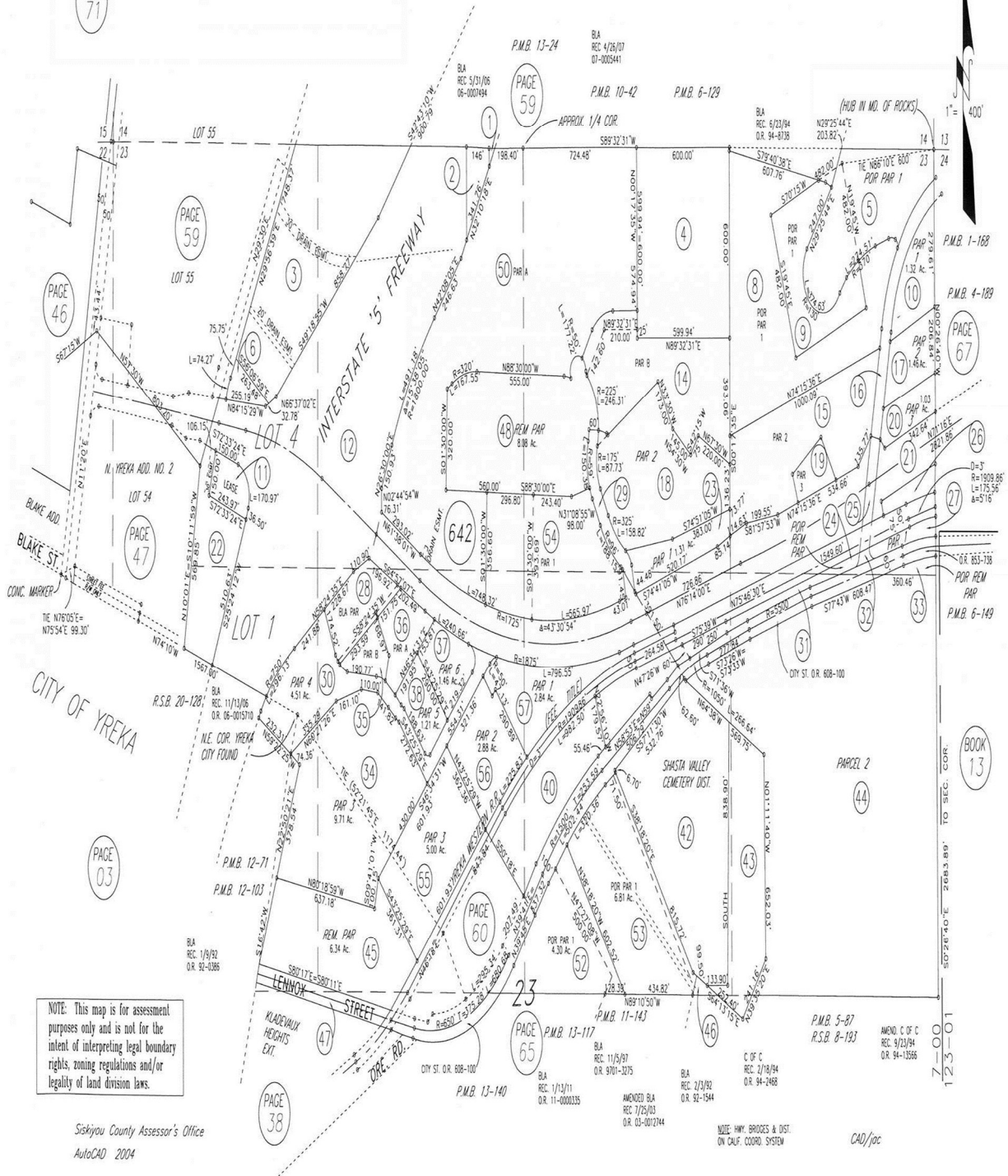
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P.M.B. 10-42

P.M.B. 6-129

BLA REC. 6/23/04 O.R. 94-8108

1" = 400'



NOTE: This map is for assessment purposes only and is not for the intent of interpreting legal boundary rights, zoning regulations and/or legality of land division laws.

Siskiyou County Assessor's Office  
AutoCAD 2004

NOTE: HWY, BRIDGES & DIST. ON CALIF. COORD. SYSTEM  
CAD/joc





No responsibility is assumed for such condition or for arranging the necessary studies to discover them, including radon gas an/or mold conditions. 9) It is assumed that there is full compliance with all applicable federal, state and local environment laws and regulations unless non-compliance is stated, defined and considered in this appraisal report. 10) The information furnished by others is believed to be reliable, however, no warranty is made or implied for its accuracy.

11) It is assumed that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state or federal government or private entity have been obtained or renewed for any use on which the value estimate is based.

12) It is assumed that the utilization of the land and improvements are within the boundaries of the property lines of the property described, and that there is no encroachment or trespass unless noted in report.

13) The value of any oil, gas, mineral or timber rights have not been included in the value estimate. Their value, if any, is not considered unless stated otherwise.

14) The appraiser will not give testimony or appear in court because he or she made an appraisal of the property in question, unless specific arrangements to do so have been made beforehand.

15) The appraiser will not disclose the contents of the appraisal report except as provided for in the Uniform Standards of Professional Appraisal Practice (USPAP). Specific: The appraiser was request, by the client, to develop an appraisal on an exterior inspection of the subject property only. According to client the appraiser was to assume that the current condition of the subject property was the same or similar to the condition of the subject property as of the date of the prior appraisal (10/08/2013). If this assumption is found to be false, the appraiser's opinion of value could be altered.

#### COMMENTS ON STANDARD RULE 2-3

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

The statement of fact contained in this report are true and correct.

The reported analysis, options, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, impartial, and unbiased professional analysis, options and conclusions.

I have no (or the specified) present or prospective interest in the property that is the subject of this report, and no (or the specified) personal interest with respect to the parties involved.

I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.

My engagement in this assignment was not contingent upon developing or reporting predetermined results.

My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favor the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of the appraisal.

My analysis, opinions and conclusions were developed and this report has been prepared, in conformity with the Uniform Standards of a Professional Appraisal Practice. I have made a personal inspection of the property that is the subject of this report. No on provided significant real property appraisal assistance to the person signing this certification.

**End of Report. This rest of this page is intentionally left blank**