

FABRO, MOORE & ASSOCIATES, INC.

REAL ESTATE APPRAISERS · ANALYSTS · CONSULTANTS

**APPRAISAL OF COMMUNITY AMENITIES FOR BONUS LEVEL DEVELOPMENT
FOR THE PROPOSED MENLO FLATS DEVELOPMENT
LOCATED AT 165 JEFFERSON DRIVE
MENLO PARK, CALIFORNIA 94025**



**PREPARED FOR
JORGENSEN, SIEGEL, MCCLURE & FLEGEL, LLP
1100 ALMA STREET, SUITE 210
MENLO PARK, CALIFORNIA 94025**

FABBRO, MOORE & ASSOCIATES, INC.

REAL ESTATE APPRAISERS · ANALYSTS · CONSULTANTS

November 27, 2020

Mr. William L. McClure
Jorgenson, Siegel, McClure & Flegel, LLP
1100 Alma Street, Suite 210
Menlo Park, California 94025

Re: Community Amenities Appraisal Report
Proposed Menlo Flats Development Site
165 Jefferson Drive
Menlo Park, California 94025

Mr. McClure:

In accordance with your request, we have appraised the value of community amenities for bonus level development for the proposed Menlo Flats development site at 165 Jefferson Drive in Menlo Park. The property has assessor's parcel number 055-242-090 in San Mateo County. The parcel consists of Lots 12 and 13 in the Bohannon Industrial Park No. 5 tract.

This appraisal conforms to the Uniform Standards of Professional Appraisal Practice, the Appraisal Institute's Code of Professional Ethics, and the Appraisal Institute's Standards of Professional Appraisal Practice. The report also complies with the City of Menlo Park's appraisal instructions to determine the value of community amenities under bonus level zoning.

Under the current version of the Uniform Standards of Professional Appraisal Practice there are two reporting options for real estate appraisals, namely an appraisal report and a restricted appraisal report. This is an appraisal report, as defined in the Uniform Standards of Professional Appraisal Practice.

The Uniform Standards of Professional Appraisal Practice require the inclusion of a statement describing the purpose, intended use, and intended users of the report. The

purpose of this report is to estimate the value of community amenities for bonus level development for the subject property. The intended use of this report is to assist the City of Menlo Park in evaluating the community amenities. The City of Menlo Park and the contracting client, Jorgenson, Siegel, McClure & Flegel, are the sole intended users of this report.

The Uniform Standards of Professional Appraisal Practice require an appraiser to state the effective date of the appraisal and the date of the report. The effective date of this appraisal (i.e., the date of valuation) is November 16, 2020. The date of the report (i.e., the date that the report was substantially completed) is November 27, 2020.

The subject property consists of an interior site within the Bohannon Industrial Park tract of the Bayfront Area of the incorporated City of Menlo Park. The assessor's plat map, the recorded subdivision map for the Bohannon Industrial Park Number 5 tract, and an ALTA survey prepared on November 15, 2018 by BKF all indicate that the subject site forms a rectangle with 267 feet of frontage on Jefferson Drive and a depth of 225 feet. The lot size thus amounts to 60,075 square feet (1.379 acres).

Under the Menlo Park General Plan, the 511-acre Bayfront Area has six land use designations. Most of those are focused on commercial and industrial uses but the subject property sits within a narrow band with a Mixed Use Residential land use designation.

The general plan states that the Mixed Use Residential "designation provides for higher density housing to meet the needs of all income levels. It also allows mixed use developments with integrated or stand-alone supportive sales and service uses, and uses that are consistent with the Office Designation. Sales uses can range from small-scale businesses that serve nearby employment to a large-format grocery to serve adjacent neighborhoods. This designation is intended to promote live/work/play environments oriented toward pedestrians, transit, and bicycle use, especially for commuting to nearby jobs. The maximum base residential density shall not exceed 30 units per acre, and the maximum bonus FAR is 100 units per acre. Maximum base FAR for residential uses shall be 90 percent, and a maximum of 225 percent for bonus FAR. Non-residential uses shall have a maximum base FAR of 15 percent and bonus FAR of 25 percent."

The City has zoned the subject property R-MU-B (Residential Mixed Use District). Under Section 16.45.010 of the municipal code, the purposes of the R-MU-B zoning district are to

(1) provide high density housing to complement nearby employment; (2) encourage mixed use development with a quality living environment and neighborhood-serving retail and services on the ground floor that are oriented to the public, and promote a live/work/play environment with pedestrian activity; and (3) blend with and complement existing neighborhoods through site regulations and design standards that minimize impacts to adjacent uses.

The code allows a variety of uses but states that multiple dwellings are a required component of any development in the R-MU-B zone. The maximum allowed base gross floor area ratio in the R-MU zone is 60% to 90% of the lot size for residential square footage. In addition, the code allows non-residential space at a base level gross floor area ratio equal to 15% of the lot size. The maximum allowed base level residential density amounts to 20 to 30 units per acre of land. The code states that allowed residential gross floor area shall increase at an even gradient with increases in density. Thus, for example, a project could not have a density of 20 units per acre but a residential gross floor area ratio of 90%. Maximum allowed building height under the base level zoning is just 35 to 40 feet.

For the subject site, with 60,075 square feet of land area, the allowed residential gross floor area under base level zoning would be 36,045 to 54,068 square feet. The maximum density would be 28 to 41 dwelling units. As noted, allowed residential floor area and density are linked under the code. The maximum allowed non-residential floor area under base zoning would be 9,011 square feet. The maximum total gross floor area under base level zoning, including the residential and non-residential floor components, would be 45,056 to 63,079 square feet.

Under municipal code sections 16.45.060 and 16.45.070, bonus level development is allowed in the R-MU-B zone under certain conditions. Among those conditions, the applicant must construct on-site below market rate dwelling units in accordance with municipal code section 16.96. Under that section, for residential development projects of twenty or more units the developer shall provide not less than 15% of the units at below market rates affordable to low-income households, or an equivalent alternative.

The R-MU-B zoning code establishes an allowed bonus level residential gross floor area ratio of more than 90% to as high as 225% of the lot size. The allowed bonus level density ranges from more than 30 units per acre to as high as 100 units per acre. For the subject

property, the allowed bonus level residential gross floor area would thus amount to about 54,069 to 135,169 square feet while the allowed density would range from about 42 to 138 units. As under the base scenario, the allowed gross floor area increases proportionally with any increase in proposed development density.

The allowed non-residential floor area ratio under bonus level zoning amounts to 25% of the lot size. For the 60,075-square foot subject property, the allowed non-residential floor area therefore equals 15,019 square feet.

The total allowed gross floor area, including both the greater than 90% to 225% allowed residential bonus ratio and a 25% allowed non-residential bonus ratio, would be about 69,088 to 150,188 square feet for the subject site. Under the bonus guidelines, allowed building height for properties on Independence Drive, Jefferson Drive, and Constitution Drive increases to 62½ to 95 feet, potentially allowing for approximately two to six more floors above grade than the base level zoning.

Section 16.45.070 of the municipal code states that "Bonus level development allows a project to develop at a greater level of intensity with an increase in density, floor area ratio and/or height. There is a reasonable relationship between the increased intensity of development and the increased effects on the surrounding community. The required community amenities are intended to address identified community needs that result from the effect of the increased development intensity on the surrounding community. To be eligible for bonus level development, an applicant shall provide one (1) or more community amenities. Construction of the amenity is preferable to the payment of a fee."

Section 16.45.070 (3) of the code states that "The value of the community amenities to be provided shall equal fifty percent (50%) of the fair market value of the additional gross floor area of the bonus level development. The value shall be calculated as follows: The applicant shall provide, at their expense, an appraisal performed within ninety (90) days of the application date by a licensed appraisal firm that sets a fair market value in cash of the gross floor area of the bonus level of development ('total bonus'). The form and content of the appraisal, including any appraisal instructions, must be approved by the community development director."

The City of Menlo Park has issued appraisal instructions for the valuation of community amenities for bonus level development. The instructions vary to some degree based on the zoning of the property to be appraised.

For properties in the Residential Mixed Use zone, in brief the instructions for estimating market value at the base level allowed under the zoning code state that the appraiser must (1) identify the property to be appraised; (2) state whether the project proposed for the site consists of for-sale or rental product; (3) obtain the base level development permitted from the City in terms of the allowed density, gross floor area, and required below market rate units; (4) state the base level development allowed on a gross floor area basis; (5) estimate the market value of the property assuming it is fully entitled for the base level of development; (6) use only the Sales Comparison Approach in the valuation analysis; and (7) state the conclusion on a price per gross square foot of allowed floor area basis. The reader may refer to the actual document, which is readily available at the City's web site, for a full list of the appraisal instructions.

For properties in the Residential Mixed Use zone, the instructions for estimating market value based on the bonus level allowed are largely the same as for the base level. For the bonus level valuation analysis, the appraiser must obtain the bonus level permitted from the City in terms of the allowed density, gross floor area, and required below market rate units. Regardless of that figure, however, under sections B.5 and B.12 of the appraisal instructions the appraiser must presume that the appraised property is fully entitled for the proposed project, which of course may have differences from the permitted bonus level ratios provided by the City. The value of the property at the bonus level therefore should be based on the actual proposed project parameters rather than the bonus level parameters provided by the City. The value of the community amenity, if any, is then calculated by subtracting the market value conclusion at the base level zoning from the market value conclusion at the bonus level zoning and multiplying the result by 50%.

Of note, the appraisal instructions state that "The appraiser shall not consider the community amenities requirement established under Menlo Park Municipal Code Section 16.45.070 in determining the Market Value of the Subject Property at the Bonus Level of development." That instruction is contrary to what would be the normal methodology for appraising a potential development site but it is a requirement for this assignment.

The appraisal instructions define gross floor area in the R-MU-B zone as "the sum of all horizontal areas of all habitable floors including basements and mechanical areas within the surrounding exterior walls of a building covered by a roof measured to the outside surfaces of exterior walls or portions thereof on the Subject Property, excluding parking structures." That definition is reasonably similar to the Menlo Park Municipal Code's definition (Section 16.04.325) for properties that are outside of the R-1 and R-2 zones.

Many zoning codes for cities in the Bay Area have definitions of floor area or gross floor area. Some of the definitions differ considerably from the one set forth in the appraisal instructions. In this appraisal, in analyzing the market data we will consistently apply to the best of our ability the City of Menlo Park's definition of gross floor area as stated in the appraisal instructions, including the analyses of sales located outside of the City of Menlo Park.

The subject property is currently developed with a one-story, concrete tilt-up building that contains 24,311 square feet of floor area, according to the Menlo Park Planning Division's data sheet for the proposed development project. The project applicant intends to demolish the existing improvements and redevelop the site.

We obtained information regarding the existing and proposed physical characteristics of the subject property mainly from a physical exterior inspection, public records, City of Menlo Planning Division documents, and building plans submitted for the proposed development. The most recent building plans that we reviewed were drawn by Heller Manus and are dated July 23, 2020.

According to the available sources, the applicant proposes to develop the subject property with a mixed use project that would include 158 rental apartments and 14,998.6 square feet of commercial space. The residential unit mix would consist of 113 studio apartments and 45 four-bedroom/four-bath apartments. The commercial space would include 5,826.3 square feet on the first floor and 9,172.3 square feet on the third floor.

The proposal calls for 21 of the dwelling units, or 13% of the total, to be set aside as on-site affordable housing. The City provided us with a copy of the prospective developer's below market/affordable housing proposal for the project. That proposal indicates that all of the affordable units in the project would be set aside for low-income households. The

affordable units would consist of 15 studios and 6 four-bedroom/four-bath units. To the best of our knowledge, that proposal has not been accepted yet.

The building would have two levels of parking at and above grade. The structure would be seven stories tall, including five floors of apartments over the podium parking levels. (The building plans technically label the project as eight stories tall, but that figure includes the roof level.) The building would be 84.75 feet tall at its peak, with an average height of 66.6 feet. The garage levels would be of Type IA construction and the upper levels would be of Type IIIA construction.

The building plans indicate that the development would have 138 automobile parking spaces for the 158 residential units and 38 automobile parking spaces to serve the non-residential space. In addition, the project would provide 228 bicycle parking spaces for the residential component and 4 bicycle parking spaces for the non-residential component.

According to the July 2020 building plans, the apartment units in total would contain approximately 112,286 rentable square feet and the total residential gross floor area (GFA) would be 154,729.0 square feet. The building plans indicate that the total GFA for the development would be 169,727.6 square feet, including the apartments, amenity space, common area, and the 14,998.6 square feet of commercial space.

The proposed residential density amounts to 114.6 dwelling units per acre of land. That figure exceeds the maximum allowed bonus density of 100 units per acre under the zoning code. The proposed floor area ratio for the project amounts to 282.53%, including a 257.56% ratio for the residential component and a 24.97% ratio for the non-residential component. The proposed residential and total floor area ratios exceed the levels allowed under the bonus level zoning code. The project would have an average height of 66.6 feet, which is taller than the maximum allowed average of 62.5 feet under the bonus level zoning.

In Menlo Park and in the State of California additional bonuses for development density and intensity potentially are achievable for projects that provide on-site affordable housing, subject to meeting certain criteria. With the addition of such bonuses, the proposed density, floor area ratio, and average building height potentially would be achievable.

To the best of our knowledge, entitlements have not yet been obtained for the proposed development. Furthermore, the building plans have not yet been approved.

The fact that the prospective developer of the subject site has proposed a project that exceeds even the bonus level allowed maximum achievable development intensity certainly implies that there is a value associated with the bonuses allowed by the City of Menlo Park for building height, gross floor area, and density. Furthermore, nearly all of the other current development proposals for sites with the same zoning as the subject also are above, at, or near the maximum intensity allowed with bonuses. Market data regarding development site sales and the implications for achievable value based on achievable development intensity will be discussed in the body of this report.

As previously noted, in this appraisal the assignment is to value the subject property assuming all entitlements are in place for (1) the base level of allowed development defined by the City of Menlo Park and (2) the bonus level of development proposed by the prospective developer of the subject property. The City has determined that for community amenity valuation purposes the base gross floor area allowed would be 63,079 square feet, which equates to a floor area ratio of 105%. The City has determined that the bonus gross floor area allowed would be 150,188 square feet, for a 250% floor area ratio. The actual development proposal, however, calls for a floor area ratio of 282.53%, and that ratio has been used in the analysis.

For the analysis of the market value of the community amenities of the subject property on the effective date of this appraisal, our valuation relied on the Sales Comparison Approach, as set forth within the body of the report. Based on our research and analysis, we have concluded the following market values for the subject property as of November 16, 2020, under the terms of the assignment and the assumptions and limiting conditions of this report.

Appraisal Scenario	Appraised Value per Sq. Ft. of Gross Floor Area	Potential Gross Floor Area	Indicated Market Value (Rounded)
Base (Residential and Non-Residential)	\$226.70 (blended)	63,079.0 sq. ft.	\$14,300,000
Bonus (Residential and Non-Residential)	\$136.10 (blended)	169,727.6 sq. ft.	\$23,100,000

In accordance with the appraisal instructions, the community amenity value is defined as one-half of the differential between the estimated bonus level market value and the estimated base level market value. On that basis, the value of the community amenity for the proposed Menlo Flats site amounts to **\$4,400,000.**

Thank you for this opportunity to provide appraisal services. If you wish to discuss this report further, please call.

Respectfully submitted,

FABBRO, MOORE & ASSOCIATES, INC.



Charles S. Moore, MAI
BREA Appraiser #AG009176



Frank J. Fabbro
BREA Appraiser #AG002322

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The Uniform Standards of Professional Appraisal Practice state that each appraisal report must include a signed certification, which must include certain required statements. In accordance with that requirement, the undersigned hereby certify that, to the best of our knowledge and belief and except as otherwise noted in this report:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. We have no present or prospective interest in the property appraised and we have no personal interest with respect to the parties involved in this assignment.
4. We have no bias with respect to the property that is the subject of this assignment and have no bias with respect to the parties involved in this assignment.
5. Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
6. Our compensation in this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of any value opinions expressed, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
7. The analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP), the Code of Professional Ethics of the Appraisal Institute, and the Standards of Professional Appraisal Practice of the Appraisal Institute.
8. We have inspected the subject property by visual observation from the street.
9. In accordance with the Competency Provision in the USPAP, we certify that our education, experience and knowledge are sufficient to appraise the type of property

being valued. No one has provided significant professional assistance to the persons inspecting the subject property and completing the analysis.

10. This report was not based on a requested minimum valuation, a requested maximum valuation, or a specific valuation.
11. The Office of Real Estate Appraisers and the Appraisal Institute have continuing education requirements for licensed appraisers and for their members, respectively. Both Charles S. Moore, MAI, and Frank J. Fabbro have completed their continuing education requirements.
12. The current version of the USPAP requires an appraiser to disclose each service that was completed by the appraiser within the past three years and involved the subject property. Prior to this assignment, we had no assignments involving the subject property within the past three years.



Charles S. Moore, MAI, #AG009176



Frank J. Fabbro, #AG002322

The appraisal report is subject to the following conditions and to such other specific and limiting conditions as are set forth by the appraisers in the report:

Standard Limiting Conditions

1. The appraisers assume no responsibility for matters of a legal nature affecting the property appraised or the title thereto, nor do the appraisers render any opinion as to the title, which is assumed to be good and marketable. The property is appraised as though under responsible ownership.
2. The appraisers have made no survey of the property. Unless otherwise noted within this report, the client has not provided a survey of the site or any structures located thereon. Sketches, maps, plats, and exhibits in the report may show approximate dimensions and are included to assist the reader in visualizing the property, but are not guaranteed as accurate. Secondary data relative to size and area were taken from sources considered reliable, but are not guaranteed as accurate. We advise interested parties to obtain the services of a surveyor and/or architect.
3. Unless otherwise noted, no soils studies or environmental tests were provided to the appraisers in the course of this appraisal. The appraisers are not experts in determining the existence of environmental hazards. Sites can be affected by a wide range of hazardous materials. Toxic or hazardous materials may include items such as asbestos; petroleum-based products; paints and solvents; lead; cyanide; DDT; printing inks; acids; pesticides; ammonium compounds; PCBs and other chemical products present in metals; minerals; chemicals; hydrocarbons; and biological or radioactive materials in the soil, buildings or building components, in above ground or underground storage tanks, or elsewhere in the property. If we know of any conditions of this nature affecting the subject property that we believe would create a significant problem, they are disclosed in this report. Nondisclosure should not be taken as an indication that such a problem does not exist, however. An expert in the field should be consulted if any interested party has questions on environmental factors. Unless otherwise noted, we have assumed that the property is not affected by any toxic materials, toxic soil conditions, or other adverse environmental conditions.

4. Unless otherwise noted, no mold, spores, or fungus tests were provided to the appraisers in the course of this appraisal. The appraisers do not have the expertise necessary to determine the existence of potentially harmful molds, spores, or fungus. As used herein, the terms molds, spores, and fungus mean any molds, spores, and fungus that can cause or threaten harm to living organisms or can cause or threaten physical damage, deterioration, loss of use and/or loss of value or marketability to any tangible property whatsoever. This includes, but is not limited to, any types of mold, spores, and/or fungus that are harmful or potentially harmful to health or welfare (such as *Stachybotrys* and others) or that are damaging or potentially damaging to tangible property (such as wet or dry rot, mildew, and others) or that can otherwise cause or threaten to cause damages of any kind whatsoever. An expert in the field should be consulted if any interested party has questions related to molds, spores, and/or fungus that may affect the appraised property. Unless otherwise noted, we have assumed that the property is not affected by any molds, spores, and/or fungus.
5. Unless otherwise noted, the appraisers have not been provided with a survey, topographic map, soils report, geologic report, engineering study, contractor's inspection, structural report, or pest inspection for the appraised property. The appraisers are not experts on soils, geologic, engineering, or construction issues except as to how known information about such issues might affect value, marketability, and/or other economic aspects of real estate. The appraisers assume that there are no hidden or inapparent conditions of the property, subsoil, or structures which would render the property more or less valuable. The appraisers assume no responsibility for such conditions, or for investigation, engineering, or testing that might be required to discover such factors. We advise interested parties to procure the services of a soils engineer, structural engineer, contractor, property inspector, and/or other experts if they want to obtain information regarding the soil characteristics, geology, and stability of the site as well as information regarding the structural integrity and condition of the improvements.
6. This appraisal should not be considered a report on the physical items that are a part of this property. Although the appraisal may contain information about the physical items being appraised, it should be clearly understood that this information is only to

be used as a general guide for property valuation and not as a complete or detailed physical report/inspection.

7. Except as otherwise noted, it is assumed that there are no encroachments, building violations, code violations, or zoning violations affecting the subject property. An examination of applicable zoning regulations was performed for this appraisal, but a comprehensive examination of all laws and ordinances affecting the subject property was not performed.
8. On all appraisals subject to satisfactory completion, repairs, or alterations, the appraisal report and value conclusion are contingent upon completion of the improvements in a workmanlike manner and in accordance with plans and specifications provided to the appraisers.
9. Any distribution of the valuation in the report between land and improvements applies only under the existing program of utilization. The separate valuations for land and building must not be used in conjunction with any other appraisal and are invalid if so used.
10. Except as otherwise noted, information, estimates, and opinions furnished to the appraisers, and contained in the report, were obtained from sources considered reliable and believed to be true and correct. However, no responsibility for the accuracy of such items furnished the appraisers can be assumed by the appraisers.
11. Appraisal reports are technical documents addressed to the specific needs of clients. Casual readers should understand that this report does not contain all of the information we have concerning the subject property or the real estate market.
12. The Bylaws and Regulations of the professional appraisal organizations with which the appraisers are affiliated govern disclosure of the contents of the appraisal report. Duly authorized representatives of said organizations have the right to review the report.
13. The appraisers are not required, by reason of this appraisal, to give testimony, appear in court, or appear as required by a subpoena with regard to the subject property, unless sufficient notice is given to allow adequate preparation and

additional fees are paid by the client at the appraiser's regular rates for such appearances and the preparation necessitated thereby.

14. Neither all, nor any part of the content of the report, or copy thereof (including market data, conclusions as to the property value, the identity of the appraisers, professional designations, reference to any professional appraisal organizations, or the firm with which the appraisers are connected), shall be used for any purposes by anyone but the client specified in the report or professional appraisal organizations, without the previous written consent of the appraisers; nor shall it be conveyed by anyone to the public through advertising, public relations, news, sales, data services, or other media, without the written consent and approval of the appraisers.
15. This appraisal is protected by copyright, a form of protection grounded in the U.S. Constitution and granted by law for original works of authorship fixed in a tangible means of expression. This report cannot be reproduced without the express written consent of Fabbro, Moore & Associates, Inc. Neither the appraisers nor Fabbro, Moore & Associates, Inc. assume any liability for harm caused by reliance upon a copy of the report produced without the consent of Fabbro, Moore & Associates, Inc.
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17. The date of value is expressed within this report. The appraisers take no responsibility for any events, conditions, economic factors, physical factors, or other circumstances occurring after the date of value that would affect the opinions expressed in this report. Any forecasts included in this report are based on current market conditions and expectations. Since mathematical models and other forecasts

are based on estimates and assumptions that are inherently subject to uncertainty and variation depending on evolving events, we do not represent them as results that will actually be achieved.

Extraordinary Assumptions

The Uniform Standards of Professional Appraisal Practice (USPAP) require an appraiser to state any extraordinary assumptions used in an appraisal. USPAP defines an extraordinary assumption as "an assumption, directly related to a specific assignment, as of the effective date of the assignment results, which, if found to be false, could alter the appraiser's opinions or conclusions." This appraisal includes the extraordinary assumptions described below.

1. We were not provided with and have not reviewed a current title report for the subject property. Because we have not reviewed a current title report, we may not have complete information regarding easements, encroachments, and/or other encumbrances of record. We have presumed that there are no inapparent easements, encroachments, and/or other encumbrances that would have a significant effect on value or marketability. If that presumption were incorrect, there could be an effect on the assignment results.
2. We do not know whether any leases encumber the subject property. For purposes of this assignment, we have presumed that no leases encumber the property. If that presumption were incorrect, there could be an effect on the assignment results.

Hypothetical Conditions

The Uniform Standards of Professional Appraisal Practice require an appraiser to disclose any hypothetical conditions utilized in the appraisal. USPAP defines a hypothetical condition as "a condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purposes of analysis." This report uses the following hypothetical conditions.

1. The purpose of this report is to estimate the value of community amenities for bonus level development for the subject property. As part of the appraisal instructions, we

are required to presume that all development entitlements have been obtained for the base level development at the floor area ratio defined in this report. In reality, no entitlements for a new project currently are in place. The aforementioned hypothetical condition affects the assignment results.

2. As part of the appraisal instructions, we are required to presume that all development entitlements have been obtained for the bonus level development proposed for the subject property. In reality, no development entitlements currently are in place. The aforementioned hypothetical condition affects the assignment results.
3. The appraisal instructions for this assignment state that "The appraiser shall not consider the community amenities requirement established under Menlo Park Municipal Code Section 16.45.070 in determining the Market Value of the Subject Property at the Bonus Level of development." That instruction is contrary to what would be the normal methodology for appraising a potential development site but it is a requirement for this assignment. In essence, the noted instruction constitutes the use of a hypothetical assumption that the bonus level value is unaffected by the community amenities requirement. The use of that condition affects the assignment results.

Purpose, Intended Use, and Intended Users of the Appraisal

The Uniform Standards of Professional Appraisal Practice require the inclusion of a statement describing the purpose, intended use, and intended users of the report. The purpose of this report is to estimate the value of community amenities for bonus level development for the subject property. The intended use of this report is to assist the City of Menlo Park in evaluating the community amenities. The City of Menlo Park and the contracting client, Jorgenson, Siegel, McClure & Flegel, are the sole intended users of this report.

Effective Date of the Appraisal and Date of the Report

The Uniform Standards of Professional Appraisal Practice require the appraiser to state the effective date of the appraisal and the date of the report. The effective date of this appraisal (i.e., the date of valuation) is November 16, 2020. The date of the report (i.e., the date that the report was substantially completed) is November 27, 2020.

Property Rights Appraised

We do not know whether any leases encumber the subject property. For purposes of this assignment, we have presumed that no leases encumber the property. Consequently, for both appraisal scenarios we have valued a fee simple interest in the subject property.

A fee simple interest is defined as total ownership of property, unencumbered by any other interest or estate, and limited only by the powers of eminent domain, escheat, police power, and taxation, which are rights reserved by the government. Zoning, tax status, condemnation proceedings, public easements, environmental legislation, and/or other governmental interests or actions may therefore impact the value of a fee simple estate.

The fee simple interest encompasses all rights of ownership not limited by the government, including but not limited to the right of occupancy (use), the right to lease and receive rents, and the right of conveyance to another. This interest is analogous to a total bundle of rights, each of which may be severed and conveyed by the fee simple owner. The fee simple interest may be severed into various partial or fractional interests, including the leased fee and leasehold interests.

Definition of Market Value

An estimation of market value is the major focus of many real property appraisal assignments. When the nature of the assignment requires a market value estimate, the Uniform Standards of Professional Appraisal Practice require the appraiser to state the applicable definition of market value and to cite the authority for said definition.

Several different market value definitions exist, and the applicable definition for an appraisal assignment normally depends to a large degree on the intended use of the report. In this particular case, the definition of market value is contained within the City of Menlo Park's appraisal instructions. The instructions define market value as "the most probable price that a property should bring in a competitive and open market under all conditions requisite to a fair sale, [with] the buyer and seller each acting prudently [and] knowledgeably[,] and assuming the price is not affected by undue stimulus."

Recent Ownership History

The Uniform Standards of Professional Appraisal Practice require appraisers to analyze all agreements of sale, options, and listings of the subject property current as of the effective date of the appraisal and to analyze all sales of the subject property that occurred within the three years prior to the effective date of the appraisal.

The effective date of this appraisal is November 16, 2020. The subject property did not sell within three years of the effective date of the appraisal and to the best of our knowledge has not sold subsequently.

As of the effective date of this appraisal, the subject property reportedly is encumbered by a purchase agreement or option to purchase in favor of Greystar or an entity associated with Greystar, which is the prospective developer of the site. However, Greystar would not provide any information regarding any agreement(s) of sale or option(s) involving the subject property. During the course of this assignment we spoke with some prospective sellers or representatives thereof of several parcels in the Bayfront Area that reportedly are under contract for sale to Greystar. However, those parties also would not provide information regarding any agreements of sale or purchase options involving the sites in the Bayfront Area.

If the referenced parties had in fact been forthcoming about information related to any purchase agreement or option affecting the subject property, it is possible that that information would have had an effect on the assignment results. Still, we should note that any such purchase agreement or option would *not* match the valuation scenarios analyzed in this report under the appraisal instructions. The valuation scenarios presume that the subject property is fully entitled but in fact no entitlements are in place. The prospective developer is taking on the expense, effort, and time associated with obtaining entitlements.

Scope of Work

The Uniform Standards of Professional Appraisal Practice require the inclusion of information regarding the extent of the process of collecting, confirming, and reporting data. This section serves that function.

Data sources used for collection and verification of information relating to the subject property include but are not limited to the following.

- Physical inspection of the subject property from the street

- Menlo Park Community Development Department

- Menlo Park Planning Division

- Menlo Park Building Division

- Menlo Park Public Works Department

- Menlo Park Zoning Ordinance

- Menlo Park General Plan

- Menlo Park appraisal instructions to determine the value of community amenities under bonus level zoning

- Menlo Park Geographic Information Services Division

- San Mateo County Geographic Information Services Division

San Mateo County Assessor's Office

San Mateo County Tax Collector

November 15, 2018 survey of the subject site, prepared by BKF

Building plans for the proposed development, dated December 18, 2019 and drawn by Heller Manus

July 23, 2020 building plans for the proposed development, drawn by Heller Manus

July 23, 2020 project description letter, written by Greystar to the Menlo Park Planning Commission

September 9, 2020 affordable housing proposal for the Menlo Flats project, submitted by Greystar

Various additional documents related to the development proposal, provided by the Menlo Park Planning Division

The scope of this appraisal assignment encompasses the necessary research and analysis to satisfy its intended purpose as outlined in a previous section of this report. Furthermore, this appraisal conforms to the Code of Ethics set forth by the Appraisal Institute, as well as the Uniform Standards of Professional Appraisal Practice (USPAP) as adopted by the Appraisal Foundation. Under the current version of the Uniform Standards of Professional Appraisal Practice there are two reporting options for real estate appraisals, namely an appraisal report and a restricted appraisal report. This is an appraisal report, as defined in the Uniform Standards of Professional Appraisal Practice. The report presents summarized discussions of the data, reasoning and analyses used in the appraisal process to develop the appraisers' opinion(s) of value.

We obtained information regarding the existing and proposed physical characteristics of the subject property mainly from a physical exterior inspection, public records, City of Menlo Planning Division documents, and building plans submitted for the proposed development. The most recent building plans that we reviewed were drawn by Heller Manus and are dated July 23, 2020.

The value estimate reported herein is based solely on the Sales Comparison Approach, which is a requirement of the appraisal instructions. Other commonly used valuation approaches in the analysis of real estate include the Income Capitalization Approach and the Cost Approach, neither of which would typically be used in evaluating a potential development site.

In the course of this assignment, we collected sales comparable data, as well as other pertinent data, from the subject's competitive market area. Sales data have been obtained from real estate agents, developers, marketing professionals, the multiple listing service, real estate research companies such as CoStar and Loopnet, the appraisers' files, and other sources. Unless otherwise noted, all of the sales have been verified with an agent, principal, and/or other source involved in the transaction. The sales were analyzed through an examination of their physical and economic characteristics, and a comparison of those characteristics with the subject property. All known, significant, relevant factors affecting value were considered in the analysis.

While the appraisers recognize that the submitted sale comparisons ideally would have nearly identical locational, physical and economic attributes as the subject property, the lack of recent sales possessing such characteristics has necessitated expanded selection criteria. Every effort has been exercised to obtain the most current and proximate market data, though the aforementioned limitations have prompted the extension of the scope of the survey. Nonetheless, it should be noted that the less restrictive selection criteria discussed above have not had any undue effect upon the credibility and/or integrity of the analyses and market value conclusions presented in this report.

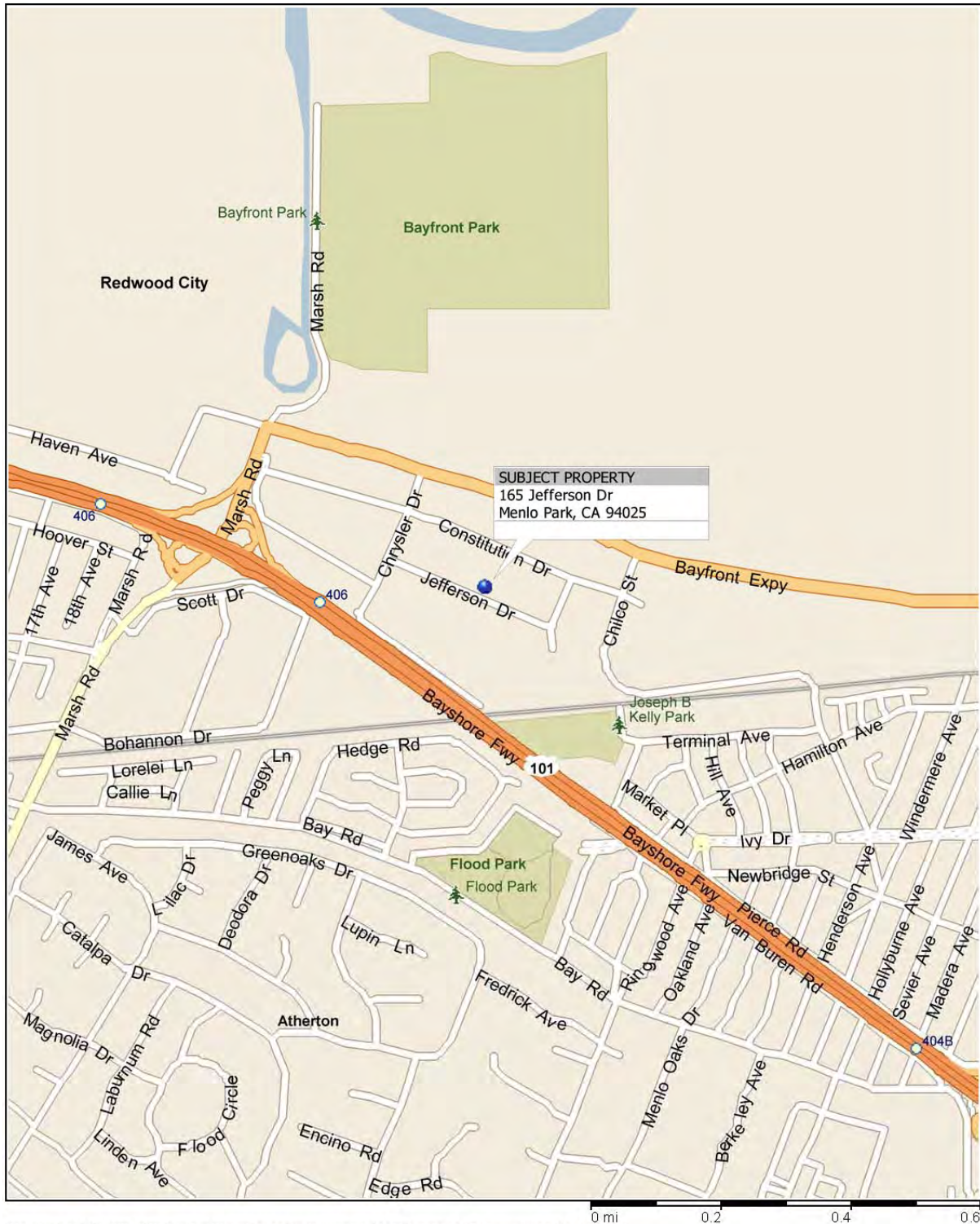
Reasonable Exposure Time

In cases where an appraisal includes a market value estimate and the term exposure time is contained within the relevant market value definition, the Uniform Standards of Professional Appraisal Practice require an appraiser to provide an estimate of reasonable exposure time for the appraised property.

Exposure time may be defined as the length of time that the property interest being appraised would have been offered on the market prior to a hypothetical sale at market

value on the effective date of the appraisal. The estimate of exposure time is thus retrospective.

The market value definition used in this report does not include the term exposure time or any similar term. As such, an exposure time estimate is not a component of the valuation process in this instance.



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General Comments

We are aware that the client for this assignment is thoroughly familiar with Menlo Park, San Mateo County, and the Bay Area. Thus, the report will include only a fairly brief description of the subject's location.

The subject property is located within the San Francisco Bay Area, in San Mateo County, in the incorporated City of Menlo Park. San Mateo County lies on the San Francisco Peninsula. The county borders are formed by the City and County of San Francisco to the north, San Francisco Bay to the east, Santa Clara and Santa Cruz counties to the south, and the Pacific Ocean to the west.

The eastern section of San Mateo County, which has relatively level land, is home to most of the county's population and economic activity, including the vast majority of the county's commercial properties. The western portion of the county is characterized by less densely developed, mountainous terrain, which is primarily devoted to open space and very low density housing. San Mateo County has established a strictly-controlled greenbelt limiting development opportunities. Thus, while 74% of the total land mass of San Mateo County is set aside for open space and agricultural use, vacant and *developable* land is virtually nil. The vast majority of development occurs on re-used, in-fill sites.

San Mateo County forms part of the region commonly referred to as Silicon Valley. The valley includes southern and central San Mateo County, all of adjacent Santa Clara County, and the southwestern edge of Alameda County. Arguably, the valley's reach could be considered to include northern San Mateo County and San Francisco.

Silicon Valley benefits from a diverse economic base. Nevertheless, the high-technology industry has long been the leading emerging job generator in the local market. Technology tends to be a cyclical industry, and over the past several decades Silicon Valley has experienced numerous "boom and bust" cycles.

San Mateo County's population grew rapidly in the 1950s and 1960s, until the maturation of the community with the build-out of most of the readily developable land. Population growth has continued at a much slower pace through the past several decades, and in most years at a lower rate than either the Bay Area or the state as a whole. According to the California Department of Finance, San Mateo County had 773,244 residents as of

January 1, 2020 (latest data available). In the ten-year period between 1/1/2010 and 1/1/2020, the county population grew by 7.6%, which was lower than the 9.0% overall growth rate of the nine-county Bay Area but higher than the 6.9% population growth rate in California during that same time frame.

The City of Menlo Park sits at the southeastern edge of San Mateo County, bordering Santa Clara County at San Francisquito Creek. The Menlo Park city limits stretch from the shoreline along southern San Francisco Bay into the lower hills of the Santa Cruz Mountains. The city borders are formed by San Francisco Bay to the northeast, the cities of East Palo Alto and Palo Alto to the east and southeast, unincorporated lands owned by Stanford University to the south, and by the Town of Atherton and the City of Redwood City to the west and northwest.

Menlo Park is a very small city, occupying just 17.4 square miles, with about 9.8 square miles of uplands and 7.6 square miles of water. According to the Department of Finance, as of January 1, 2020, the city had a population of 35,254 residents. The city's population growth in the 1/1/2010 - 1/1/2020 time frame was 10.0%, which was higher than the county or Bay Area growth rates in that same period. Nevertheless, the city is essentially built-out and has been for many years. New development opportunities typically are limited to adaptive re-use projects or removing older, low-intensity uses to make way for higher-intensity development.

As with a substantial part of the region, Menlo Park's reported population slightly declined between 2019 and 2020. In that year, the city's reported population fell by 0.6%. San Mateo County's population fell by 0.1% during the year, according to the Department of Finance.

The City of Menlo Park generally has a suburban development pattern, but it also has significant commercial development and a substantial employment base. Menlo Park benefits from proximity to Stanford University, which is about 4½ miles from the subject site and is a major regional employer. Menlo Park itself is widely recognized as the center of the U.S. venture capital funding industry, which in Menlo Park is focused mainly in the Sand Hill Road corridor. Of course, Facebook is the largest employer in the city and in the subject's district. Facebook employs more than 15,000 people in Menlo Park and has been a driving force in several new, high intensity commercial and residential projects in Menlo

Park over the past several years. The city's employment base has a high concentration in knowledge-based industries such as technology, software, and medicine, which tend to require high skill levels and pay commensurately high salaries. The city is a vital part of Silicon Valley.

According to the Department of Finance, Menlo Park has 14,082 housing units, of which about 52% consist of detached single-family homes. Attached single-family dwelling units (condominiums and townhouses) account for about 8% of the housing stock. While much of the city is developed at low densities, Menlo Park does have some areas devoted to apartment uses. About 28% of the city's housing stock consists of apartments located in buildings with five or more units, which is nearly identical to the overall county ratio. The remainder of Menlo Park's housing stock consists mainly of two- to four-unit buildings (about 12% of the total housing stock).

Brief Comments on the Subject's District

The subject property lies within the Bayfront Area of Menlo Park. While district boundaries can be open to interpretation, the Menlo Park General Plan clearly delineates the Bayfront Area, for which land use guidelines differ from other districts in the city.

The Bayfront area consists of a narrow band on the northeast side of the city. The area is bound by the Suburban Park and Belle Haven neighborhoods to the southwest and south; the City of East Palo Alto to the east; Bayfront Expressway, marsh lands, and the Facebook headquarters site on Hacker Way to the north and northeast; and the City of Redwood City to the northwest. At the northwestern edge of the district is Bedwell Bayfront Park, a 160-acre city-owned park that was reclaimed from a landfill in the mid-1980s and converted to a public park, restored wetlands area, and bay trail.

Marsh Road and Willow Road provide connections to U.S. Highway 101, which is the major freeway on the east side of Silicon Valley. Bayfront Expressway travels between Marsh Road and the Dumbarton Bridge. The Dumbarton Bridge spans San Francisco Bay to link San Mateo and Alameda counties.

Properties in the district lie along or near the tide marshes of San Francisco Bay. In the immediate vicinity of the subject property, the land was originally grassland or high marsh land that was occasionally flooded. Most of the developed area was reclaimed from the

marshes by the addition of fill materials at various times during the last 50 to 80 years. Almost all of the land above marsh level is now developed. Many properties in the district sit within a special flood hazard zone, which can eliminate the potential to develop any below grade area and can thus limit potential development intensity.

The Bayfront area designation in the Menlo Park General Plan encourages a variety of relatively high intensity uses, including office, research & development, hotels, and multi-family residential. The plan states that the land use designations in the area "are intended to foster innovation and emerging technologies; promote the creation of an employment district with travel patterns that are oriented toward pedestrian, transit, and bicycle use; and provide amenities to surrounding neighborhoods and fiscal support to the City leveraged through development intensity bonuses."

Outside of the marshlands, the Bayfront area has five land use designations under the general plan. Those five are Life Sciences, Office, Mixed Use Residential, Light Industrial, and Commercial Business Park. Of the five, the Office designation comprises the large majority of land area. The subject property lies within the Mixed Use Residential land use area, which mainly but not exclusively consists of a narrow band between the Marsh Road overpass, Constitution Drive, Jefferson Drive, Chrysler Drive, and Independence Drive.

The subject property sits within the Bohannon Industrial Park tract. Historically, the immediate area was developed mainly with warehouse and light industrial buildings, which mostly consisted of concrete tilt-up or block structures built between the 1960s and 1970s. Floor area ratios for those buildings typically ranged from about 35% to 55%. The portion of the subject's district situated on and near Marsh Road to the southwest of Highway 101 was developed mainly with two-story office and R&D buildings within about the past 25 to 30 years.

However, land uses and use intensities in the subject's section of the district have dramatically changed in recent years. Many of those changes were propelled by new planning guidelines adopted by the City of Menlo Park for the Bayfront Area and by the emergence of Facebook as a preeminent social media company headquartered in the district and employing many thousands of workers in the Bayfront Area.

The 1.035-million square foot "East Campus" headquarters of Facebook was established in 2011 along Bayfront Expressway at Hacker Way. That site was originally the headquarters of Sun Microsystems. After Oracle acquired Sun, the Bayfront Expressway campus property was considered surplus and it sold to an entity that more or less concurrently leased the entire campus to Facebook in 2011. Facebook later purchased the property outright.

Shortly after moving to Menlo Park from its former Palo Alto offices, Facebook acquired from Raychem 21.99 acres of underutilized land located directly across Bayfront Expressway from their headquarters for the development of their "West Campus" site. A low-rise, 433,555-square foot building was designed for that site by Frank Gehry and was completed in 2015 (now known as MPK Building 20 of Facebook's Menlo Park campus). Facebook also acquired additional expansion sites in the district. The company completed the 180,108-square foot Building 23 adaptive re-use project in 2016. Another expansion with a combined 1,137,200 square feet of new office space (Buildings 21 and 22) and 240 hotel rooms has been partially completed. All of those Facebook expansion sites are wedged into the area bound by Bayfront Expressway, Willow Road, Facebook Way, and Chilco Street, very near the subject site.

Facebook has substantial additional development plans in the Bayfront Area. Those planned projects include a 240-room boutique hotel and Facebook Willow Village. The latter is a 59-acre site for which the company has proposed a mixed use development that would include 1,735 residential units, 1.75 million square feet of office space, 200,000 square feet of retail space, and a 193-room hotel.

In addition to Facebook's projects, numerous other developments have recently been constructed or proposed in the Bayfront Area. The table on the next page summarizes some of those development projects and proposals.

Bayfront Area Recent, Ongoing, and Proposed Developments, Excluding Facebook Developments

Project	Description	Status
1350 Adams Court	260,400 square feet of life sciences space	Proposed
777 Hamilton Avenue	195 apartment units	Completed 2017
3639 Haven Avenue	394 apartment units	Completed 2018
3645 Haven Avenue	146 apartment units	Completed 2017
3723 Haven Avenue	167-room hotel	Proposed
111 Independence Drive	105 apartment units and 713 SF of commercial space	Proposed
123 Independence Drive	316 apartments, 67 townhouses, and an 88,750-square foot office building	Proposed
162 Jefferson Drive/ 151 Commonwealth Dr.	259,919 square feet of office space	Completed 2016
164 Jefferson Drive	249,500 square feet of office space	Proposed; reportedly pre-leased
<i>Menlo Flats (subject property)</i>	<i>Mixed use project with 158 apartments and 14,999 square feet of commercial space</i>	<i>Proposed</i>
Menlo Gateway Phase 1	241,251-square foot office building; 250-room hotel; shared parking structure	Completed 2018
Menlo Gateway Phase 2	495,052 square feet of office space	Completed 2020
Menlo Portal	Mixed use project with 335 residential units, 33,259 sq. ft. of office space, and 1,609 sq. ft. of neighborhood benefit space	Proposed
Menlo Uptown	Eight-story, 441-unit apt. bldg., 42 for-sale townhouses and 2,029 SF of com'l. space	Proposed
1075 O'Brien Drive	100,000 square feet of life sciences space	Proposed
1105 O'Brien Drive	132,2180 square feet of life sciences space	Proposed

With the intensification of uses in the area and strong demand for residential, office, life sciences, and hotel uses through most of the 2009-2020 economic cycle, prices for development sites in the Bayfront area rose extremely steeply over the past several years. Prices per square foot of land in some cases have more than septupled. Part of that increase resulted from improving market conditions in the recovery phase of the economic cycle but a substantial part is due to the planning code being revised to allow for higher intensity development, including increased building heights and floor area ratios.

On June 8, 2020, the National Bureau of Economic Research officially declared that the recovery phase of the current economic cycle ended in February of 2020. Market conditions will be discussed in more detail in the subsequent section of this report.

The subject property is an interior lot that fronts on Jefferson Drive, which is a mildly-trafficked, two-lane, two-way, local street. Jefferson Drive commences at Chrysler Drive and runs a short distance to the southeast before pivoting about 90 degrees and continuing one block to the northeast to a terminus at Constitution Drive.

The subject property is about equidistant from U.S. Highway 101 and Bayfront Expressway, both of which are within two blocks or less of the subject site. Significant traffic noise affects the subject property. In the regional market, many high density multi-family residential properties also are affected by substantial adverse noise influences, either from arterial streets, highways, railroad corridors, and/or airplane corridors. Such conditions are much less common at low to moderate density residential development sites.

The immediate subject area is developed in a fairly typical fashion for the Bayfront Area, with a mix of low and high intensity uses. Adjacent to the subject on the northwest (left) is a one-story, concrete tilt-up industrial/R&D building that is leased to a medical equipment manufacturing company. To the southeast (right) of the subject site is a site that is developed with a pair of concrete tilt-up industrial/flex buildings.

Abutting the subject property to the northeast (rear) are a one-story, tilt-up industrial/flex building and a two-story, tilt-up industrial/flex building that has been converted to a badminton club. Both of those properties front on Constitution Drive. The former is a part

of the proposed Menlo Uptown development site, which is one of the local projects summarized on page 32.

Across Jefferson Drive from the subject is a parcel developed with a pair of steel frame, Class A, three-story office buildings that were completed in 1998. Both are currently leased to Facebook (FB Buildings 25 and 26). Also across the street from the subject site are the entries to the office development sites at 162 Jefferson Drive/151 Commonwealth Drive and 164 Jefferson Drive, both of which were summarized in the project list on page 32.

Population density in the vicinity of the subject is low by normal Silicon Valley standards, in part because the subject's district abuts undeveloped marshlands. In a wider radius of the site, the population totals are within normal ranges for the regional market. The population totals in one, three and five-mile radii of the subject site respectively are 11,142; 114,700; and 245,873 residents, according to data from CoStar. Median household income levels in one, three and five-mile radii respectively amount to \$101,562; \$105,773; and \$128,366, while average household incomes in those same areas amount to \$139,594; \$144,551; and \$161,671, according to CoStar.

School districts are a major factor influencing housing prices in the Bay Area. In many housing sub-markets, the effects of perceived school district differences on prices have been magnified with the wide availability of academic performance index scores for public schools in California. Of course, student achievement scores are not necessarily truly indicative of school quality. Nevertheless, they can affect the perception of school quality and thus impact housing prices and (to a much lesser degree) housing rental rates.

For elementary and middle schools, the subject property lies within the Ravenswood Elementary School District. The nearest public elementary and middle schools in the district are Belle Haven School (grades K-5) and Ravenswood Middle School (grades 6-8).

The California School Ratings (CSR) system has a 10-point scale for rating public schools, with 10 being the high rating. The most recent CSR rating for Belle Haven School was 1. The school's state percentile ranking was 3.4. Ravenswood Middle School very recently opened (2017) and it has no reported CSR ranking. Given the subject property's elementary/middle school district location, many developers would likely consider a development at the site to have better appeal to renters than to for-sale housing buyers.

The subject site is in the Sequoia Union High School District, within the Sequoia High School attendance area. That differs from most of Menlo Park, which would be within the Menlo-Atherton High School (M-A) attendance area. The most recent CSR ratings for Sequoia High and M-A were 8 and 8.

The Bayfront Area property at 150 Jefferson Drive was developed by the Sequoia High School District in 2017-2019 with a new public high school campus. The small high school (TIDE Academy) focuses on technology, innovation, design, and engineering education. The school opened in the 2019-2020 academic year. Families living in the high school district must apply for students to be admitted to TIDE Academy.

The subject property is conveniently close to major Silicon Valley employers. Numerous office, life sciences, and flex buildings are within easy walking distance of the subject site, including many buildings occupied by Facebook.

The Marsh Road exit of Highway 101 sits very near the subject property. Highway 101 provides access to major employment centers not only in Menlo Park but in most other Silicon Valley cities.

Public transit in the immediate area is very limited. The Menlo Park Caltrain station is about 3.5 miles from the subject site. The Atherton Caltrain station is closer, being about 2.7 miles away. SamTrans provides bus service to the district via routes 270 and 281.

The Bayfront Area is bordered by a lightly-used railroad spur that borders the Bayfront, Suburban Park, and Belle Haven neighborhoods. In August 2018, the San Mateo County Transit District began partnering with Cross Bay Transit Partners, a joint venture between Facebook and Plenary Group, to explore mobility options along the Dumbarton rail corridor. The Dumbarton rail corridor would provide a rail connection between Alameda and San Mateo counties, in part utilizing the rail spur that forms the border of the Bayfront Area. The proposed rail service would link the cities of Fremont, Newark, East Palo Alto, Menlo Park, and Redwood City. Any development of the rail service is likely at least several years away, with SamTrans optimistically hoping to commence operation as early as 2028.

Opportunity Zone Status

The 2017 Tax Cut and Jobs Act resulted in substantial tax law changes in the U.S. One notable change was the creation of qualified opportunity zones designed to bring tax benefits to persons or entities that invest eligible capital into the communities identified as opportunity zones. The subject property is not situated within an opportunity zone.

Preface

The prospective developer of the subject property intends to build a mixed use project that in the large majority (91.16% of the gross floor area) would consist of residential product. The development would include 158 apartments and 14,999 (rounded) square feet of commercial space. It is considered likely that the commercial space would be marketed primarily as office space, but several other non-residential uses also would be allowed under the planning code. This section of the report will focus on the dynamics affecting the apartment market sector and will also include a summary of office market conditions.

Novel Coronavirus Market Effects

Partly due to the outbreak of the novel coronavirus (SARS-CoV-2) pandemic in the U.S. in early-2020, the economic recovery phase of the current U.S. economic cycle ended in February of 2020. San Mateo County established a shelter-in-place directive affecting most people in the county on March 16, 2020. The restrictions have been eased to some degree since. As of the date of valuation, the county had just re-entered Tier 2 ("red") status under state re-opening guidelines, indicating a "substantial" risk level from the novel coronavirus. It is likely that some restrictions on gatherings, travel, and the abilities of businesses to open will remain in place at least through the winter and possibly significantly longer.

Recent reports of successful Phase 3 SARS-CoV-2 vaccine trials from Pfizer and Moderna provide some hope that at least two vaccines may be potentially effective and available for distribution by perhaps the spring of 2021. If and when effective vaccines become available, the effects of the novel coronavirus on the real estate market may begin to wane. At this time, however, it is not possible to predict with certainty when vaccines and/or other effective remedies may become widely available and distributed among the population.

The pandemic-related economic changes have had an effect on the apartment market sector and the office sector. Some apartment tenants have asked for forbearance or otherwise stopped paying rent. Nevertheless, a recent survey by the National Multifamily Housing Council (NMHC) reported that the ratio of apartment tenants who paid their

October 2020 rent on a timely basis was 94.8%. That ratio was down by only 180 basis points from the reported timely payment ratio (96.6%) for October of 2019, which of course was prior to the pandemic outbreak in the U.S. The NHMC's monthly surveys typically include roughly 11 million to 11.5 million market rate apartment units in the U.S.

For the office sector, data related to timely rent payments are less readily available. As with the apartment market, however, it is likely that the ratio of tenants making rent payments on time has declined at least slightly during the pandemic.

Apartment, office, and mixed use property sales activity has significantly slowed, in part because it is of course more difficult to show, market, and sell a property given current circumstances and in part because some market participants are reluctant to proceed with acquisitions during a time of weakened economic conditions and uncertainty regarding how long the pandemic-related economic, social, and mobility restrictions will linger. It is possible that market activity will remain sluggish until there is some combination of herd immunity, proven effective therapeutic remedies for the virus, and/or an effective vaccine or vaccines for the virus.

Unlike the stock market, real estate price discovery happens slowly. At present, there is very limited available market data to indicate what effect the pandemic has had on apartment property prices; office property prices; mixed use property prices; and multi-family residential, office, or mixed use development site prices. As previously noted, recent sales activity has been slow and is likely to remain so for some time. We are aware of some pending sales of investment properties that fell through after the pandemic outbreak, with buyers even forfeiting deposits in some cases. That fact would certainly imply significant price declines. On the other hand, some sales of course have closed escrow subsequent to the local and regional shelter-in-place orders and some of those had contract dates after the shelter-in-place commencement. For those sales, the data are unclear regarding the effect of the pandemic on investment property prices, with some sales appearing to show negligible effect and others appearing to show significant price declines.

There are few historical examples that would be instructive regarding the likely effect of the pandemic on multi-family residential or mixed use real estate property prices either in the short-term or the long-term. Perhaps the most comprehensive study of a pandemic's

effect on real estate prices was prepared after the 2003 outbreak of Severe Acute Respiratory Syndrome (SARS) in Hong Kong. Grace Wong of the Wharton School published an article entitled "Has SARS Infected the Property Market? Evidence From Hong Kong" in the *Journal of Urban Economics* in 2006 as a follow-up to her PhD thesis written at Princeton University. Ms. Wong's study concluded that the effect of SARS on estate prices was in the range of negative 1 percent to negative 3 percent. Given the nature of the Hong Kong real estate market, the analyzed properties consisted primarily of individual apartment units in multi-family residential buildings.

While the 2003 SARS outbreak had an extremely high mortality rate, it was vastly less widespread than the novel coronavirus pandemic. Moreover, Hong Kong had a much shorter quarantine/isolation period than the Bay Area and the U.S. will have during the current pandemic, and less economic disruption. In addition, the nature of the real estate market in Hong Kong obviously differs from that of the U.S. Still, Ms. Wong's work is one of the few peer-reviewed studies (or perhaps the only one) to have closely examined the effect of a pandemic on near-term real estate prices after the pandemic had subsided. Of note, Zillow subsequently also analyzed the post-SARS Hong Kong real estate market and reached a similar conclusion regarding market effects as had Ms. Wong. To the best of our knowledge, Zillow did not publish their work in a peer-reviewed format.

CBRE, a national real estate brokerage, had a conference call on March 24, 2020 to address the potential impact of the pandemic on the multi-family residential market. At that time, CBRE noted the following.

- CBRE's reported near-term expectations for property fundamentals included higher residential retention (a positive), but lower increases in rents for renewals (closer to flat than the previous 3% to 5% projected annual near-term increases).
- New leasing activity was down dramatically.
- CBRE forecast that market performance at the upper end of the rent spectrum should weather the economic uncertainty better given that most residents for such units are in better financial condition. They also opined that strong demand for workforce housing leading up to the current period should give that sector an ability to rapidly reach high occupancy levels again when jobs come back.

- CBRE noted that borrowing costs were escalating as of March 24 and revenue collections were challenged, which meant property values were "stressed."
- They also noted that "market performance and value are market-by-market and asset-by-asset."

Regarding investment sales, notes from the March 24 conference call included the following.

- "Deals are still happening, but the investment sales landscape has changed significantly."
- "Nearly all assets that went to market prior to March 11th have continued to be marketed with sellers taking a 'wait and see' approach on how buyers will price assets."
- "Transactions that were well along in the due diligence and/or closing process are proceeding towards closing. Buyers and sellers are working together to complete the transactions. Usually more time is being granted to the buyers to overcome logistical challenges of inspections, etc."
- "In a couple of closed transactions last week, there was a material price adjustment prior to closing; however, in those instances the seller was very motivated for liquidity to solve other issues."
- "Deals where the buyers had a locked rate at the lower mortgages than currently in the market are also likely to complete the deals."
- "Most of the deals that were in very early stages of marketing at the beginning of the coronavirus period are being pulled and moved to the sidelines. CBRE's weekly survey of investment professionals (as of March 23rd) found that about 90% of the offerings expected to hit the market in the last two weeks have been delayed."
- "Marketing strategies have changed. Many assets still going to market are being shown to a select group of investors (rather than the more typical broad marketing approach used in the pre-coronavirus period)."

Based on REIT stock performances as of March 24, 2020, CBRE noted that the REIT's falling stock prices relative to February 2020 stock price peaks implied about a 29% decline in property values. However, in our view it is dangerous to use stock prices, which of course are highly volatile and usually involve very liquid instruments, as a proxy for real estate values, where price discovery and transactions occur slowly.

To illustrate, between March 24, 2020 and the November 16, 2020 effective date of this appraisal, the five largest apartment REITs with holdings in the Bay Area (i.e., Equity Residential, Avalon Bay Communities, Essex Property Trust, UDR, and Apartment Investment and Management) respectively had stock price rebounds of 23%, 38%, 44%, 34%, and 68%. Yet it does not logically follow that the values of their underlying real estate holdings had increased by similar percentages between March 24 and November 16. The stock price changes would tend to indicate that at least equity investors do not currently anticipate any lasting, long-term negative impacts on apartment properties as a result of the novel coronavirus.

For the office market, vacancies have significantly increased during the pandemic. Furthermore, many office users, particularly large space users such as those concentrated in the subject's district, have largely shut down their offices and have allowed employees to work from home. Some of the Bay Area's largest employers, including Facebook, have already indicated that they intend to keep those work-from-home policies in place at least into the spring or summer of 2021.

If and when effective remedies and vaccines are available for SARS-CoV-2, it is possible that some companies will continue to allow and encourage a substantial portion of their workforce to work from home. Such a shift would of course negatively impact office demand, which in turn would tend to result in rising vacancy and would create downward pressure on rental rates. Some but certainly not all market participants currently anticipate a secular decline in office demand going forward. At this time, there is not enough data to predict with any certainty what impact the novel coronavirus will have on local market office demand in the mid-term or long-term. In the near-term, however, the reduction in demand will likely result in declining rental rates. Office market conditions will be discussed in more detail subsequently.

In this appraisal, we are assuming that the subject property is fully entitled for construction of a new development under either the base level intensity allowed under the Menlo Park planning code or the bonus level intensity proposed by the prospective developer. Even assuming full entitlements in place and building permits ready for issuance, it would likely take at least 20 months to construct a new development for either valuation scenario. As such, any developer intending to build a new project at the subject site of course would need to model/forecast how the market will change in the construction and absorption period.

Many but of course not all economists currently forecast some near-term slowing of U.S. economic productivity due to a sharp increase in the SARS-CoV-2 infection rate in the country over the past few weeks, and then a significant recovery when the economy fully re-opens. Going forward it will likely be necessary to achieve some combination of herd immunity, therapeutics, and/or vaccines in order to fully re-open the economy, alleviate fears about the spread and effects of the virus, and allow people to return to some semblance of normalcy in their work and social lives. Even when that happens, there may be some changes to real estate markets and dynamics that are not currently widely anticipated.

It will take some time for the effects of the novel coronavirus pandemic and related economic recession on the apartment market and office market to become fully apparent. In this report, we will use the best information currently available regarding the known and likely novel coronavirus effects on the market for the subject property. However, it must be noted that at present there is limited available data regarding the market effects, and the available information is by no means perfectly consistent in terms of showing the impacts (if any) on pricing in various real estate sectors or even within the same real estate sector.

Market Conditions

Apartment Market

Apartment demand is linked to employment levels, economic health, and population demographics. The Bay Area's diverse economic base historically has provided strong growth. Major sectors include financial, legal, service, and tourism businesses in San

Francisco; bioscience, multimedia, telecommunications, software, and other technological industries primarily in San Francisco, San Mateo, Santa Clara, Alameda, and Contra Costa counties; shipping and transportation industries concentrated around the Port of Oakland in Alameda County; and the defense-related industries concentrated mainly in Silicon Valley. The region also benefits from a strong university system and available venture capital, which have helped foster research resulting in technological innovations ultimately leading to private sector job creation. However, over the past three decades the Bay Area economy became increasingly dependent on the high-technology sector, leaving the region prone to relatively wide cyclical economic gyrations.

From Q3-2009 through Q4-2019, the U.S. economy produced 42 consecutive quarters of economic growth, with quarterly performances ranging from sluggish to strong GDP increases relative to long-term historical standards. According to the U.S. Bureau of Economic Analysis (BEA), the U.S. economy entered into a recession in February of 2020. That downturn was severely exacerbated by the outbreak of the SARS-CoV-2 pandemic in the U.S. early in 2020. So far during the downturn, employment in the San Francisco Metropolitan District (which includes San Mateo County) has declined by about 11%, according to the California Employment Development Department, which of course has had an effect on real estate demand.

Quarter-over-quarter GDP changes in the U.S. in Q1-2020 and Q2-2020 on an annualized basis respectively were negative 5.0% and negative 31.4%, according to the U.S. Bureau of Economic Analysis (BEA). The latter figure was the all-time worst quarterly performance for the U.S. economy.

On the other hand, the reported quarter-over-quarter GDP change in Q3-2020 amounted to positive 33.1% on an annualized basis. That quarterly gain was the highest ever recorded by the BEA for the U.S. Still, that gain left the trailing 12-month GDP figure well below that of the prior 12-month period.

The Chicago Fed tracks 85 leading economic indicators in the Chicago Fed National Activity Index (CFNAI). The Chicago Fed advises us to focus on the three-month moving average (the CFNAI-MA3); month-to-month movements can be volatile, and thus the CFNAI-MA3 provides a more consistent picture of national economic growth.

The index is constructed to have an average value of zero and a standard deviation of one. Since economic activity tends toward growth over time, a positive index reading corresponds to growth above the long-term trend and a negative index reading corresponds to growth below the long-term trend. After a period of growth, a reading below -0.70 is considered to be a strong indicator of a looming recession. A value of more than 0.70 is considered to be a strong indicator of increased inflation.

The CFNAI-MA3 index was slightly positive in January of 2019 but then remained slightly to moderately negative for 13 consecutive months through February of 2020. Those readings indicated an expectation for near-term economic growth below long-term trends, with little inflation pressure.

As noted, readings lower than -0.70 are considered to be recession indicators. In March of 2020, the CFNAI-MA3 index moved to severely negative, at -1.48, which with virtual certainty indicated that a recession had likely already begun. In April of 2020, the CFNAI-MA3 had fallen to -7.35, which was by far the lowest reading in the history of the index (which began in 1967).

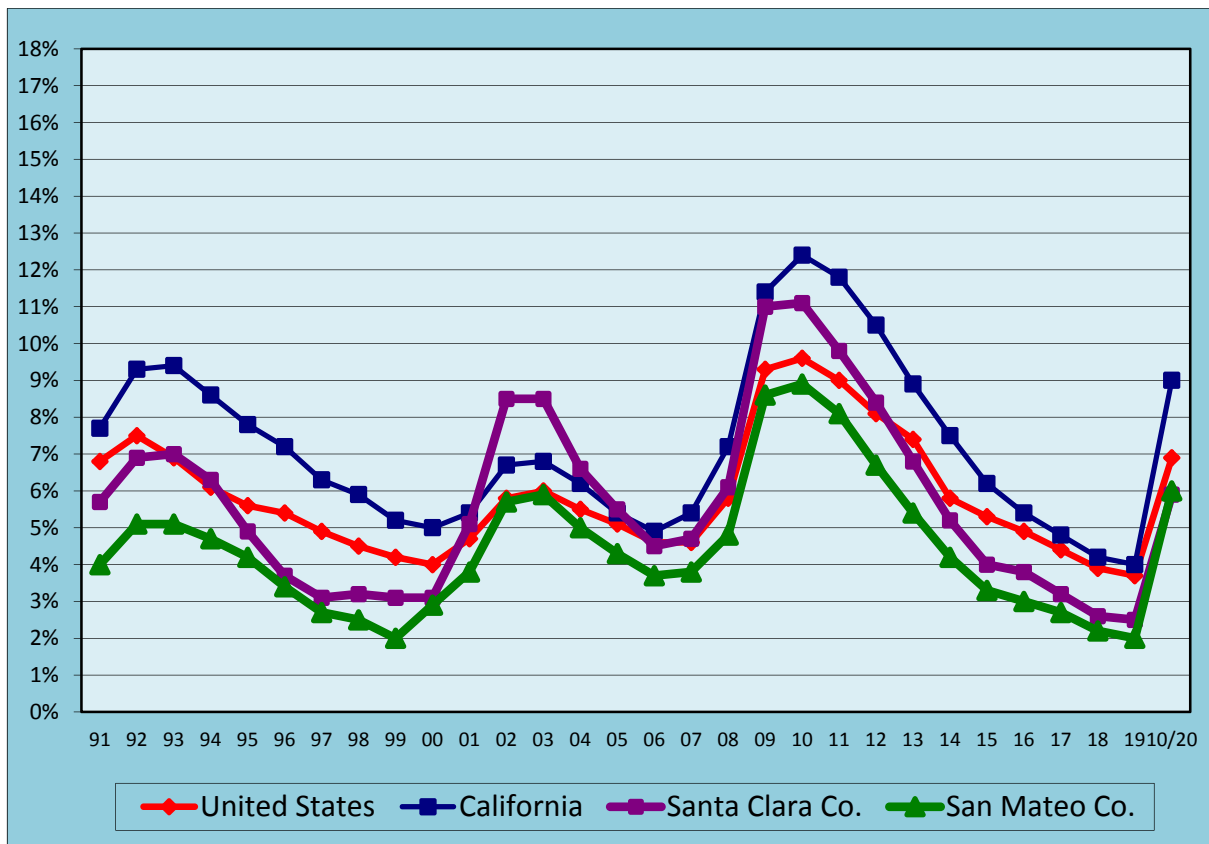
The CFNAI-MA3 in October of 2020 stood at +0.75. That figure would tend to indicate near-term strong growth, with some inflation pressure. However, the historical indications may have limited usefulness as near-term economic predictors at present due to the unique nature of current circumstances. The wide spread of new SARS-CoV-2 cases in the U.S. in recent weeks will likely be a drag on GDP in the fourth quarter.

As of October of 2020, San Mateo County's unemployment rate stood at 6.0%, according to the California Economic Development Department (E.D.D.). That figure represented a major spike from the 2.0% average rate of 2019 but was vastly reduced from the 11.4% reported rate in April of 2020. After numerous consecutive months with the lowest unemployment rate of any of California's 58 counties, in April San Mateo County's unemployment rate was the second lowest in the state and in October the county's rate was the sixth lowest in the state.

The graph on the next page illustrates the average annual unemployment rates of the U.S., California, and the main part of Silicon Valley (Santa Clara County and San Mateo County) over the past couple of economic cycles and into the current economic cycle through

calendar year 2019, and also includes the data for October of 2020 (sources: the E.D.D. and the U.S. Bureau of Labor Statistics). (Note: the expansion phase of the current economic cycle began in July of 2009 and ended in February of 2020, according to the National Bureau of Economic Research. The current recession phase remains ongoing.)

Unemployment Rate Trends: 1991 – October 2020



The unemployment rate trends show the cycle of the early-1990s recession, through the economic recovery of the mid-to late-1990s, the upswing in unemployment that coincided with a recession during 2001 and part of 2002, a subsequent recovery, the swing back into recession at the outset of the current economic cycle, and the declining unemployment rate during the recovery phase of 2009-2019. Unemployment throughout the U.S. spiked dramatically in the spring of 2020 due to the shutting down of large parts of the economy in response to the SARS-CoV-2 global pandemic. More recently, the employment picture has improved from the spring but the unemployment rates nationally, statewide, and in the local market remain well above the levels of the latter part of the 2009-2019 recovery.

Population and housing construction trends tend to have a significant impact on achievable residential property rents and prices. Menlo Park, San Mateo County, and the Bay Area have had large imbalances between housing construction and population growth for the past few economic cycles, swinging at various times from an oversupply to an undersupply of new construction. That factor has significantly impacted regional and local housing prices and rental rates.

In the period from 1990 through 1999, San Mateo County had an increase of 57,538 residents (source: census). Given the county's average household size at that time of 2.742 residents per household (source: California Department of Finance), the population growth implied the need for 20,904 new housing units. However, only 8,796 net new units were actually constructed in that decade, according to the Department of Finance, for a shortfall of 12,188 units. In general, the latter part of that decade was a period of high rent growth and housing price appreciation.

Conversely, the 2000-2009 decade saw an oversupply of new housing construction, concentrated mainly in the latter half. In that decade, the county's population growth slowed sharply, with 11,453 new residents. With an average household size by the end of that decade of 2.750, the implication was a need for 4,165 new housing units. In the 2000-2009 time frame, however, 10,453 net new housing units were built, for an oversupply of 6,288 new units. While that amount was only about half the shortfall of the prior decade, markets adapt to supply and demand dynamics fairly quickly. The housing growth rate was far more than the need implied by population growth. Along with major financial market changes and a severe recession in 2008-09, the overbuilding contributed to a slump in San Mateo County housing prices and rents at the tail end of the prior economic cycle and the outset of the current cycle.

In the 2010-2019 time period, the trends again shifted. The California Department of Finance reported that population in the county rose by 54,630 in the ten-year period from January 1, 2010 through January 1, 2020. The reported average household size for the county is now 2.88 residents. Thus, the population growth implied a need for 18,969 new housing units. In the wake of the financial market implosion of the prior cycle, however, construction slowed in the early part of this decade. In the ten-year period only 9,848 new units were added in the county. Thus, the 2010-2019 decade had a shortfall in construction

of 9,121 units in San Mateo County. For the nine-county Bay Area as a whole, the implied shortage of new construction amounted to 90,795 units in that same time frame.

Regional and local market housing prices and rents increased at a very fast pace in the expansion phase of the current economic cycle. In part, the strong rise in regional and local rental rates and housing prices in the recovery phase of the 2009-2020 economic cycle reflected higher demand coupled with a sharp slowdown in new construction.

That dynamic has changed in many parts of the region in recent quarters, however, as numerous large apartment developments have been recently completed. Moreover, population growth has slowed significantly over the past two years in San Mateo County and the Bay Area. Given those factors, in 2018 and 2019 housing construction in the county and the Bay Area actually *exceeded* the implied need. Still, as previously noted overall housing production in recent years has been far lower than would be needed to maintain supply/implicit demand balance in the local and regional markets.

In most markets, apartment rental rate trends over the long term tend to track closely with changes in wages. In supply-constrained markets, the rate of change can be more linked to the sum of the annual change rate in wages plus the population or employment growth change rate. In either case, wages usually are a critical factor in determining achievable apartment rental rates.

At the outset of the 2001-2007 economic cycle, stagnant wages, a recession and sharply higher apartment vacancies placed enormous downward pressure on rental rates. Subsequently, the market regained equilibrium and then rents finally began to rise. Surveys by Fabbro, Moore & Associates, Inc. show that Bay Area apartment rents rose at a moderate to strong pace for 14 consecutive quarters, from early-2005 through the third quarter of 2008, before declining in the final quarter of 2008. In 2009, rental rates continued to decline, primarily due to falling demand in the wake of a severe recession and a major increase in unemployment. In some Bay Area sub-markets, an oversupply of new construction also contributed to housing rent and price declines.

In 2010, apartment rents rose at a moderate pace, and then rents increased at an even faster pace in 2011 and 2012. The trend started to slow by the tail end of 2012, but rental rates then jumped back up again significantly in 2013 and 2014. Apartment rents

continued to increase into 2015 and the first part of 2016, but in most areas at a lesser rate of change than in 2014. Overall, in the period from 2010 through the first half of 2016 apartment rents in Silicon Valley rose by more than 80%.

More recently, apartment rental rates were generally fairly flat to moderately declining in most of the regional market from late-2016 through mid-2017. From mid-2017 through much of 2018, apartment rental rates were generally rising at a moderate to strong pace in most of the region, including San Mateo County. In 2019, however, apartment rental rates in the county were only modestly rising. In Menlo Park specifically, apartment rents at most properties generally followed the county and regional trends in recent years and quarters, with some exceptions.

Apartment rental data thus far in 2020 indicate significantly declining rental rate trends, particularly after the outbreak of the pandemic and then the expiration of enhanced unemployment benefits and other fiscal stimulus programs. Based on our surveys, the use of concessions has increased. As a result, effective rents (i.e., net of concessions) have declined by a greater amount than the change in the base rental rates. Of course if high unemployment and recession conditions were to linger for an extended period of time, there would eventually be an even greater adverse impact on rents. However, economic conditions in the U.S. and most of the world have shown some significant recovery from the depths reached in Q2-2020.

Regularly published information for vacancy and rental rates for multi-family housing in San Mateo County has diminished considerably in the last few years as several purveyors of this information have merged or gone out of business. A few commercial real estate brokerage firms still provide general data about the apartment market in the Bay Area and their reports can be supplemented with specific queries of the CoStar database and our own survey data.

Cushman & Wakefield is one of the few brokerages that tracks the regional apartment market. Their most recent report for the Bay Area is from Q2-2020. At that time, the Cushman report showed a 5.3% apartment vacancy rate in San Mateo County. That figure was 130 basis points higher than the reported 4.0% vacancy rate one year earlier. For the

Bay Area as a whole, the report showed an apartment vacancy rate of 5.8%, which was 100 basis higher on a year-over-year basis.

Cushman's report showed a year-over-year effective rental rate decline of 2.4% in the Bay Area as a whole (effective rents are adjusted for concessions). They also reported a 3.1% effective apartment rental rate decline in San Mateo County as of the end of Q2-2020.

Marcus & Millichap's Q2-2020 apartment market report for the San Francisco metro market area, which includes San Mateo County, estimated a 6.5% apartment vacancy rate in the metro area. The report indicated that apartment rental rates in the metro area were down by 3.2% quarter-over-quarter and 3.8% year-over-year. On the other hand, they also reported that apartment sale prices per unit were up by 0.9% year-over-year. The report noted that apartment property "price exploration will remain challenging until the permanence and extent of remote work becomes more clear. Risk-tolerant buyers may move ahead of the recovery to acquire assets."

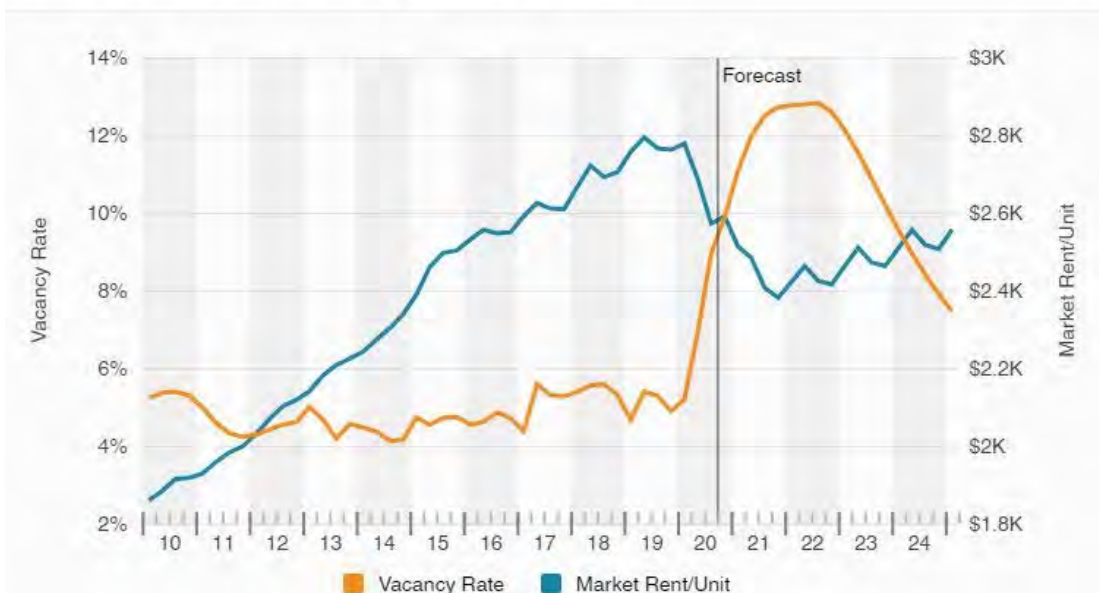
The CoStar database has information for the vast majority of apartment properties in the county. The table on the next page summarizes apartment market trends as reported by CoStar for (1) San Mateo County as a whole, (2) the subject's primary competitive market area (which is considered to be the cities of Menlo Park, Palo Alto, and Redwood City), and (3) Menlo Park alone. The CoStar report information is as of November of 2020. (Note: for reference, CAGR stands for compound annual growth rate.)

**CoStar Apartment Market Data for San Mateo County, the Subject's Primary
Competitive Area, and Menlo Park (November 2020)**

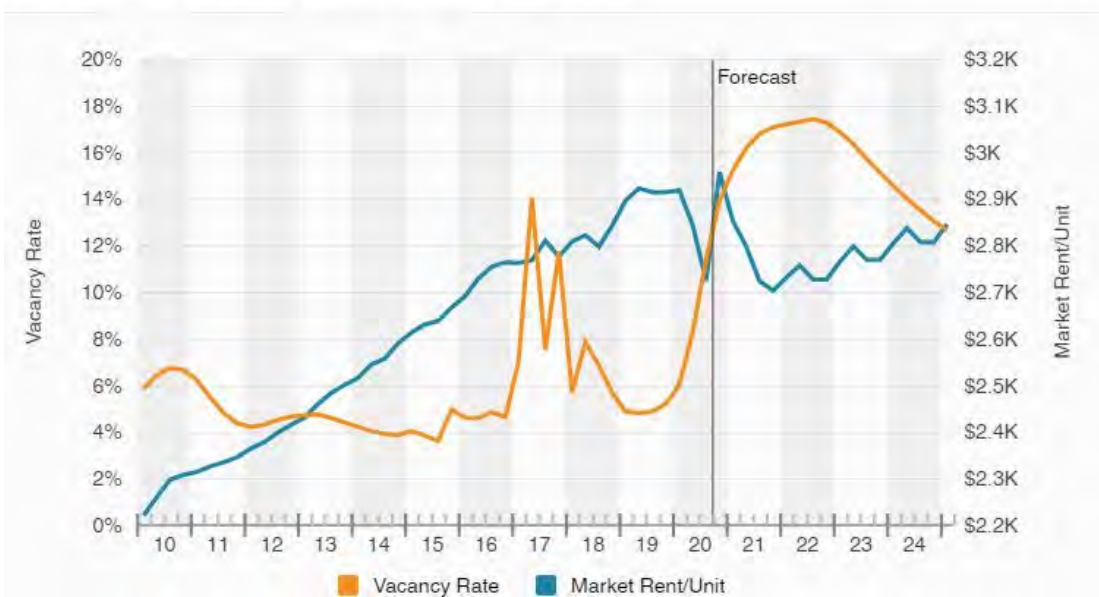
	San Mateo County	Primary Area	Menlo Park
Units Surveyed:	73,440	24,623	4,571
Units Delivered, Past 12 Months:	266	16	0
Five-Year Annual Avg. Deliveries:	1,016	513	393
Units under Construction:	1,894	1,093	398
Five-Year Average, Units U/C:	1,890	965	407
Current Vacancy Rate:	8.5%	9.6%	11.5%
Five-Year Average Vacancy Rate:	5.5%	5.9%	7.0%
Avg. Asking Rent/Rentable Sq. Ft./Mo.:	\$3.21	\$3.31	\$3.35
Five-Year Avg. Asking Rent/SF/Mo.:	\$3.35	\$3.49	\$3.42
Average Asking Rent/Mo., Studio:	\$1,824	\$1,835	\$1,589
Five-Year Avg. Asking Rent/Mo., Studio:	\$1,868	\$1,918	\$1,729
Average Asking Rent/Mo., 1-BR:	\$2,288	\$2,323	\$2,325
Five-Year Avg. Asking Rent/Mo., 1-BR:	\$2,371	\$2,487	\$2,425
Average Asking Rent/Mo., 2-BR:	\$3,002	\$3,229	\$3,380
Five-Year Avg. Asking Rent/Mo., 2-BR:	\$3,071	\$3,398	\$3,460
Average Asking Rent/Mo., 3-BR:	\$3,829	\$3,704	\$4,403
Five-Year Avg. Asking Rent/Mo., 3-BR:	\$3,819	\$3,860	\$4,758
Overall Market Rent Δ , Year-over-Year:	-6.8%	-8.7%	-6.8%
CAGR in Market Rent, Past 5 Years:	0.7%	0.2%	1.3%
Current Avg. Rent Concessions:	1.3%	1.8%	2.6%
Five-Year Avg. Rent Concessions:	1.2%	1.6%	2.0%

The CoStar database graphs below respectively depict Q1-2010 through Q4-2020 San Mateo County and City of Menlo Park apartment market vacancy rates (orange lines) and market rental rates (blue lines) and Q1-2021 through Q1-2025 forecasts for vacancy rates and market rental rates in the county and the city. The graphs are produced by the CoStar system, and are presented here unedited. The reader should note that most of the y-axes do not start at zero. That factor alters each graph's appearance versus y-axes with starting points of nil. (The starting points of the non-zero y-axes tend to have the visual effects of exaggerating the actual trend changes.)

Vacancy & Market Asking Rent Per Unit



Vacancy & Market Asking Rent Per Unit



For the county, the CoStar algorithms currently forecast an increase in apartment vacancy over the next few years, to a peak of 12.8% by Q1-2022 before a decline to 7.5% by Q1-2025. The CoStar model projects fairly similar trends in Menlo Park, albeit with a much higher peak vacancy rate (17.4% in Q3-2022) before a decline to 11.5% by Q1-2025.

The CoStar model forecasts a drop in apartment rental rates in San Mateo County through Q4-2021. At the end of Q4-2021, the model forecasts that apartment rents will have declined in the county by 7.2% from the Q2-2019 all-time peak level. The model then currently predicts the resumption of rental rate appreciation in 2022, with a 7.4% recovery from the Q4-2021 low by Q1-2025. For Menlo Park as a whole, by Q4-2021 CoStar currently forecasts an 8.7% decline in rental rates from the Q2-2019 market peak. They then forecast the start of rent rate growth, with a mild recovery (4.1% increase) by Q1-2025

Of course, the CoStar model is subject to change as economic factors wax and wane. As with any economic model, it is likely that all of the forecasts will prove to be inaccurate to some degree.

Reports from publicly-traded apartment REITs also can provide some insight into market conditions. Equity Residential is the largest apartment REIT in the U.S. In their third quarter 2020 earnings release, Equity Residential reported that revenues fell by 5.0% year-over-year and that funds from operations declined by 17.4% year-over-year (i.e., vs. Q3-2019).

The company reported an occupancy rate of 94.1% for its portfolio as of October 22, 2020. By segment, the combined urban core markets of Manhattan/Brooklyn, Boston/Cambridge, and downtown San Francisco had the worst reported occupancy, at 88.9%. Other urban sub-markets, which would include Silicon Valley, had a reported occupancy rate of 94.4%.

The company reported an overall average rental rate for its apartments of \$2,769 per unit per month, which was down by 2.6% quarter-over-quarter and down by 3.6% year-over-year. Same-store revenues perhaps provide a better picture of market changes, as those revenues are net of concessions and focus only on properties that were in the portfolio and in operation both in previous reports and at the time of the current report. Year-over-year same store apartment revenues fell by 4.8% in Q3-2020.

Avalon Bay (AVB), which is the second largest apartment REIT, also has reported their Q3-2020 results. Their earnings report indicated a 6.1% decline in revenues year-over-year. Reported funds from operations fell by 9.3% year-over-year.

In Q3-2020, AVB reported a 6.9% vacancy rate for apartments in their portfolio. That rate was up from about 4% one year prior.

For the third quarter, AVB's earnings report indicated a 6.1% decline in same-store revenues year-over-year. The drop in revenues was higher for its properties in northern California (a fall of 7.7%) than in any of the other six sub-markets that AVB breaks out in their earnings reports.

Office Market

The proposed non-residential space to be developed at the subject property constitutes a minor part of the development. The space would be located at the ground floor and third floor of the project. We consider it likely that the non-residential space would consist primarily of office and/or retail space. Because retail space in the local market has minimal proven demand, a developer most likely would prefer that all or most of the commercial space be marketable to office users.

The Silicon Valley office market historically has been prone to extraordinarily wide cyclical variations depending on economic conditions. The technology sector in particular tends to be a highly cyclical industry, having experienced numerous "boom and bust" cycles over the past few decades. Nevertheless, regional office space demand is fairly broad-based. Financial companies, venture capitalists, law firms, information technology and services, social media, high-technology, and biosciences all contribute to demand.

Because existing and emerging technology industries form a much more significant component of demand than would be the case in most regions of the U.S., the local office market can be significantly affected by venture capital inflows and the fortunes of the technology-laden Nasdaq stock market. That connection has been abundantly clear through the past couple of economic cycles and into the current cycle. The Nasdaq index often is a leading indicator of trends in venture capital (VC) inflows, which in turn tend to be a leading indicator of office market trends.

In most of the current economic cycle, regional venture capital inflows were strongly rising, but that trend started to reverse in 2016. From 2011 through 2015, Bay Area VC inflows rose on average by about 36.3% per year. That five-year period was a time of extraordinarily strong office market absorption and rent gains in San Francisco and Silicon Valley. (Note venture capital funding data discussed in this report was obtained from the National Venture Capital Association and PricewaterhouseCoopers.)

However, the regional venture capital inflows slowed markedly in 2016. In that year, VC inflows to the Bay Area fell by 25% from the level of 2015. Regional venture capital funding resumed growth in 2017, with an 11% year-over-year inflow increase, but remained well below the 2015 level. Concurrently, office market leasing activity was significantly slower in 2016-2017 in San Francisco and Silicon Valley than it had been in the preceding few years.

For calendar year 2018, on the other hand, VC funding in the Bay Area rose by 95% year-over-year, reaching an all-time high level. Funding levels spiked very sharply upward particularly in Q4-2018. Meanwhile, net office absorption significantly increased in 2018 in San Francisco and Silicon Valley.

Conversely, in 2019 regional VC inflows declined from the level of 2018, falling by about 23%. Still, the level of venture capital funding in the Bay Area in 2019 was the second highest annual total on record in nominal terms, and the third-highest total in inflation-adjusted terms. Office absorption in the Bay Area showed continued improvement in 2019.

Through three quarters of 2020, venture capital inflows to the Bay Area fell by 3.6% on a year-over-year basis (i.e., versus the first three quarters of 2019). That decline was fairly mild considering the negative effects on the economy resulting from the pandemic. Still, the trend continued in a negative direction from the highs reached in 2018. That factor was less important for office demand than the pandemic and recession, which have had major adverse effects on office leasing activity.

In the local market, in recent decades VC inflows typically have been a leading indicator of office demand. Much of the regional office market momentum in recent years came from relatively young technology companies, which often are funded by venture capital. Many

such companies have little or no operating profit, and thus unlike most companies rents are not paid out of gross profits but rather from funds invested into the company from outside sources. A pullback in funding tends to have a direct effect on the scale of such companies and on their ability to pay rent.

During the 2009-2019 recovery phase of the economic cycle, the general trend of increasing venture capital funding to startup and emerging companies contributed to increased demand for office space in prime Silicon Valley locations, including Menlo Park, leading to very strong rent and price appreciation. A prolonged reversal in VC inflows would tend to have a corresponding adverse effect on office demand, rental rates, and office property prices.

The local office market has shown significant volatility in recent years, with wide swings in leasing activity, vacancy rates, and rental rates. In the recovery phase of the 2009-2020 economic cycle, the strongest office sub-market was the prime section of northern Silicon Valley. The prime section is focused around the Highway 101 Technology Corridor cities of Redwood City (headquarters city of Oracle, Electronic Arts, and many other technology companies), Menlo Park (HQ of Facebook), Palo Alto (home of Stanford University and numerous high technology companies), and Mountain View (HQ of Alphabet/Google).

In analyzing the health of the market, absorption data provide an important measure of market trends and relative strength. Moreover, absorption trends normally are a good leading indicator of the future direction of rental rates.

In the 2011-2015 time frame, the local office market showed major improvement. In that five-year period, Cushman & Wakefield's research indicated positive net absorption of 18,054,717 square feet in Silicon Valley. The average annual net absorption of about 3.61 million square feet was an extraordinarily high level by historical standards.

In the Tech Corridor sub-market specifically, the Cushman & Wakefield report indicated positive net absorption of 5,676,935 square feet in the 2011-2015 time frame, which was by far a record high for a five-year time frame for that sub-market. In Menlo Park, reported net absorption in that same five-year period amounted to 1,028,239 square feet, which was a very strong performance for an office sub-market of roughly 9.8 million square feet.

Leasing activity in the Silicon Valley office market in 2016 generally remained strong, but showed signs of slowing late in the year, particularly in the most expensive sub-markets. For the year, Cushman & Wakefield reported positive net absorption of 802,534 square feet in Silicon Valley. However, the Highway 101 Tech Corridor showed minor negative net absorption (91,237 square feet), according to Cushman & Wakefield. Reported office occupancy in Menlo Park, on the other hand, rose by roughly 200,000 square feet in 2016.

For 2017, Cushman & Wakefield reported negative net office space absorption in Silicon Valley of 485,499 square feet. A substantial amount of the negative absorption resulted from space being made available for sub-lease. For the Tech Corridor sub-market, reported net absorption for 2017 was negative 167,736 square feet. The City of Menlo Park, however, again had about 200,000 square feet of positive net absorption in 2017, according to Cushman's report.

In 2018, regional and local market office space net absorption significantly improved relative to the preceding two years. Cushman & Wakefield reported positive net office space absorption in Silicon Valley of 2,005,304 square feet. For the Tech Corridor sub-market, reported net absorption amounted to 1,112,659 square feet. In Menlo Park, reported net office space absorption in 2018 was positive 626,696 square feet, with new developments typically being pre-leased.

For 2019, Cushman reported net office space absorption in Silicon Valley of positive 3,929,497 square feet. For the Tech Corridor, reported net absorption was positive 1,567,703 square feet. Menlo Park had about 340,000 square feet of positive net absorption.

The market has changed significantly over the past few months, with new leasing activity grinding to a virtual halt as numerous large companies adopted work-from-home policies during the pandemic. Gross leasing activity in Q3-2020 was down by 63% from the level of the first quarter of the year. Net absorption in the valley declined by about 1.1 million square feet through the first three quarters of this year. The Tech Corridor alone nearly matched that total, with a loss of about 1.04 million square feet of occupied and leased space. Menlo Park's reported net absorption through three quarters of the year was negative 234,002 square feet, according to Cushman.

The table below summarizes the total product supply, reported availability ratios (which includes both vacant and sublease space), and average annual asking rates (full service basis) for office space in the Highway 101 Tech Corridor as of the end of Q3-2020. We obtained the raw data from third quarter 2020 studies reported by Cushman & Wakefield and compiled the information. (Note: Cushman & Wakefield's methodology combines both R&D and office space in San Mateo County cities but does not do so in Santa Clara County.)

It should be noted that office leases in Menlo Park commonly have a triple net expense basis rather than the full service basis shown in Cushman's data and in the table on page 58. All else being equal, base annual rental rates on a triple net basis would normally be about \$10 to \$28 per square foot per year lower than those having a full service basis.

Competitive Area Office Market Data (Q3-2020)

Market Area	Inventory (Sq. Ft.)	Availability Rate	Avg. Full Svc. Asking Rate (\$/SF/Year)
San Mateo	8,102,961	17.5%	\$66.72
Foster City	5,114,151	10.3%	\$68.04
<i>Central San Mateo County Subtotal</i>	<i>13,217,112</i>	<i>14.7%</i>	<i>\$67.08</i>
Belmont/San Carlos	2,492,985	8.7%	\$50.64
Redwood City	13,559,398	9.4%	\$66.84
Menlo Park	9,839,974	7.6%	\$92.88
<i>South San Mateo County Subtotal</i>	<i>25,892,357</i>	<i>8.7%</i>	<i>\$74.04</i>
Palo Alto	10,641,827	10.2%	\$89.88
Mountain View	5,658,983	8.6%	\$78.84
<i>North Santa Clara County Subtotal</i>	<i>16,300,810</i>	<i>9.6%</i>	<i>\$86.40</i>
Totals--Highway 101 Tech Corridor	55,410,279	10.4%	\$75.00

The summarized information from the Cushman & Wakefield report indicated an overall office availability rate of 10.4% in the Highway 101 Technology Corridor as of the end of Q3-2020. That figure is slightly higher than the 10.3% rate of Silicon Valley as a whole and represented a substantial adverse change year-over-year (up by 250 basis points). The reported vacancy rate in Menlo Park (7.6%) was lower than that of the main competitive area or the region, which is consistent with the normal pattern. Menlo Park has a large amount of R&D space concentrated in the life sciences sector, which at present has higher relative demand than general office space. Still, the city's office/R&D availability rate in Q3-2020 rose by 350 basis points on a year-over-year basis.

Menlo Park's average asking rental rate is the highest in the region. That figure is skewed, however, by rental rates in the Sand Hill Road corridor, which far exceed the rental rates in the subject's district, all else being equal.

The next table summarizes the office market trends over the past several years in the Highway 101 Technology Corridor area, as previously defined. The table shows the reported availability ratios (vacant and sublease space), net absorption (in square feet), new construction (in square feet), and average asking rates (per square foot per year on a full service basis) for office space. The rental rates shown in the table have not been adjusted for inflation. Fabbro, Moore & Associates, Inc. obtained the raw data from reports by Cushman & Wakefield and compiled the information.

Highway 101 Tech Corridor Office Market Trends (2015 to Q3-2020)

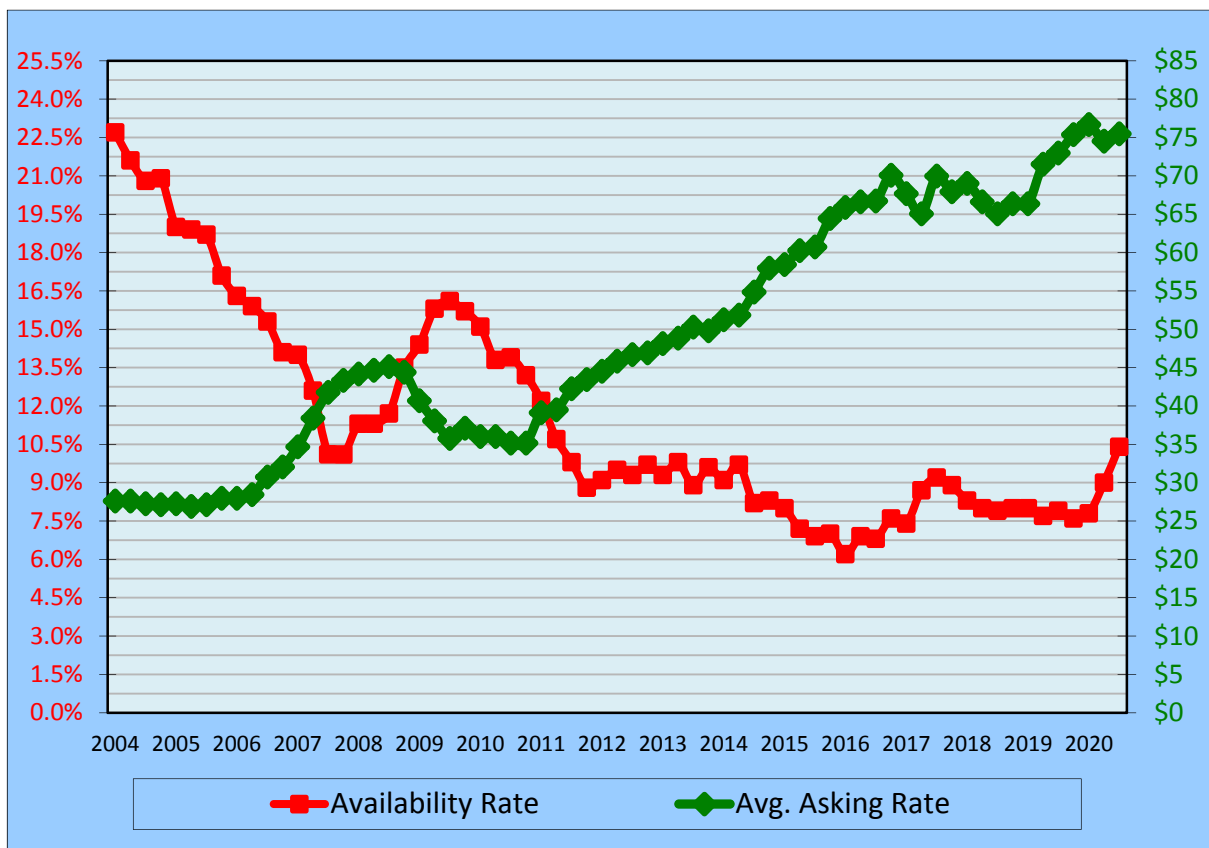
Categories	2015	2016	2017	2018	2019	Q3-20
Avail. Rate (Period-End):	7.0%	7.6%	8.9%	8.0%	7.6%	10.4%
Net Absorption (Sq. Ft.):	2,426,181	(91,237)	(167,736)	1,112,659	1,567,703	(1,043,563)
New Construction (Sq. Ft.):	1,453,999	602,000	1,341,888	96,211	1,016,703	859,468
Avg. Asking Rate (Pd.-End):	\$64.44	\$70.08	\$67.92	\$66.36	\$75.36	\$75.00

About 4.5 million square feet of new office space was completed in the Tech Corridor in 2015-2019, which was a very high figure by historical standards for a five-year time frame. Nevertheless, the market absorbed that large influx of space with little change in the overall availability rate.

Substantial new construction has continued into 2020, with more than 850,000 square feet of new office space completed so far this year in the corridor and another 1,999,259 square feet of new space still under construction. While some of the new projects were pre-leased prior to completion, much of the new development is speculative and likely to be completed during a very challenging rental market.

The office market has shown significant volatility through the past two or three economic cycles, with vacancy rates and rental rates waxing and waning depending on economic conditions. The next graph depicts the Technology Corridor's quarterly office availability rates (left-hand scale) and asking rental rates (right-hand scale) over the 16¾-year period from Q1-2004 through Q3-2020. Rental rates are shown based on the rent per square foot per year, full service, unadjusted for inflation.

Highway 101 Tech Corridor Office Market Quarterly Availability and Rental Rate Trends: Q1-2004 to Q3-2020



For the Highway 101 Tech Corridor office market, the graph illustrates the large increase in rents in the latter part of the 2001-2007 economic recovery phase, major deterioration during the latter part of the 2007-2009 severe recession, flattening trends in 2010, a large jump in rents in the 2011-2016 time frame, flattening rental rates in 2017-2018, and a significant increase in 2019.

The average asking rate in the Tech Corridor rose by an annual compound rate of 10.2% from 2011 through 2016. Such rates of change are not sustainable in the long-term. In 2017-2018, the average asking rents were essentially level with that of 2016 (\$67.20/SF average in 2017-2018 vs. \$67.32/SF in 2016). In 2019 as a whole, the average asking rate rose to \$71.52/SF, which was up by 7.2% year-over-year and by 6.4% versus the 2017-18 average. However, since reaching an all-time high in Q1-2020, the average asking rate has declined slightly.

It must be noted that the reported rates are *asking* rents. Actual leasing activity has been extremely limited since the pandemic outbreak, which makes it difficult to judge the scale of the market change over the past few months. However, executed leases generally indicate much greater declines in office rental rates from the peak than would be implied by the asking rates.

Of course, the vacancy rates tend to move in counter-cycles with the rental rates. Vacancy rates tend to be a leading indicator of rental rate trends. In that regard, the significantly declining vacancy rate in the competitive area in 2010 resulted in rising office rents in the strongest sub-sectors of the Tech Corridor, and suggested that rental rate trends in the remainder of the main competitive area would significantly improve if the economy were to remain in a recovery mode.

In the 2011-2016 time frame, vacancy rates in the local office market declined significantly, contributing to sharply rising rental rates. In late-2016 and through 2017, on the other hand, local market office vacancy was slightly rising and rental rates flattened. Office market net absorption significantly improved in 2018 and 2019, albeit at nowhere near the pace of the 2011-2015 office market recovery. Rents rose modestly in 2018-2019.

In 2020, the office market of course has changed dramatically as a result of the pandemic-related recession. Occupancy and rental rates have declined. How long the downturn will

last is not knowable at this point. Recoveries from past recessions tended to follow fairly predictable patterns. In this case, however, the office market has undergone a major shift due to work-from-home policies adopted primarily by relatively large employers.

If the shift toward working from home were to prove to be a long-term secular change, there would be a major adverse effect on office market demand. The secular demand reduction would then negatively affect occupancy levels, rental rates, and office property prices. If, on the other hand, effective remedies for the novel coronavirus are discovered and employees largely return to work in office environments, then the office market would likely recover relatively quickly afterward.

At least some developers are anticipating the latter scenario, as we are aware of several recent sales of office development sites or mixed use sites with major office components. The prices paid for those sites would tend to indicate that those particular developers forecast a robust recovery, with occupancy and rental rates recovering to or near peak levels in the relatively near future.

CoStar, a real estate research company, has database information for nearly all commercial properties in San Mateo County. As of November of 2020, the CoStar database shows a total inventory of about 3 million square feet of office space in the Bayfront Area of Menlo Park. As of November of 2020, the database indicates an office vacancy rate of 6.9% and an average annual full service office rental rate of \$81.94 per square foot in the Bayfront Area. (The vacancy rate does not include temporarily vacated space due to work-from-home policies during the pandemic.) The table on the next page summarizes reported office market statistics for the Bayfront Area as obtained from the CoStar database.

CoStar Bayfront Area Office Market Statistics (November 2020)

Office Space Surveyed:	3,000,000 sq. ft.
Office Space under Construction:	970,000 sq. ft.
Total Space Delivered, Past 12 Months:	Nil
Five-Year Average, Net Deliveries:	368,980 sq. ft.
Vacancy Rate:	6.9%
Five-Year Average Vacancy Rate:	5.3%
12-Month Net Absorption:	-102,000 sq. ft.
Five-Year Average Net Annual Absorption:	+228,588 sq. ft.
24-Month Lessee Renewal Rate:	82.7%
Market Rental Rate/SF/Year (Full Service):	\$81.94
Five-Year Avg. Market Rent/SF/Year (Full Service):	\$78.40
Market Rent Change, Year-over-Year:	-5.9%

Sales Activity, Capitalization Rate, and Capital Market Trends

For apartment and mixed use properties in the subject's primary and general competitive areas, sale prices increased very sharply during the 2010-2015 time frame, concurrent with rapid rent increases and generally declining capitalization rates. Apartment and mixed property prices showed flattening trends from around late-2016 through mid-2017. More recently, apartment and mixed use property prices again significantly increased in the second half of 2017 and through 2018. Subsequently, local market apartment/mixed use property prices showed a flat to perhaps mildly rising trend in 2019 and into early-2020.

Since the shutdown of much of the U.S. economy in March of 2020, sales activity has been slow and it is difficult to determine price direction with a high degree of reliability. Overall,

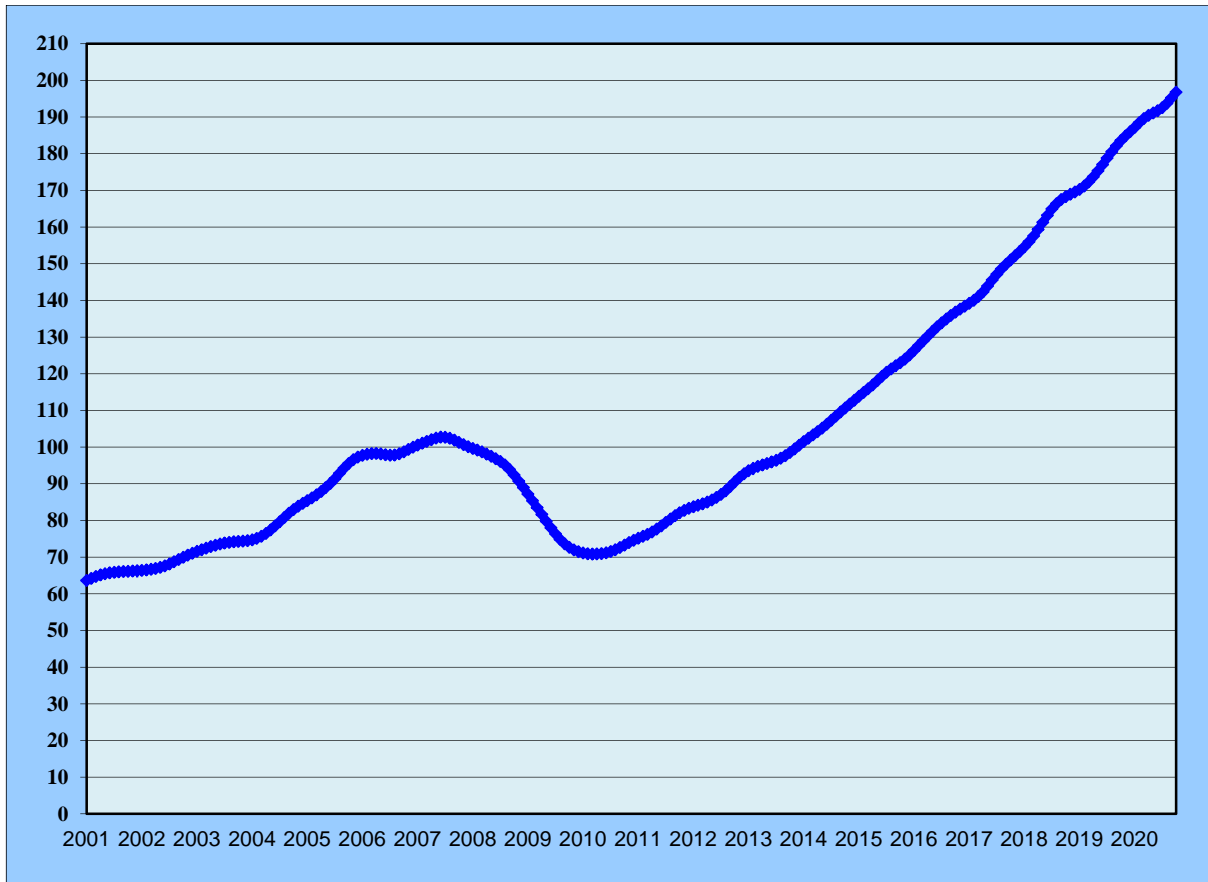
however, based on the available evidence it is considered likely that achievable apartment property prices and mixed use property prices have declined at least to some degree since March of 2020 in the regional market.

Real Capital Analytics has several commercial property price indices (CPPI) that attempt to track national and regional commercial property price trends. The indices are periodic, same-property investment price change indicators various segments of the U.S. commercial investment property market. The indices are designed to track price changes based on the documented prices in completed, contemporary property transactions. The technique employed to construct the indices is a repeat-sales regression, similar to the methodology of the widely-followed Case-Shiller index of home prices.

Real Capital Analytics tracks office, retail, industrial, and apartment properties. The Real Capital Analytics indices are lagging indicators of market trends, as they are based on closed sale transactions and utilize three-month rolling average figures. Nevertheless, the indices provide indications of general market trends. The most relevant index for the subject probably would be the Real Capital Analytics apartment property index.

The graph on the next page shows the Real Capital Analytics apartment property price index data for the period from January of 2001 through October of 2020, which reflects the most recent data available.

**Real Capital Analytics Apartment Property Monthly CPPI:
January 2001 through October 2020**



The results for different submarkets in the index have varied during the 2009-2020 economic cycle. The Real Capital Analytics (RCA) indices show that the strongest sub-sectors during the current cycle have been the office market and the apartment market, with the industrial market performance being third best among the various sub-sectors.

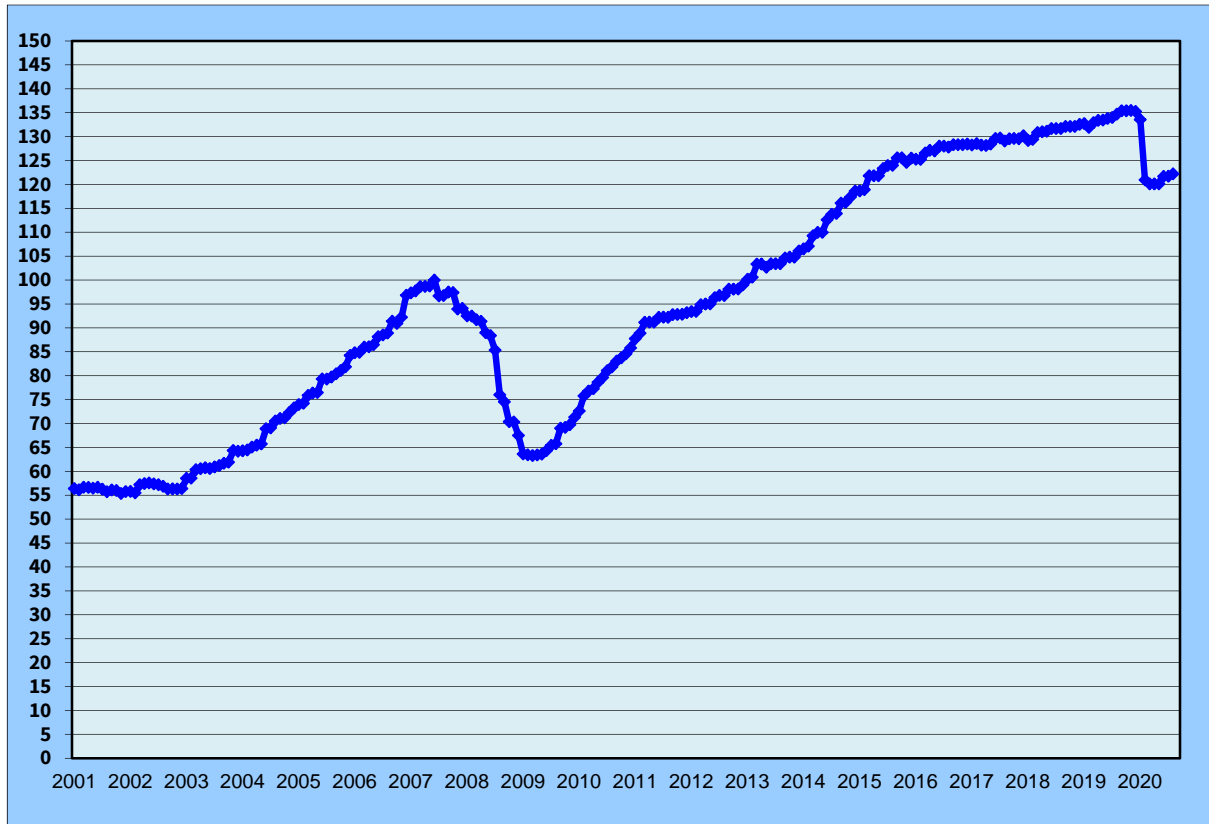
RCA's October 2020 data (from their November report) showed a 7.2% year-over-year increase in apartment property prices nationally. As of the end of October of 2020, the apartment index showed a 2.2% rise in property prices quarter-over-quarter and a 0.8% increase month-over-month.

RCA also has indices for various office sectors. For the overall office market, RCA reported a 0.9% decline in prices year-over-year as of October of 2020. On the other hand, quarter-over-quarter and month-over-month office property index changes respectively were 0.5% and 0.4% higher.

It must be noted that Real Capital Analytics uses only repeat-sale, closed sale transactions. Sales activity has slowed significantly in recent months, diminishing the amount of available data. Furthermore, their indices utilize three-month rolling averages. That has the effect of smoothing the data but can minimize the effects in periods where prices are changing quickly. At least in the local market, we consider it unlikely that apartment property prices in October of 2020 actually were up by 7.2% year-over-year, in contrast to the RCA report.

Green Street Advisors also has a commercial property price index. Their index includes pending sales information as well as closed sales, and aims to capture more up-to-date information than the Real Capital Analytics index. A graph of the index may be seen on the next page. The index includes apartment, office, retail, lodging, and industrial properties in aggregate. Apartment properties make up about 15% of the Green Street index while office properties comprise about 17.5% of the index.

Green Street Property Advisors Monthly CPPI: January 2001 - October 2020



In their October 2020 report, Green Street reported 0.4% month-over-month increase in the overall investment property price index. The October 2020 apartment and office property price indices specifically were unchanged month-over-month.

Green Street has recently been reporting the market changes for the overall market and various market sectors subsequent to the pandemic outbreak. In the October 2020 report, they showed a 10% decline in the overall investment property price index since the SARS-CoV-2 outbreak in the U.S. For the apartment and office market sections, they respectively reported declines of 8% and 9% from the pandemic outbreak outset through October of 2020.

Regarding the impact of SARS-CoV-2 on investment property prices, Peter Rothmund, the managing director of Green Street Advisors, stated in the May 2020 report that "It's too early to be definitive, but at this point, 10%, plus or minus, feels like a good betting line for

Covid's impact on pricing. Of course, there are relative winners and losers. Property types such as industrial, manufactured home parks, and self-storage are experiencing only modest slippages in pricing, while the most impacted sectors — lodging and malls — may see declines at least twice as large as the average by the time the dust settles." The opinions stated in Green Street's monthly reports since that time have been reasonably consistent with the May 2020 statement regarding the price effects.

It must be noted that the data composition and methodologies used by Real Capital Analytics and Green Street differ significantly. Neither Real Capital Analytics nor Green Street covers the entire spectrum of investment property. Both indices show major increases in prices during the recovery phase of the 2009-2020 economic cycle. The sources obviously show significantly different price direction results since the pandemic outbreak. RCA's apartment property price index indicate that apartment property have risen subsequently while office property prices have edged only very slightly downward. Meanwhile, Green Street's indices indicate that both apartment and office property prices fell very sharply in the spring and then have been fairly flat or perhaps very slightly higher since that time, but remain well below the peak levels.

Transaction volume can provide an important indicator of market health. Investment real estate transaction volume in the Bay Area in 2008 and 2009 fell very steeply from the levels of 2007. The shift was particularly severe after September of 2008, as capital markets froze, demand for mortgage-backed securities plummeted, and financing availability fell. In the first several months of 2009, sales activity was at a virtual standstill, with almost no deals taking place.

Activity improved significantly subsequently. In 2016, however, the number of sales fell sharply year-over-year. Still, the dollar volume of reported transactions in 2016 slightly increased. Since then dollar volume and the number of sales remained at subdued levels even prior to the pandemic outbreak. The inventory of properties available for sale has generally remained low through the past several years. That remains true at present and will likely continue to be the case at least in the near term.

Illustrating the changes in market activity for investment real estate, the table below summarizes the reported dollar volume (in \$1000s, without inflation adjustments) and the

number of sales for investment real estate properties (including retail, office, industrial, and apartments) in the Bay Area from 2014 through 2019 (latest data available), as reported by Cushman & Wakefield.

Bay Area CRE Sales Trends: 2014 through 2019

Category	2014	2015	2016	2017	2018	2019
Sales Vol. (\$1000s):	\$30,459,108	\$32,458,383	\$35,430,667	\$21,321,000	\$21,255,788	\$27,032,109
Number of Sales:	1,333	1,502	794	435	405	406
Average Cap. Rate:	5.0%	5.6%	5.5%	5.8%	5.4%	5.1%

In addition to an overall average capitalization rate for CRE, the Cushman & Wakefield investment market report provides information on capitalization rate averages for several sub-markets, segmented by location and property type. For the Bay Area apartment market, the reported overall average capitalization rate in 2018 was 4.2%. In 2019, the reported average was 4.4%. For the Bay Area office market, the reported average capitalization rates in those two years were 5.3% and 5.1%, respectively.

Apartment property capitalization rates consistently are lower than those of other types of real estate. In part, that reflects much steadier tenant demand for apartments than for most types of investment real estate. Furthermore, tax depreciation schedules are more favorable for residential than for commercial property.

After constricting sharply at the outset of the current cycle, the availability of credit significantly improved in the latter part of the 2009-2020 economic recovery. Illustrative of the recent trends, the volume of commercial mortgage-backed securities (CMBS) fell dramatically at the outset of the 2009-2020 cycle, to just \$3.4 billion in 2009, according to the Urban Land Institute (ULI). CMBS volume had been more than \$200 billion in 2007 before plummeting to \$12 billion in 2008. CMBS volume subsequently recovered. According to the ULI, CMBS volumes in 2017, 2018, and 2019 respectively were \$88 billion, \$77 billion, and \$98 billion. However, CMBS volume in 2020 is likely to decline, with most estimates forecasting a drop of roughly 20% to 40%.

Changes in financing terms have had a significant effect on achievable prices for investment real estate both during the prior economic cycle and the current cycle. In recent years, many lenders increased loan-to-value ratios, decreased required debt coverage ratios, and/or took other steps to loosen lending standards. Since the outbreak of the pandemic, however, many lenders have tightened standards, thus reducing credit availability.

From the beginning of the Financial Crisis in early-2008 interest rates trended generally lower until the middle of 2012 but then became more volatile and entered a protracted period of fairly wide oscillation. The peak rates of this period were reached in very late-2018 but then fell sharply. The ten-year U.S. bond yield declined to as low as about 1.43% in the summer of 2019. The rate then rose modestly for a few months. More recently, the ten-year yield again fell steeply in the wake of the outbreak of the pandemic. The ten-year yield rate has risen a bit very recently in the wake of the news of successful Phase 3 vaccine trials. As of the effective date of this appraisal the rate stood at 0.906%.

Bond yield rates are likely to remain very low by historical standards for a considerable period of time. That factor in turn influences loan interest rates downward. Reduced interest rates of course generally have a positive effect on real estate prices.

The regional investment real estate market tends to be volatile and market conditions can change quickly. Although regional and local market conditions remained strong into early-2020, the pandemic outbreak has resulted in a sharp disruption of economic activity, leading to a huge spike in unemployment. In the near-term, those factors would tend to produce downward pressure on rents and prices. On the other hand, expected renewed fiscal stimulus programs by 2021 and extremely low interest rates generally would produce upward rent and price pressure. Over the long term, the health of the local real estate market will remain tied to macroeconomic trends, the future of the regional economy, and local supply and demand characteristics.

California Assembly Bill 1482

The City of Menlo Park has no rent control ordinance. As such, historically there was no barrier preventing a landlord from raising apartment rental rates to the market level as

long as such a change was not in violation of any lease contract or rental agreement in place. Furthermore, the city did not have "just cause" eviction protections for tenants.

In October of 2019, the State of California passed Assembly Bill 1482 (AB 1482), which is also known as the Tenant Protection Act. That law, which became effective on January 1 of 2020, put in place de facto statewide rent control for apartment buildings that are at least 15 years old. AB 1482 also established statewide just cause eviction protections.

Development at the subject property of course would result in the construction of new buildings. As such, the rent control limitations of AB 1482 would not apply.

AB 1482 probably has had some adverse impact on the marketability and value of some affected apartment properties in California, particularly for buildings that are not located in cities that already had a rent control ordinance in place prior to the adoption of the bill. Furthermore, property owners and/or managers now have additional administrative requirements that did not previously apply to most apartment properties in the state. Some apartment property owners were actively seeking to sell buildings in 2019 in anticipation of the passage of the new tenant protection laws. At this time, there is limited market data available to know with a high level of certainty exactly what the impact of AB 1482 has been on apartment property prices. Still, it is fair to say that the law is generally perceived as a negative factor by typical apartment property owners.

California Proposition 21

California had 13 statewide propositions on the ballot for the November 2020 election (Propositions 13 through 25). If passed, Proposition 21 would have replaced the Costa-Hawkins Rental Housing Act of 1995, and expand the rent control powers of local governments. The ballot measure would have allowed local governments to adopt rent control on housing units, except on (1) housing that was first occupied within the last 15 years and (2) units owned by persons who own no more than two housing units with separate titles, such as single-family homes, condos, and some duplexes, or subdivided interests, such as stock cooperatives and community apartment projects.

Under Costa-Hawkins, landlords even in rent-controlled communities are allowed to increase rents to market rates when a tenant moves out. The ballot measure would have

eliminated that provision and would have required local governments that adopt rent control to allow landlords to increase rental rates only by 15 percent during the first three years following a vacancy.

Proposition 21 could have had an adverse effect on the prices of residential rental properties, particularly in rent-controlled communities. As of the date of this report, the reported vote totals indicated that the proposition will *not* pass. (The reader should note that the official final vote count for California will not be available until December, but given the estimated number of still uncounted votes it would be mathematically impossible for the yes votes on Prop. 21 to overtake the no votes.)

2018 U.S. Tax Law Changes

Very late in December of 2017, the U.S. Congress passed a new tax overhaul bill that became effective in 2018. Some of the provisions of the tax law changes had the potential to have an effect on investment real estate.

Real estate investors often use pass-through entities such as partnerships and limited liability companies. The gains and losses from these investments are "passed through" the business entities to the individual members. The members may benefit from lowered marginal tax rates under the new law. More importantly, the law allows for up to a 20% deduction in the pass-through income, thus potentially significantly reducing taxable income. In addition, the new law liberalized the amount that a property investor can claim as an expense rather than as a depreciable cost of the asset and shortened the allowed depreciation scheduled for some types of improvements.

The tax law changes generally are considered to be favorable to owners of investment real estate. Investment property sales that have occurred since 2018 should already reflect any perceived benefit from the noted U.S. tax law changes. Of course, any tax law potentially can change in the future, including the 2018 alterations.

Assessment Data

The subject property has assessor's parcel number 055-242-090. The fiscal year 2020-2021 assessed value and real estate taxes for the parcel are listed in the table below (source: San Mateo County Tax Collector).

Parcel Number	Assessed Value			Taxes
	Land	Improvements	Total	
055-242-090	\$222,222	\$251,535	\$473,757	\$7,258.60

State law limits the property tax rate to 1% of the full assessed value, augmented by any amount(s) necessary to satisfy general obligation bonds and/or other indebtedness approved by voters. In the subject's tax code area, the 2020-21 ad valorem real estate tax rate is 1.0922% of the full assessed value. In addition to the tax rate, eight special assessments affect the subject property. The taxes shown in the table include both the ad valorem taxes (\$5,194.26) and the special assessments (\$2,064.34).

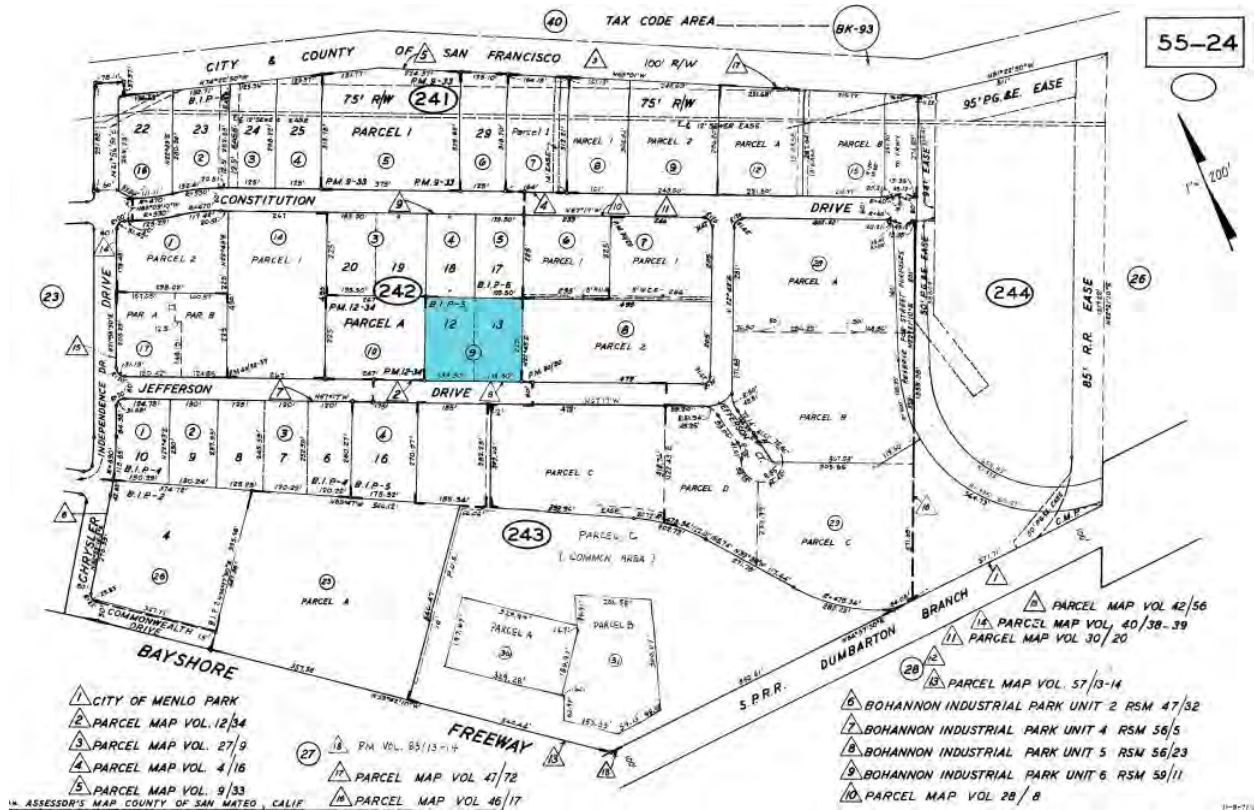
In San Mateo County, real estate tax rolls are closed on March 1 of each year. Real estate taxes are billed in October and are due in two installments, on December 10 and April 10. Unless a property is reassessed, state law limits assessed valuation increases to 2% per year. Real estate reassessments can be triggered only upon transfer of ownership, completion of new construction, or appeal.

After a sale, a property is reassessed based on its fee simple, cash value. To determine the new assessment on a transferred property, under state law the purchase price shall be presumed to represent the market value of the property if the terms of the transaction were negotiated at arm's length between a knowledgeable buyer and seller. With evidence, however, the property owner can rebut that presumption.

If the ownership interest in the subject property were sold to an entity without a tax exemption, then the real estate taxes would amount to about (1) 1.0922% of the full assessed value for ad valorem taxes plus (2) the levy for special assessments (a combined total of \$2,064.34 for the subject parcel in fiscal year 2020-21).

General Information

The subject property has parcel number 055-242-090 in San Mateo County. The assessor's plat map may be seen below, with the subject parcel highlighted in blue shading.



Lot Size and Frontage

The subject property consists of Lots 12 and 13 in the Bohannon Industrial Park No. 5 tract. The subdivision map for the tract was drawn by Albert M. Yost in April of 1962 and was recorded in county records on May 24, 1962 in Book 56 of Maps at Page 23. The recorded subdivision map, the plat map, and an ALTA survey prepared on November 15, 2018 by BKF all indicate that the subject site forms a rectangle with 267 feet of frontage on Jefferson Drive and a depth of 225 feet. The lot size thus amounts to 60,075 square feet (1.379 acres).

Site Characteristics

The subject site benefits from nearly level terrain. The property has an interior setting with adequate street frontage on a developed public street. The property has an efficient lot shape. Given the terrain, lot size, width and depth, the property has reasonably good functional utility.

Connected utilities at the subject parcel include electric, gas, water, sewer, and telephone lines. The site fronts on Jefferson Drive, which is a paved, two-way, two-lane local street with a 60-foot right-of-way. Off-site improvements include street lights, storm drains, concrete curbs, and concrete gutters. The subject's side of Jefferson Drive lacks sidewalks at present, although the opposite side of that street does have sidewalks.

Soils and Geotechnical Issues

Throughout the Bay Area, groundwater depth, soils, and geotechnical issues can impact development options and costs. Soils, geotechnical, and subsurface issues can have a significant impact on the value of a property. We have not been provided with a soils report, geotechnical report, or any other information that would provide information about the soils, geology, water table, and various related information about the subject site. Interested parties are encouraged to obtain a soils report, geotechnical report, and any other engineering information that they deem necessary to evaluate the subject site.

The subject property sits in an area of former marshlands. At least part of the surrounding area consists mainly of highly compressible Bay Mud soils. Such properties typically require relatively high site preparation and foundation construction costs compared to developments constructed on more stable soils or bedrock soils but Bay Mud soils would not preclude development.

Recorded Encumbrances

We were not provided with and have not reviewed a current title report for the subject property. Because we have not reviewed a current title report, we may not have complete information regarding easements, encroachments, and/or other encumbrances of record. We have presumed that there are no inapparent easements, encroachments, and/or other

encumbrances that would have a significant effect on value or marketability. If that presumption were incorrect, there could be an effect on the assignment results.

During the course of this assignment, we reviewed the tract map for Bohannon Industrial Park Number 5. According to the tract map, the northeast (back) side of the subject site is traversed by a five-foot wide wire clearance easement and a five-foot wide public utilities easement. The 2018 ALTA survey also shows wire clearance and public utility easements at the back of the parcel. BKF's civil engineering plans for the proposed development, on the other hand, show the wire clearance easement as being just outside of the property boundaries.

There is in fact a row of overhead electrical transmission lines running near the back of the subject parcel. From aerial photos, those lines appear to be just to the northeast of the subject parcel. Of course, an easement could cover a wider area than the actual path of the transmission lines.

In any case, the noted easements have no apparent significant adverse effect on the value or marketability of the subject property. If the power lines were located on the subject property, they probably would need to be relocated underground as part of a new development.

Flood Zone Data

According to the Federal Emergency Management Agency's flood map number 06081C gr06F (dated May 4, 2019), the subject property lies within flood zone AE. Flood insurance is required for improvements located within flood zone AE.

If the subject site were to be developed, it is likely that the elevation of the site would need to be raised by the addition of fill materials. Furthermore, there is a strong possibility that below grade space would not be allowed for a new development at the site.

According to a July 21, 2020 letter written by BKF to the City of Menlo Park, the project site has a base flood elevation level of 11 feet. The letter indicates that the proposed building would be elevated to minimum finished floor elevations of 11 feet at the garage and 12 feet at habitable spaces.

Seismic Hazard Data

The provisions of the Alquist-Priolo Earthquake Fault Zoning Act and the Seismic Hazards Mapping Act require the state geologist to delineate seismic hazard zones in California. The main purpose of the Alquist-Priolo Earthquake Fault Zoning Act is to prevent the construction of buildings used for human occupancy on the surface trace of active faults. The Alquist-Priolo Act only addresses the hazard of surface fault rupture and is not directed toward other earthquake hazards. The subject property does not lie within an identified earthquake fault zone. Still, the property is in a seismically active region. As with all properties in the San Francisco Bay Area, the subject property is susceptible to earthquake damage.

The Seismic Hazards Mapping Act, passed in 1990, addresses non-surface fault rupture earthquake hazards, including liquefaction and earthquake-induced landslides. According to the map for the Palo Alto Quadrangle (dated October 18, 2006), the subject property is not situated within an earthquake-induced landslide zone but it is within a liquefaction hazard zone.

As defined by the state, a liquefaction zone refers to "areas where historic occurrence of liquefaction, or local geological, geotechnical and groundwater conditions indicate a potential for permanent ground displacements such that mitigation as defined in Public Resources Code Section 2693(c) would be required." The subject's presence within a liquefaction zone means that the state has determined that it is likely that weak soil and/or rock may be present beneath the property. If present, these weak materials can fail during an earthquake and, unless proper precautions are taken during grading and construction, can cause damage to structures.

If a property is undeveloped, a site-specific investigation by a licensed engineering geologist and/or civil engineer may be required before the parcel can be subdivided or before most structures can be permitted. The investigation would be used to determine whether a significant hazard exists at the site and, if so, recommending measures to reduce the risk to an acceptable level.

Large portions of the competitive market area have been identified as liquefaction zones. At this time, there is no data indicating that the presence of a property within a liquefaction zone per se has an adverse effect on value.

The California Geological Survey produces statewide tsunami inundation maps. California communities affected by potential tsunami inundation hazards are required to develop emergency evacuation plans. The map for the Redwood Point/Palo Alto Quadrangle (dated June 15, 2009) indicates that the subject property does not lie within a tsunami inundation area. The subject is outside of a mapped potential tsunami inundation area but of course the boundaries of the mapped inundation area may change over time.

Hazardous Materials

Toxic or hazardous materials may include items such as petroleum-based products; paints and solvents; lead; cyanide; DDT; printing inks; acids; pesticides; ammonium compounds; PCBs and other chemical products present in metals; minerals; chemicals; hydrocarbons; and biological or radioactive materials in the soil, buildings or building components, in above ground or underground storage tanks, or elsewhere in the property. The reader should understand that the appraiser does not have the expertise necessary to determine the existence of environmental hazards. An expert in the field should be consulted if any interested party has questions on environmental factors.

We have not been provided with a current soils report, a Phase I environmental report, or a Phase II environmental report for the subject property. At this time, we have no evidence indicating that hazardous materials that might require remediation affect the subject property. For purposes of this report, we have assumed that no toxic materials, toxic soil conditions, or adverse environmental conditions affect the subject property. This appraisal report also incorporates the assumptions that there would be no expenditure for soil testing or related engineering work, that there will be no remediation cost, and that hazardous materials have no past or current effect and will have no future effect on the value or marketability of the subject property.

No mold, spores, or fungus tests were provided to the appraisers in the course of this appraisal. As used herein, the terms molds, spores, and fungus mean any molds, spores, and fungus that can cause or threaten harm to living organisms or can cause or threaten

physical damage, deterioration, loss of use and/or loss of value or marketability to any tangible property whatsoever. This includes, but is not limited to, any types of mold, spores, and/or fungus that are harmful or potentially harmful to health or welfare (such as Stachybotrys and others) or that are damaging or potentially damaging to tangible property (such as wet or dry rot, mildew, and others) or that can otherwise cause or threaten to cause damages of any kind whatsoever. An expert in the field should be consulted if any interested party has questions related to molds, spores, and/or fungus that may affect the appraised property. For purposes of this appraisal, we have assumed that the subject property is not affected by any molds, spores, and/or fungus.

Land Use Designation under the General Plan

A general plan is an adopted statement of policy for the physical development of a community. As such, it represents the official policy regarding the future character and quality of development.

Under the Menlo Park General Plan, the 511-acre Bayfront Area has six land use designations. Most of those are focused on commercial and industrial uses but the subject property sits within a narrow band with a Mixed Use Residential land use designation.

New development in the Bayfront area is limited under current general plan policy to a maximum of 4,500 housing units, 2.3 million square feet of commercial space, and 400 hotel rooms. There is remaining capacity under those limits to allow development of the proposed project at the subject site.

The general plan states that the Mixed Use Residential "designation provides for higher density housing to meet the needs of all income levels. It also allows mixed use developments with integrated or stand-alone supportive sales and service uses, and uses that are consistent with the Office Designation. Sales uses can range from small-scale businesses that serve nearby employment to a large-format grocery to serve adjacent neighborhoods. This designation is intended to promote live/work/play environments oriented toward pedestrians, transit, and bicycle use, especially for commuting to nearby jobs. The maximum base residential density shall not exceed 30 units per acre, and the maximum bonus FAR is 100 units per acre. Maximum base FAR for residential uses shall be 90 percent, and a maximum of 225 percent for bonus FAR. Non-residential uses shall have a maximum base FAR of 15 percent and bonus FAR of 25 percent."

Zoning District

The City of Menlo Park has zoned the subject property R-MU-B (Residential Mixed Use District). Under Section 16.45.010 of the municipal code, the purposes of the R-MU-B district are to (1) provide high density housing to complement nearby employment; (2) encourage mixed use development with a quality living environment and neighborhood-serving retail and services on the ground floor that are oriented to the public, and promote a live/work/play environment with pedestrian activity; and (3) blend with and complement

existing neighborhoods through site regulations and design standards that minimize impacts to adjacent uses.

Allowed Uses

Under the R-MU-B zoning code, multiple-family residential use is a *required* component of any new development. Other statutorily allowed uses in the district include but are not necessarily limited to administrative and professional offices with 20,000 or less square feet of floor area, financial institutions, retail sales establishments with 20,000 or less square feet, eating establishments, personal services, recreational facilities with 20,000 or less square feet, and community education/training.

Although retail sales and restaurants are allowed, any such uses involving sales of alcoholic beverages require the issuance of a conditional use permit. Other conditionally allowed uses include offices, retail sales, or recreational sales facilities with more than 20,000 square feet; R&D; movie theaters; public utilities; and uses proposing bonus level development. In addition to the foregoing, a few uses are allowed with an administrative permit, including but not limited to child care centers and eating establishments serving wine and beer but not liquor.

Development Parameters

The following table summarizes site and development requirements in the R-MU-B zone for base and bonus level development.

Category	Base Level Parameter	Bonus Level Parameter
Minimum Lot Size:	20,000 square feet	25,000 square feet
Minimum Lot Width:	100 feet	100 feet
Minimum Lot Depth:	100 feet	100 feet
Minimum Front Setback:	Ranges from 0 to 25 feet	Ranges from 0 to 25 feet
Minimum Side Setback:	10 feet (interior side)	10 feet (interior side)

Minimum Rear Setback:	10 feet	10 feet
Maximum Site Coverage:	No requirement established	No requirement established
Maximum Building Height:	35 to 40 feet	52.5 feet to 70 feet, except that allowed height rises to 85 feet along Jefferson, Constitution, or Independence drives; another 10-foot height increase is allowed for properties within a special flood hazard zone
Max. Residential Density:	20 to 30 units per acre	More than 30 units per acre to as high as 100 units per acre
Maximum Floor Area Ratio:	60% to 90% for residential use plus 15% for non-residential use	More than 90% to as high as 225% for residential use plus 25% for non-residential use
Open Space:	25% of the lot area; at least 25% of the open space must be publicly accessible	25% of the lot area; at least 25% of the open space must be publicly accessible

As noted in the table, the maximum allowed base level residential density amounts to 20 to 30 units per acre of land and the maximum allowed residential base level floor area ratio ranges from 60% to 90%. However, the code states that allowed residential gross floor area shall increase at an even gradient with increases in density. Thus, for example, a project could not have a density of 20 units per acre but a residential floor area ratio of 90%. To illustrate, if a project had a proposed density of 25 units per acre, the maximum floor area ratio under base level zoning would be 75%. The same theory applies under the bonus level zoning, with achievable density and floor area ratio linked on a prorata basis.

For the subject site, with 60,075 square feet (1.379 acres) of land area, the allowed residential gross floor area under base level zoning would be 36,045 to 54,068 square feet. The maximum density would be 28 to 41 dwelling units. The maximum allowed non-residential floor area under base zoning would be 9,011 square feet. The maximum

total gross floor area under base level zoning, including the residential and non-residential floor components, would be 45,056 to 63,079 square feet (i.e., a total floor area ratio range of 75% to 105% for a mixed use project).

Under municipal code sections 16.45.060 and 16.45.070, bonus level development is allowed in the R-MU-B zone under certain conditions. Among those conditions, the applicant must construct on-site below market rate dwelling units in accordance with municipal code section 16.96. Under that section, for residential development projects of twenty or more units the developer shall provide not less than 15% of the units at below market rates affordable to low-income households, or an equivalent alternative.

As shown in the table, the R-MU-B zoning code establishes an allowed bonus level residential floor area ratio equal to more than 90% to as high as 225% of the lot size. The allowed bonus level density ranges from more than 30 units per acre to as high as 100 units per acre. For the subject property, the allowed bonus level residential gross floor area would thus amount to about 54,069 to 135,169 square feet while the allowed density would range from about 42 to 138 units.

The allowed non-residential floor area ratio under bonus level zoning amounts to 25% of the lot size. For the 60,075-square foot subject property, the allowed non-residential floor area therefore equals 15,019 square feet.

The total allowed gross floor area includes both the greater than 90% to 225% allowed residential bonus ratio and a 25% allowed non-residential bonus ratio. For the subject property, the total allowed gross floor area under bonus level zoning would be about 69,088 to 150,188 square feet, or a range of more than 115% to 250%.

Parking

The parking requirements under the municipal code depend on a property's use, zoning, and location. The table on the next page summarizes the required parking ratios for some allowed and conditionally allowed uses in the subject's district.

Use	Required Parking
Residential	1.0 to 1.5 automobile spaces per unit or 1,000 square feet of gross floor area; 1.5 bicycle spaces per unit plus 10% of the unit count in bike spaces for guests
Office	2.0 to 3.0 auto spaces per 1,000 square feet of gross floor area; 1.0 bicycle spaces per 5,000 sq. ft. of gross floor area
R&D:	1.5 to 2.5 auto spaces per 1,000 square feet of gross floor area; 1.0 bicycle spaces per 5,000 sq. ft. of gross floor area
Retail, Restaurant, Personal Svc., Financial:	2.5 to 3.3 auto spaces per 1,000 square feet of gross floor area; 1.0 bicycle spaces per 5,000 sq. ft. of gross floor area

An unusual factor in the R-MU-B zoning is that parking spaces must be "unbundled" from the prices of residential units, such that the parking spaces are sold or rented separately from the unit. (Exceptions are made for parking spaces that are physically connected to only one unit, as in most townhouses for example.). In contrast, in most of the main competitive area at least one parking space per unit is provided gratis at apartment properties.

Required Street Improvements

Section 16.45.110 of the code states that new construction of 10,000 or more gross square feet must provide street improvements on public street edges of the property to comply with Menlo Park street construction requirements for the adjacent street type. Such improvements do not count as community amenities. Since Jefferson Drive has no sidewalk abutting the subject property, it is considered likely that any development on the subject site would need to provide for a sidewalk along that section of that street. Other typical infrastructure already is in place. Developing the proposed building as designed would not require the construction of any new streets.

Hazard Mitigation

Section 16.45.130 of the code deals with green and sustainable building requirements. Among many other provisions, that section of the code requires that the first floor elevation of all new buildings in the subject's district be above the base flood elevation.

The subject property lies within a special flood hazard area according to FEMA. As such, it is considered to be reasonably likely that construction of a new development at the subject property would require raising the elevation of the site by the addition of fill materials. It is considered doubtful that below grade floor area would be allowed, and none is proposed.

Inclusionary Zoning***City of Menlo Park***

Affordable housing requirements are fairly common in Bay Area municipalities. Such so-called "inclusionary" programs require developers to set aside a certain percentage of new housing units as affordable to moderate, low, or very low income households.

Requiring a developer to set aside some units within a project as affordable can adversely affect the achievable price for a development site. Furthermore, the determination of whether a program should be aimed at moderate-, low-, very low-, or extremely low-income households (or some combination thereof) also can impact pricing. In most parts of the Bay Area, requiring units to be set aside for extremely low-, low-, or very low-income households will result in a significant loss to the developer, which can then have a corresponding adverse effect on land value. The same will sometimes, although not always, hold true for units affordable to moderate-income households.

Menlo Park has had inclusionary zoning requirements for residential developments for many years. The City's inclusionary zoning requirements apply only to residential developments of five or more units.

Chapter 16.96 of the municipal code deal with the City of Menlo Park's requirements for below market rate housing in new developments. In addition, the City's web site has a document that summarizes the current below market rate housing program guidelines.

Under Chapter 16.96 of the municipal code, the stated purpose of the City's below market rate (BMR) housing program is "to increase the housing supply for households that have very low, low and moderate incomes compared to the median household income for San Mateo County. The primary objective is to create actual housing units, either 'rental' or 'for purchase' units, rather than equivalent cash."

For residential or mixed use developments with fewer than 20 dwelling units, the required affordable housing ratio amounts to 10% of the unit count. For residential or mixed use developments with 20 dwelling units or more, the required affordable housing ratio is 15%. In-lieu fees are allowed for fractional units. Commercial developments with 10,000 or more square feet of floor area are required to pay an affordable housing impact fee.

For residential or mixed use projects that provide affordable housing on-site, Menlo Park's code allows density and floor area ratio bonuses. In essence, the City allows one additional market rate unit for each on-site affordable unit provided. That density bonus would be on top of the bonus level density already allowed under the R-MU-B code.

For rental housing, the municipal code allows the developer to pay an in-lieu fee rather than providing the BMR units on-site. However, for any projects in the R-MU-B zone that are based on bonus level allowed density/intensity, the code requires that the units be provided on-site.

Allowed BMR Pricing

The City's policy for rental units sets the maximum allowed monthly rent for a unit at 30% of the applicable income limits for extremely low-, very low-, low-, and moderate-income levels for households as established by the California Housing & Community Development Department (HCD). The HCD limits often differ from the income limits published by the County of San Mateo, as the County uses both the U.S. Department of Housing and Urban Development (HUD) income limits and certain HUD income limit schedules.

It must be noted that rents for BMR units are meant to include not only the rent for the unit but also the cost of utilities. The combined expense for rent and utilities cannot exceed 30% of the income level of the targeted program beneficiaries.

The HCD published updated income classification level figures for various household sizes in April of 2020. The updated income level figures for San Mateo County became effective on April 30, 2020. The table on the next page summarizes some household sizes and the corresponding median income levels for those household sizes, as well as the maximum income levels that would therefore apply for extremely low-, very low-, low-, and moderate-income levels.

Household Size:	1	2	3	4	5
2020 County Median Income for HH Size:	\$100,150	\$114,500	\$128,800	\$143,100	\$154,550
Extremely Low Income:	\$36,550	\$41,800	\$47,000	\$52,200	\$56,400
Very Low Income:	\$60,900	\$69,600	\$78,300	\$87,000	\$94,000
Low Income:	\$97,600	\$111,550	\$125,500	\$139,400	\$150,600
Moderate Income:	\$120,200	\$137,350	\$154,550	\$171,700	\$185,450

In Menlo Park, the BMR guidelines associate studio apartments with one-person households. For one-bedroom units, Menlo Park uses 1.5 people as the household size standard, and thus the allowed rent is calculated using the average of the one-person and two-person household income levels. In Menlo Park, two-bedroom units correspond to three-person households, three-bedroom unit BMR rents are based on 4.5-person households, and four-bedroom BMR rents would be based on 6.0-person households.

The table on the next page summarizes some of those unit types and the implied allowed rents for each unit type based on the aforementioned household sizes, area median income figures, and maximum monthly rent figures as published by the HCD. Interested parties should do their own investigation of allowed rent levels.

Household Size:	1	1.5	3	4.5
2020 County Median Income for HH Size:	\$100,150	\$107,325	\$128,800	\$148,825
Corresponding Unit Type:	Studio	1-bedroom	2-bedroom	3-bedroom
Max. Rent + Utilities./Month, Extremely Low Income:	\$913	\$979	\$1,175	\$1,357
Max. Rent + Utilities/Month, Very Low Income:	\$1,522	\$1,631	\$1,957	\$2,262
Max. Rent + Utilities/Month, Low Income:	\$2,440	\$2,614	\$3,137	\$3,625
Max. Rent + Utilities/Month, Moderate Income:	\$3,005	\$3,219	\$3,863	\$4,464

For most unit types and targeted program beneficiary levels, the allowed maximum rents for BMR units trail far below rental rates for recently developed projects in the subject's main competitive area. That is not necessarily true, however, for moderate-income level rents for studios or very small one-bedroom units. Nevertheless, under Menlo Park's BMR guidelines, regardless of the foregoing the monthly rent for BMR units "cannot exceed seventy-five percent (75%) of comparable market rate units. Therefore, any of the allowed rents would be subject to revision in order to correspond to that requirement.

At for-sale projects, the BMR program requirements of course differ from those applicable to rental projects. For-sale projects with four units or fewer are exempt. For projects with five to nine units, the City prefers that the developer provide one on-site below market rate unit. For projects of ten to nineteen units, the City prefers that the developer provide 10% of the units as affordable to very low-, low-, and moderate-income households. At a project with twenty units or more, the developer shall provide no less than 15% of the units at below market rates to very low-, low-, and moderate-income households.

At for-sale projects of more than ten units, the City may accept an in-lieu payment equal to 3% of gross sales prices of units sold within the project. However, the City's stated preference is for the provision of on-site below market rate units.

Where on-site BMRs are required, the initial sale price is based on the household size parameters, corresponding unit type by bedroom, and area median income figures previously noted. Menlo Park's BMR guidelines do not precisely state the methodology used to calculate allowed prices for BMR units. However, most cities in the regional market use a housing cost level set at 30% to 35% of the corresponding median income level of the targeted program beneficiaries.

Housing cost usually is defined as the sum of the mortgage/deed of trust payments, any mortgage/deed of trust insurance premium, real estate taxes (ad valorem and special assessments), any monthly homeowner's association dues, property insurance expenses, and maintenance expenses. The loan payment expense usually is calculated using an allowed loan-to-sale price ratio of 90% or less.

Obviously, the allowed housing price is highly sensitive to interest rates and other housing expenses. Therefore, the target price levels can be volatile. Regardless of that fact, the data tend to indicate that for nearly all unit types and BMR unit affordable income levels between extremely low and moderate, the allowed prices fall below reproduction cost including all direct and indirect costs of construction but excluding land acquisition. As such, nearly all of the allowed pricing levels typically would result in losses to a developer, since the achievable sale price could not produce sufficient value even to cover the likely direct construction costs, indirect construction costs, and costs of sale for producing and selling the project, much less allow for any price to be paid for the land or any profit to be achieved by a developer.

The development proposed for the subject property would not include for-sale units. Therefore, we will not discuss in detail the allowed pricing levels for BMR for-sale units.

On September 9, 2020, the prospective developer submitted a below market rate unit proposal for the Menlo Flats project. Under that proposal, 21 of the dwelling units, or 13% of the total, would be set aside as on-site affordable housing for low-income households. The affordable units would consist of 15 of the 113 proposed studio apartments and 6 of

the 45 proposed four-bedroom/four-bath units. To the best of our knowledge, that proposal has not been accepted yet.

State of California

Under California law cities and counties are *required* to grant a density bonus and other incentives or concessions to housing projects that contain one or more of the following:

1. At least 5% of the units are restricted to very low income residents.
2. At least 10% of the units are restricted to low income residents.
3. At least 10% of the units in a for-sale common interest development are restricted to moderate income residents.
4. At least 10% of the units are set aside for transitional foster youth, disabled veterans, or homeless persons, with rents restricted at the very low income level.
5. The project donates at least one acre of land to the city or country for low income units, and the land has the appropriate general plan designation, zoning, permits, approvals, and access to public facilities needed for such housing.
6. The project is a senior housing development, regardless of affordability.
7. The project is a mobile home park age-restricted to senior citizens, regardless of affordability.

Under the state law, at rental projects moderate income rents may not exceed 30% of 110% of the area median income for the household size suitable for the unit. Rent includes the base rent plus utilities. For low income, the maximum rent is 30% of 60% of the area median income. For very low income, the maximum rent is 30% of 50% of the area median income.

At for-sale projects, the state law sets the allowed housing cost (including loan payments, loan insurance payments, property taxes, HOA fees, utilities, insurance premiums, and maintenance costs) at 35% of 110% of area median income for moderate income households. For low income, the housing cost can equal 30% of 70% of area median

income. For very low income, the housing cost maximum equals 30% of 60% of area median income.

The achievable density bonuses under state law vary with the affordable unit ratio, income target levels, housing type, and/or land donation status. Regardless of the type of project or target beneficiary group, the maximum achievable density bonus under state law is 35%. With such an increase, the achievable density for the subject site, for example, could potentially rise to as high as 135 units per acre.

In addition to the density bonus, state law *requires* cities and counties to provide one or more incentives or concessions to each project that qualifies for a density bonus and that provides affordable housing. A concession or incentive is defined as (1) a reduction in site development standards or a modification of zoning code or architectural design requirements, such as a reduction in setback or minimum lot size requirements, (2) approval of mixed use zoning, or (3) other regulatory concessions or incentives that result in identifiable and actual cost reductions.

The number of required incentives varies with the percentage of affordable units provided, with from one to three concessions required. For example, for a project that has 11% very low income units, at least two concessions would be required. To get two required concessions or incentives with low or moderate income units, at least 20% of the base-level allowed units would have to be set aside in either category.

The state law requires a city or county to grant the incentives or concessions unless it finds that the proposed incentive/concession does not result in identifiable cost reductions, would cause a health or safety problem, would cause an environmental problem would harm historical property, or would be contrary to law. The city/county has the burden of proof if attempting to deny the incentives/concessions.

In addition to the foregoing, upon the developer's request the city or county may not require more than one on-site parking space per studio or one-bedroom unit, more than two on-site parking spaces per two- or three-bedroom unit, or more than 2.5 spaces per unit for homes with four or more bedrooms. Even lower parking ratios can apply for projects situated near major transit stops. The parking ratios noted above do not count as concessions or incentives.

Subject Use and Improvements

The subject property is developed with a one-story industrial building. The structure has a floor area ratio of 40%. The building was legally established but is out of conformance with the current zoning code. Under Section 16.80.130 of the municipal code, all buildings in existence or approved within the Residential Mixed Use zoning district as of the date of adoption of the Menlo Park General Plan and the M-2 area zoning update and the subsequent rezoning of properties in the M-2 area, effective on January 5, 2017, are exempt from the nonconforming use and improvement standards of the code.

In any case, whether or not the existing use and improvements conform to the current planning code is not a significant consideration in this assignment. The assignment focuses on the land values of the subject property under two potential development scenarios.

Preface

The appraisers have made no survey of the subject property. Data relative to size and area were obtained from sources considered reliable, but are not guaranteed as accurate.

This appraisal should not be considered a report on the physical items that are a part of the subject property. Although the appraisal may contain information about the physical items being appraised, it should be clearly understood that this information is only to be used as a general guide for property valuation and not as a complete or detailed physical report and/or inspection.

We obtained information regarding the existing and proposed physical characteristics of the subject property mainly from a physical exterior inspection, public records, City of Menlo Planning Division documents, and building plans submitted for the proposed development. The most recent building plans that we reviewed were drawn by Heller Manus and are dated July 23, 2020.

The subject property currently is developed with a one-story, concrete tilt-up building that contains 24,311 square feet of floor area, according to the Menlo Park Planning Division's data sheet for the proposed development project. The prospective developer, who does not yet own the subject parcel, intends to demolish the existing improvements and redevelop the site.

Description of the Proposed Project

According to the available sources, the applicant proposes to develop the subject property with a mixed use project that would include 158 rental apartments and 14,998.6 square feet of commercial space. The residential unit mix would consist of 113 studios and 45 four-bedroom/four-bath apartments. That unit mix would be highly unusual for an apartment or mixed use project located in the primary competitive area. The commercial space would include 5,826.3 square feet on the first floor and 9,172.3 square feet on the third floor.

The building plans do not specifically identify the intended use(s) of the commercial space. The developer's July 23, 2020 project description letter submitted to the Menlo Park Planning Commission merely states that the "project proposes approximately 15,000

square feet of commercial space along the street-facing frontage of Jefferson Drive at the base of the building." We consider it more likely than not that the space would be built out for office use, but retail or service oriented uses also would be possible for the ground floor space.

For newly developed residential rental projects, the City of Menlo Park typically would require that 15% of the units be set aside for low-income households, or an equivalent alternative. The applicant's proposal calls for 21 of the dwelling units, or 13% of the total, to be set aside as on-site affordable housing. The City provided us with a copy of the prospective developer's below market/affordable housing proposal for the project. That proposal indicates that all of the affordable units in the project would be set aside for low-income households. The affordable units would consist of 15 studios and 6 four-bedroom/four-bath units. To the best of our knowledge, that proposal has not been accepted yet.

The building would have two levels of parking at and above grade. The structure would be seven stories tall, including five floors of apartments over the podium parking levels. (The building plans technically label the project as eight stories tall, but that figure includes the roof level.) The building would be 84.75 feet tall at its peak, with an average height of 66.6 feet. The garage levels would be of Type IA construction and the upper levels would be of Type IIIA construction.

The building plans indicate that the development would have 138 automobile parking spaces for the 158 residential units and 38 automobile parking spaces to serve the non-residential space. In addition, the project would provide 228 bicycle parking spaces for the residential component and 4 bicycle parking spaces for the non-residential component.

The residential automobile parking ratio would be 0.87 spaces per unit, which would be inferior to the large majority of competing properties in the local market. The commercial space automobile parking ratio would amount to 2.5 spaces per 1,000 square feet of gross floor area, which would be lower than typical by local market standards for most commercial use types.

According to the July 2020 building plans, the apartment units in total would contain approximately 112,286 rentable square feet and the total residential gross floor area (GFA) would be 154,729.0 square feet. The building plans indicate that the total GFA for the development would be 169,727.6 square feet, including the apartments, amenity space, common area, and the 14,998.6 square feet of commercial space. The residential component would thus comprise 91.16% of the proposed gross floor area and the commercial space would account for the remaining 8.84% of the total.

The proposed residential density amounts to 114.6 dwelling units per acre of land. That figure exceeds the maximum allowed bonus density of 100 units per acre under the zoning code. The proposed floor area ratio for the project amounts to 282.53%, including a 257.56% ratio for the residential component and a 24.97% ratio for the non-residential component. The proposed residential and total floor area ratios exceed the levels allowed under the bonus level zoning code (i.e., 225% residential and 250% total). The project would have an average height of 66.6 feet, which is taller than the maximum allowed average of 62.5 feet under the bonus level zoning.

In Menlo Park and in the State of California additional bonuses for development density and intensity potentially are achievable for projects that provide on-site affordable housing, subject to meeting certain criteria. With the addition of such bonuses, the proposed density, floor area ratio, and average building height potentially would be achievable.

Many zoning codes for cities in the Bay Area have definitions of floor area or gross floor area. Some of the definitions differ considerably from the one set forth in the appraisal instructions. In this appraisal, in analyzing the market data we will consistently apply to the best of our ability the City of Menlo Park's definition of gross floor area as stated in the appraisal instructions, including the analyses of sales located outside of the City of Menlo Park. That methodology is necessary to establish a consistent basis of comparison.

Entitlement Status

All else being equal, an entitled development site will sell for a significant premium over an unentitled site, as long as the buyer actually wants to construct the approved project. The premium tends to vary with the size of the project, the perceived difficulty of the

entitlement process, the anticipated time needed to obtain approvals, the type of project, and current and anticipated future market conditions.

In this appraisal the assignment is to value the subject property assuming all entitlements are in place for (1) the base level of allowed development defined by the City of Menlo Park and (2) the bonus level of development proposed. The appraisal instructions state that "For the Base Level, '**entitled**' means the Subject Property has all of the approvals necessary to immediately proceed with construction of the maximum GFA allowed by the zoning at the Base Level." The instructions also state that "For the Bonus Level, '**entitled**' means the Subject Property has all of the approvals necessary to immediately proceed with construction of the proposed project at the Bonus Level."

In reality, no development entitlements currently are in place for a new project at the subject site. As a result, the assignment instructions create the need for the use of hypothetical conditions (i.e., conditions contrary to fact) in the valuation analyses. Those hypothetical conditions affect the assignment results.

The City has determined that for community amenity valuation purposes the base gross floor area allowed would be 63,079 square feet, or a 105% total floor area ratio. The maximum residential floor area ratio would be 90% with a density of 30 dwelling units per acre and the maximum non-residential floor area would be 15%. On that basis, the project would need to have exactly 41 residential units with a gross floor area of 54,068 square feet. The non-residential component would comprise the remaining 9,011 square feet of gross floor area.

The proposed project would contain 169,727.6 square feet of gross floor area, according to the building plans. As previously noted, the total floor area ratio would be 282.53%. The large majority of that area would be residential (257.56% FAR), with the proposed commercial component having a 24.97% FAR.



Street scene; looking west/northwest on Jefferson Drive; the subject property is toward the right side



Street scene; looking east/southeast on Jefferson Drive



Southwest elevation (front view) of the existing building at 165 Jefferson Drive



Alternate view of the southwest elevation



Southeast elevation (right side) of the building at 165 Jefferson Drive



Northwest elevation (left side) of the building at 165 Jefferson Drive



Aerial view of the subject property; this image was obtained from Google Earth

Highest and Best Use Definition

"Highest and Best Use" or "Optimum Use" of the property is the most fundamental premise upon which the estimation of market value is based. The Appraisal Institute's *Dictionary of Real Estate Appraisal* defines highest and best use as "the reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum profitability."

Highest and Best Use as Improved

In determining the highest and best use of a property as currently improved, an appraiser normally would analyze the existing use and the estimated property value with regard to (1) the possible demolition of the improvements, allowing development of the site with an alternate use, (2) the potential expansion, conversion, or alteration of the existing use, and (3) continuing the current use. In essence, the highest and best use as improved is that which produces the highest value while being legally permissible, physically possible, and financially feasible.

For this assignment, determining the highest and best use of the subject property as currently improved is irrelevant. We have been asked to value the subject property under two appraisal scenarios, both of which consider the property as a potential development site. Under those scenarios, the existing improvements would have to be removed in order to develop the site to the base or bonus level intensities allowed or proposed. It is possible that the value of the subject property as improved could exceed its value under at least one valuation scenario considered in this analysis but that is not a factor affecting this appraisal assignment.

Highest and Best Use as if Vacant

An appraisal report of a potential development site usually will include an analysis of the highest and best use of a property as if it were vacant and available for development. The highest and best use as if vacant normally is the use that produces the highest land value while being legally permissible, physically possible, and financially feasible.

The planning guidelines for the subject property require that any new development include a residential component. Apart from that factor, the guidelines allow for a broad mix of potential uses and development intensities.

The allowed residential density nominally ranges from 20 to 100 dwelling units per acre, and could potentially be higher either with city-allowed or state-allowed density increases for projects that include an affordable housing component. The allowed residential floor area ratio ranges from 60% to 90% under base level zoning or from more than 90% to as high as 225% under bonus level zoning. Again, potential ratios could be higher with affordable housing bonuses.

In addition, under base level zoning a new development could have up to a 15% floor area ratio for non-residential uses and under bonus zoning that ratio rises to 25%. Thus, the total potential floor area range is 60% to 250%.

Allowed building height is only 35 to 40 feet under the base zoning. Allowed height increases to a range of 52.5 feet to as high as 85 or 95 feet under the bonus level zoning. For properties in a special flood hazard zone, the allowed height range is 62.5 to 95 feet. Development applications submitted for projects in the subject's zone have indicated that the overall average allowed height under bonus level zoning is 62.5 feet.

In this appraisal, we have been asked to value the subject property under only two development scenarios. As such, the appraisal does not call for a normal highest and best use analysis, as the actual highest and best use may differ from either of the two scenarios.

Base Level Scenario

For properties in the Residential Mixed Use zoning district, in brief the instructions for estimating market value at the base level allowed under the zoning code state that the appraiser must (1) identify the property to be appraised; (2) state whether the project proposed for the site consists of for-sale or rental product; (3) obtain the base level development permitted from the City in terms of the allowed density, gross floor area, and required below market rate units; (4) state the base level development allowed on a gross floor area basis; (5) estimate the market value of the property assuming it is fully entitled for the base level of development; (6) use only the Sales Comparison Approach in the

valuation analysis; and (7) state the conclusion on a price per gross square foot of allowed gross floor area basis. The reader may refer to the actual document, which is readily available at the City's web site, for a full list of the appraisal instructions.

The allowed floor area ratio for the 60,075-square foot subject site under base level zoning ranges from 60% to 105%, with the latter including both the maximum residential (90%) and non-residential (15%) ratios. The allowed residential gross floor area under base level zoning would be 36,045 to 54,068 square feet. The maximum total gross floor area under base level zoning, including the allowed residential and non-residential gross floor area, would be 63,079 square feet. The maximum residential density would be 41 dwelling units at 30 units per acre.

The City has determined that for community amenity valuation purposes the base gross floor area allowed would be 63,079 square feet and that that figure should be used in the appraisal analysis. As noted, allowed residential floor area and density are linked under the code. Thus, the project could not have fewer than 41 residential units, which would be a density of 30 units per acre. The project would need to have 54,068 gross square feet of residential area, or an average of about 1,319 square feet per unit including rentable area and any common area.

The planning code is oriented more to retail and service uses for the commercial component of mixed use developments but offices are allowed. Of the allowed non-residential uses, office space would likely be the most productive. The planning code allows only 20,000 square feet of office use unless a conditional use permit is obtained. There is of course no guarantee that such a use permit would be attainable. Retail uses also are limited to a maximum of 20,000 square feet unless a use permit is obtained. In any case, the allowed non-residential floor area for the subject property under base zoning amounts to only 9,011 gross square feet. Given the constraints of the code, the maximally productive non-residential use probably would be office space. Historically, the subject's district has had very little retail space demand.

The appraisal instructions require that the appraisal report state whether the proposed project would consist of for-sale or rental product. There is in fact no existing development proposal of anything like the base level scenario. If such a project were proposed, which we believe would be unlikely, the development could be marketed either as rental product

or as for-sale product, or some combination of those. The actual development proposal for the subject site would consist entirely of rental product.

At an allowed base level residential density range of 20 to 30 units per acre, many developers in the general competitive area would consider developing three-story, for-sale townhouse units or townhouse-style condominiums. However, such projects in the competitive area normally are built at densities ranging from about 13 to 25 units per acre. Townhouse projects with densities higher than 25 units per acre are exceedingly rare in the subject's competitive area. (We could find only one sale of a townhouse-style condominium project at 30 units per acre or higher in all of San Mateo County over the past seven years, and that property is located in a city with significantly lower open space requirements than apply in Menlo Park's R-MU-B zone.)

Moreover, most townhouses developed in the general competitive area in recent years have had fairly large unit sizes, typically averaging from about 1,600 square feet per unit to well over 2,000 square feet per unit (excluding garage space). However, under the base level scenario the average unit size for the subject property would be limited to just 1,318 square feet (excluding garage space).

At 30 units per acre, a development in the competitive market area would more commonly consist of three floors of stacked flat units that would be marketed either as rental apartments or for-sale condominiums. Either project type would typically be more expensive to construct per square foot of rentable area than a townhouse development and also would typically have lower achievable prices or rents per square foot, all else being equal. Furthermore, a development of stacked units would typically have significant portions of the floor area devoted to internal hallways and other common areas, while townhouse projects typically have no need for internal hallway/corridor space.

An important factor to keep in mind is that the required on-site parking ratio in the R-MU-B zone effectively is far higher for commercial space than for residential space. The required residential automobile parking ratio is 1 to 1.5 spaces per unit or one space per 1,000 square feet of gross floor area. However, required on-site parking ratios for most types of commercial uses are in the range of one space per 2.0 to 3.3 spaces per 1,000 square feet of gross floor area, or roughly two to three times as high as the parking needed for dwelling units. That factor would reduce the potential for the subject site to have less

expensive surface or carport parking, rather than structured parking, even at the base level zoning alternative.

We consider it unlikely that the subject site actually would be developed in accordance with the base level scenario guidelines required under the terms of this assignment. Nevertheless, we will analyze the property on that basis in accordance with the appraisal instructions. Based on the available market evidence, a development along the base level guidelines would be a financially feasible use of the subject property.

As part of our research, we have examined sales data for recently-developed townhouses, condominiums, apartment buildings, and mixed use buildings located in the primary and general competitive market areas for the subject property. Those development types all would at least theoretically be possible for the subject property under base level guidelines. As previously noted, however the average unit size for the subject site would be significantly limited relative to typical townhouse projects. Furthermore, it would be difficult or impossible to accommodate a townhouse-only project at the subject site at the maximum allowed density while still adhering to the remainder of the zoning code requirements and the base level zoning parameters that are applicable in this assignment, including the provision of non-residential space at a 15% floor area ratio.

In the four-year period immediately preceding the effective date of this appraisal report, the multiple listing service reported 52 sales of townhouses or condominium units that were (1) located in the primary competitive area of Menlo Park, Palo Alto, or Redwood City and (2) were five years old or newer at the time of sale. For those homes, the average reported unit size was 1,677 square feet. That figure excludes garage space. The figure also excludes any common area in the development, including any hallway/corridor space.

The average reported sale price was \$1,504,164 for the sales of homes meeting the noted criteria. Thus, the average sale price equaled about \$897 per square foot of unit area. We should note that the significant majority of the sales are located in Redwood City, which is the largest of the three cities forming the primary competitive market. Given prevailing pricing levels in the competitive market area, building for-sale townhouse-style condominiums or condominium flats would be a financially feasible use at the subject site.

Several recently developed, mid-sized to large apartment and mixed use buildings that are located in the primary competitive market area also sold within the past few years. The table below summarizes some relevant information about those sales.

Address	Sale Date	Sale Price	Units	Gross Area (SF)	Rentable Area (SF)	Price per Gross SF	Price per Rentable SF
103 Wilson Street, Redwood City	11/29/19	\$142,500,000	175	167,837 (est.)	140,087	\$849	\$1,017
1355 El Camino Real, Redwood City	9/19/19	\$108,000,000	137	137,621	115,405	\$785	\$936
777 Hamilton Ave., Menlo Park	8/30/19	\$148,000,000	195	209,135	177,043	\$708	\$836
825 Marshall St., Redwood City	9/13/16	\$153,000,000	196 plus com'l.	230,172	181,337	\$665	\$844
675 Bradford St., Redwood City	8/16/16	\$320,000,000	471 plus com'l.	482,831	393,631	\$663	\$813
299 Franklin St., Redwood City	6/6/16	\$212,650,000	304	285,849 (est.)	243,564	\$744	\$873

Of note, we are reporting the gross floor areas for the properties based on the Menlo Park definition, with parking area excluded. Rentable areas include space within apartments and any commercial units. We obtained both gross and rentable area totals from the building plans, where available. In a couple of cases we had to estimate the gross building areas from the drawings because in some instances the building plans had no stated data that correlated with Menlo Park's methodology for calculating gross floor area. (Of note, in some cases the developments are located in zoning districts where there are no stated limitations on density or floor area, and thus the building plans that are submitted sometimes do not directly provide gross floor area data under any definition.)

Given typical direct and indirect costs per square foot for multi-family and mixed use projects, the sale prices paid for the summarized projects indicate that development of

such projects has been financially feasible and capable of producing significant profits in recent years.

Of the summarized sale developments, by far the lowest density project is the one on Hamilton Avenue in Menlo Park, which was built at about 30 units per acre. The other projects all have very high intensity by the standards of the primary competitive area, with development densities of significantly more than 100 units per acre.

There is no correlation between the density differences and the prices achieved per gross square foot of floor area or rentable square foot of unit area. Consequently when considering a similar product type as a potential development alternative, it is logical that higher achievable development density will produce higher land values, all else being equal.

That is, since (1) the cost of production per square foot will not vary much with additional floor area, presuming similar construction characteristics and (2) the ability to construct the additional floor will result in a higher ultimate achievable price for the project, and if (3) the development is profitable to produce, then the incremental added gross floor area would increase the amount that a developer could pay for the land.

That effect may diminish with additional allowed area but it normally would not be extinguished as long as the higher intensity project has reasonably similar unit construction costs as a lower density alternative of the same product type and remains profitable to build.

Under base level zoning, the subject site could support a development with three to four stories above grade. Under the bonus level zoning, however, allowed building height increases to about five floors to at least eight floors. Of course, the allowed floor area ratio also rises at the bonus level. Thus, a developer could produce a larger project with a higher sale price and achieve a greater profit under the bonus level zoning, and in turn would be able to pay a higher price for the land.

If we were to look at it another way, the property at 825 Marshall Street has 196 residential units and one commercial unit and it sold in 2016 for \$153 million. The property sits on

1.16 acres of land. The price paid for the completed improvements and the land combined thus amounted to slightly less than \$132 million per acre of land utilized.

In comparison, the property at 777 Hamilton Avenue contains 6.52 acres of land but at 195 units has nearly the same unit count as 825 Marshall. The property at 777 Hamilton sold for \$148 million, including the completed improvements and the land. The property sold three years later than the property at 825 Marshall, after a period of generally rising prices in the interim. The sale price for the completed project in that case amounted to a bit less than \$23 million per acre utilized.

Bonus Level Scenario

For properties in the Residential Mixed Use zone, the instructions for estimating market value based on the bonus level allowed are largely the same as for the base level. In the bonus level valuation analysis, the appraiser must obtain the bonus level permitted from the City in terms of the allowed density, gross floor area, and required below market rate units. Nevertheless, the appraisal analysis should be based on the developer's proposed project parameters, which may of course differ from the permitted bonus level established by the City.

The value of the community amenity, if any, is then calculated by subtracting the market value conclusion at the base level zoning from the market value conclusion at the bonus level zoning and multiplying the result by 50%.

The instructions state that "The appraiser shall not consider the community amenities requirement established under Menlo Park Municipal Code Section 16.45.070 in determining the Market Value of the Subject Property at the Bonus Level of development." That instruction is contrary to what would be the normal methodology for appraising a potential development site but it is a requirement for this assignment.

The prospective developer of the subject property has proposed constructing a project that would have 158 apartments and slightly less than 15,000 square feet of commercial space. The development would contain a total of 169,727.6 square feet of gross floor area, according to the building plans that we reviewed, of which 91.16% would consist of residential space.

The proposed residential unit mix is unusual, with a high ratio of small studio apartments (113 units, or 71.5% of the total) but a high percentage of the rentable unit area (about 65%, according to the plans) devoted to extremely large, four-bedroom/four-bathroom apartments. Neither unit type is common for apartment properties in Menlo Park. Studio apartments have lost some favorability during the pandemic but that effect is not commonly expected to linger in the long-term. The proposed four-bedroom unit layouts appear designed potentially to appeal to groups of renters/roommates, with the floor plans having a central living room/dining area flanked on either side by a pair of bedroom suites, akin to some modern dormitory room configurations.

The commercial space would consist of two spaces at the front of the building at the first and third floors. The amount of commercial space would be atypically small by the standards of the subject's district, where Facebook dominates and most commercial buildings are designed with large blocks of office space suitable for large-scale tenants. The spaces would likely be too small to have appeal to life sciences tenants.

Both apartment and office demand have been disrupted by the SARS-CoV-2 pandemic. Nevertheless, the limited available apartment and office property sales data occurring since the pandemic outbreak have indicated that prices have remained at high levels in the competitive market area. Development site sales have been infrequent since March of 2020 but again the limited data indicate that prices have remained high by historical standards. Despite the economic disruption resulting from the novel coronavirus pandemic, based on the currently available market evidence the proposed development should be financially feasible.

Sales of Transferrable Development Rights

The fact that all of the many development proposals in the subject's zoning district call for construction using the bonus level zoning strongly indicates that there is a value associated with the bonuses allowed by the City of Menlo Park for building height, gross floor area, and density. Market data regarding development site sales and the implications for achievable value based on achievable development intensity will be discussed in the Sales Comparison Approach section of this report.

In addition to sales data, other market data can provide some insight into the land value potential of the ability to increase development intensity for a project in the local market. For example, sales of transferrable development rights can provide an indication of how developers value the potential to increase allowed floor area ratios.

Transferrable development rights (TDRs) typically involve one party forgoing the right to develop a property or properties to the maximum allowed intensity but transferring the additional allowed floor area to the owner(s) of another property or properties. The grantee(s) can then utilize the purchased right to construct additional floor area to increase the achievable development density on their properties to a level above what would normally be allowed.

TDRs are not commonly used in Silicon Valley but they have been used on occasion, perhaps most notably in Palo Alto. In addition, in 2018 the Los Altos School District (LASD), which includes schools serving all or parts of Los Altos, Los Altos Hills, and Mountain View, announced plans to sell an extremely large volume of TDRs (610,000 square feet). The funds from selling the TDRs were to be used to help fund the district's purchase of a property in Mountain View.

TDRs have value only if the purchasers believe that the right to construct a higher intensity development has an incremental value over the land value of a property based on its normally allowed development intensity under the planning code. The LASD was able quickly to sell all 610,000 square feet of its TDRs to developers.

Of particular note, in one case Google had contracted to buy 72,000 square feet of the available TDRs but later backed out of that agreement. The LASD then sold those TDRs to a developer who intends to construct a high density multi-family project at 400 Logue Avenue in Mountain View, which would include both for-sale condominiums and rental apartments. The current zoning for the 110,980-square foot site allows a floor area ratio of 100% to 350% of the lot size. The developer intends to increase the allowed FAR by use of the TDRs, which would increase the allowed floor area for the site by 65 percentage points (i.e., to a maximum of 415%, which is the ratio proposed by the prospective developer). The reported price paid for the TDRs was \$130 per square foot, which is consistent with the prices paid for other TDRs sold recently by the LASD.

Additional Notes

As previously discussed in this report, there are numerous new development proposals for properties situated in the subject's district, including some involving properties in the same zoning district as the subject. None of the proposed development sites in the subject's zoning district has recently sold and closed escrow in an arm's-length transaction. (A parcel at the nearby Menlo Portal planned development site had a reported transfer in July of 2018, but that appears not to have been an arm's-length sale.)

Several parcels are reported to be under contract for sale (including the subject parcel). Most of those parcels would be sold to the same developer. That prospective grantee declined to provide information related to the sale contracts and the prospective grantors or representatives thereof with whom we were able to speak all declined to comment. If that information had been available, the data may have affected the assignment results. Still, we should note that any such purchase agreements or options would *not* match the valuation scenarios analyzed in this report under the appraisal instructions. For this assignment, the valuation scenarios presume that the subject property is fully entitled but in fact no entitlements are in place. The prospective developer is taking on the expense, effort, and time associated with obtaining entitlements.

The Appraisal Process

There are three basic approaches to the valuation of real estate. These are the Income Capitalization Approach, the Sales Comparison Approach, and the Cost Approach. The terms of this assignment require that the value estimates be based solely on the Sales Comparison Approach. That is the most commonly used method used to value potential development sites in the local market.

The basis of the Income Approach is the concept of capitalization. Capitalization may be defined as (1) the conversion of expected future benefits into a capital sum and/or (2) the discounting of future incomes into present values. Both of these capitalization forms are used to estimate value based on actual or projected income streams.

Capitalization techniques usually fall into two main categories, namely (1) direct capitalization and (2) yield capitalization. Direct capitalization involves estimating property value by dividing a property's annual net operating income by a single overall capitalization rate. Yield capitalization has many forms, all of which estimate the value of a property based on the present worth of (1) projected income streams and (2) reversion, if any. Because money received in the future is worth less than money received immediately, the future cash benefits must be discounted to their present value by one of several appropriate capitalization methods.

In this appraisal, we are valuing the subject property based on its land value for two potential development scenarios. Extremely few residential, mixed use, or office development sites in the local market involve ground leased properties. The Income Capitalization Approach does not apply because (1) few or no prospective buyers would rely on capitalized potential net operating income in evaluating a property under the development scenarios considered in this appraisal and (2) the appraisal instructions do not allow use of that approach.

The Cost Approach is a method in which the value of a property is derived by estimating the reproduction or replacement cost of the improvements, deducting the estimated depreciation, adding entrepreneurial profit, and then adding the value of the land. The Cost Approach does not apply because (1) the appraisal scenarios are based on the subject property's value potential as a development site and (2) the appraisal instructions do not allow use of that approach.

Sales Comparison Approach

The Sales Comparison Approach is the process in which a market value estimate is derived by comparing the subject property to similar properties that have recently sold, are listed for sale, or are under contract. A major premise of the Sales Comparison Approach is that the market value of a property is directly related to the prices of comparable, competitive properties. The reliability of this approach depends upon (1) the availability of comparable data, (2) the verification of the sales data, (3) the degree of comparability, and (4) the absence of unusual conditions affecting the sale price.

The subject property contains 60,075 square feet of land area. The property is zoned primarily for multi-family residential development or mixed use development consisting in the large majority of multi-family residential gross floor area.

The appraisal assignment requires that we analyze the market value of the subject property first as an entitled site with approvals to construct a new project at the maximum allowed intensity under base level zoning parameters. On that basis, the property could support a new development with a density of 30 dwelling units per acre, 54,068 square feet of residential gross floor area, and 9,011 square feet of non-residential gross floor area, for a total gross floor area of 63,079 square feet.

The assignment also requires that we analyze the market value of the property as an entitled site with approvals to construct a new project in accordance with the submitted development proposal. On that basis, the property would be developed at a density of 114.6 dwelling units per acre and 169,727.6 square feet of gross floor area, of which 91.16% would be residential floor area and the remainder would be commercial space according to the building plans.

Multi-family residential sites normally are analyzed using at least one of three metrics, namely the price per square foot of land area, the price per square foot of allowed floor area, and/or the price per unit. Mixed use, office, or retail development sites usually are analyzed using one or both of the first two of those metrics. In cases where the proposed floor area is known, the price per square foot of proposed floor area often provides the best method for the analysis, as it immediately takes into account some important land use planning issues that can affect value. For this assignment, the appraisal instructions

require that the market value conclusions for the base and bonus scenarios be stated on a price per square foot of allowed or proposed gross floor area basis. We will analyze the sales on that basis.

As previously noted in this report, the appraisal instructions define gross floor area in the subject property's zoning district as "the sum of all horizontal areas of all habitable floors including basements and mechanical areas within the surrounding exterior walls of a building covered by a roof measured to the outside surfaces of exterior walls or portions thereof on the Subject Property, excluding parking structures." In this appraisal, in analyzing the market data we will consistently apply to the best of our ability the City of Menlo Park's definition of gross floor area as stated in the appraisal instructions, including the analyses of sales located outside of the City of Menlo Park.

All of the analyzed sales are proposed multi-family, mixed use, or commercial development sites located in the subject's primary and general competitive market areas. An effort was made to focus on sales that are reasonably similar in allowed development intensity relative to the base and bonus level scenarios for the subject property. Since the subject's gross floor area ratios for analysis purposes vary widely (105.0% to 282.53%), the sales also have widely varying intensities.

Due to a shortage of highly similar sales, some of the analyzed sales are fairly dated and nearly all of the sales are outside of Menlo Park. As previously discussed in this report, there are some reported pending sales of proposed development sites in the subject's district. However, the prospective buyer refused to provide information regarding those sales and the prospective grantors (or their representatives) with whom we were able to speak also would not provide any information regarding the contract prices. The sales analyzed in this report are not ideal by any means but they are the best available.

Of note, the appraisal instructions indicate that the same sales data must be used in evaluating both the base and bonus level values. In normal appraisal practice, it is unlikely that the exact same group of sales would be used in analyzing (1) a property with an achievable floor area ratio of 105% and a potential residential density of 30 units per acre and (2) a property with a floor area potential of 282.53% and a residential density of 114.6

units per acre. Still, the appraisal instructions require that the same sales be used in both scenarios and we will adhere to that requirement.

For proposed mixed use projects that have a significant amount of commercial space, such as the proposed subject development, the appraisal instructions indicate that an appraiser should value the residential and non-residential component parts separately. For the non-residential component, the appraiser must follow the methodology applicable for appraising properties located in the Office zoning district of Menlo Park in reaching a value of the amenity conclusion. As in valuing the residential component, in estimating the base and bonus land values for the non-residential component, the instructions state that the conclusions should be expressed based on the price per square foot of floor area basis.

At the base level, the subject would have 54,068 square feet of residential floor area (a 90% floor area ratio) and 9,011 square feet of non-residential floor area (a 15% FAR). The proposed development under bonus level zoning would have 154,729 square feet of residential floor area (257.63% FAR) and 14,899.6 square feet of non-residential floor area (24.97% FAR). We will include separate valuation analyses for the base level and bonus level residential and non-residential components.

Some of the analyzed sales are residential-only development proposals, some are mixed use projects (partly residential and partly commercial), and some are commercial-only developments. The various uses and intensities proposed for the analyzed sale properties will be considered in the analysis.

The tables on pages 115 through 120 summarize the sales data analyzed in the appraisals of the subject site. Sales #1 through #14 will be used in the valuation of the residential components for the subject property under base and bonus level scenarios. Those sales are ordered by proposed development intensity, with the first sale having the lowest proposed gross floor area ratio and the final sale having the highest proposed gross floor area ratio. Sales #15 through #19 will be used in the valuation of the subject's non-residential components under base and bonus level scenarios. Those sales also will be presented in increasing order of development intensity. In the tables, the abbreviations "GFA," "FAR," and "BMR" respectively stand for gross floor area, floor area ratio, and below market rate.

Following the tables are summaries of the process used in analyzing the sales for the base level and bonus level scenarios. After concluding the market values for the subject property under those scenarios in accordance with the terms of this assignment, we will provide a conclusion for the community amenities value using the methodology outlined in the appraisal instructions.

Summary of Sales Data for the Residential Component Analysis (Table 1 of 4)

Sale #:	Subject Property	1	2	3
Address:	165 Jefferson Dr.	1-3 Waters Park Dr.	551 Pilgrim Dr.	925 W. Wolfe Road
City:	Menlo Park	San Mateo	Foster City	Sunnyvale
Influences:	Traffic noise	Traffic noise	Traffic noise	Traffic noise
Closing Date:	N/A	11/3/2020	5/22/2019	9/30/2020
Grantee:	N/A	Pulte Home Co., LLC	SummerHill Pilgrim Triton, LLC	SummerHill 925 Wolfe Road, LLC
Grantor:	N/A	AG-Strada Waters Park Owner, L.P.	Pilgrim Triton Phase III FC, LP	Peppertree Square, LLC
Sale Price:	N/A	\$106,000,000	\$40,300,000	\$58,000,000
Lot Size (SF):	60,075	484,638	219,978	239,144
Lot Size (Acres):	1.379	11.126	5.050	5.490
Zoning:	R-MU-B	R-3	CM/PD	R-3
Land Use Designation:	Mixed Use Res.	Medium Density Multi-family	Service Com'l. with Housing	Medium Density Residential
Proposed Devel. Type:	Seven-story mixed use	Three- to four-story houses and townhouses	3-story TH-style condos plus workforce housing	3-story townhouses
Construction Type:	Mostly Type III	Type V	Mostly Type V	Type V
Proposed Res. Use:	158 rental units	190 for-sale units	70 for-sale units; 22 rental units	128 for-sale units
Proposed Non-Res. Use:	Separately analyzed	None	None	None
Proposed GFA (Sq. Ft.):	154,729 (residential)	331,486	150,546	170,023
GFA/Res. Unit:	1,074	1,745	1,636	1,328
Prop. Density (Units/Acre):	114.6	17.1	18.2	23.3
Proposed FAR:	257.56% (residential)	68.4%	68.4%	71.1%
Entitlement Status:	Presumed to be fully entitled	Entitled by grantor prior to sale	Entitled, partly through the grantee's efforts	Entitled at grantee's expense and effort
Required Infrastructure:	Minor; sidewalk	Internal streets	Internal streets	Internal street
BMR Requirement:	15% BMRs--low income	10% BMRs	22 units (24%)	12.5% BMRs
Sale Price per Sq. Ft. of Proposed Gross Fl. Area:	N/A	\$320	\$268	\$341

Summary of Sales Data for the Residential Component Analysis (Table 2 of 4)

Sale #:	4	5	6	7
Address:	601 El Camino Real	120 El Camino Real	150 Charter St.	5150 El Camino
City:	Redwood City	Redwood City	Redwood City	Los Altos
Influences:	Traffic noise	Traffic noise	Traffic and railroad noise	Traffic noise
Closing Date:	1/31/2018	11/3/2020	7/11/2018	4/16/2018
Grantee:	KB Home South Bay, Inc.	One20th, LLC	LMT Home Corporation	5150 ECR Group, LLC
Grantor:	601 El Camino Real, LLC	Wu, et al.	Hannig Trust	The Realty Associates Fund X, LP
Sale Price:	\$9,500,000	\$5,350,000	\$12,000,000	\$48,000,000
Lot Size (SF):	47,526	19,194	78,341	165,345
Lot Size (Acres):	1.091	0.441	1.798	3.796
Zoning:	MUC-ECR	MUN	MUC-ECR	CT
Land Use Designation:	Mixed Use-Corridor	Mixed Use-Neighborhood	Mixed Use-Corridor	Thoroughfare Commercial
Proposed Devel. Type:	3-story townhouses	3-story townhouses	4-story stacked condominiums	5-story stacked condominiums
Construction Type:	Type V	Type V	Type III	Type III
Proposed Res. Use:	33 for-sale units	12 for-sale units	72 for-sale units	196 for-sale units
Proposed Non-Res. Use:	None	None	None	None
Proposed GFA (Sq. Ft.):	48,382	22,463	107,349	267,382
GFA/Res. Unit:	1,466	1,872	1,491	1,364
Prop. Density (Units/Acre):	30.2	27.2	40.0	51.6
Proposed FAR:	101.8%	117.0%	137.0%	161.7%
Entitlement Status:	Entitled at grantee's expense and effort	Entitled by grantor prior to sale	Unentitled	Unentitled at time of sale; entitled by grantee, 10/19
Required Infrastructure:	Internal streets	Internal street	Street work	Minor
BMR Requirement:	Impact fees	In-lieu fee	15% moderate income	8% low income, 6% moderate income
Sale Price per Sq. Ft. of Proposed Gross Fl. Area:	\$196	\$238	\$112	\$180

Summary of Sales Data for the Residential Component Analysis (Table 3 of 4)

Sale #:	8	9	10	11
Address:	353 Main St.	2850 S. El Camino	99-157 E. Fifth Ave.	2755 El Camino Real
City:	Redwood City	San Mateo	San Mateo	Palo Alto
Influences:	Fairly quiet setting	Traffic noise	Downtown	Traffic noise
Closing Date:	4/1/19	1/17/2018	12/24/2019	10/31/2018
Grantee:	353 Main Street Apartments, LP	Tang and Fan, Inc.	TAN DFC, LLC	MWF One, LLC
Grantor:	Woodside Prof. Center, LLC	DJ Prolo Partnership, LP	Essex Portfolio, LP	Pollock FRB, LLC
Sale Price:	\$17,500,000	\$8,500,000	\$12,500,000	\$7,500,000
Lot Size (SF):	70,437	27,490	52,369	19,563
Lot Size (Acres):	1.617	0.631	1.202	0.449
Zoning:	IP-V	C3-1/R4	CBD/R	Public Facilities; Special Purpose combining zone added
Land Use Designation:	North Main St. Precise Plan	Regional/Community Com'l.	Downtown Retail Core	Major Inst./Special Facilities
Proposed Devel. Type:	7-story apt. project	4-story mixed use project	5-story apartment project	4-story apartment project
Construction Type:	Type III	Type III	Type III	Type III
Proposed Res. Use:	125 rental units	18 rental units	80 rental units, but with condo map	57 rental units targeted at workforce housing
Proposed Non-Res. Use:	None	7,500 SF retail; 1,340 SF office	None	None
Proposed GFA (Sq. Ft.):	124,870	48,766	103,973	39,220
GFA/Res. Unit:	999	2,709	1,300	688
Prop. Density (Units/Acre):	77.3	28.5	66.5	126.9
Proposed FAR:	177.3%	177.4%	198.5%	200.5%
Entitlement Status:	Entitled at grantee's expense and effort	Unentitled	Entitled by grantor prior to sale	Entitled at grantee's expense and effort
Required Infrastructure:	Minor	Minor	Major, including replacement of 139 parking spaces	Minor
BMR Requirement:	Entitled with 15% BMRs	20% low income	10% very low income	21% BMRs
Sale Price per Sq. Ft. of Proposed Gross Fl. Area:	\$140	\$174	\$120	\$191

Summary of Sales Data for the Residential Component Analysis (Table 4 of 4)

Sale #:	12	13	14
Address:	920 Bayswater Ave.	450 First St.	1409 El Camino Real
City:	Burlingame	Los Altos	Redwood City
Influences:	Traffic and railroad noise	Traffic noise	Traffic noise
Closing Date:	1/28/2020	11/19/2018	8/31/16, 9/30/16
Grantee:	Bayswater Myrtle Venture, LLC	DD 1st Street Group, LLC	GS Diller Subsidiary, LLC
Grantor:	920 Bayswater Venture, LLC	Los Altos Fields, LLC	Cushner Trust and four others; assemblage
Sale Price:	\$24,969,500	\$7,500,000	\$31,050,000
Lot Size (SF):	53,012	15,217	71,438
Lot Size (Acres):	1.217	0.349	1.640
Zoning:	R-3 (9% of site), Myrtle Road Mixed Use (91%)	CD/R3	P
Land Use Designation:	Downtown Spec. Plan; Myrtle Road MU Area	Downtown Commercial	Mixed Use-Downtown
Proposed Devel. Type:	4-story apartment project	4-story condo project	8-story apartment project
Construction Type:	Type III	Type III	Type I
Proposed Res. Use:	128 rental units	26 for-sale units	350 rental units
Proposed Non-Res. Use:	None	None	None
Proposed GFA:	130,160	39,932	344,526
GFA/Res. Unit:	1,017	1,536	984
Prop. Density (Units/Acre):	105.2	74.4	213.4
Proposed FAR:	245.5%	262.4%	482.3%
Entitlement Status:	Entitled by grantor prior to sale	Unentitled at time of sale; entitled by grantee, 3/20	Entitled at grantee's expense and effort
Required Infrastructure:	Minor	Minor	Minor
BMR Requirement:	10% moderate income	15% BMRs; 3 moderate income, 1 low income	10% low income
Sale Price per Sq. Ft. of Proposed Gross Fl. Area:	\$192	\$188	\$90

Summary of Sales Data for the Commercial Component Analysis (Table 1 of 2)

Sale #:	<i>Subject Property</i>	15	16	17
Address:	<i>165 Jefferson Dr.</i>	609 Price Ave.	1540 El Camino Real	1180-1190 Main St.
City:	<i>Menlo Park</i>	Redwood City	Menlo Park	Redwood City
Influences:	<i>Traffic noise</i>	Traffic noise	Traffic noise	Train noise
Closing Date:	<i>N/A</i>	Pending	2/13/2019	10/1/2018
Grantee:	<i>N/A</i>	Tishman Speyer	1540 ECR Owner, LLC	Premia 1180 Main Owner, LLC
Grantor:	<i>N/A</i>	Shak Properties, LLC	LDH MP, LLC	Lathrop PARC, LLC
Sale Price:	<i>N/A</i>	\$6,200,000	\$23,000,000	\$20,500,000
Lot Size (SF):	<i>60,075</i>	33,763	74,488	47,111 (net of creek, park)
Lot Size (Acres):	<i>1.379</i>	0.775	1.710	1.082
Zoning:	<i>R-MU-B</i>	CO	SP/ECR/D	MULW at the time of sale; since changed to MUT
Land Use Designation:	<i>Mixed Use Res.</i>	Commercial Office-Professional/Technology	El Camino Real Mixed Use/Residential	Mixed Use-Live/Work at time of sale
Proposed Devel. Type:	<i>Seven-story mixed use</i>	Office (plans not yet submitted)	2-story office and 3-story apartment	3-story office
Construction Type:	<i>Mostly Type III</i>	Likely Type II	Type II, Type III	Type II
Proposed Res. Use:	<i>Separately analyzed</i>	None	27 rental apartments	None
Proposed Non-Res. Use:	<i>Unidentified commercial space</i>	Office	40,759 sq. ft. of office space	Office
Proposed GFA (Sq. Ft.):	<i>14,998.6 (commercial)</i>	33,763 (allowed)	75,731	109,375
Prop. Density (Units/Acre):	<i>N/A</i>	N/A	15.3	N/A
Proposed FAR:	<i>24.97% (commercial)</i>	100.0%	101.7%	232.2%
Entitlement Status:	<i>Presumed to be fully entitled</i>	Unentitled	Entitled by grantor prior to sale	Entitled post-sale at grantee's expense and effort
Required Infrastructure:	<i>Minor; sidewalk</i>	Nominal	Minor	Public park and pathway
BMR Requirement:	<i>Fees</i>	Fees	7 units (18.5%)	Fees
Sale Price per Sq. Ft. of Proposed Gross Fl. Area:	<i>N/A</i>	\$184	\$304	\$187

Summary of Sales Data for the Commercial Component Analysis (Table 2 of 2)

Sale #:	18	19
Address:	1306 Main Street	250 California Drive
City:	Redwood City	Burlingame
Influences:	Railroad noise	Downtown; traffic and train noise
Closing Date:	Pending	5/12/2020
Grantee:	Greystar	DWF V 250 California Owner, LLC
Grantor:	City of Redwood City	20 Hobart, LLC
Sale Price:	\$8,000,000	\$7,250,000
Lot Size (SF):	12,500	11,515
Lot Size (Acres):	0.287	0.264
Zoning:	MUT	California Drive Auto Row
Land Use Designation:	Mixed Use-Transitional	Downtown Specific Plan (California Drive Mixed Use Area)
Proposed Devel. Type:	The property is a part of a 65,132-square foot block that would be developed with a three-story office building at a 255.5% FAR	4-story building with 720 sq. ft. of amenity space, 5,387 sq. ft. of retail space, and 27,738 sq. ft. of office space
Construction Type:	Type II	Type II
Proposed Res. Use:	None	None
Proposed Non-Res. Use:	Office	Historical society space and retail space (ground floor); office space (floors 2-4)
Proposed GFA (Sq. Ft.):	31,938 (prorata portion)	33,845
Prop. Density (Units/Acre):	N/A	N/A
Proposed FAR:	255.5%	293.9%
Entitlement Status:	Essentially entitled; see the text	Entitled by grantor prior to sale
Required Infrastructure:	Nominal at this site	Nominal
BMR Requirement:	Fees	Fees
Sale Price per Sq. Ft. of Proposed Gross Fl. Area:	\$250	\$214

Analysis of the Sales Data--Base Zoning Scenario for the Residential Component

Initially, the sales will be analyzed versus the base level development scenario for the subject property, with sales #1 through #14 analyzed for the residential component. As previously discussed, on that basis the subject site could be developed at a 90% residential floor area ratio, with a density of 30 units per acre. A subsequent analysis will focus on the value of the subject property's residential component under the bonus level development scenario. A different set of sales will be used to analyze the land value contributions of the non-residential components under base and bonus level scenarios.

Adjustments will be made to the sales to compensate for perceived differences between the base level scenario subject property and the sale properties. Every effort has been exercised to obtain current and proximate market data to ensure that the submitted sale comparisons are as similar as possible to the subject property in physical and economic attributes.

Each transaction is evaluated and adjusted (if appropriate) to reflect the differences between the subject and the sales. Adjustment categories include both economic and physical factors. Such factors include but are not necessarily limited to (1) any unusual conditions of sale that impact price; (2) financing and/or concessions that impact achievable sale proceeds; (3) property rights, including the effect of any leases encumbering the property at the time of sale; (4) market conditions; (5) entitlements and/or other approvals; (6) location; (7) lot shape, efficiency, topographic, and other functional utility factors; (8) scale and marketability factors; (9) the effect of land use and other regulatory guidelines and requirements; (10) the effect of any inclusionary zoning policies or similar requirements related to the provision of affordable housing; (11) the type of development considered to be supportable under the analyzed scenario; (12) availability of utilities; (13) the effects of any unusual needed site preparation and/or any required infrastructure and/or street work; (14) the effect of any known hazardous materials affecting the property; and (15) the effect of any existing improvements on the property, including any contributory value from improvements and the effect of any required demolition/clearing. Any of those variables can potentially have significant effects on the value of a development site.

Economic Factors

The proper order of adjustments begins with economic factors. After adjusting for economic factors to derive a new baseline level, additional adjustments are then made as needed for physical and code-related factors.

Conditions of Sale

The residential component analysis includes 14 sales. The affordable housing component of sale #2 has some atypical conditions, but those will be analyzed subsequently. In the case of sale #8, at the time of the sale contract the development proposal was for a 125-unit apartment project with 15% affordable units. Subsequently, the buyer changed the proposal, obtained subsidies for building affordable housing, and is constructing the project with 100% affordable units. At the time of the purchase agreement, however, the plan was to develop the site mainly with market rate units. The site of sale #11 is a former park-and-ride lot that had a Public Facilities zoning in place. A previous owner had spent a considerable period of time unsuccessfully trying to change the zoning and obtain approvals to build an office project of fairly high intensity. After those efforts failed, the property sold to another party who was able to obtain entitlements, while the sale was in escrow, for a high density multi-family/workforce housing project. One of the sales (#14) involved a multi-lot assemblage acquired from five different sellers, but that factor per se did not appear to have a significant effect on price.

All of the sales represented arms'-length transactions. Considering all factors, there is no evident need for any adjustments for conditions of sale.

Financing/Concessions

No special financing affected the sales. In the significant majority of cases, the buyers paid cash. The seller(s) received cash in each case. No concessions were reported. No adjustments are needed.

Property Rights Conveyed

We do not know whether any leases encumber the subject property. For purposes of this assignment, we have presumed that no leases encumber the property. Consequently, for

both appraisal scenarios we are valuing a fee simple interest in the subject property. Some of the sales had minor lease encumbrances in place when the sale occurred. In cases where the property is unentitled at the time of sale or otherwise not yet ready for development, that factor can provide some advantage due to the ability to generate rental income until a new project is ready to proceed. Any such potential rental income will be considered subsequently in this analysis. No adjustments will be made for property rights.

Market Conditions

Market conditions were discussed in detail on pages 37-71 of this report. As noted in that section, apartment property rents and prices steeply increased during the recovery phase of the 2010-2020 economic cycle. However, most of that gain was concentrated in the period between 2011 and mid-2016. Subsequently, apartment property prices showed flattening trends from around late-2016 through mid-2017. More recently, apartment property prices again significantly increased in the second half of 2017 and through 2018. Local market apartment property prices showed a flat to perhaps mildly rising trend in 2019 and into early-2020.

Much of the U.S. economy was essentially shut down in the spring of 2020. Some restrictions have since been loosened, and economic activity was vastly improved in Q3-2020. Still, subsequent to the pandemic outbreak investment property sales activity has been slow and it is difficult to determine price direction with a high degree of reliability. As previously discussed in this report, the apartment property price indices produced by Real Capital Analytics and Green Street Advisors showed opposite conclusions for apartment price trends in April of 2020, with the former indicating a rise in prices and the latter showing a steep decline. Green Street's subsequent reports have showed stabilizing apartment property prices after the decline during the spring while Real Capital Analytics showed slight increases in apartment property prices in recent months.

During the current recession, the Bay Area apartment market has experienced more disruption than many areas of the U.S., with a large increase in apartment vacancies and significant effective rental rate declines. Those adverse changes have been greater in newer, higher-priced apartment product in the Bay Area than in older, lower-priced product.

The few post-pandemic sales that have occurred in the local market provide some conflicting evidence, with some showing little or no apparent change in achievable prices and others appearing to show a decline. Overall, based on the preponderance of the available evidence it is considered likely that achievable apartment property prices have declined since March of 2020 in the regional market.

The county and local townhouse/condominium sales markets generally showed steeply rising price trends from mid-2011 through 2016 or early-2017. Since that time, trends have been more volatile. The average price per square foot in the county peaked in Q1-2018 and subsequently showed mildly declining trends through 2019. So far in 2020, the average price per square foot in the county has been roughly level with the average from 2019. Sales activity has been low by historical standards. In Menlo Park, the average price per square foot peaked in Q1-2019 and then trended significantly downward through the remainder of that year. So far in 2020 the average price per square foot for condos and townhouses in Menlo Park has been slightly below the average from 2019. Sales volume was very low early in the year. Since the start of Q3-2020, the number of sales has increased but the average price per square foot has declined.

Sales #1 through #14 occurred over a wide time frame, with closing dates between August of 2016 and November of 2020. It must be noted that land sales often have very long escrow periods, particularly in cases where a prospective buyer is seeking entitlements while the property is under contract for sale. It is not at all uncommon for a development site sale to have been in escrow for well over a year prior to the eventual closing and recordation of the sale. For example, sale #4 in this report closed in 2018 but the parties actually executed the contract in the summer of 2016. Other sales with very long escrow periods include #8 and #11.

On the other hand, a property that has already been entitled by the grantor prior to the sale often will have a fairly short escrow period. Most of the analyzed sales, however, had not been entitled by the grantors prior to the sale. For multi-family residential and mixed use development projects, usually the party obtaining the entitlements proceeds to construct the approved project rather than selling the entitled site. Therefore, sales of properties that transfer after the entitlements have been obtained are less common than sales that entered into contract prior to obtaining entitlements.

The contracts for the analyzed sales were executed in the range of early-2016 to the spring of 2020. Three of the sales (#1, #3, and #5) closed after the novel coronavirus pandemic outbreak. However, in the case of sale #3 the parties had entered into the contract prior to the pandemic.

In the analysis, we must consider that apartment, townhouse/condo, and commercial property rents and prices were generally rising through 2017 and 2018. Rent and price changes were more subdued in 2019 and into early-2020, with fairly static trends for apartments and commercial properties and declining trends in the townhouse/condo market. As previously noted, at least at present the weight of the available evidence since March of 2020 would tend to indicate that apartment and commercial property prices have very recently declined, thus likely giving back some or all of the gains from 2017 and 2018. Local market townhouse and condominium prices have in recent months been flat to slightly declining.

At least minor negative adjustments will be made to most of the sales to account for changing market conditions. For sales that entered into contract relatively early, however, prior positive market changes are considered to offset the likely recent negative trend, and no adjustments or positive adjustments will apply in those cases. For sales #1 and #5, which are post-pandemic transactions, no adjustments apply for market conditions.

Entitlements/Approvals

All else being equal, an entitled development site will sell for a significant premium over an unentitled site, as long as the buyer actually wants to construct the approved project. The premium tends to vary with the size of the project, the perceived difficulty of the entitlement process, the anticipated time needed to obtain approvals, and the type of project. Entitlements can add from 10% to 50% over the value of an unentitled site. For multi-family residential and mixed use projects that we have surveyed, more commonly the value of full entitlements ranges from about 15% to 20% versus the value of an unentitled property.

It must be noted that for many development sites the parties execute a sale contract while a property is unentitled, with the sale conditional at least in part on the buyer obtaining entitlements for a project. Sometimes but certainly not always, the contract will allow for

an adjustment in the contract price depending on the intensity of development that is approved, with higher prices applicable with increasing approved intensity and vice versa.

In any case, at least planning approvals often are in place by the time that such sales actually close escrow. However, the cost and effort associated with obtaining the entitlements was borne by the buyer. Making the sale conditional on obtaining approvals of course reduces the buyer's risk and thus can affect the price the buyer is willing to pay. However, sales where the *buyers* at their own expense and effort carry the property through the entitlement process while the sale is in escrow obviously are not equivalent to a property that sells after the *sellers* have already completed the entitlement process at their expense. The scenario for the subject is equivalent to the latter case, with the property presumed to already have full entitlements in place as of the effective date of the appraisal.

In point of fact, the subject property has no development entitlements in place. However, it is a presumption of this appraisal that the property is fully entitled both for the base level development scenario and for the project actually proposed for the subject site.

Most of the analyzed sales had entitlements in place by the time that the sale closed escrow. However, only in the cases of sales #1, #5, #10, and #12 had the sellers carried the properties entirely through the entitlement process at their own expense. No adjustments apply for those sales.

In the case of sale #2, the approval expense and effort was partly borne by both the seller and buyer. A minor upward adjustment is warranted in that case.

For sales #3, #4, #8, and #11, the grantees carried the property through the approval process at their own expense and effort while the sale was in escrow. Upward adjustments are warranted in those cases.

The other sales (#6, #7, #9, #13, and #14) did not have any entitlements or approvals in place at the time of sale and in some cases still do not have approvals. Larger upward adjustment ratios apply for those transactions.

Physical and Code/Regulatory Factors*Location*

The subject property lies within a well-established district within the city limits of Menlo Park. The district is primarily developed with commercial and industrial uses but some large multi-family residential projects have been recently constructed and several large multi-family or mixed use projects are currently proposed.

Facebook's presence in the Bayfront Area of course provides a major demand driver for all types of real estate. Any project developed at the subject site would be within easy walking distance of numerous Facebook campus buildings, either at the West Campus or the East Campus.

On the other hand, the subject site lies near Highway 101 and Bayfront Expressway, which exposes the site to significant traffic noise. Furthermore, the property is in the Ravenswood Elementary School District, which has a significantly lesser reputation than the Menlo Park City School District, for example. That factor would not likely have a large effect on a rental project developed at the subject site but it would carry much more importance at a for-sale project.

Sale #1 sits adjacent to Highway 101, next to Borel Creek, a half-block off of moderately busy Norfolk Street in San Mateo, in the Lakeshore neighborhood. As with the subject, the sale property is affected by significant traffic noise and it sits within a public school attendance area with a low CSR ranking (a ranking of 2 out of 10 in the case of sale #1). No adjustment will be applied for location.

Sale #2 is located in the Pilgrim-Triton master plan area of Foster City, with frontage on Triton Drive, Pilgrim Drive, and Hillsdale Boulevard, one block from State Highway 92. The property is affected by some traffic noise, albeit significantly less than that of the subject site. In the case of for-sale housing, sale #2's setting in a school district with a far superior reputation would be a significant advantage over the subject. Considering all factors, a negative adjustment is warranted for location.

Sale #3 sits within a primarily multi-family residential area of Sunnyvale, fronting on heavily-trafficked South Wolfe Road. In general, Menlo Park has higher rents and prices

than Sunnyvale. On the other hand, most of Menlo Park lies in the Menlo Park City School District or the Las Lomas School District, both of which have far superior reputations relative to the Ravenswood School District in which the subject property sits. Sale #3 sits within the Santa Clara School District, in the Braly Elementary and Peterson Middle School attendance areas. Those schools have higher CSR scores (7 and 9, respectively) relative to Belle Haven Elementary School (1), which is the public K-5 school for the subject's location. (The middle school in the subject's district opened in 2017 and does not have a CSR ranking.) The development proposal for the subject property consists solely of rental product, which would offset the school district factor to a large degree. Considering all factors, no adjustment will be applied for location.

Sales #4 and #5 both front on El Camino Real in Redwood City. Both properties are affected by substantial traffic noise from the fronting street. All else being equal, rents tend to be at least slightly higher in the subject's district than in the immediate areas around the sites of sale #4 and #5. Positive adjustments will be made for location.

Sale #6 sits at the border of the Stambaugh-Heller and North Fair Oaks districts, within the city limits of Redwood City. The property abuts a shopping center anchored by Marshalls and Target. The site backs to the Caltrain railroad spur and is affected by some traffic noise from nearby Woodside Road and El Camino Real. Rents and prices in the immediate area are among the lowest in Redwood City. The subject's location is considered to be far superior. A positive adjustment will be made for that factor.

Sale #7 fronts on El Camino Real in Los Altos. The property is affected by significant traffic noise. The site benefits from a superior school district relative to the subject but for a rental project the effect of that factor would be largely muted. The development proposal for the subject property consists solely of rental product. Considering all factors, only a minor negative adjustment will be made for location.

Sale #8 is located on a lightly-trafficked block of Main Street, in the Price Tract of Redwood City, just outside of the downtown core. For a multi-family residential or mixed use project, the location is rated slightly inferior to that of the subject. A positive adjustment will be applied.

Sale #9 sits on El Camino Real between Twenty-eighth and Twenty-ninth avenues in San Mateo, very close to Hillsdale Shopping Center. For an apartment project or mixed use development, the location is reasonably similar to that of the subject but as a for-sale housing location sale #9 could be considered superior. Considering all factors, no adjustment will be applied.

Sale #10 sits within the downtown core of San Mateo, comprising a long and shallow parcel at the corner of Fifth Avenue and San Mateo Drive. The property is affected by some traffic noise but obviously is very convenient to shopping and restaurants. Furthermore, the property overlooks San Mateo Central Park, a 16.5-acre public park. The location of sale #10 is considered to be superior to that of the subject. A downward adjustment will be made for that factor.

Sale #11 lies at the very heavily trafficked intersection of El Camino Real and Page Mill Road in Palo Alto. While the site is affected by major traffic noise, it benefits from being across the street from the boundary of Stanford Research Park and within a very short distance of Stanford University. The location of sale #11 is rated superior to that of the subject, which results in a negative adjustment.

Sale #12 includes seven contiguous parcels, which together have a corner setting on Bayswater Avenue and Myrtle Road, virtually adjacent to the Caltrain railroad spur, within downtown Burlingame. The property is on the opposite side of California Drive and the railroad tracks from the commercial core section of the downtown district, but it is a part of downtown under city planning guidelines. The site is affected by significant road and train noise but it is very convenient to shopping and services. The property lies in an area where public schools are more highly regarded than those of the subject's district; for a rental project the effect of that difference would be minimized. Considering all factors, for an apartment or mixed use project the location is considered to be reasonably comparable to that of the subject. No adjustment for location will be applied.

Sale #13 includes two adjacent parcels in downtown Los Altos. Both parcels front on First Street and back to heavily-trafficked Foothill Expressway. The downtown setting provides an advantage in terms of access to shopping and services. Furthermore, the property is in a school district with a far superior reputation relative to the elementary/middle school districts for the subject site. A downward adjustment is warranted for location.

Sale #14 sits at the confluence of El Camino Real, Diller Street, and Franklin Street in downtown Redwood City. The property is affected by road noise as well as noise from the nearby Caltrain railroad spur. On the other hand, the property sits very near several other recently-developed apartment projects, all of which achieved good market acceptance, and is very near shopping, services, and major employers. The location is rated very slightly inferior to that of the subject, resulting in a minor positive adjustment.

Lot Shape/Topography/Easements/Functional Utility Factors

The subject property contains 60,075 square feet of land area. The property has mildly sloping topography. The site has an interior setting with frontage on Jefferson Drive. The lot shape is reasonably efficient. The property is traversed by some minor easements, which have no apparent significant effect on the functional utility of the site. We have not been provided with and have not reviewed any reports that would have information regarding soils or geotechnical issues that may impact the subject property. However, the subject site is located in an area where many properties lie on Bay Mud soils, which can result in increased construction costs.

All of the analyzed sales are nearly level to mildly sloping parcels. A few have less efficient lot shapes than the subject property. On the other hand, most are situated in areas where soil conditions are generally considered to be superior. In consideration of all factors, slight downward adjustments will be applied for most of the sales but very minor upward adjustments apply for a few of the sales.

Scale and Marketability

All else being equal of course the acquisition cost for a larger site would be greater than for a smaller site. That factor can tend to reduce effective demand as the size of the property increases, which in turn can have a negative effect on price per square foot as the size of the sale property increases. However, that dynamic certainly does not hold in all cases. For apartment properties, most developers are seeking to build projects with 100 or more units. Projects of that size have stronger appeal to institutional buyers than do relatively small apartment developments. Thus, for that market segment a relatively large site can have significantly wider appeal than a small site. On the other hand, a relatively low

percentage of for-sale housing product developers are looking to build projects of 100 units or more, particularly if the product would be stacked condominium units.

The subject property contains 60,075 square feet of land. The property is zoned for a development density of 20 to 100 units per acre and floor area ratios of 60% to 250%. The scenarios analyzed in this report involve total gross floor area ratios of 105% and 282.53%. When considering only the residential components, the floor area ratios would be 90% at a density of 30 units per acre (base scenario) or 257.56% at a density of 114.6 units per acre (bonus scenario). At those densities, the residential unit count would be either 41 or 158.

The sales vary extremely widely in lot size and proposed gross floor area, in part due to the need to analyze the sales for the widely different base and bonus level development scenarios. The range in lot size is from 15,217 to 484,638 square feet. The proposed gross floor areas range from 22,463 to 344,526 square feet. The proposed number of residential units range from 12 to 350. For sales that are much larger than the subject's base level scenario in terms of proposed gross floor area, positive adjustments will be applied for scale/marketability factors. Some of the sales have lesser proposed gross floor area but it is considered unlikely that the differences per se would significantly impact marketability. Therefore, no adjustments apply in those cases.

Land Use/Planning/Regulatory Factors other than Affordable Units

Of the 14 sales being analyzed for the residential component valuation, 13 are intended to be solely residential development sites. The proposal for the other property (sale #9) would be composed in the large majority of residential space (81.9% of the proposed gross floor area), with the remainder consisting of retail space (15.4%) and a very minor office component (2.7%). Given the location of that property, the proposed unit mix likely would have reasonably similar land value relative to a residential-only project of similar scale.

Allowed development intensity tends to have a major impact on achievable price per square foot of land area. Naturally, higher allowed intensity will tend to influence achievable price per square foot of land area upward, ceteris paribus, assuming that a buyer actually intended to utilize the higher allowed floor area ratio and that market demand is sufficient to support such a project. In addition, the types of development allowed can significantly impact land values.

The subject property is zoned R-MU-B by the City of Menlo Park. In this part of the analysis, we are analyzing the property under base level zoning parameters, with a 105% floor area ratio that would be comprised in the large majority of residential space (90%) and in the remainder by non-residential space (15%), for which the most productive and statutorily permitted use would likely be office space. The residential and non-residential components will be analyzed separately.

To a large degree, differences in planning code regulations are already accounted for by analyzing the sales based on their prices per square foot of approved or proposed gross floor area. In general, for multi-family residential projects or mixed use projects that (a) have very minor non-residential components and (b) are of similar construction type, the achievable sale prices per square foot of allowed or planned gross floor area will tend to decline only very slowly with increasing development intensity.

There can be large differences in achievable price per square foot of gross floor area resulting from different product types and/or different construction. For example, many low-rise multi-family projects in the local market consist of townhouse projects of Type V construction.

Conversely, stacked units of three to five floors above grade or above podium level parking usually are Type III construction. That type of construction tends to cost significantly more per gross square foot of floor area than Type V construction. Moreover, many Type III projects have structured parking, which is more far more expensive to build than surface parking or carports, which are sometimes used at relatively low density projects.

Any project taller than five stories above grade or taller than five stories above podium level normally would need to be Type I (non-combustible) construction, which is more expensive per square foot of gross floor area to erect than Type III, and far more expensive than Type V. Again, Type I projects usually would have structured parking, which is more expensive than surface or carport parking.

The effect on value of product and construction type factors will be considered subsequently. In this part of the analysis, we will focus on differences in planned use intensity. In this part of the analysis the subject is presumed to have approvals for development at a 105% floor area ratio, of which 90% would be residential space.

It should also be noted that the base level scenario would require a mixed use project with a 15% floor area ratio devoted to a non-residential component. There are fewer developers who would be interested in building a mixed use project with a 90% residential floor area ratio and a 15% commercial floor area ratio than would be interested in developing single-use product.

It is possible that a development at the base level allowed intensity for the subject could have some surface or carport parking in addition to structured parking. That would be an advantage over most of the sales. However, the required parking ratio for commercial space is significantly higher than that of residential, which would decrease the amount of on-site parking (if any) that could be non-structured.

The sales range in planned gross floor area ratios from 68.4% to 482.3%, which obviously is a broad variation. Excluding the extremes, the range would be 71.1% to 262.4%. As previously noted, the appraisal instructions require that the same sales be used in the analyses of the subject property both at the base and bonus level floor area ratios, which for the subject range from 105.0% to 282.53%. The ratios would be 90% to 257.56% if considering only the residential components for the base and bonus scenarios, but for either scenario we cannot ignore the fact that the project would have additional non-residential floor area, which of course would require its own on-site parking and thus affect development options.

Within the floor area ratio range of most of the analyzed sales, there is a minor tendency for achievable price per square foot of floor area to decline with increasing ratios. As such, for sales #1 through #3, which have lower proposed floor area ratios than the base level residential scenario for the subject, negative adjustments are needed. The other sales have at least slightly higher floor area ratios than the subject's residential component for the base level scenario. Upward adjustments will be applied for those sales to account for the general tendency of prices per planned square foot of gross floor area to decline as the floor area ratio increases for residential projects. (That tendency does not necessarily hold for office developments, as will be discussed later in this report.)

Inclusionary Zoning/Affordable/Below Market Rate Units

We previously described in detail Menlo Park's inclusionary zoning policies. For residential or mixed use rental projects with 20 or more dwelling units, the City requires that 15% of the residential units be set aside for low-income households, or an equivalent alternative. At for-sale townhouse projects, the City of Menlo Park typically would allow for the affordable units to be set aside for moderate income households. There is no development proposal at the base level scenario for the subject property but the aforementioned requirements would apply. It might be possible for a developer to pay an in-lieu fee rather than providing the BMR units on-site. However, for any projects in the R-MU-B zone that are based on bonus level allowed density/intensity, the code requires that the units be provided on-site.

It should also be noted that Menlo Park's inclusionary zoning policy is atypical in that it further limits rents for affordable units to 75% of the market level. Therefore, even in the few cases where the allowed affordable rents might be at or near the normal market level, the City's policy would limit achievable rents in a manner that most cities do not.

The analyzed sales have varying requirements related to affordable units. Those differences of course would tend to impact achievable sale prices.

In the case of sale #2, the approved project includes a relatively large affordable component, comprising 22 of the 92 units in the project (24%). The affordable homes will be much smaller, "workforce housing" units relative to the remainder of the project. The remainder of the project would consist of townhouses, the majority of which would be four-bedroom homes ranging in size from 1,945 to 2,089 square feet. The ability to reduce the unit sizes at the affordable component partly offsets the need to provide a relatively high ratio of affordable units. However, the applicant also had to agree to give the City of Foster City the option to purchase the workforce housing portion of the development upon completion, at a price that would likely be below replacement cost. Considering all factors, the affordable housing requirement for sale #2 is considered to be a significant disadvantage versus the subject, which necessitates a positive adjustment.

For the remaining sales, some had BMR program requirements that we consider to be more favorable to a developer than the subject's requirements. Those differences are due

to lower required BMR ratios, lower anticipated fees/costs, and/or higher targeted income levels for program beneficiaries. Negative adjustments apply in those cases. Conversely, some of the sales have requirements that we consider to be less favorable to a developer and therefore positive adjustments are needed in those cases.

Development/Construction Type

There is no development proposal for the subject site at anything remotely like the base level scenario. At 30 units per acre for residential density, an effective density of closer to 35 units per acre when accounting for the necessary 15% non-residential component, considering the 25% open space requirement under the planning code, and considering on-site parking requirements, it is highly unlikely that the subject property could support a typical townhouse-style project. It is considered to be more likely that a base scenario development would be a three- to four-story project of Type III construction. It is possible that separate residential and non-residential buildings could be constructed. If that were to occur, the non-residential building might be of Type II construction, which usually would be more expensive than Type III but significantly less expensive than Type I. A separate commercial building would likely have better marketability than commercial space situated within a primarily residential building.

The analysis does include some projects intended partly or solely for two- to four-story, Type V townhouse or detached housing construction (sales #1 through #5). Those are all considered to have comparative advantages versus the subject as it is likely that the construction costs per square foot would be significantly higher for a new project at the subject site using the base zoning level guidelines applicable in this assignment. Accordingly, negative adjustments are needed for those sales.

Sales #6 through #13, on the other hand, all are slated for the development of projects that would have four to five levels either above grade or above podiums. (Sale #8 is considered to be a seven-story project according to the planning documents, but like the proposed subject development the sale property would have five floors over two levels of parking.) Sales #6 through #13 all would be primarily of wood frame, Type III construction. No adjustments will be applied for those sales.

In contrast, the site of sale #14 is being developed with an eight-story project that is of more expensive Type I construction. Abundant market data indicate that in the competitive area Type I multi-family construction is more expensive to produce than Type III construction but the ultimate achievable sale price per gross or rentable square foot does not increase commensurately (or at all). As such, at its proposed development intensity sale #14 has a comparative disadvantage versus the subject. A large upward adjustment will be applied for that factor.

Availability of Utilities

To the best of our knowledge, all necessary utilities are available to the subject site and we are not aware of any moratoria or other factors that would preclude obtaining the necessary utility services for a new development at the property. The same is true for all of the analyzed sales. No adjustments apply.

Required Site Preparation/Infrastructure/Street Work

The subject property lies within a special flood hazard area according to FEMA. As such, it is considered to be likely that construction of a new development at the subject property would require raising the elevation of the site by the addition of fill materials. That factor would result in a minor added development expense versus a property not situated in a special flood hazard zone.

Section 16.45.130 of the Menlo Park Municipal Code requires that the first floor elevation of all new buildings in the subject's zoning district be above the base flood elevation. According to a July 21, 2020 letter written by BKF to the City of Menlo Park, the project site has a base flood elevation level of 11 feet. The letter indicates that the proposed building would be elevated to minimum finished floor elevations of 11 feet at the garage and 12 feet at habitable spaces.

The site of sale #8 also is in a special flood hazard zone and similar requirements apply. The other sales are not located in identified special flood hazard zones and thus the subject has a comparative disadvantage versus those properties.

The subject's side of Jefferson Drive lacks sidewalks. Section 16.45.110 of the municipal code states that new construction of 10,000 or more gross square feet must provide street

improvements on public street edges of the property to comply with Menlo Park street construction requirements for the adjacent street type. It is considered likely that any development on the subject property would need to provide for a sidewalk along that section of the street.

Many of the sales have little or no required street work of which we are aware, resulting in minor advantages over the subject. On the other hand, some of the sites require new internal streets and/or other infrastructure work.

Negative adjustments are warranted versus most of the sales when considering all site preparation/infrastructure factors. The exception is sale #10. That property is developed with a public parking lot and structure. The project approvals require the developer to build 139 public garage parking spaces in addition to the normally required parking for the project. That factor of course results in a major expense burden for the developer. A very large upward adjustment is needed to compensate for that factor, based on the anticipated cost of producing the required public parking spaces.

Known Hazardous Materials

We have not been provided with any hazardous materials reports for the subject property. We are not aware of any significant hazardous materials that would require remediation. The sales were similar in that regard. No adjustments will be applied.

Effect of Existing Improvements

The subject property currently is improved with a concrete tilt-up building designed as industrial space. The City reported that the building contains 24,311 square feet. The building and land would be capable of producing significant rent but in this analysis we are presuming that the subject property is fully entitled for a new development. On that basis, new construction could begin almost immediately, which would necessitate demolishing and clearing the existing improvements.

Most of the sales had entitlements by the time that escrow closed. As such, their existing improvements also would have needed to be demolished and cleared to make way for new development. The unentitled properties all have or had significant existing

improvements capable of producing substantial interim rent that could offset some of the entitlement costs. Negative adjustments are warranted for the unentitled properties.

Adjustment Grids--Base Level Development Scenario for the Residential Component

The sales all exhibit some significant differences relative to the appraised property. Adjustments will be made to account for the estimated effects of the differences. The tables on the next four pages summarize the adjustment process versus the subject property for the base level residential component development scenario. A subsequent analysis will address the adjustment process for the subject under the bonus level residential development scenario.

Residential Component Baseline Scenario Adjustment Grid (First of Four)

	Sale #1	Sale #2	Sale #3	Sale #4
Address:	1-3 Waters Park	551 Pilgrim	925 S. Wolfe	601 El Camino
FAR by Menlo Park Definition:	68.4%	68.4%	71.1%	101.8%
Price per Sq. Ft. of GFA:	\$320	\$268	\$341	\$196
<i>Economic Adjustments</i>				
Conditions of Sale:	\$0	\$0	\$0	\$0
Adjusted Base:	\$320	\$268	\$341	\$196
Financing/Concessions:	\$0	\$0	\$0	\$0
Adjusted Base:	\$320	\$268	\$341	\$196
Prop. Rights/Lease Status:	\$0	\$0	\$0	\$0
Adjusted Base:	\$320	\$268	\$341	\$196
Market Conditions:	\$0	(\$19)	(\$14)	\$10
Adjusted Base:	\$320	\$249	\$327	\$206
Entitlements/Approvals:	\$0	\$10	\$26	\$17
Adjusted Base:	\$320	\$259	\$353	\$223
<i>Physical/Code Adjustments</i>				
Location:	\$0	(\$31)	\$0	\$56
Shape/Topog./Funct. Utility:	\$0	\$8	(\$18)	(\$11)
Scale/Marketability:	\$32	\$13	\$18	\$0
Land Use/Regulatory Issues:	(\$16)	(\$13)	(\$14)	\$7
BMRs/Affordable Housing:	(\$22)	\$52	(\$18)	(\$17)
Development/Const. Type:	(\$64)	(\$45)	(\$71)	(\$45)
Utility Availability:	\$0	\$0	\$0	\$0
Required Infrastr./Site Prep.:	\$0	(\$2)	(\$4)	(\$2)
Known Hazardous Mat.:	\$0	\$0	\$0	\$0
Improvements:	\$0	\$0	\$0	\$0
Adjusted Value per SF GFA:	\$250	\$241	\$246	\$211

Residential Component Baseline Scenario Adjustment Grid (Second of Four)

	Sale #5	Sale #6	Sale #7	Sale #8
Address:	120 El Camino	150 Charter	5150 El Camino	353 Main
FAR by Menlo Park Definition:	117.0%	137.0%	161.7%	177.3%
Price per Sq. Ft. of GFA:	\$238	\$112	\$180	\$140
<i>Economic Adjustments</i>				
Conditions of Sale:	\$0	\$0	\$0	\$0
Adjusted Base:	\$238	\$112	\$180	\$140
Financing/Concessions:	\$0	\$0	\$0	\$0
Adjusted Base:	\$238	\$112	\$180	\$140
Prop. Rights/Lease Status:	\$0	\$0	\$0	\$0
Adjusted Base:	\$238	\$112	\$180	\$140
Market Conditions:	\$0	(\$7)	(\$9)	(\$3)
Adjusted Base:	\$238	\$105	\$171	\$137
Entitlements/Approvals:	\$0	\$26	\$31	\$11
Adjusted Base:	\$238	\$131	\$202	\$148
<i>Physical/Code Adjustments</i>				
Location:	\$60	\$92	\$0	\$22
Shape/Topog./Funct. Utility:	(\$12)	\$4	(\$10)	\$4
Scale/Marketability:	\$0	\$7	\$20	\$7
Land Use/Regulatory Issues:	\$17	\$17	\$32	\$30
BMRs/Affordable Housing:	(\$18)	(\$16)	(\$18)	\$0
Development/Const. Type:	(\$48)	\$0	\$0	\$0
Utility Availability:	\$0	\$0	\$0	\$0
Required Infrastr./Site Prep.:	(\$3)	(\$5)	(\$8)	(\$4)
Known Hazardous Mat.:	\$0	\$0	\$0	\$0
Improvements:	\$0	(\$5)	(\$9)	\$0
Adjusted Value per SF GFA:	\$234	\$225	\$209	\$207

Residential Component Baseline Scenario Adjustment Grid (Third of Four)

	Sale #9	Sale #10	Sale #11
Address:	2850 S. El Camino	99-157 E. Fifth	2755 El Camino
FAR by Menlo Park Definition:	177.4%	198.5%	200.5%
Price per Sq. Ft. of GFA:	\$174	\$120	\$191
<i>Economic Adjustments</i>			
Conditions of Sale:	\$0	\$0	\$0
Adjusted Base:	\$174	\$120	\$191
Financing/Concessions:	\$0	\$0	\$0
Adjusted Base:	\$174	\$120	\$191
Prop. Rights/Lease Status:	\$0	\$0	\$0
Adjusted Base:	\$174	\$120	\$191
Market Conditions:	(\$3)	(\$12)	\$0
Adjusted Base:	\$171	\$108	\$191
Entitlements/Approvals:	\$31	\$0	\$15
Adjusted Base:	\$202	\$108	\$206
<i>Physical/Code Adjustments</i>			
Location:	\$0	(\$24)	(\$41)
Shape/Topog./Funct. Utility:	(\$6)	\$3	\$6
Scale/Marketability:	\$0	\$5	\$0
Land Use/Regulatory Issues:	\$34	\$27	\$52
BMRs/Affordable Housing:	\$15	\$5	\$10
Development/Const. Type:	\$0	\$0	\$0
Utility Availability:	\$0	\$0	\$0
Required Infrastr./Site Prep.:	(\$8)	\$70	(\$8)
Known Hazardous Mat.:	\$0	\$0	\$0
Improvements:	(\$4)	\$0	\$0
Adjusted Value per SF GFA:	\$233	\$194	\$225

Residential Component Baseline Scenario Adjustment Grid (Fourth of Four)

	Sale #12	Sale #13	Sale #14
Address:	920 Bayswater	440-450 First	1409 El Camino
FAR by Menlo Park Definition:	245.5%	262.4%	482.3%
Price per Sq. Ft. of GFA:	\$192	\$188	\$90
<i>Economic Adjustments</i>			
Conditions of Sale:	\$0	\$0	\$0
Adjusted Base:	\$192	\$188	\$90
Financing/Concessions:	\$0	\$0	\$0
Adjusted Base:	\$192	\$188	\$90
Prop. Rights/Lease Status:	\$0	\$0	\$0
Adjusted Base:	\$192	\$188	\$90
Market Conditions:	(\$17)	(\$13)	\$2
Adjusted Base:	\$175	\$175	\$92
Entitlements/Approvals:	\$0	\$31	\$17
Adjusted Base:	\$175	\$206	\$109
<i>Physical/Code Adjustments</i>			
Location:	\$0	(\$41)	\$16
Shape/Topog./Funct. Utility:	(\$9)	(\$10)	(\$9)
Scale/Marketability:	\$9	\$0	\$5
Land Use/Regulatory Issues:	\$59	\$72	\$76
BMRs/Affordable Housing:	(\$13)	\$0	(\$22)
Development/Const. Type:	\$0	\$0	\$46
Utility Availability:	\$0	\$0	\$0
Required Infrastr./Site Prep.:	(\$8)	(\$8)	(\$8)
Known Hazardous Mat.:	\$0	\$0	\$0
Improvements:	\$0	(\$8)	\$0
Adjusted Value per SF GFA:	\$213	\$211	\$213

**Sales Comparison Approach Conclusion
(Base Level Scenario--Residential Component)**

Under the base level appraisal guidelines there are no highly similar recent sales. The base level scenario requires the assumption that the subject property has entitlements in place for a mixed use development of exactly 41 residential units with 54,068 square feet of gross floor area as well as commercial space comprising 9,011 square feet of gross floor area, for a total floor area ratio of 105%.

In our opinion, there would be relatively few developers with a strong interest in building such a project. There have been no recent, highly similar development proposals in the general competitive area, much less sales of sites with a similar planned use. While there are many development proposals for mixed use and residential projects in the subject's district, all would utilize the City of Menlo Park's bonus level development parameters, with far higher development intensity than the base level maximum. The sales included in the analysis are not ideal but they do provide an adequate basis for valuing the subject property.

The analyzed sales produced prices per square foot of proposed gross floor area varying from \$90 to \$341 per square foot, which is a broad range. All of the analyzed transactions required substantial adjustments to account for differences from the subject.

After adjustments, the range of indicated values narrows to \$194 to \$250 per square foot. The median adjusted value amounts to \$219 per square foot. The average adjusted value equals \$222 per square foot, with a standard deviation of \$16 per square foot. The sales at the lower end and higher end of the proposed floor area ratio range receive the least weight in this part of the analysis. Nevertheless, all of the sales were considered in arriving at a market value conclusion.

In estimating an indicated value for the subject property by the Sales Comparison Approach, we have carefully analyzed the subject property's characteristics relative to the comparable data. We have considered the respective advantages and disadvantages of the comparables in relation to the subject property. Based on the Sales Comparison Approach, as of November 16, 2020, we estimate that the market value of the residential component of the subject property under the base level scenario valuation guidelines

amounts to **\$222 per square foot of allowed gross floor area**. Applying that rate to the subject property's maximum residential gross floor area of 54,068 square feet under the base level zoning scenario produces a value indication of **\$12,003,096, which will be rounded to \$12,000,000**.

Bonus Level Scenario for the Residential Component

The analysis process for the bonus level scenario is largely the same as in the base level scenario. However, the bonus level scenario valuation is based on the actual proposed development for the subject site. Under the terms of this assignment, the proposed project is presumed to be fully entitled. The development would have 158 residential rental units. The residential density would be 114.6 units per acre. According to the submitted building plans, the gross residential floor area would be 154,729 square feet, or a ratio of 257.56%. The proposed residential development intensity is reasonably similar to slightly higher relative to most of the proposals for other sites that are located in the Bayfront Area and have the same land use guidelines as the subject property.

The total project floor area would be 169,727.6 square feet, including 14,998.6 square feet of commercial space, for a total floor area ratio of 282.53%. The commercial component will be analyzed separately, later in this report.

Most of the adjustment factor comments from the baseline valuation scenario also apply in the bonus level scenario. However, some of the adjustments by necessity differ in the bonus level scenario.

First, the larger scale of the bonus level project results in differences in the adjustments or scale and marketability factors. Second, the adjustments applied for differences in land use/regulatory issues/development intensity change substantially in the bonus level analysis. As previously discussed, achievable prices per square foot for multi-family residential or mixed use projects tend to decline at least to some degree with increasing intensity. The significantly higher floor area ratio for the proposed development versus the base level allowed results in a downward shift in the applied adjustment rates for all of the sales. The third difference in the adjustment rates relates to site preparation and infrastructure factors. With a larger project, the expenses per square foot of gross floor

area for fill needed to elevate the site above the flood plain and for sidewalk installation would be diffused by the larger project size, which alters those adjustment factors.

Adjustment Grids--Bonus Level Development Scenario for the Residential Component

The tables on the next four pages summarize the adjustment process versus the subject property for the bonus level development scenario.

Residential Component Bonus Scenario Adjustment Grid (First of Four)

	Sale #1	Sale #2	Sale #3	Sale #4
Address:	1-3 Waters Park	551 Pilgrim	925 S. Wolfe	601 El Camino
FAR by Menlo Park Definition:	68.4%	68.4%	71.1%	101.8%
Price per Sq. Ft. of GFA:	\$320	\$268	\$341	\$196
<i>Economic Adjustments</i>				
Conditions of Sale:	\$0	\$0	\$0	\$0
Adjusted Base:	\$320	\$268	\$341	\$196
Financing/Concessions:	\$0	\$0	\$0	\$0
Adjusted Base:	\$320	\$268	\$341	\$196
Prop. Rights/Lease Status:	\$0	\$0	\$0	\$0
Adjusted Base:	\$320	\$268	\$341	\$196
Market Conditions:	\$0	(\$19)	(\$14)	\$10
Adjusted Base:	\$320	\$249	\$327	\$206
Entitlements/Approvals:	\$0	\$10	\$26	\$17
Adjusted Base:	\$320	\$259	\$353	\$223
<i>Physical/Code Adjustments</i>				
Location:	\$0	(\$31)	\$0	\$56
Shape/Topog./Funct. Utility:	\$0	\$8	(\$18)	(\$11)
Scale/Marketability:	\$16	\$0	\$0	(\$11)
Land Use/Regulatory Issues:	(\$134)	(\$109)	(\$145)	(\$87)
BMRs/Affordable Housing:	(\$22)	\$52	(\$18)	(\$17)
Development/Const. Type:	(\$64)	(\$45)	(\$71)	(\$45)
Utility Availability:	\$0	\$0	\$0	\$0
Required Infrastr./Site Prep.:	\$3	\$1	(\$1)	\$1
Known Hazardous Mat.:	\$0	\$0	\$0	\$0
Improvements:	\$0	\$0	\$0	\$0
Adjusted Value per SF GFA:	\$119	\$135	\$100	\$109

Residential Component Bonus Scenario Adjustment Grid (Second of Four)

	Sale #5	Sale #6	Sale #7	Sale #8
Address:	120 El Camino	150 Charter	5150 El Camino	353 Main
FAR by Menlo Park Definition:	117.0%	137.0%	161.7%	177.3%
Price per Sq. Ft. of GFA:	\$238	\$112	\$180	\$140
<i>Economic Adjustments</i>				
Conditions of Sale:	\$0	\$0	\$0	\$0
Adjusted Base:	\$238	\$112	\$180	\$140
Financing/Concessions:	\$0	\$0	\$0	\$0
Adjusted Base:	\$238	\$112	\$180	\$140
Prop. Rights/Lease Status:	\$0	\$0	\$0	\$0
Adjusted Base:	\$238	\$112	\$180	\$140
Market Conditions:	\$0	(\$7)	(\$9)	(\$3)
Adjusted Base:	\$238	\$105	\$171	\$137
Entitlements/Approvals:	\$0	\$26	\$31	\$11
Adjusted Base:	\$238	\$131	\$202	\$148
<i>Physical/Code Adjustments</i>				
Location:	\$60	\$92	\$0	\$22
Shape/Topog./Funct. Utility:	(\$12)	\$4	(\$10)	\$4
Scale/Marketability:	(\$12)	\$0	\$10	\$0
Land Use/Regulatory Issues:	(\$83)	(\$47)	(\$52)	(\$33)
BMRs/Affordable Housing:	(\$18)	(\$16)	(\$18)	\$0
Development/Const. Type:	(\$48)	\$0	\$0	\$0
Utility Availability:	\$0	\$0	\$0	\$0
Required Infrastr./Site Prep.:	\$0	(\$2)	(\$5)	(\$1)
Known Hazardous Mat.:	\$0	\$0	\$0	\$0
Improvements:	\$0	(\$5)	(\$9)	\$0
Adjusted Value per SF GFA:	\$125	\$157	\$118	\$140

Residential Component Bonus Scenario Adjustment Grid (Third of Four)

	Sale #9	Sale #10	Sale #11
Address:	2850 S. El Camino	99-157 E. Fifth	2755 El Camino
FAR by Menlo Park Definition:	177.4%	198.5%	200.5%
Price per Sq. Ft. of GFA:	\$174	\$120	\$191
<i>Economic Adjustments</i>			
Conditions of Sale:	\$0	\$0	\$0
Adjusted Base:	\$174	\$120	\$191
Financing/Concessions:	\$0	\$0	\$0
Adjusted Base:	\$174	\$120	\$191
Prop. Rights/Lease Status:	\$0	\$0	\$0
Adjusted Base:	\$174	\$120	\$191
Market Conditions:	(\$3)	(\$12)	\$0
Adjusted Base:	\$171	\$108	\$191
Entitlements/Approvals:	\$31	\$0	\$15
Adjusted Base:	\$202	\$108	\$206
<i>Physical/Code Adjustments</i>			
Location:	\$0	(\$24)	(\$41)
Shape/Topog./Funct. Utility:	(\$6)	\$3	\$6
Scale/Marketability:	(\$10)	\$0	(\$10)
Land Use/Regulatory Issues:	(\$51)	(\$18)	(\$35)
BMRs/Affordable Housing:	\$15	\$5	\$10
Development/Const. Type:	\$0	\$0	\$0
Utility Availability:	\$0	\$0	\$0
Required Infrastr./Site Prep.:	(\$5)	\$73	(\$5)
Known Hazardous Mat.:	\$0	\$0	\$0
Improvements:	(\$4)	\$0	\$0
Adjusted Value per SF GFA:	\$141	\$147	\$131

Residential Component Bonus Scenario Adjustment Grid (Fourth of Four)

	Sale #12	Sale #13	Sale #14
Address:	920 Bayswater	440-450 First	1409 El Camino
FAR by Menlo Park Definition:	245.5%	262.4%	482.3%
Price per Sq. Ft. of GFA:	\$192	\$188	\$90
<i>Economic Adjustments</i>			
Conditions of Sale:	\$0	\$0	\$0
Adjusted Base:	\$192	\$188	\$90
Financing/Concessions:	\$0	\$0	\$0
Adjusted Base:	\$192	\$188	\$90
Prop. Rights/Lease Status:	\$0	\$0	\$0
Adjusted Base:	\$192	\$188	\$90
Market Conditions:	(\$17)	(\$13)	\$2
Adjusted Base:	\$175	\$175	\$92
Entitlements/Approvals:	\$0	\$31	\$17
Adjusted Base:	\$175	\$206	\$109
<i>Physical/Code Adjustments</i>			
Location:	\$0	(\$41)	\$16
Shape/Topog./Funct. Utility:	(\$9)	(\$10)	(\$9)
Scale/Marketability:	\$0	(\$10)	\$0
Land Use/Regulatory Issues:	(\$14)	(\$14)	\$24
BMRs/Affordable Housing:	(\$13)	\$0	(\$22)
Development/Const. Type:	\$0	\$0	\$46
Utility Availability:	\$0	\$0	\$0
Required Infrastr./Site Prep.:	(\$5)	(\$5)	(\$5)
Known Hazardous Mat.:	\$0	\$0	\$0
Improvements:	\$0	(\$8)	\$0
Adjusted Value per SF GFA:	\$134	\$118	\$159

**Sales Comparison Approach Conclusion
(Bonus Level Scenario--Residential Component)**

Similar sales data are more plentiful for properties scheduled to be developed at intensities similar to the bonus level of development proposed for the subject site. The bonus level scenario uses the assumption that the subject property has entitlements in place for the proposed development of 158 residential units in 154,729 square feet of gross floor area. The project would also have 14,998.6 square feet of commercial space. The proposed residential floor area ratio of 257.56% is well within the range of the analyzed sales. The ratio is higher than the simple average of the analyzed sales (176.4%) or the size-weighted average (123.4%), but of course the same sales were used for both the base and bonus valuation scenarios, with 90% and 257.56% floor area ratios.

All of the analyzed transactions required adjustments to account for differences from the subject. After those adjustments, the indicated values range from \$100 to \$159 per square foot. The median adjusted value amounts to \$133 per square foot. The average adjusted value equals \$131 per square foot, with a standard deviation of \$17 per square foot. The sales with proposed floor area ratios ranging from about 177% to 262% generally receive the most weight in this analysis, with the low intensity sales receiving the least emphasis. Nevertheless, all of the sales were considered in arriving at a market value conclusion.

In estimating an indicated value for the subject property by the Sales Comparison Approach, we have carefully analyzed the subject property's characteristics relative to the comparable data. We have considered the respective advantages and disadvantages of the comparables in relation to the subject property. Based on the Sales Comparison Approach, as of November 16, 2020, we estimate that the market value of the residential component of the subject property under the bonus level scenario valuation guidelines amounts to **\$130 per square foot of proposed gross floor area**. Applying that rate to the subject property's proposed residential gross floor area of 154,729 square feet under bonus level zoning produces a value indication of **\$20,114,770, which will be rounded to \$20,100,000.**

Analysis of the Sales Data--Base Zoning Scenario for the Non-Residential Component

The tables on pages 120 and 121 summarized the five sales that will be used in analyzing the non-residential component of the subject property under base level and bonus level zoning. At the base level, we are required to presume that entitlements are in place for a project with a total floor area ratio of 105%. The non-residential component would have a 15% FAR. As such, the non-residential gross floor area for the 60,075-square foot subject site would amount to 9,011 square feet.

There is no actual development proposal at anything like the base level scenario. The planning code allows a number of non-residential uses in the subject's zoning district. While the code appears oriented mainly to having retail space for the non-residential component, other uses are allowed, including office space. Of the allowed uses in the subject's zoning district, offices have by far the highest rent potential. Therefore, in analyzing the subject property for the base level scenario we will presume that the non-residential component would consist of office space.

The actual development proposal calls for non-residential space to be located at the first and third floors of a single building. We do not consider the proposed layout to be ideal. For the base scenario, on the other hand, we are left to imagine what the layout might be because there are no building plans for that scenario. If the non-residential component could be located in a separate building, or make up an entire floor of a project, that would likely have higher appeal than the actual proposed layout under the bonus level zoning. That factor will be considered in the analysis.

In the initial part of the non-residential development valuation analysis, we will analyze the subject property for the base level scenario. Adjustments will be made to the commercial property land sales to compensate for perceived differences between the base level scenario subject property and the sale properties. Every effort has been exercised to obtain current and proximate market data to ensure that the submitted sale comparisons are as similar as possible to the subject property in physical and economic attributes. The sales are evaluated and adjusted (if appropriate) to reflect differences from the subject property.

Economic Factors*Conditions of Sale*

This part of the analysis includes five sales. Two of the properties are currently pending sale. In one case (sale #15), the buyer is still in the due diligence period. As such, it is possible that the sale parameters might change before the scheduled close of escrow. (Our confirmation sources reported that the closing is expected either in late-December of 2020 or in early-2021.) The other pending sale is part of a massive mixed use development project and is considered a virtual certainty to be consummated.

In the case of sale #19, one of the LLC members of the buying entity also was a member of the selling LLC. According to my confirmation source, the sale price was about 15% to 20% below what the parties considered to be the full market value of the property at the time of sale. We will apply a 15% upward adjustment to account for conditions of sale in that case.

The other closed and pending sales represent arm's-length agreements between unrelated parties. No adjustments apply for conditions of sale for those properties.

Financing/Concessions

No concessions or unusual financing terms affected any of the sales. No adjustments apply.

Property Rights Conveyed

As previously discussed, we have presumed that no leases encumber the property and are valuing a fee simple interest in the subject property. Some of the sales have or had lease or rental agreements in place. Any contributory value of existing improvements will be considered later in the analysis. No adjustments will be applied for property rights.

Market Conditions

Office market conditions were discussed in detail previously in this report. The office market has been significantly disrupted by the ongoing pandemic. Many employers, particularly larger companies in technology businesses and other industries with high

ratios of office workers, have established work-from-home policies for many of their employees during the pandemic. As such, office leasing activity has sharply declined, vacancies have increased, and rental rates have fallen.

Whether the recent shift toward allowing people to work from home will be an enduring secular shift cannot be known with certainty at this time. Opinions of market participants vary on that topic. Based on the limited recent development site activity subsequent to the pandemic, it appears that at least some developers expect the dynamics largely to shift back toward working from office spaces when the pandemic subsides as a result of effective vaccines, therapeutics, herd immunity, or some combination thereof. Still, based on the available evidence it is considered likely that achievable office property prices and office development site prices have declined since March of 2020 in the regional market.

As noted, two of the analyzed sales (#15 and #18) used in this part of the analysis are currently pending. Both went into contract very recently. As such, they should already reflect any changes in market conditions resulting from the SARS-CoV-2 outbreak and no adjustments are needed for market conditions.

Sale #16 represents an early-2019 agreement for a mixed use project site that in the majority consists of office space. The sale occurred near the peak of office market conditions in the primary competitive area. A downward adjustment will be made in that case to account for changing market conditions.

Sale #17 closed in late-2018 but the contract had been executed well over a year prior to the closing. In the interim, office rental rates in the local market were rising for some time before the more recent decline. A minor negative adjustment will be made for that property.

Sale #19 occurred after the pandemic outbreak. No adjustment will be applied for market conditions.

Entitlements/Approvals

Sale #15 has no entitlements in place. The prospective developer is currently in the due diligence phase. However, tenants in the building have already been informed that the prospective buyer intends to demolish the existing building. In this analysis, we are

presuming that the subject property is fully entitled for both the base and bonus level development scenarios. On that basis, an upward adjustment is needed.

Sales #16 and #19 were fully entitled by the sellers prior to the analyzed sales. No adjustments are needed for those properties.

Sale #17 was unentitled when the sale occurred. The previous owner had obtained approvals several years before to develop the site with a skilled nursing facility. Some site improvements had commenced for that use but the proposal never obtained the necessary financing to allow for the completion of construction. The buyers have subsequently obtained entitlements for and started construction of a 109,375-square foot office project, which has been entirely pre-leased. The approvals occurred post-sale. A positive adjustment is needed for entitlements.

Sale #18 consists of a 12,500-square foot lot that is a part of the 65,132-square foot "Block C" of a proposed mixed use development located on six city blocks. The project has been in the planning stage for a considerable amount of time while the developer seeks entitlements from the City of Redwood City. The City is the current owner of the site of sale #18 and is of course a participant in the entitlement process. The sale, which is currently pending, most likely will not close until the project approvals are obtained. Given the circumstances, sale #18 effectively is considered to be entitled. As such, no adjustment applies.

Physical and Code/Regulatory Factors

Location

The subject property lies within the Bayfront Area of Menlo Park. Historically, the Bayfront Area was developed mainly with concrete tilt-up industrial and flex buildings of low intensity. In recent years, commercial development in the district has focused mainly on Class A office projects, many of which have been developed by or leased to Facebook. The northeast side of Menlo Park also has a substantial amount of life sciences space, which is concentrated mainly to the southeast of Willow Road. Office rental rates in the Bayfront Area are much higher than typical for Silicon Valley. However, most of the offices generating premium rents are much larger spaces than would be allowed for the subject

property under either the base level or bonus level zoning parameters. For life sciences use, the subject property would probably have very little appeal due to the small size of the allowed non-residential component.

Sales #15, #17, and #18 all are located just outside of the downtown core of Redwood City, with sale #15 being in the Price Tract and sales #17 and #18 being in the Stambaugh-Heller neighborhood. Office rental rates in Redwood City had by far the largest increase of any district in Silicon Valley during the recovery phase of the 2009-2020 economic cycle. Rents in the downtown district tend to be reasonably similar to those of the Bayfront Area, all else being equal.

The Downtown Precise Plan adopted in Redwood City a few years ago set a limit on allowed new office development in the district, and that cap was reached a couple of years ago. As a result, new development activity shifted to the areas just outside of the core, where rental rates currently tend to be lower, all else being equal. The subject's location is rated superior relative to sales #15, #17, and #18. Therefore, upward adjustments are needed in all three cases.

Sale #16 is an interior site that has street-to-street frontage on El Camino Real and San Antonio Street in Menlo Park. The property is zoned mainly for mixed use development and it is being developed with a project that includes apartments and office space, with the majority of the floor area devoted to office use. The mix of uses will be considered subsequently in this report. For either residential or commercial uses, all else being equal prices and rents tend to be higher on the west/southwest side of Menlo Park (i.e., southwest of Middlefield Road) than on the northeast side. When the site of sale #16 transferred, the anticipated rental rate from the office space was significantly higher than prevailing rates in the Bayfront Area. A substantial negative adjustment is warranted for the difference in location.

The site of sale #19 lies at the confluence of California Drive, South Lane, and West Lane, across South Lane from the Caltrain station in downtown Burlingame. The downtown district of Burlingame is known more for retail than office uses, but rents for office space in the district also tend to be very high by Peninsula standards. Considering all factors, the

location of sale #19 is rated similar to that of the subject. No location adjustment will be applied.

Lot Shape/Topography/Easements/Functional Utility Factors

The subject property has reasonably good lot utility and the site is nearly level. The property sits within an area where many properties lie on Bay Mud soils, which can result in increased construction costs.

All of the analyzed sales are nearly level to mildly sloping parcels with reasonably efficient configurations. Most sit in areas with generally better soil conditions. Minor downward adjustments will be applied for most of the sales.

Scale and Marketability

In the base level development scenario, the subject property could be developed with up to 9,011 square feet of non-residential space. The project would need to be a part of a much larger development, which would have a total floor area ratio of 105%, for 63,079 square feet of gross floor area in total.

Sales #15, #16, #17, and #19 have proposed developments that range in size from 33,763 to 109,375 square feet. For projects within the size range of the sales and the subject, there would likely be no significant effect on value resulting from project size factors. No adjustments apply.

Sale #18 is a small part of a much larger assemblage known as the South Main site. The proposed project in total would encompass six blocks, with 540 residential units, 8,400 square feet of child care space, 30,243 square feet of retail space, and 530,000 square feet of office space on 8.48 acres of land.

The sale property is a part of "Block C" in that assemblage. Block C comprises 65,132 square feet of land and the proposed development for that site would consist of 166,398 gross square feet of office space, for a 255.5% floor area ratio. If we applied that ratio to the 12,500-square foot sale property, its prorata contribution to the floor area would be 31,938 square feet. Considering all factors, no adjustment will be applied for scale/marketability for sale #18.

Land Use/Planning/Regulatory Factors

Sales #15 through #19 have allowed or proposed floor area ratios of 100.0% to 293.9%. The subject's allowed floor area ratio for base level zoning would be 105%. The allowed ratio for non-residential space is just 15% but that component would be a part of a mixed use project with a 105% overall ratio.

For office development sites with floor area ratios within the noted range, there tends to be little impact on price per square foot of allowed floor area resulting from differences in the floor area ratios. That is, the prices per square foot of GFA tend to hold steady, all else being equal, with increasing allowed intensity as long as the projects are of similar construction types. There potentially could be significant differences depending on whether or not parking would be provided at the surface level or in parking structures above or below grade, since surface parking is much cheaper to produce. Within the floor area ratios involved in this analysis, however, it is likely that any project would need structured parking.

No adjustments apply for most of the sales. However, in the case of sale #16, the development proposal includes both residential units (46.2% of the GFA) and office space (53.8% of the GFA). In the local market, achievable net rents are significantly higher for office space than for residential space. Partly as a result, development site prices per square foot of floor area tend to be higher for office space, *ceteris paribus*. In this part of the analysis, we are evaluating the non-residential component of the subject property. Therefore, an upward adjustment is needed for sale #16.

For sale #19, the proposal includes a small amount (720 square feet) of ground floor space that would be made available to the Burlingame Historical Society. The project would also have 5,387 square feet of ground floor retail space. The second through fourth floors would consist solely of office space (27,738 square feet, or 82% of the total floor area). The gap between achievable retail and office rents is lower in Burlingame than would be the case in much of San Mateo County. On the other hand, California Drive is not typically considered a prime retail location. The subject's non-residential space could be used entirely as office space. A positive adjustment is warranted for that factor.

Development/Construction Type

There is no development proposal for the subject site for the base level scenario. If the subject property were developed along the base level guidelines, the non-residential space would likely be Type II or Type III construction. The five analyzed sales for the non-residential component all are proposed to be or would likely be Type II or Type III construction. No adjustments are needed.

Availability of Utilities

To the best of our knowledge, all necessary utilities are readily available to the subject site. The same is true for the sale properties. No adjustments apply.

Required Site Preparation/Infrastructure/Street Work

As previously noted, the subject property is in a special flood hazard zone. As such, any new development would most likely require elevating the site by the addition of fill materials. Sale #16 also is in a special flood hazard area but the other sales are not.

As previously discussed, it is considered likely that any development on the subject property would need to provide for a sidewalk along that section of the street. Many of the sales have little or no required street work of which we are aware, resulting in advantages over the subject. Sale #17, on the other hand, did require some significant infrastructure work. In that case, the developer must construct a new public park and pathway along the perimeter of the site and along the creek channel that traverses the property. Overall, when considering all factors negative adjustments are warranted versus all of the sales for site preparation/infrastructure factors, with varying amounts depending on differences in the site characteristics.

Known Hazardous Materials

We have not been provided with any hazardous materials reports for the subject property. We are not aware of any significant hazardous materials that would require remediation. The sales were similar in that regard. No adjustments will be applied.

Effect of Existing Improvements

The subject property is developed with a one-story industrial building. In this appraisal, we are presuming that entitlements are in place for a new project. Thus, new construction could begin almost immediately, which would necessitate demolishing and clearing the existing improvements.

The site of sale #16 is currently developed with a 10,232-square foot office building, which is mostly leased. The improvements are capable of producing some interim rent while a developer pursues entitlements. A negative adjustment will be made for that factor.

The site of sale #18 currently is improved with a 58-year old, 23-unit apartment building. The buyer of course intends to demolish that structure but from the seller's perspective the building did have some value, which may have impacted the sale price. A negative adjustment will be made for the improvements in place.

Adjustment Grids--Base Level Scenario for the Non-Residential Component

The sales all exhibit some significant differences relative to the appraised property. Adjustments will be made to account for the estimated effects of the differences. The tables on the next two pages summarize the adjustment process versus the subject property for the base level development scenario for the non-residential component. A subsequent discussion will address the adjustment process for the subject under the bonus level development scenario.

Non-Residential Component Baseline Scenario Adjustment Grid (First of Two)

	Sale #15	Sale #16	Sale #17
Address:	609 Price	1540 El Camino	1180-1190 Main
FAR by Menlo Park Definition:	100.0% (allowed)	101.7%	232.2%
Price per Sq. Ft. of GFA:	\$184	\$304	\$187
<i>Economic Adjustments</i>			
Conditions of Sale:	\$0	\$0	\$0
Adjusted Base:	\$184	\$304	\$187
Financing/Concessions:	\$0	\$0	\$0
Adjusted Base:	\$184	\$304	\$187
Prop. Rights/Lease Status:	\$0	\$0	\$0
Adjusted Base:	\$184	\$304	\$187
Market Conditions:	\$0	(\$30)	(\$15)
Adjusted Base:	\$184	\$274	\$172
Entitlements/Approvals:	\$33	\$0	\$31
Adjusted Base:	\$217	\$274	\$203
<i>Physical/Code Adjustments</i>			
Location:	\$65	(\$48)	\$50
Shape/Topog./Funct. Utility:	\$0	(\$14)	\$0
Scale/Marketability:	\$0	\$0	\$0
Land Use/Regulatory Issues:	\$0	\$34	\$0
BMRs/Affordable Housing:	\$0	\$0	\$0
Development/Const. Type:	\$0	\$0	\$0
Utility Availability:	\$0	\$0	\$0
Required Infrastr./Site Prep.:	(\$4)	(\$8)	(\$4)
Known Hazardous Mat.:	\$0	\$0	\$0
Improvements:	(\$16)	\$0	\$0
Adjusted Value per SF GFA:	\$262	\$238	\$249

Non-Residential Component Baseline Scenario Adjustment Grid (Second of Two)

	Sale #18	Sale #19
Address:	1306 Main	250 California
FAR by Menlo Park Definition:	255.5%	293.9%
Price per Sq. Ft. of GFA:	\$250	\$214
<i>Economic Adjustments</i>		
Conditions of Sale:	\$0	\$32
Adjusted Base:	\$250	\$246
Financing/Concessions:	\$0	\$0
Adjusted Base:	\$250	\$246
Prop. Rights/Lease Status:	\$0	\$0
Adjusted Base:	\$250	\$246
Market Conditions:	\$0	\$0
Adjusted Base:	\$250	\$246
Entitlements/Approvals:	\$0	\$0
Adjusted Base:	\$250	\$246
<i>Physical/Code Adjustments</i>		
Location:	\$50	\$0
Shape/Topog./Funct. Utility:	(\$13)	(\$12)
Scale/Marketability:	\$0	\$0
Land Use/Regulatory Issues:	\$0	\$12
BMRs/Affordable Housing:	\$0	\$0
Development/Const. Type:	\$0	\$0
Utility Availability:	\$0	\$0
Required Infrastr./Site Prep.:	(\$8)	(\$8)
Known Hazardous Mat.:	\$0	\$0
Improvements:	(\$22)	\$0
Adjusted Value per SF GFA:	\$257	\$238

Sales Comparison Approach Conclusion**(Base Level Scenario--Non-Residential Component)**

Under the appraisal guidelines, we must presume that the subject property has entitlements in place for the development of 9,011 square feet of non-residential space under the base level zoning scenario. For this analysis, we have presumed that the non-residential space would be designed for office use, which has the highest rent potential of the allowed uses.

For this part of the appraisal, we analyzed three sales of office development sites, one mixed use site composed mainly of office space, and one retail/office property where the very large majority of floor area will consist of office space. Most of those sales are pending or occurred very recently (post-pandemic). The analyzed sales produced prices per square foot of proposed gross floor area varying from \$184 to \$304 per square foot. All of the analyzed transactions required adjustments to account for differences from the subject.

After making the adjustments, the indicated values range from \$238 to \$262 per square foot. The median adjusted value amounts to \$249 per square foot. The average adjusted value equals \$249 per square foot, with a standard deviation of \$11 per square foot. The pending sales receive lesser weight than the closed sales but all of the transactions were considered in arriving at a market value conclusion.

In estimating an indicated value for the subject property by the Sales Comparison Approach, we have carefully analyzed the subject property's characteristics relative to the comparable data. We have considered the respective advantages and disadvantages of the comparables in relation to the subject property. Based on the Sales Comparison Approach, as of November 16, 2020, we estimate that the market value of the non-residential component of the subject property under the base level scenario valuation guidelines amounts to **\$250 per square foot of allowed gross floor area**. Applying that rate to the subject property's maximum non-residential gross floor area of 9,011 square feet under base level zoning produces a value indication of **\$2,252,750, which will be rounded to \$2,300,000**.

Analysis of the Sales--Bonus Zoning Scenario for the Non-Residential Component

There is very little difference in the analysis of the non-residential component for the bonus level scenario. However, for that scenario we do actually have submitted building plans for the subject property. The proposed non-residential floor area would amount to 14,998.6 square feet, including 5,826.3 square feet on the ground floor and 9,172.3 square feet on the third floor.

The plans do not indicate the proposed use of the non-residential space. The ground floor area conceivably could be either retail or office space. It is considered unlikely that the third floor space would be anything other than office space.

In our view, the marketability of the commercial space would be somewhat reduced because the floor area would represent a small portion of a building that would be devoted primarily to residential use. The first floor commercial space would be on a level that would be used mainly for parking and the third floor space would utilize the same core access area as the residential units, according to the plans.

The commercial space would have wider appeal and likely higher rent potential if it were within its own building. Ideally, the commercial space would be on a site that could be under separate ownership from any residential portion of the development.

There are of course no building plans for the base level scenario. At least in theory, for that scenario the commercial space could be better designed to be separated from the residential area. As drawn, the building plans for the bonus scenario in our view would result in some discount to the achievable land value contribution for the commercial space. To account for that factor, we will conclude to a 20% reduction in the achievable value per square foot of floor area for the bonus level scenario. Therefore, we estimate that the market value of the non-residential component of the subject property under the bonus level scenario valuation guidelines amounts to **\$200 per square foot of allowed gross floor area**. Applying that rate to the subject property's planned non-residential gross floor area of 14,998.6 square feet under bonus level zoning produces a value indication of **\$2,999,720, which will be rounded to \$3,000,000**.

Sales Comparison Approach Conclusions

The following table summarizes the market value conclusions for the subject property's base level and bonus level scenarios, including both the residential and non-residential components.

Base Appraisal Scenario	Appraised Value per Sq. Ft. of Gross Floor Area	Potential Gross Floor Area	Indicated Component Value (Rounded)
Base--Residential	\$222.00	54,068 sq. ft.	\$12,000,000
Base--Non-Residential)	<u>\$250.00</u>	<u>9,011 sq. ft.</u>	<u>\$2,300,000</u>
Combined Total	\$226.70 (blended)	63,079 sq. ft.	\$14,300,000

Bonus Appraisal Scenario	Appraised Value per Sq. Ft. of Gross Floor Area	Potential Gross Floor Area	Indicated Component Value (Rounded)
Bonus--Residential	\$130.00	154,729.0 sq. ft.	\$20,100,000
Bonus--Non-Residential)	<u>\$200.00</u>	<u>14,998.6 sq. ft.</u>	<u>\$3,000,000</u>
Combined Total	\$136.10 (blended)	169,727.6 sq. ft.	\$23,100,000

Reconciliation and Value Conclusions

Reconciliation is the step in the valuation process in which the appraiser selects from alternative value indications to arrive at a final value estimate. For each approach it is necessary to consider the relative weight of each value indication, which involves a review of (1) the probable reliability of the data; (2) the applicability of the approach to the type of property being appraised; and (3) the relative applicability of the approach in light of the definition of value being sought.

The purpose of this report is to estimate the value of community amenities for bonus level development for the subject property. Under the appraisal instructions, the assignment is to value the subject property assuming all entitlements are in place for (1) the base level of allowed development defined by the City of Menlo Park and (2) the bonus level of development proposed by the prospective developer of the subject property.

The City has determined that for community amenity valuation purposes the base gross floor area allowed would be 63,079 square feet, which equates to a floor area ratio of 105%. The City has determined that the bonus gross floor area allowed would be 150,158 square feet, for a 250% floor area ratio. The actual development proposal, however, calls for a gross floor area ratio of 282.53%, and that ratio was used in the analysis.

In accordance with the appraisal instructions, we used the Sales Comparison Approach to value the residential and non-residential component parts under the base and bonus development scenarios. The value of the community amenity, if any, is then calculated by subtracting the market value conclusion at the base level zoning from the market value conclusion at the bonus level zoning and multiplying the result by 50%. Based on our research and analysis, we have concluded the following market values for the subject property as of November 16, 2020, under the terms of the assignment and the assumptions and limiting conditions of this report.

Appraisal Scenario	Appraised Value per Sq. Ft. of Gross Floor Area	Potential Gross Floor Area	Indicated Market Value (Rounded)
Base	\$226.70 (blended)	63,079.0 sq. ft.	\$14,300,000
Bonus	\$136.10 (blended)	169,727.6 sq. ft.	\$23,100,000

The estimated bonus level value market value exceeds the estimated base level market value by \$8,800,000. The bonus level project would have 106,648.6 square feet of additional gross floor area relative to the base level scenario. As such, the incremental value difference for the floor area differential amounts to about \$83 per square foot of gross floor area. That estimate is supported by the sales data analyzed in this report.

The differential could well be viewed as conservative when considering the prices recently paid for transferrable development rights (TDRs) sold by the Los Altos School District. As previously discussed in this report (see pages 108-109), the school district recently sold a large volume of TDRs, generally at reported prices of about \$130 per square foot of allowed floor area. To cite one example particularly relevant here, a prospective developer of a proposed high intensity condominium and apartment project in Mountain View paid \$130 per square foot for TDRs in an effort to increase the floor area ratio at the property by a 65% increment, or potentially from 350% to 415%.

Using the estimated base scenario market value, the implied value per square foot of land for the 60,075-square foot subject site would be about \$237. The base level density would be 30 residential units per acre and the floor area ratio would be 105%, including a 90% residential space ratio and a 15% commercial space ratio. The implied value per square foot of land under the bonus level scenario would be about \$385. The bonus level density would be 114.6 units per acre. The floor area ratio would be 282.53%. The very large majority of the gross floor area (91.16%) would consist of residential space, with the remaining 8.84% consisting of commercial space.

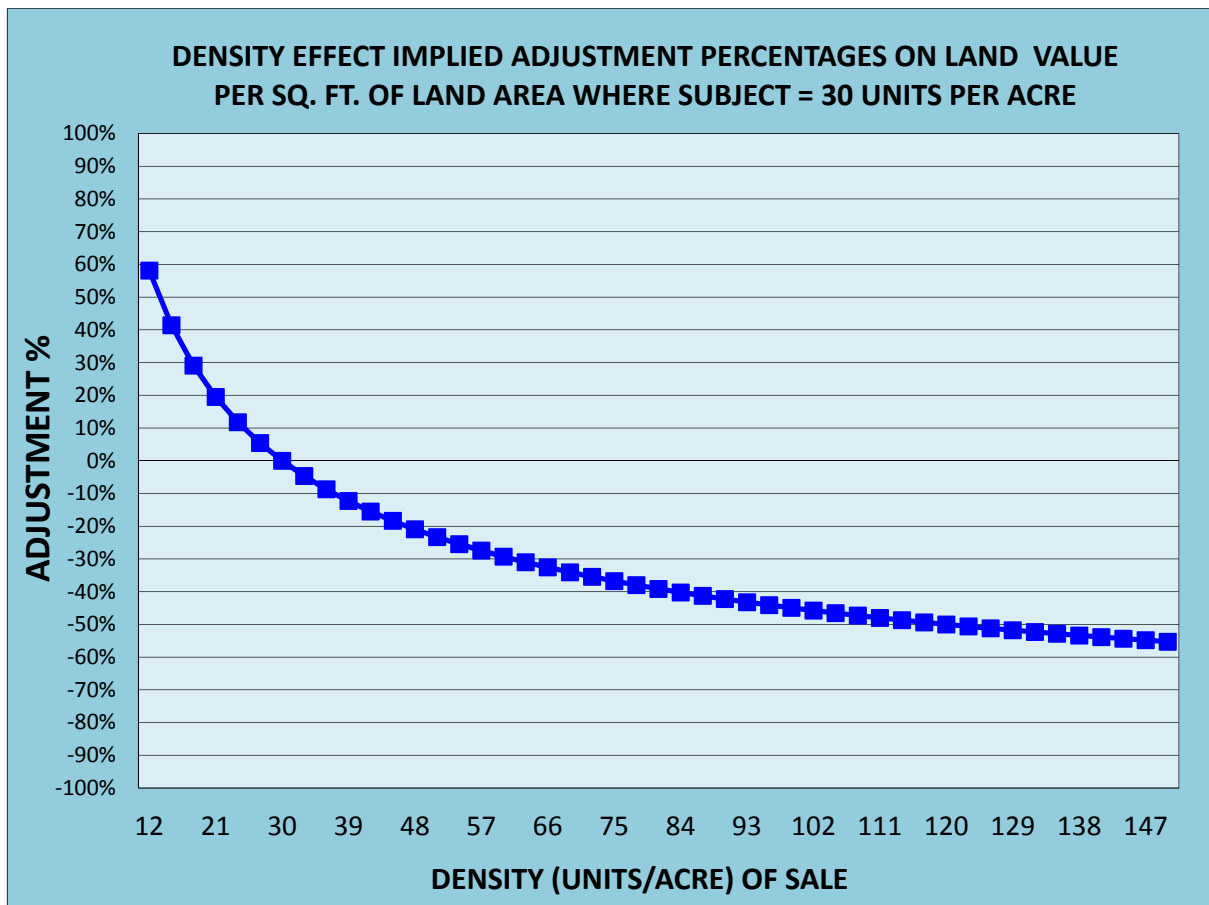
Achievable development density tends to have a major impact on achievable sale price per square foot of land area. That is, all else being equal, the higher the allowed intensity of use, the greater will be the value per square foot of land area. For example, land where taller and denser construction is allowed will tend to produce greater value per square foot of land. Of course, many other factors other than development intensity affect development site prices. Still, *ceteris paribus*, achievable sale prices per square foot of land area tend to rise with increased allowed development intensity.

The graph on the next page illustrates the theoretical effect on land values per square foot resulting from density differences for comparison with a subject property having a density

of 30 units per acre, all else being equal. The graph translates the adjustment factors into percentages. (Of note, any adjustments on a per unit basis would be the exact reciprocals of the adjustments per square foot of land, all else being equal.)

The points toward the left side of the x-axis of the graph, representing potential sale properties with lower achievable densities versus the 30-unit per acre control property, indicate that large upward adjustments would be needed to equate those sales to the control property. Conversely, for sales with potential densities higher than 30 units per acre, large downward adjustments to the prices per square foot of land would be needed to provide equivalence to the control property.

Market reality may (and often does) stray from the mathematical precision of the "correct" adjustments indicated by the equation summarized in the graph but nevertheless the general trend is for prices per square foot of land area to rise with increasing density. As illustrated in the graph, the density effect tends to follow a diminishing curve.



As shown in the graph, for a project with 30 units per acre a very large downward adjustment to the price per square foot of land would be needed when comparing the land value to a site that could be developed at 114.6 units per acre. The implied adjustment ratio from the corresponding equation would be about negative 49%. In point of fact, in this case the value conclusion per square foot of land for the base level scenario is about 40% lower than the bonus level conclusion. As with the TDRs, that fact implies that the value differential conclusion in this case may be toward the conservative side. Nevertheless, the value estimates are considered to be adequately supported by the available sales data.

The analysis includes 19 sales of prospective multi-family residential, mixed use, and commercial development sites in the subject property's general competitive area. The sales are certainly not ideal comparisons for both valuation scenarios applicable in this report for the residential and non-residential component parts. Still, the sales do provide adequate evidence of the market values of the subject property. Of note, there are more sales considered to be relevant comparisons for the bonus level scenario, as the base level scenario would be an unusual project that would not have strong appeal to most developers.

Based on the available data, we have concluded that the subject property's base level market value as of November 16, 2020, under the terms of the assignment and the assumptions and limiting conditions of this report, was \$14,250,000. Based on the available data, we have concluded that the subject property's bonus level market value as of November 16, 2020, under the terms of the assignment and the assumptions and limiting conditions of this report, was \$23,100,000.

In accordance with the appraisal instructions, the community amenity value is defined as one-half of the differential between the estimated bonus level market value and the estimated base level market value. On that basis, the value of the community amenity for the Menlo Flats site at 165 Jefferson Drive amounts to **\$4,400,000.**

SECTION IV
ADDENDA

QUALIFICATIONS OF CHARLES S. MOORE, MAI

Charles S. Moore, MAI, has been appraising real estate on a full time basis since 1986

Education

Mr. Moore graduated Cum Laude with a Bachelor of Science degree in Business Administration from San Francisco State University, San Francisco, California

Real Estate Education Courses

Real Estate Law	Real Estate Practice
Real Estate Economics	Real Estate Appraisal
Real Estate Finance	Property Management
Standards of Professional Practice	Real Estate Appraisal Principles
Residential Valuation	Anatomy of Residential Property
Business Management and Contracts	Financial Statements
Safety and Housing	Equal Opportunity Employment
Licensing and Mechanics Liens	The Secondary Mortgage Market
Quantitative Analysis	Business Statistics
Business Writing	Multi-residential Update
Microcomputer Applications	Desktop Publishing
Ethics and Professional Conduct	Consumer Protection
Agency Relationships and Duties	Statistics & Partial Interests
Capitalization and Cash Flow	Narrative Report Writing
Advanced Capitalization	Demonstration Report Writing
Advanced Applications	Cost Approach - Calculator Method
Fair Housing Laws	Title 24: California Energy Code
H.U.D./F.H.A. Appraisal Practices	Environmental Legislation
Environmental Disclosure	Non-residential Report Writing
Hotel/Motel Valuation	Retail and Industrial Markets
Fundamentals of Investment Analysis	Office and Industrial Trends

Purpose of Assignments

Purchase	Refinance	Casualty Loss
Litigation	Dissolution	Proposed
Feasibility Study	Foreclosure	Estate
Relocation	Rental survey	Portfolio

QUALIFICATIONS OF CHARLES S. MOORE, MAI

Representative List of Clients Served

Bank of Marin	Wells Fargo Bank	Northern Trust Bank
California Bank & Trust	Comerica Bank	First Republic Bank
Liberty Bank	Zions National Bank	Union Bank
Luther Burbank Savings	United America Bank	Heritage Bank of Commerce
Boston Private Bank	Global Trust Bank	Avidbank

California State Teachers' Retirement System (CALSTRS)
General Services Administration (GSA)
Federal Deposit Insurance Corporation (FDIC)
U.S. Department of Housing and Urban Development (HUD)
Small Business Administration (SBA)

Professional Designations/Affiliations

Member of the Appraisal Institute (11,198)
Certified-General Appraiser, State of California (AG009176)
Real Estate Broker, State of California (00866712)
American Association of Individual Investors (life member)

Court Testimony

I have testified as an expert in real estate valuation in San Francisco County

Properties Types Appraised

Single-family residences	Residential condominiums	Apartment buildings
Stock cooperatives	Live/work units	Design/multimedia
Office buildings	Industrial buildings	Warehouses
R&D	Shopping centers	Office condominiums
Industrial condominiums	Residential care facilities	Child care centers
Planned unit developments	Proposed construction	Mixed-use buildings
Food processing centers	Unreinforced masonry buildings	Hotels/Motels
Self-storage facilities	Fast food restaurants	Development land

QUALIFICATIONS OF CHARLES S. MOORE, MAI

Representative List of Properties Appraised

Offices

101 California Street
1,194,314 SF 48-story office tower

Gateway I and II
601-651 Gateway Boulevard, S.S.F.
Two office towers totaling 485,789 SF

Quadrus Office Project
2400-2494 Sand Hill Road, Menlo Park
Seven office bldgs. with 177,236 SF

Robert F. Peckham Federal Building
280 South First Street, San Jose
Federal building totaling 240,572 SF

Warehouse/Industrial/R&D

1070 San Mateo Avenue, S.S.F.
571,274 SF warehouse facility

1000 Commodore Drive, San Bruno
223,201 SF National Archives

Redwood Junction
2682-2694 Middlefield Road, RWC
215,200 SF multi-tenant light industrial

Scott Creek Business Park
44870 Kato Road, Fremont
Proposed 301,800 SF R&D facility

Apartments

Elena Gardens
1902 Lakewood Drive, San Jose
168-unit apartment complex

Belmont Square
2200 Lake Road, Belmont
36-unit apartment complex

Oakwood Apartments
515-595 John Muir Drive, San Francisco
721-unit apartment complex

Retail/Wholesale/Office

Gift Center & Jewelry Mart
888 Brannan Street, San Francisco
447,732 SF wholesale mart

West Gate Center
1933 Davis Street, San Leandro
573,563 SF power center

Design Pavilion
200 Kansas Street, San Francisco
78,659 SF wholesale design
and furniture showrooms

Other Properties

41-77 Van Ness Avenue, San Francisco
Proposed 52-unit residential mixed-
use condominium project

Crescent Villa Care Home
147 Crescent Avenue, Sunnyvale
40-bed assisted living facility

Children's World Learning Center
2875 Mitchell Drive, Walnut Creek
Childcare facility licensed for 123
children

Lok-n-Stor
190 Otis Street, San Francisco
Proposed 1,354-unit self storage facility

Tuscan Inn at Fisherman's Wharf
425 North Point Street, San Francisco
221-room full service hotel

York Hotel
940 Sutter Street, San Francisco
96-room boutique style hotel

Wendy's Restaurant
1313 South Wolfe Road, Sunnyvale
2,314 SF fast food restaurant

Company Information

Fabbro, Moore & Associates is a real estate appraisal and consulting firm. The firm and its predecessor companies have been active in the San Francisco Bay Area since 1956. Our firm has appraised virtually all property types, including residential, commercial, lodging, research & development, industrial, and special use properties.

Education

Mr. Fabbro graduated Magna Cum Laude with a Bachelor of Arts degree in History from Santa Clara University, Santa Clara, California. He was elected to membership in Phi Beta Kappa, and now is a member of the Pi Chapter of California.

Mr. Fabbro has taken more than 50 real estate education courses or seminars, covering an extensive variety of topics. The subjects covered in those courses and seminars include but are not limited to real estate valuation principles, appraisal procedures, real estate finance, market analysis, development feasibility, highest and best use analysis, capitalization theory and techniques, advanced capitalization theory and techniques, case studies in real estate valuation, report writing and valuation analysis, condemnation appraising, analyzing distressed real estate, construction evaluation, subdivision valuation, and standards of professional practice.

The Office of Real Estate Appraisers establishes continuing education policies for licensed and certified appraisers in the State of California. Mr. Fabbro has completed the continuing education requirement for his current certification term.

Professional Affiliations

Mr. Fabbro has been awarded the Certified-General Appraiser designation by the State of California (Certificate #AG002322). Certified-General is the highest level of certification available from the state.

Court Testimony

Mr. Fabbro has testified as an expert in real estate in San Francisco, San Mateo, Santa Clara, Alameda, Napa, and Solano counties. He has also testified in federal courts. He has provided litigation valuation analyses in over 200 cases, involving a wide array of property types and cases. Areas of expert testimony have included issues related to real estate valuation, standard of care for real estate appraisers, regulatory issues related to real estate appraisal, development feasibility, achievable development profits, value of development entitlements, and other issues related to real estate market economics. Clients have included public agencies, insurance companies, corporations, partnerships, and individuals. On several occasions, Mr. Fabbro has been appointed by the court or opposing sides to act as the sole real estate valuation expert or as a neutral party in real estate valuation disputes.

Property Types Appraised

Single-family residences	Residential condominiums
Subdivisions	Planned unit developments
Apartment buildings	Vacant land
Submerged land	Agricultural properties
Hotels	Motels
Marinas	Self-storage facilities
Warehouses	Industrial buildings
Auto repair facilities	Gas stations
Industrial condominiums	Research & development facilities
Office condominiums	Office buildings
Shopping centers	Commercial retail properties
Restaurants	Night clubs
Auto dealerships	Mortuaries
Medical buildings	Assisted living facilities
Senior housing	Properties affected by hazardous materials

Assignment Purposes

Purchase	Lending
Eminent domain	Litigation
Arbitration	Dissolution
Assessment appeal	Gift tax
Diminution in value	Detrimental conditions
Estate	Partial interest valuation
Foreclosure	Relocation
Leasehold interest	Rental survey
Land use planning	Feasibility study
Proposed construction	Subdivision analysis
Blockage discounts	Valuation of easements and rights-of-way

Geographic Area of Expertise

Our primary area of expertise is in the nine-county San Francisco Bay Area. The following table lists the California counties in which we have provided appraisals.

San Francisco	San Mateo
Santa Clara	Alameda
Contra Costa	Marin
Solano	Napa
Sonoma	Santa Cruz
Monterey	San Joaquin
Sacramento	Stanislaus
Yolo	Tuolumne
Merced	Fresno
Kern	Los Angeles
Orange	Riverside

Clients (Partial List)

AltaPacific Bank
Bank of America
Bank of Marin
Bank of the West
California Bank & Trust
First Bank
First Republic Bank
Heartland Capital
HSBC Private Bank
JP Morgan Chase
Luther Burbank Savings
Northern Trust Bank
US Bank

Beneficial Standard Life Insurance Co.
Fireman's Fund Insurance
Lawyers Title Insurance Corp.

City of Belmont
City of Daly City
City of Half Moon Bay
City of Oakland
City of Redwood City
City of San Carlos
City and County of San Francisco
Mid-Peninsula Regional Open Space District
California Department of Transportation
Federal Deposit Insurance Corp. (FDIC)
U.S. Dept. of Housing and Urban Dev. (HUD)
Small Business Administration (SBA)

Applied Materials
General Motors
Lockheed Martin
Nestle USA
Safeway
Doubletree Hotels
Seton Medical Center

Bancroft & McAlister
Bryant, Clohan, Ott & Baruh
Cooley, LLP
Flicker, Kerin, Kruger & Bissada
Hammer & Jacobs
Miller Starr Regalia
Morrison Foerster
Ropers Majeski Kohn Bentley
Sidley Austin
Tobin & Tobin

Avidbank
Bank of East Asia
Bank of Montreal
Boston Private Financial Holdings
Comerica Bank
First National Bank
Fremont Bank
Heritage Bank
Industrial and Commercial Bank of China
Liberty Bank
New Resource Bank
Union Bank
Wells Fargo Bank

Farmers Insurance
Kemper Insurance
Ticor Title Insurance Company

City of Brisbane
City of Foster City
City of Millbrae
City of Pacifica
City of San Bruno
City of South San Francisco
County of San Mateo
Skyline County Water District
SamTrans
General Services Administration (GSA)
Resolution Trust Corp. (RTC)
Veterans Administration (VA)

E.I. DuPont Co.
Hewlett-Packard
Motorola
Procter & Gamble
Marriott Corp.
Dignity Health
ESOP Investment Bankers

Berra, Stross & Wallacker
Chapman, Popik & White
Fenwick & West
Gordon & Rees
Howard Rome Martin & Ridley
Morgan Tidalgo Sukhodrev & Azzolino
Quinn, Emanuel, Urquhart & Sullivan
Shartsis Friese
Thoits Law
Wilson, Sonsini, Goodrich & Rosati

Representative List of Properties Appraised

Offices/R&D

333 Market Street, San Francisco
Eminent domain case involving a leasehold interest in a 33-story, 692,000-square foot high-rise office building

United States Geological Survey Campus
345 Middlefield Road, Menlo Park
381,284-square foot campus of the U.S.G.S.

United Defense Campus
1205 & 1450 Coleman Ave., Santa Clara and San Jose
295,750 SF campus of a major defense contractor

New San Francisco Federal Building
Innovative, energy-efficient, 605,000-sq. ft.,
18-story office building designed by Morphosis

Ronald V. Dellums Federal Building
1301 Clay Street, Oakland
903,363-sq. ft. federal building and courthouse

Industrial

Federal Supply Warehouse
1070 San Mateo Avenue, South San Francisco
571,913-square foot warehouse

National Archives and Records Admin. Center
1000 Commodore Avenue, San Bruno
227,839-square foot data center and warehouse

Retail

Sequoia Station, Redwood City
170,000-square foot community shopping center

125 Geary Street, San Francisco
Re-use plan for an unreinforced masonry building in Union Square

400 Jefferson Street, San Francisco
Leasehold interest in a new restaurant project at Fisherman's Wharf

Apartments/Residential

One Embarcadero South, San Francisco
Development appraisal for a 14-story, 233-unit multi-family residential building

City Heights at Pellier Park
169 West Saint James Street, San Jose
Appraisal of the first proposed high-rise condominium project in downtown San Jose

Green City Lofts
1007 Forty-first St., Oakland and
4050 Adeline Street, Emeryville
Proposed 62-unit loft condominium project

North Fair Oaks Apartments
523 Oakside Avenue, Redwood City
60-unit low- to moderate-income apartment project with condominium conversion potential

Marina Gardens, San Mateo
Conversion of a 180-unit stock cooperative project to condominiums

Land/Other

Abbott Labs Site, Redwood City
Evaluation of various license and easement rights affecting a proposed 541,077-square foot R&D project to be developed on a 31.57-acre site located adjacent to the Port of Redwood City

James R. Browning U.S. Court of Appeals Building
95 Seventh Street, San Francisco
457,000-square foot historic federal courthouse

Federal Courthouse, San Jose
Consultation with the federal government on site selection, land use, condemnation, and valuation issues related to a potential new federal courthouse

500 Ocean Street, Santa Cruz
80-room hotel