Folsom City Council Meeting

Additional Information Transmittal

MEETING DATE:	6/23/2026
AGENDA SECTION:	New Business
STAFF REPORT TITLE	Resolution No 11659 – A Resolution Authorizing the City Manager to Execute a Purchase and Sale Agreement with Brian Martell and Moe Hirani in the Amount of $1.55 Million for the Purchase of Assessor's Parcel Numbers 070-0046-026 and 070-0042-002 and Appropriation of Funds (Folsom Housing Fund 238)
FROM:	Community Development Department

Staff is providing the attached additional information for the above-referenced agenda item.

- Comment Letter from Bob Delp sent to the City Clerk Office on 6/22/26
- Letter from Moe Hirani & Brian Martell in response to Bob Delp's comment letter
- Landowner appraisal

Instructions to staff: *Deliver original and 30 stapled/double-sided copies to the City Clerk's Department; City Clerk's Department will distribute via email and hardcopy to City Council, City Manager, City Attorney, and City Clerk.*

Updated: Jan 2026

Karen Sanabria

From: Karen Sanabria
Sent: Monday, June 22, 2026 3:34 PM
To: Karen Sanabria
Subject: FW: Comments to City Council re: 6-23-2026 Agenda Item 15 - $1.55 million land purchase

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From: Bob Delp <[redacted]
Sent: Monday, June 22, 2026 9:21 AM
To: Christa Freemantle <cfreemantle@folsom.ca.us>; City Clerk Dept <CityClerkDept@folsom.ca.us>
Cc: Sarah Aquino <saquino@folsom.ca.us>; Barbara Leary <BarbaraL@folsom.ca.us>; Justin Raithel <jraithel@folsom.ca.us>; Anna Rohrbough <annar@folsom.ca.us>; Mike Kozlowski <mkozlowski@folsom.ca.us>; Bryan Whitemyer <bwhitemyer@folsom.ca.us>; Sari Dierking <sdierking@folsom.ca.us>
Subject: Comments to City Council re: 6-23-2026 Agenda Item 15 - $1.55 million land purchase

Dear City Council:

Please consider the following with regard to City Council 6/23/2026 agenda item 15, "Resolution No 11659 – A Resolution Authorizing the City Manager to Execute a Purchase and Sale Agreement with Brian Martell and Moe Hirani in the Amount of $1.55 Million for the Purchase of Assessor's Parcel Numbers 070-0046-026 and 070-0042-002 and Appropriation of Funds (Folsom Housing Fund 238)."

While a purchase price reflecting the appraisal's $1 million might be warranted following an assessment of the properties for potential contamination and other adverse conditions, the proposed purchase price of $1.55 million is more than 50% higher than the appraised value and would reflect an irresponsible financial decision by the Council. The Council should avoid using public funds to purchase property in excess of its appraised value without substantiating and documenting that such a higher purchase price is justified. No such justification is provided.

The appraisal notes that **the "property effectively has little or no current utility or value; its value is in its potential use(s) in the future redevelopment of the Corporation Yard."** The current owner does not control future redevelopment of the Corporation Yard, and unless and until the City makes future decisions and takes future actions pertaining to the Corporation Yard, the subject properties' effective "little or no current utility or value" will remain until the City takes future action(s). However, the appraisal is not based on that fact and, instead, assumes the hypothetical and optimistic future conditions in which the City has taken the actions that the appraisal concludes will then increase the property value from its current "little or no value" to $1 million (still well below the $1.55 million currently proposed purchase price). Achieving future conditions necessary for the properties to reach the appraised value of $1 million will be costly to the City and such costs are not reflected in the $1 million appraised value. These facts reduce the property value as compared to the appraised value and certainly do not support the notion of paying $550,000 more than the appraised value.

Moreover, the appraisal notes that "the appraiser has not checked the land records for recorded easements, and has reported only readily apparent easements, encroachments and other apparent adverse conditions. The client should review a title report prepared by a title company for recorded easements and the most up to date items affecting title." There is no indication in the staff report that the City has heeded this advice and confirmed that no easements, encroachments, or other adverse conditions are present.

Additionally, the appraisal advises that, **"the appraiser has not researched known or registered contaminated sites or hazardous waste facilities proximate to the subject**. These specialized data are beyond the scope of this appraisal assignment, and **the client is urged to obtain appropriate research and reports if there is concern in any of these areas**, or if this level of market area analysis is desired." There is no indication in the staff report that the City has performed any such recommended due diligence to determine whether the City's acquisition might inadvertently subject the City to liability associated with potential existing contamination or other adverse site conditions. These unknown factors create a risk to the prospective buyer (here, the City) and do not support paying more for the property than the already optimistically appraised value of $1 million.

Please postpone a purchase decision for these properties until such time as the City performs and documents due diligence in-line with the recommendations of the appraisal and please do not expend City funds for the purchase of property in excess of the property's optimistically appraised value.

Thank you for considering my comments.

Bob Delp
[redacted]

Karen Sanabria

From: Karen Sanabria
Sent: Tuesday, June 23, 2026 9:02 AM
To: Karen Sanabria
Subject: FW: Response to Bob Delp Letter

From: Brian Martell <brian@themoreexperience.com>
Sent: Monday, June 22, 2026 4:56 PM
To: Sari Dierking <sdierking@folsom.ca.us>
Subject: Response to Bob Delp Letter

Sari, Can you please forward the following letter to City Council and City Staff:

Dear Mayor, Members of the Folsom City Council, and City Staff:

I am writing in response to public comments submitted regarding Agenda Item 15, specifically the letter from Mr. Bob Delp. We appreciate Mr. Delp's engagement and share his interest in the responsible use of public funds. However, several important clarifications are necessary concerning property valuation and due diligence.

The City's Ashworth appraisal assumes a speculative, long-term "holding" use tied to future redevelopment of the Corporation Yard, describing the property as currently having "little or no utility or value." This conclusion is based on several material issues that deviate from standard USPAP appraisal practice, including:

- An incorrect assessment of site accessibility.
- Failure to properly apply the four mandatory Highest and Best Use (HBU) tests.
- Reliance on non-comparable larger multifamily redevelopment sites at ~$25/SF.
- Application of an excessive 57% risk/timeline discount based on a 5–6+ year speculative horizon.

In contrast, our independent LaBella Appraisal (dated January 27, 2026) correctly identifies **residential development (single-family or small-lot mixed-use)** as the Highest and Best Use under current HD-PD zoning and the HF General Plan. It utilizes recent, highly comparable residential lot sales in the same Theodore Judah grid of the Historic District (averaging approximately $50 per square foot) and concludes a fair market value of **$5,225,000** for the full four-parcel assemblage.

Regarding Mr. Delp's due diligence concerns:

- **Easements, Encroachments, and Title Matters**: We provided the City with a complete ALTA/NSPS Land Title Survey (completed March 4, 2024 by Atlas Geospatial). This survey confirms **no encroachments**, full access availability from Sutter Street (and side access from Burnett Street), and **no material adverse easements or conditions** affecting the parcels. (See attached survey for reference.)

The proposed $1.55 million purchase price for the two parcels reflects a reasonable effort to bridge the gap between two credible but differing appraisals — a common occurrence when Highest and Best Use is disputed. We fully support thorough due diligence and have been transparent in providing all requested documentation.

We remain committed to working cooperatively with the City to reach a fair, market-supported agreement that recognizes actual transaction data in the Historic District while advancing the Corporation Yard redevelopment goals. We respectfully request that the Council consider directing staff to reconcile the appraisal differences or proceed with negotiations at a value supported by current market evidence.

We are available to answer any questions from the Council or staff prior to or during tomorrow's meeting. A copy of our prior detailed letter to Ms. Johns and a summary of the LaBella Appraisal are available upon request.

Thank you for your consideration and service to the City of Folsom.

Respectfully,

Moe Hirani & Brian Martell

LABELLA
APPRAISAL INC
REAL ESTATE APPRAISALS SINCE 1985

February 26, 2026

Visione Investments
8272 Robert Court
Granite Bay, CA 95746

In response to your request and authorization, I have formed an opinion of value for the property located in the City of Folsom, Sacramento County, California. Assessor Parcel Numbers 070-0042-002/003-0000; 070-0046-024/026-0000 containing a total of 2.71± net acres of mixed-use land.

Based on an inspection of the property, an analysis of market and other pertinent data and subject to the Assumptions and Limiting Conditions of this report, my opinion of the value as of January 16, 2026, is:

$5,225,000

Five Million Two Hundred Twenty-Five Thousand Dollars

The following appraisal report sets forth the data and the reasoning leading to the appraisal conclusion. The report is presented in an *Appraisal Report* format. If you would like to discuss the report, please feel free to contact me.

Sincerely,

David LaBella
Certified General Real Estate Appraiser
California Certificate Number AG042672

APPRAISAL REPORT

MIXED USE LAND
CITY OF FOLSOM
SACRAMENTO COUNTY
CALIFORNIA

FOR

VISIONE INVESTMENTS
8272 Robert Court
Granite Bay, CA

EFFECTIVE DATE OF THE APPRAISAL
JANUARY 16, 2026

DATE OF THE REPORT
FEBRUARY 26, 2026

INTRODUCTION

The property appraised is identified as approximately 2.71± net acres of mixed-use land, described as Assessor's Parcel Numbers 070-0042-002/003-0000 and 070-046-024/026-0000. The site is located within the Historic District of the City of Folsom, Sacramento County, California. The parcel is zoned HD PD (Historical District Planned Development).

The General Plan designation is HF (Historic Folsom Mixed-Use). The subject property is located at 1118, 1115 and 1108 Sutter Street and Leidesdorff Street in the City of Folsom, bordered by Leidesdorff Street to the north, Sibley Street to the east, and Sutter Street to the south. The intended use of this appraisal report is to determine the market value as of January 16, 2026, for the clients' internal purposes. The intended user of this report is Visione Investments, and their authorized representatives.

This is an Appraisal Report, which is intended to comply with the reporting requirements set forth under Standards Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice for an appraisal report. As such, it presents summary detail, explanations of methods, reasoning, and conclusions, that were used in the appraisal process to develop the appraiser's opinion of value.

The sales comparison approach is the only appropriate method of valuation that will produce a credible indication of value for the subject property. The cost and income approaches to value are not utilized in this report. There is no departure from USPAP.

The analyses, opinions and conclusions communicated within this appraisal report were developed based upon the requirements and guidelines of the current Uniform Standards of Professional Appraisal Practice (USPAP), the requirements of the Code of Professional Ethics and the Standards of Professional Appraisal Practice of the Appraisal Institute.

SUMMARY OF REPORT

OWNER OF RECORD:	Visione Investments	
PROPERTY DESCRIPTION:	The subject property is identified as 2.71± net acres of Historic District Planned Development. It is located at 1108 Sutter Street in the City of Folsom, bordered by Leidesdorff Street to the north, Sibley Street to the east, and Sutter Street to the south.	
ASSESSOR PARCEL NO:	070-0046-024/026-0000, 070-0042-002/003-0000	
LAND SIZE:	2.71± net acres (118,294 square feet net) per Assessors' map.	
SITE INFLUENCES:	The subject is located in the HF (Historic Folsom Mixed-Use District).	
ZONING:	The site is currently zoned for H-D PD (Historic District Planned Development) by the City of Folsom Planning Department.	
GENERAL PLAN:	HF (Historic Folsom Mixed-Use)	
HIGHEST AND BEST USE:	The highest and best use of the subject property is for a mixed-use development.	
VALUATION DATES:	Effective Date of the Appraisal:	January 16, 2026
	Date of the Report:	February 26, 2026
OPINION OF VALUE:	**$5,225,000**	

PREMISES OF THE APPRAISAL

Client – Visione Investments

Intended users – Visione Investments and its authorized representatives

Intended use of this appraisal report – The purpose of this appraisal is to provide an opinion of market value of the subject property is for the client's internal purposes. This report is subject to the Assumptions and Limiting Conditions of this report, and this report is not to be used for any other purpose.

Effective date of the appraisal – January 16, 2026

Date of the report – February 26, 2026

Definition of market value – *The most probable price which a property should bring in a competitive and open market under all condition's requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:*

a) *buyer and seller are typically motivated;*
b) *both parties are well informed or well advised, and each acting in what he considers his own best interest;*
c) *a reasonable time is allowed for exposure in the open market;*
d) *payment is made in terms of cash in U.S. Dollars or in terms of financial arrangements comparable thereto; and*
e) *the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.* [1]

[1] Uniform Standards of Professional Appraisal Practice, 2003 ed., page 224

Property interests appraised – The property interests appraised in this report is the *fee simple estate* defined as follows:

Fee simple estate – *absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.*[2]

Market exposure time – The appraised value is based on an estimated market exposure time of six months or less. This marketing time opinion is based on actual marketing time for the various properties described herein.

Report format – The appraisal report has been developed under Standards Rule 1 and prepared in an *Appraisal Report* format as set forth under Standards Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice (USPAP). The *Appraisal Report* format is the level of detail of presentation and is for client use only.

The sales comparison approach is the only appropriate method of valuation that will produce a credible indication of value for the unimproved acreage. The cost and income approaches to value were not utilized as they do not apply to vacant land.

[2] Appraisal Institute, *The Dictionary of Real Estate Appraisal,* 3rd ed. (Chicago, Illinois: Appraisal Institute, 1993), 140.

ASSUMPTIONS AND LIMITING CONDITIONS

- Title to the property is marketable, free and clear of any encumbrances or liens prohibiting right, title, or use of the property, unless specified in the report.
- No survey of the property has been conducted. Legal descriptions, dimensions, and improvement areas used are assumed correct.
- Data and information furnished by the client, their agents, or others are assumed accurate and correct, not guaranteed.
- No responsibility is assumed for matters of legal interpretation.
- It is assumed that there are no physical conditions, surface or subsurface, which would affect the use and value of the property.
- In this appraisal assignment, the existence of potentially hazardous material and/or toxic waste, which may or may not be present on the property, has not been considered. The opinion of market value assumes that there are no such materials that could affect the value of the property. The appraiser is not qualified to detect such substances. The client should retain a licensed professional in this field to detect such substances. No disclosures were made concerning hazardous material or waste.
- Any toxic mold contamination will have to be determined by a professional inspector licensed and approved in these areas. The appraiser does not have the expertise to detect and recommend remediation measures and/or costs for any toxic conditions, specifically mold. Without a clear report and determination by an expert in this field, this report assumes that there is no contamination on or in the real or personal properties that are described in this report and the appraiser reserves the right to reconsider the concluded opinion of value(s) presented in this report should information be provided that the property or properties suffer mold contamination.
- This appraisal assumes that the sources for all information and data used in this appraisal are reliable, correct, and accurately disclosed. If any data or information reported incorrectly or not disclosed would change the opinion of value(s), the appraiser retains the right to make the appropriate changes without consequence.
- Possession of this report or a copy of it does not carry with it the right of publication, or its use by anyone other than the client, or for purposes other than those for which it was prepared, except as specifically authorized by the Client and/or the Appraiser.
- The property appraised may or may not be subject to the Americans with Disabilities Act of 1990 (ADA). The appraiser makes no representation of compliance with this Act.

SCOPE OF WORK

- The appraisal report has been prepared in accordance with the Uniform Standards of Professional Appraisal Practice (USPAP). The intention is for the appraisal service to be performed in such a manner that the result of the analysis, opinions or conclusion is that of a disinterested third party.

- The appraiser inspected the subject property during the appraisal assignment. Photographs were taken at the time of the inspection.

- Sales of unimproved residential lots similar to the property appraised and pertinent to this valuation have been investigated and analyzed.

- The appraiser studied information concerning the subject region and neighborhood; analyzed the subject market area; and researched the current zoning and General Plan data.

- Highest and best use alternatives were examined.

- Data sources include Multiple Listing Service, public records, real estate salespersons, and subscription data services. Reliable sources familiar with the transactions analyzed have been used to confirm the details of the data used in this appraisal.

- The market data investigated was analyzed to determine its relevancy and contribution to the opinion of value presented in this report.

- After assembling and analyzing the data discussed in this report, an opinion of market value has been prepared using the sales comparison approach to value.

Folsom, California is a city in northeaster Sacramento County, known for its diverse population and rich history. The city's demographics include a mix of ethnic groups and the city's population density is 4,052 people per square mile. Folsom's economy is supported by various industries, including education and healthcare, and the city is home to Folsom Lake College, which contributes to the local educational landscape.

History

The Nisenan Maidu tribe of Native Americans had long inhabited the area. The Gold Rush of 1849 brought violence, disease and overwhelming loss for the tribes. The Maidu populations were greatly diminished with the arrival of Euro-Americans in this area as the natives had no immunity to many of the diseases which came with the new immigrants. Childhood diseases, such as measles and chickenpox, were lethal and spread through whole villages leaving few survivors. The discovery of gold further diminished the Indian population when they were driven from their land, and their hunting grounds were disturbed.

The earliest written record concerning Folsom goes back to the "Diary of Ensign Gabriel Moraga's Expeditions of Discovery in the Sacramento Valley" where an entry described a visit to this area in October 1808. The second Euro-American known to have visited the Folsom area was Jedediah Smith, who camped in the area in April 1827 with a group of trappers. The first man to play a part in the establishment of the City of Folsom was William Alexander Leidesdorff. Leidesdorff was born in the Danish West Indies in 1810. His father was Danish and his mother was an Islander of African ancestry. Leidesdorff arrived in California in 1840 and in eight short years rose to become one of the most prominent men in the state. He was a successful merchant and trader in San Francisco, who acquired large parcels of land in that city before the discovery of gold escalated land prices. He served as a member of the City Council and School Committee. He served as Town Treasurer and Vice Consul for the U.S. in San Francisco. In August 1844 Leidesdorff, a naturalized Mexican citizen, petitioned Governor Micheltorena for a land grant of 8 sq. leagues on the banks of the American River adjoining the property of John Sutter. The grant, which included the areas of present-day Rancho Cordova and Folsom, was issued and Leidesdorff took possession of 35,521 acres of land, called Rio de los Americanos. Leidesdorff died suddenly four years later at the age of 38 and was buried at Mission Dolores with elaborate ceremony. The cities of Folsom and San Francisco have recognized him with streets named in his honor, and today he is remembered as one of the most prominent Afro-American men in early California history. Leidesdorff had no family in California and left no will.

Joseph Libbey Folsom, a West Point graduate, was a captain in the Quartermaster Corps stationed in San Francisco in 1848. He began buying property himself in the city as land prices were beginning to rise after the discovery of gold in the Sierra foothills. After the Leidesdorff estate had been inventoried, Folsom decided to find Leidesdorff's heirs and buy the estate in early 1849. He traveled first to New York to arrange.financing and then on to St. Croix where Leidesdorff's family lived. Folsom agreed to pay $70,000 for the estate with $5,000.00 as a down payment and the remainder in 2 later installments. When the heirs learned of the value of the estate, they refused to accept further payments and would not give Folsom title to the property. A sensational trial in 1851 gave Folsom the property, but it took another 3 years before he could establish title to Rancho de los Americanos. While Folsom was securing legal title to the property, he began making plans for development of his holdings, which held an unknown amount of gold.

Sometime in 1849, gold was discovered at Negro Bar just below Folsom's historic district on the banks of the American River. The gravel bar extended about 9/10 of a mile west from the vicinity of present-day Rainbow Bridge and was first mined by Afro-Americans. Later court records indicate one of these miners was Samuel Smith. No other records can be found to tell us more about these early miners. By 1850 a hotel and store were constructed by James S, Meredith near present day Burnett and Forrest Streets, and census records for that year list about 700 inhabitants of Negro Bar. The "Diary of H.B. Scharmann" gives us one of the few firsthand accounts of Negro Bar: "After I had gone twenty-five miles from Sacramento, I found a great bank, also called a bar, where three hundred men were busily washing gold. There was a prospect here for a diligent worker to earn five dollars a day. Illnesses were frequent and I witnessed many deaths. The heat, which sometimes reached one hundred and twenty degrees, was unbearable during the day, but the nights were cool and gave us a chance to get sleep. Here we lived, sheltered by the trees; many had no tents and built themselves huts made of leaves."

Soon the easy gold deposits were gone. In August 1950, Scharmann describes the formation of a company of 260 people to dig a canal to harvest gold from a dried riverbed. The Virginia Mining Company was formed to split the expense of this effort. Shares were purchased in the form of labor or wages for labor. Scharmann's sons were laborers and he himself paid wages. A tremendous amount of physical exertion was necessary, and many became ill due to the oppressive summer heat and poor diet. On October 8th, the dam and canal were complete, but the dam broke the next morning. Mining ceased for winter, and many miners left to look elsewhere. Flooding followed the next spring and Scharmann soon left to explore for gold around Nevada City. In 1853 the remnants of the Virginia Mining Company were sold to Amos P. Catlin for $900.00. Catlin brought a more reliable water source to the area, and mining by his company continued until 1855, when it is estimated a total of $2,000,000 in gold had been removed from the gravel of Negro Bar.

In 1855, Granite City was laid out by engineer Theodore Judah, under the direction of Joseph Libby Folsom. Granite City was mostly occupied by gold miners seeking their fortune in the Sierra Nevada foothills. Though few amassed a great deal of wealth, the city prospered due to Joseph Folsom's lobbying to get a railway to connect the town with Sacramento. Joseph died in 1855, and Granite City was later renamed Folsom in his honor. The railway was abandoned in the 1980s but opened as the terminus of the Gold Line of Sacramento Regional Transit District's light rail service in 2005. A few former gold-rush era towns are located in and around Folsom, including Prairie City, Salmon Falls, and Mormon Island.

Folsom included a significant Chinese American community when it was first incorporated, but arsonists burned Folsom's Chinatown in March 1886, driving Chinese Americans out of town.

The establishment of Folsom Prison came in 1880, when the Livermore family made an agreement with the state to donate land for the prison in exchange for prison labor. They planned to build a hydro-electric dam from the American River for a sawmill. Though the sawmill did not work out, the Livermores soon realized that the natural force of running water could provide enough power to transmit to Sacramento, and the Folsom Powerhouse, now a National Historic Landmark, was opened. At the time it was opened, it had the longest overhead run of electricity (22 miles) in the country. The powerhouse operated until 1952.

Folsom Dam was built in 1956, providing flood control and water rights for the Sacramento Valley and created Folsom Lake. The dam is located on the southwest corner of the lake. The lake is an estimated 4.8 miles from Granite Bay to the most southern point of Folsom Lake.

Folsom is home to Folsom Lake College, Folsom High School, Vista del Lago High School and a historic downtown district. Folsom is also home to the largest private employer in the Sacramento area, Intel.

The Folsom Plan Area allows the construction of 11,000 homes resulting in 25,000 additional residents enlarging the city of Folsom by one-third. The planned community development area of 3,250 acres south of Highway 50 includes additional housing, schools and parks along with office and commercial buildings.

Geography

According to the United States Census Bureau, the city has a total area of 30.2 square miles, of which, 27.9 square miles of it is land and 2.3 square miles of it is water. Folsom is located in the foothills of the Sierra Nevada.

Carpenter Hill in Folsom has the highest elevation in Sacramento County, at 831 feet.

Climate

Folsom's climate is characterized by long, hot, dry summers and cool, rainy winters.

Demographics/2020 Census

The 2020 United States census reported that Folsom had a population of 80,454. The population density was 2,885.6 inhabitants per square mile.

The census reported that 92.5% of the population lived in households, 0.3% lived in non-institutionalized group quarters, and 7.2% were institutionalized.

There were 29,574 housing units at an average density of 1,060.7 units per square, of which 28,336 (95.8%) were occupied. Of these, 68.0% were owner-occupied, and 32.0% were occupied by renters.

Economy

According to the city's 2020 Comprehensive Annual Financial Report, the top employers in the city are:

#	Employer	Employees	Percentage of Total City Employment
1	Intel Corporation	6,318	17.80%
2	California State Prison, Sacramento	1,469	4.14%
3	Folsom Cordova Unified School District	1,112	3.13%
4	Folsom State Prison	1,069	3.01%
5	Mercy Hospital of Folsom	755	2.13%
6	California ISO	638	1.80%

The total Folsom labor force is 35,500, approximately 59.6% of the total adult population asset of around 59,740.

Parks and recreation

Livermore Community Park is located in Folsom and offers sports facilities and a water park. Folsom also boasts over fifty miles of trails, including the Humbug-Willow Creek Trail, Folsom Parkway Rail Trail, Lake Natoma Trail, and Oak Parkway Trail. The 32-mile American River Bike Trail, which starts in Sacramento, runs through Folsom along Lake Natoma. Bridges located in Folsom include Lake Natoma Crossing, the Rainbow Bridge, the Historic Truss

Bridge, and Folsom Lake Crossing. There is also a pedestrian bridge over East Bidwell Street that opened on November 6, 2010, as part of a new segment on the Humbug-Willow Creek Trail. Another bridge was built over Folsom Lake Crossing in 2014 as part of the Johnny Cash Trail, a public art experience and bike trail honoring the singer Johnny Cash, which was opened on October 14, 2017.

Folsom also includes part of the Folsom Lake State Recreation Area, which is popular for hiking, boating, fishing, and biking, and a major attraction in the Sacramento region.

Government

In the California State Legislature, Folsom is in the 6th senatorial district, represented by Republican Roger Niello, and in the 7th Assembly district, represented by Republican Josh Hoover.

Located within California's 3rd congressional district, Folsom is represented in the U.S. House of Representatives by Republican Kevin Kiley.

PROPERTY IDENTIFICATION

OWNER OF RECORD:	Visione Investments.
LOCATION:	The subject property is identified as 2.71± acres of mixed-use land located within the city of Folsom's Historic District. The subject property is bounded by Leidesdorff Street to the north, Sibley Street to the east, and Sutter Street to the south.
ASSESSOR'S DATA:	Sacramento County (Tax Year 2025)

Parcel Number:	070-0046-024-0000
Assessed Value:	$132,199
Taxes:	$1,441.88
Parcel Number:	070-0046-026-0000
Assessed Value:	$330,502
Taxes:	$3,604.78
Parcel Number:	070-0042-002-0000
Assessed Value:	$114,168
Taxes:	$1,245.22
Parcel Number:	070-0042-003-0000
Assessed Value:	$24,033
Taxes:	$262.12

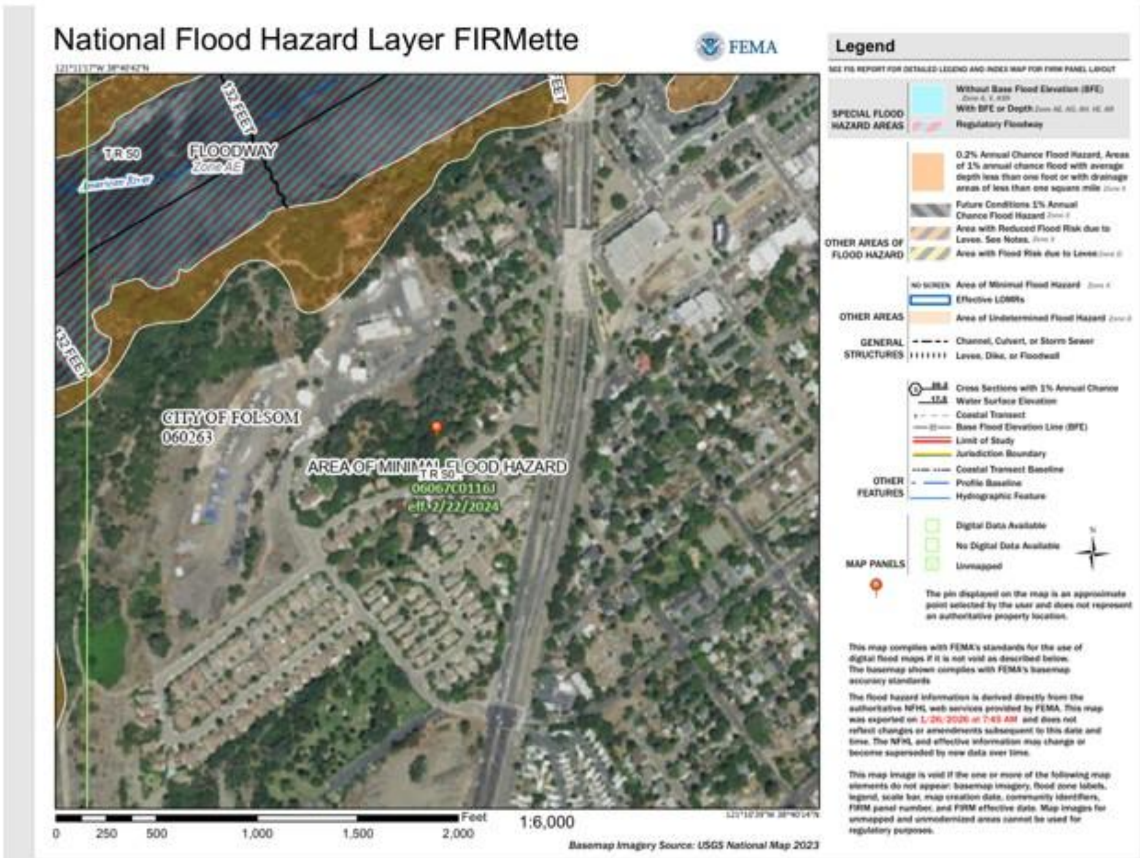
Note: California's Proposition 13 states that a sale of a property triggers a reassessment at the market value (sale price), with taxes equal to 1.0% more or less, of the assessed value.

CENSUS TRACT/BLOCK:

070-0046-024-0000 = 008404/2004
070-0046-026-0000 = 008402/3023
070-0042-002-0000 = 008404/2004
070-0042-003-0000 = 008404/2004

PROPERTY IDENTIFICATION (Continued)

FLOOD ZONE: Zone X is an area that is determined to be a minimal flood risk outside the 0.2% annual-chance floodplain (outside the 500-year flood zone) as shown on FEMA Map Number, 06067C0116J, dated 02/24/2024



EARTHQUAKE ZONE: The property is not located on a "Fault Rupture Hazard Zone" per the *Alquist-Priolo Special Studies Zone Maps*, State of California.

LEGAL DESCRIPTION: See Addenda.

SALES HISTORY: Sold 12/19/2025 for $2,000,000, Document Number 251219-1021.

SITE DESCRIPTION

ASSESSOR PARCEL NO.:	070-0046-024/026-0000, 070-0042-002/003-0000
SIZE:	2.71± net acres of mixed-use land
SHAPE:	Irregular (see plat map)
UTILITIES:	All are available to the subject property.
EASEMENTS:	The subject property revealed no apparent adverse easements or encroachments that would negatively impact value.
TOPOGRAPHY:	The topography of the subject is generally level, although it slopes north toward various drainage canals which is then pumped back into the river.
SUBJECT DESCRIPTION:	The subject area is comprised of four parcels, identified as Assessor's Parcel Numbers 070-0046-024/026-0000, 070-0042-002/003-0000 by Sacramento County. Theodore Judah lots refer to the original town layout including the blocks, streets, and parcel boundaries surveyed when the community was still called Granite city. These plotted lots established the physical framework of what is now the Folsom Historic District, and those boundaries have remained essentially unchanged. This development would embrace "Theodore Judah's" original town layout within the Historical District of Folsom. The subject property consists of 18 lots of which 14 would be considered "Theodore Judah" lots that are 50'x140' each in size, totaling 7,000 sf. The remaining 4 lots are remnant lots left from street right of way. See Plat Map on page 11. These lots could be modified at a later date.
CURRENT USE:	The subject property is currently vacant with native trees, grasses and ground cover.

SITE DESCRIPTION (Continued)

ZONING/GENERAL PLAN:

Current Zoning Designation**: H-D PD (Historic District Planned Development)**

H-D, HISTORIC DISTRICT

Purpose and Intent

The city council intends to actively promote the purposes of this chapter by (1) creating incentives for residents, property owners and businesses, (2) encouraging cooperation in attaining the purposes set forth in this chapter, and (3) providing a simple, fair and effective system of enforcement of the regulations contained in this chapter.

The purposes of this chapter are:

1. To preserve and enhance the historic, small-town atmosphere of the historic district as it developed between the years 1850 and 1950;

2. To maintain, restore, and reconstruct historic structures and sites within the historic district;

3. To encourage an active business climate which promotes the development of a diverse range of businesses compatible with the historic district as it developed between the years 1850 and 1950;

4. To retain the residential areas within the historic district;

5. To ensure that new residential and commercial development is consistent with the historical character of the historic district as it developed between the years 1850 and 1950;

6. To increase the awareness, understanding, and appreciation of the history of the city; and

7. To preserve and enhance open space areas. (Ord. 890 § 2 (part), 1998)

P.D., PLANNED DEVELOPMENT DISTRICT

The purposes of this chapter are to allow greater flexibility in the design of integrated developments than otherwise possible through strict application of land use regulations, to encourage the creative and efficient use of land, and to encourage the efficient allocation and maintenance of privately controlled open space through the redistribution of overall density where such redistribution is desirable and feasible. The Planned Development district is not intended to reduce the allowed density of development as specified in the general plan or to amend the allowed use of property as specified in the underlying zoning district. The Planned Development ("P.D.") district is intended to be a combining district. P.D. Permits shall be considered by the planning or historic district commission (referred to collectively as commission) as appropriate. (Ord. 968 § 2 (part), 2002: Ord. 589 § 1 (part), 1987)

General Plan Designation:

The subject property's General Plan designation is **HF** (Historic Folsom Mixed Use). This designation provides for a mixture of commercial and residential uses designed to preserve and enhance the historic character of Folsom's old town center.

Theodore Judah's "lots" in the Folsom Historic District refer to the original town layout — the blocks, streets, and parcel boundaries he surveyed when the community was still called Granite City. These plotted lots established the physical framework of what is now the Folsom Historic District, and those boundaries have remained essentially unchanged.

<u>What the Theodore Judah Lots Represent</u>

- Original town plat: Judah was hired in 1855 to survey and lay out the town. His mapped lots defined:
- Street grid
- Block shapes
- Individual property parcels
- Historic District boundaries: The modern Folsom Historic District still follows the same boundaries Judah established.
- Gold Rush–era planning: The lots were designed when Folsom (then Granite City) served as a major jumping-off point for miners heading into the Sierra foothills.

Why They Matter Today

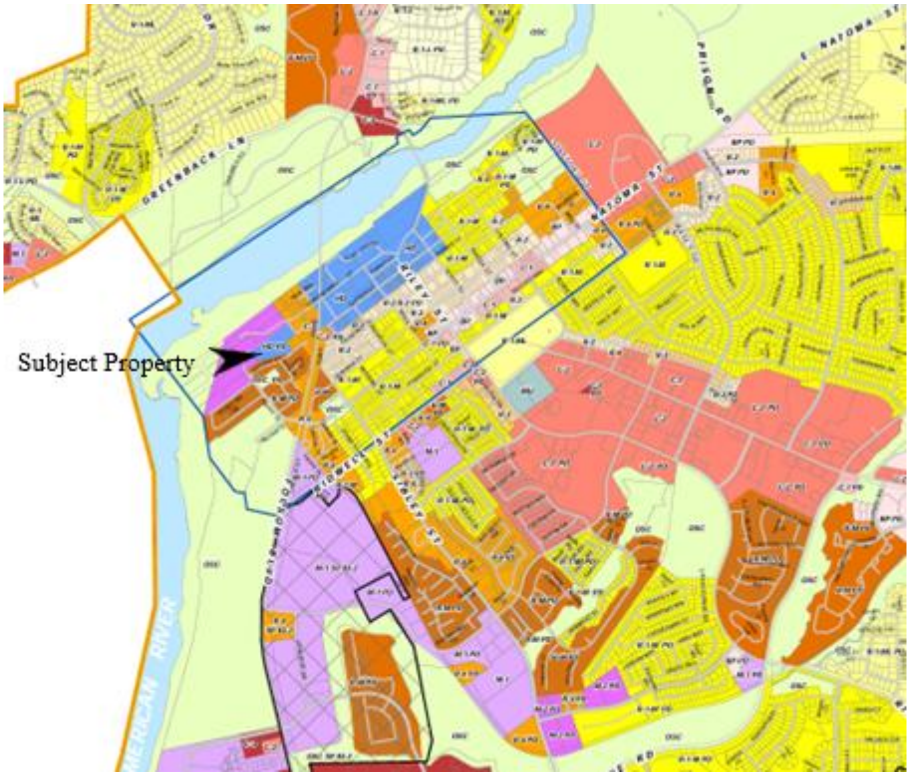
- They form the legal and historical basis for the district's preservation area.
- They explain the distinctive street layout and parcel sizes still visible in Old Folsom.
- They anchor the district's identity as one of California's earliest railroad-linked communities, shaped by Judah's engineering vision.

Lot Standards. The minimum lot area is 7,000 square feet, except when recreating the 50 feet by 120 feet River Street lots as shown on the 1855 Theodore Judah map, which may be 6,000 square feet. The minimum lot width is 50 feet. A minimum of 45 percent of the lot area must be maintained as pervious surface.

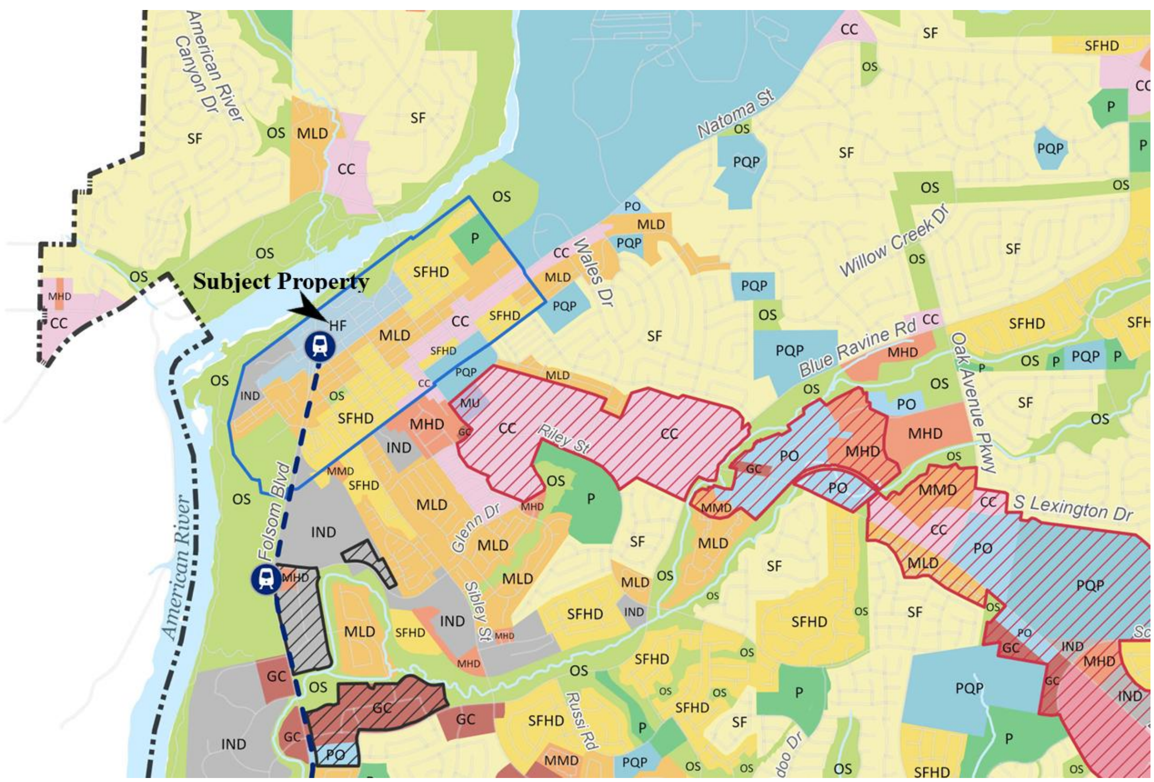
PLAT MAP


POR. SEC. 35, T.10N., R.7E., M.D.B.& M.
(PROJ. INTO RANCHO RIO DE LOS AMERICANOS)
70-04
Bk. 71
RIVER
ST.
041
045
LEIDESDORFF
Theodore Judah Lots (1-4)
Theodore Judah Lots (1-8)
FORREST
BURNETT
SIBLEY
READING
042
046
Theodore Judah Lots 12 & 13
Remnant Lots Parcel 070-0042-003
Remnant Lots (Portion of 9-11)
SUTTER
WY.
ST.
WEST RAILROAD ST.
FOLSOM
BL.
SIBLEY ST.
03
05
24
Folsom, R.M. Bk.1 Pg.7
O.S. Bk.76 Pg.4 (7-24-2008)
CITY OF FOLSOM
Assessor's Map Bk. 70 Pg. 4
County of Sacramento, Calif.
MAY 17th, 2021

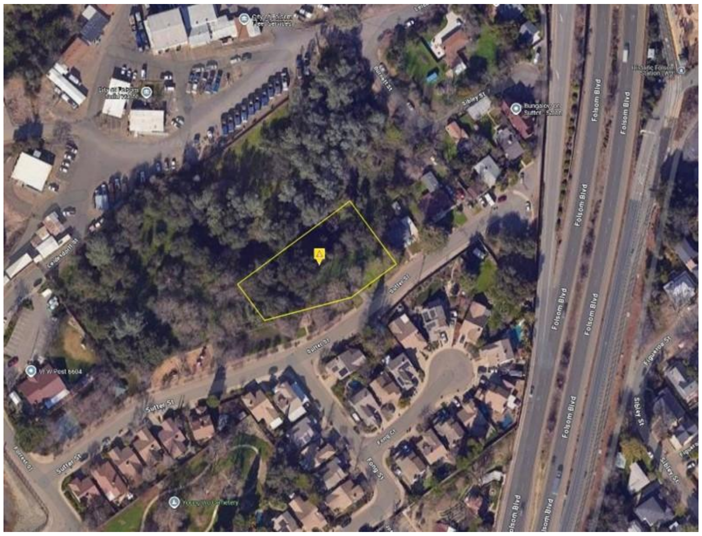
CITY OF FOLSOM ZONING MAP



HISTORIC FOLSOM MIXED USE



OVERHEAD VIEW (070-0046-024-0000)



OVERHEAD VIEW (070-0046-026-0000)

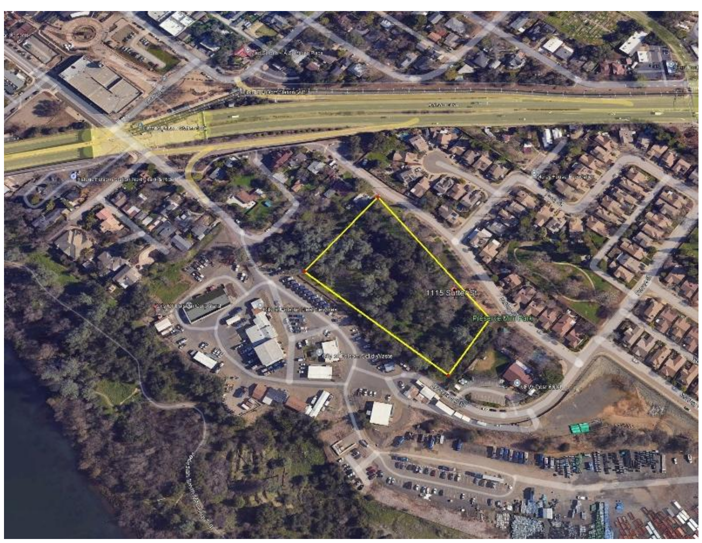
OVERHEAD VIEW (070-0042-002-0000)

OVERHEAD VIEW (070-0042-003-0000)

SUBJECT PROPERTY OVERHEAD VIEW (RED)

Overhead View (Northerly)

Overhead View (Southerly)



Subject Photos

Client	Visione Investments						
Property Address	1118, 1115 and 1108 Sutter St						
City	Folsom	County	Sacramento	State	CA	Zip Code	95630
Appraiser	David LaBella						







HIGHEST AND BEST USE

Legally Permissible — The subject property is zoned HD-PD (Historic District-Planned Development) by the City of Folsom Planning Department. Rezoning the property is not likely since the land is identified a Historic District. In addition, the property uses allowed by this zoning typically constitute the choices available for development. Therefore, the legally permissible use of the site is a mixed-use property.

Physically Possible — The subject is large enough to support several types of mixed-uses. An additional use may be for an environmentally sensitive area for mitigation as well as being of sufficient size to develop for recreational uses.

Financially Feasible — The demand for residential uses in this location are in demand due to the lack of available housing and the Historical location. The uses that are financially feasible are limited to those developments which would result in the highest net income to the land.

Maximum Profitability — The maximum profitability of the subject property is to continue to develop the land with a project which results in the highest net income to the land.

The highest and best use as vacant is to utilize the land for a residential-mixed-use development which benefits the Historical development of Old Town Folsom.

The highest and best use as improved is for the development of a residential- mixed use plan.

VALUATION METHODS

The valuation process in this appraisal considers the three traditional methods to value real estate, the cost, income, and sales comparison approaches.

The *cost approach* estimates the replacement or reproduction cost new of all improvements. Depreciation from all causes is estimated and deducted from the cost new, arriving at a depreciated replacement or reproduction cost. The final step is to add the opinion of the land value (as if vacant) to the depreciated cost indication. This results in an opinion of value by the cost approach. This valuation method can be a reliable indication of value, particularly when the buildings are new and proper for the property.

The *income approach* analyzes the present worth of future benefits derived from ownership that are measured through the capitalization of the property's projected net income. The appraisal investigation develops a reliable estimate of the net operating income a property can produce and capitalizes this net income, using rates developed from market transactions into an opinion of value.

The *sales comparison approach* is contingent upon the availability of similar properties that have recently sold on the open market. All transactions used in this method of valuation are analyzed and their attributes (factors of adjustment) compared with the subject property. Differences between each comparable and the subject are adjusted to arrive at an indicated value from each comparable transaction. These indicators of value are reconciled into a final opinion of value for the property.

SALES COMPARISON APPROACH

Introduction

The method of valuation used in this appraisal is the *sales comparison approac*h. The following steps are completed in the sales comparison approach valuation method to conclude an opinion of value:

- Sales of similar residential lot sales in the Greater Folsom area have been investigated.
- The facts surrounding each sale are verified.
- This analysis extracts *price per square feet* from the comparable lots investigated. Price per square foot is the typical unit of comparison used by sellers, buyers, licensed real estate agents, and investors of residential lots. The method for extracting price per square foot from the residential lot sales and their application for determining an opinion of market value are easily understood and an accepted method of valuation used by the market.

The elements of comparison factors considered in this analysis are:

• Property Rights:	Fee simple estate transferred.
• Financing terms:	Cash discounts; market or non-market financing terms; excessive financing charges.
• Conditions of the sale:	Motivations of the buyer and/or seller.
• Market conditions:	Appreciation or depreciation due to inflation or deflation; or have investors' perceptions of the market changed since the time the comparable sales were transacted; referred to as time adjustment.
• Location:	Similar market and market appeal area.
• Physical characteristics:	Size (square feet); topography, utilities, access, deeded restricted use easements; site influences; potential use.
• Zoning:	Referring to the regulatory framework established by local governments that designates specific land uses for different areas. It controls whether a property can be used for residential, commercial, industrial, agricultural, or mixed-use purposes, and it regulates aspects such as building size, density, placement, and design. The overarching goal of zoning is to protect the health, safety, and welfare of the community by ensuring that land is used in a manner that is consistent with local planning objectives.

Land Valuation

The following is a *Residential Lot Sales Chart* preceded by a *Residential Lot Sales Map*. This is followed by a description of the subject's pertinent factors and characteristics, an adjustment grid comparing the sales to the subject parcel, and an analysis and conclusion of the subject land value by the Sales Comparison Approach.

Residential Lot Sales Chart

No.	Location – Assessor Parcel Number Recording Data – Seller & Buyer	Date Sold	Sale Price	Site Size (sf)	Price Per (sf)	Zoning
1	315 Sutter St., Folsom Sacramento County APN: 070-0120-068-0000	12/2025	$395,000	7,052	$56	R-1-M
	Recording Date: 12/08/2025 Seller: Robert and Joan Walter Family Trust	Document No.: 2025.1208739 Buyer: Paris Design Build				
2	709 Persifer St., Folsom Sacramento County APN: 070-0203-015-0000	11/2025	$325,000	7,000	$46	R-1-M
	Recording Date: 11/06/2025 Seller: Rawles	Document No.: 251106-1119 Buyer: Seth Robinson				
3	312 Figueroa St., Folsom Sacramento County APN: 070-0120-065-0000	04/2025	$370,000	7,009	$53	R-2
	Recording Date: 04/17/2025 Seller: Edwards	Document No.: 250417-642 Buyer: Sarah Flores and Micah Flores				
4	Reading St., Folsom Sacramento County APN: 070-0101-031-0000	05/2023	$300,000	7,022	$43	R-2
	Recording Date: 06/06/2023 Seller: Brian Martell	Document No.: 20230606.658 Buyer: David Maselli and Katherine Tang				
S	1118, 1115 and 1108 Sutter St. & Leidesdorff St., Folsom Sacramento County APN: 070-046-024/026, 070-0042-002/003	N/A	N/A	118,294 2.17 acres	N/A	HD-PD

Residential Lot Sales Map

Comparable Sales Photos

Client	Visione Investments						
Property Address	1108 Sutter St						
City	Folsom	County	Sacramento	State	CA	Zip Code	95630
Appraiser	David LaBella						

Comparable Sale 1
315 Sutter Street, Folsom

Comparable Sale 2
709 Persifer Street, Folsom

Comparable Sale 3
312 Figueroa Street, Folsom

Comparable Sale 4
Reading Street, Folsom

Subject Property's Pertinent Factors and Characteristics

• Property rights:	Fee simple estate
• Financing terms:	Appraisal considers financing to be cash or new financing at market rates and terms.
• Conditions of the sale:	Normal market motivations and reasons.
• Market conditions:	Effective date of the appraisal is January 16, 2026.
• Location:	Subject is located at 1118, 1115 and 1108 Sutter Street and Leidesdorff Street in the City of Folsom, bordered by Leidesdorff Street to the north, Sibley Street to the east, and Sutter Street to the south.
• Physical characteristics:	<u>Site Size:</u> 2.71± net acres, or 118,294 square feet <u>Topography:</u> (14) 50'x140', 7,000 sf "Theodore Judah" lots and (1) 50'x120', 6,000 sf River Street lot. <u>Availability of Utilities and Services:</u> All utilities are available to the site. <u>Contributory Improvements:</u> None <u>Site Influences:</u> Historic Old Town Folsom
• Zoning:	HD-PD (Historic District-Planned Development)
• General Plan:	HF (Historic Folsom Mixed Use)
• Proposes Use:	Residential-Mixed Use

Discussion of Sales data

The transactions analyzed are representative of market trends and similar use and situated properties. The elements of comparison are discussed below,

- No adjustment for market condition (date sold) is suggested for the transacted comparable sales.

- Size difference adjustments between the comparables listed and the subject property are not supported. Converting sale prices to size-related unit prices usually eliminates the need to make adjustment for size differences.[3]

- The topography of the comparable sales is similar to the subject lots.

- The subject and all four comparable sales have available utilities and are considered similar.

- All the comparables have access and frontage on public maintained roads and alleys similar to the subject property.

- Potential use of the comparables and subject property are developable properties.

[3] Appraisal Institute, The Dictionary of Real Estate Appraisal, 12th ed. (Chicago, Illinois; Appraisal Institute, 1993), 425

Comparative Analysis Grid

Adjustment Factors	Subject Property	Sale 1	Sale 2	Sale 3	Sale 4
Sale Price	n/a	$395,000	$325,000	$370,000	$300,000
Price Per Sq. Ft.	n/a	$56	$46	$53	$43
	n/a	12/2025	11/2025	04/2025	05/2023
Property Rights	Fee simple	Fee simple	Fee simple	Fee simple	Fee simple
Financing Terms	n/a	Unknown	Cash	Conventional $240,000/1st Mtg.	Unknown
Conditions of the Sale	n/a	None	None	None	None
Days on Market	n/a	92	61	10	Unknown
Location	1108 Sutter St., Folsom; Sacramento County	315 Sutter St., Folsom, Sacramento County	709 Persifer St., Folsom, Sacramento County	312 Figueroa St., Folsom, Sacramento County	Reading St., Folsom, Sacramento County
Assessor Parcel No.	070-0046-024/026 070-0042-002/003 *15-50'x140', 7,000 sf lots "Theodore Judah Lots" **Remnant sq. ft.-14,659 sf Note:APN:070-0046-024; lot 11 has been altered due to street ROW. Use the remnant square footage, make lot either a proper size "Theodore Judah"/ River Lot.	070-0120-068	070-0203-015	070-0120-065	070-0101-031
Land Size (Sq. Ft.)	118,294 sf 2.71 net acres	7,052 sf	7,000 sf	7,009 sf	7,022 sf
Access	Sutter St./Alley	Sutter St./Alley	Persifer St./Alley	Figueroa St./Alley	Reading St./Alley
Utilities to Site	Water/Sewer/ Power	Water/Sewer/ Power	Water/Sewer/ Power	Water/Sewer/ Power	Water/Sewer/ Power
Topography	Bare Land	Level at Street Grade	Level at Street Grade	Level at Street Grade	Level at Street Grade
Intended or Planned Use	Residential Development	New Residential Construction	New Residential Construction	New Residential Construction	Unknown
Zoning	HD-PD	R-1-M	R-1-M	R-2	R-2
Overall Indication	N/A	Superior	Slightly Inferior	Slightly Superior	Inferior

Ranking Analysis

Using the *Overall Indication* conclusion from the *Comparative Analysis Grid* the comparable sales are ranked in a descending order displaying a ranking analysis of the sales, bracketing the value of the subject property.

Sale No.	Price Per Lot	Overall Comparability
1	$395,000	Superior
3	$370,000	Slightly Superior
Subject	-	
2	$325,000	Slightly Inferior
4	$300,000	Inferior

Analysis and Conclusion

The unadjusted unit value indication for the comparable properties ranges from $300,000 to $395,000 per lot. All four sales are residential lot properties. The *Comparative Analysis Grid* summarizes the relevant elements of comparison and property characteristic differences of the four residential lot sales as compared to the subject property. After bracketing the Subject through the ranking analysis shown above, it indicates a range of value from $325,000 to $370,000 per lot.

Based on the factors analyzed, the unit of comparison indication for the **14 "Theodore Judah" lots @ 50' x 140' (7,000 sf) and 1 River Street Lot @ 50'x 120' (6,000 sf)**

14 lots @ $350,000 per lot = $ 4,900,000
1 lot @ $325,000 per lot = $ 325,000

Total value of the 15 Theodore Judah original framework lots are: $ 5,225,000

My opinion of the market value of the subject property land as of January 16, 2026 is:

$5,225,000

Addenda

EXHIBIT "A"

Legal Description

For APN/Parcel ID(s): 070-0042-002-0000, 070-0042-003-0000, 070-0046-024-0000 and 070-0046-026-0000

THE LAND REFERRED TO HEREIN BELOW IS SITUATED IN THE CITY OF FOLSOM, COUNTY OF SACRAMENTO, STATE OF CALIFORNIA AND IS DESCRIBED AS FOLLOWS:

PARCEL ONE:

LOTS 1, 2, 3 AND 4 BLOCK 17 OF THE TOWN OF FOLSOM, ACCORDING TO THE OFFICIAL PLAT THEREOF, FILED IN THE OFFICE OF THE RECORDER OF SACRAMENTO COUNTY, CALIFORNIA, ON DECEMBER 27, 1855 IN BOOK 1 OF MAPS, MAP NO. 7.

APN: 070-0042-002-0000

PARCEL TWO:

ALL THAT PORTION OF LOTS 13, 14, 15 AND 16, BLOCK 17 OF THE TOWN OF FOLSOM, ACCORDING TO THE OFFICIAL PLAT THEREOF, FILED IN THE OFFICE OF THE RECORDER OF SACRAMENTO COUNTY, CALIFORNIA ON DECEMBER 27, 1855 IN BOOK 1 OF MAPS, MAP NO. 7, DESCRIBED AS FOLLOWS:

BEGINNING AT THE MOST WESTERLY CORNER OF SAID LOT 13 AND RUNNING THENCE ALONG THE NORTHWESTERLY LINE OF SAID LOTS 13, 14, 15 AND 16 TO THE MOST NORTHERLY CORNER OF SAID LOT 16; THENCE ALONG THE NORTHWESTERLY LINE OF SAID LOT 16, BEING ALSO THE SOUTHWESTERLY LINE OF BURNETT STREET, IN A SOUTHEASTERLY DIRECTION, A DISTANCE OF 60.00 FEET AND THENCE IN A WESTERLY DIRECTION TO THE POINT OF BEGINNING.

APN: 070-0042-003-0000

PARCEL THREE:

LOTS 1, 2, 3, 4, 5, 6, 7 AND 8 IN BLOCK 18 OF THE TOWN OF FOLSOM, ACCORDING TO THE OFFICIAL PLAT THEREOF, FILED IN THE OFFICE OF THE RECORDER OF SACRAMENT COUNTY, CALIFORNIA ON DECEMBER 27, 1855 IN BOOK 1 OF MAPS, MAP NO. 7.

APN: 070-0046-026-0000

PARCEL FOUR:

ALL THOSE PORTIONS OF LOTS 9, 10 AND 11 IN BLOCK 18 OF THE TOWN OF FOLSOM, ACCORDING TO THE OFFICIAL PLAT THEREOF, FILED IN THE OFFICE OF THE RECORDER OF SACRAMENTO COUNTY, CALIFORNIA ON DECEMBER 27, 1855 IN BOOK 1 OF MAPS, MAP NO. 7, DESCRIBED AS FOLLOWS:

BEGINNING AT THE MOST WESTERLY CORNER OF SAID LOT 9 AND RUNNING THENCE ALONG THE NORTHWESTERLY LINE OF SAID LOT 9, 10 AND 11 TO THE MOST NORTHERLY CORNER OF SAID LOT 11; THENCE ALONG THE NORTHEASTERLY LINE OF SAID LOT 11 IN A SOUTHEASTERLY DIRECTION TO THE MOST EASTERLY CORNER THEREOF; THENCE IN A WESTERLY DIRECTION TO A POINT IN THE SOUTHWESTERLY LINE OF SAID LOT 9 THAT IS LOCATED NORTHWESTERLY 55 FEET FROM THE MOST SOUTHERLY CORNER THEREOF; AND THENCE ALONG THE SOUTHWESTERLY LINE OF SAID LOT 9 IN A NORTHWESTERLY DIRECTION 85 FEET TO A POINT OF BEGINNING.

APN: 070-0046-024-0000 (PORTION)

PARCEL FIVE:

Grant Deed
SCA0000129.doc / Updated: 12.08.25

Printed: 12.15.25 @ 08:49 AM
CA-FT-FSSE-01500.081402-FSSE-4022501730

EXHIBIT "A"

Legal Description

LOTS 12 AND 13 IN BLOCK 18 OF THE TOWN OF FOLSOM, ACCORDING TO THE OFFICIAL PLAT THEREOF, FILED IN THE OFFICE OF THE RECORDER OF SACRAMENTO COUNTY, CALIFORNIA ON DECEMBER 27, 1855 IN BOOK 1 OF MAPS, MAP NO. 7.

APN: 070-0046-024-0000 (PORTION)

CERTIFICATION

I certify that, to the best of my knowledge and belief, except as otherwise noted in this appraisal report:

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

- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, unbiased professional analyses, opinions, and conclusions.

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

- The compensation received for this assignment is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the value opinion amount, the attainment of a stipulated result, or the occurrence of a subsequent event.

- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP), adopted by the Appraisal Standards Board of The Appraisal Foundation and the requirements of the Code of Professional Ethics and Standards of Professional Practice of the Appraisal Institute.

- I have conducted a personal inspection of the property that is the subject of this report.

- State of California Certified General Real Estate Appraiser, OREA Appraiser Identification Number AG042672 license.

David LaBella
Certified General Real Estate Appraiser
California Certificate Number AG042672

Dated: February 26, 2026

David LaBella
Certified General Real Estate Appraiser
California Certificate Number AG042672
1347 Bertas Court
Plumas Lake, CA 95961
(916) 422-7900

QUALIFICATIONS

I am the President and Owner of LaBella Appraisal, Inc. performing real estate appraisal analysis and valuation since 1983. I specialize in estate tax and planning appraisals.

Real Estate Appraised:

- Commercial and Industrial
- Residential (Urban and Rural)
- Land
- Agricultural Properties
- Special Use Properties

Employment History:

2007 – Present: President and Owner of LaBella Appraisal, Inc.

2012- 2017: Right of Way Appraiser for Bender Rosenthal, Inc. for the California High Speed Rail Authority. Madera to Fresno and Fresno to Bakersfield segments with concentration in commercial, office, and retail properties.

2006-2017: Represented buyers and sellers in real estate transactions as a Realtor for Camelot Realty.

1983-2006: Performed real estate appraisal analysis and valuation for Frank LaBella, Inc.

Appraised numerous wildfire property losses in the Valley, Tubbs, Carr, Woolsey and Camp fires in northern and southern California. Represented various insurance underwriters and claims companies.

Education:

California Lutheran University, 1983

Bachelor of Science Degree

Sacramento City College

Appraisal Principles

College Real Estate Principles

American River College:

Legal Aspects of Real Estate

Continuing Education (McKissock Learning)

5/31/2023	The Basics of Expert Witness for Commercial Appraisers
5/13/2023	Appraising Today's Manufactured Homes
5/11/2023	The Cost Approach
5/10/2023	The Sale Comparison Approach
5/9/2023	Land and Site Valuation
5/8/2023	Laws and Regulations for California Appraisers
5/8/2023	California Elimination of Bias and Cultural Competency for Appraisers
5/7/2023	2022-2023 7-hour National USPAP Update Course
6/14/2021	Residential Property Inspection for Appraisers
5/31/2021	2020-2021 7-Hour National USPAP Update Course
5/26/2019	2018-2019 7-Hour National USPAP Update Course
5/15/2019	Laws and Regulations for California Appraisers
5/14/2019	The Dirty Dozen
5/14/2019	Managing Appraiser Liability
5/10/2019	Divorce and Estate Appraisals: Elements of Non-Lender Work
5/9/2019	Supporting Your Adjustments: Methods for Residential Appraisers
5/9/2019	That's a Violation
5/8/2019	Complex Properties: The Odd Side of Appraisal
5/7/2019	Evaluating Today's Residential Appraisal: Reliable Review
4/27/2019	Evaluations, Desktops, and Other Limited Scope Appraisals
6/6/2017	Advance Hotel Appraising – Full-Service Hotels
6/5/2017	Basic Hotel Appraising – Limited-Service Hotels
6/5/2017	Appraisal of Self-Storage Facilities
6/5/2017	Appraisal of Single Tenant Distribution Centers
6/1/2017	Appraisal of Fast-Food Facilities
5/31/2017	2016-2017 7-hour National USPAP Update Course
5/21/2017	Workfile Documentation for Appraisers
5/21/2017	Laws and Regulations for California Appraisers
6/5/2015	Expert Witness for Commercial Appraisers
6/4/2015	Appraisal of Owner-Occupied Commercial Properties
6/4/2015	Appraisal of Self-Storage Facilities
6/4/2015	Appraisal of Land Subject to Ground Leases
6/3/2015	Laws and Regulations for California Appraisers
6/3/2015	Appraisal of Industrial Incubators
6/2/2015	2014-2015 7-hour National USPAP Update Course
5/22/2013	2012-2013 7-hour National USPAP Update Course29

Continuing Education (McKissock Learning (Continued)

5/16/2011	Appraising and Analyzing Industrial and Flex Buildings for Mortgage Underwriting
5/13/2011	2010-2011 National USPAP Update Equivalent
5/9/2011	The Cost Approach
5/6/2011	Appraising and Analyzing Retail Shopping Centers for Mortgage Underwriting
5/6/2011	How to Analyze & Value Income Properties
5/5/2011	Land and Site Valuation
5/4/2011	The Nuts and Bolts of Green Building for Appraisers
5/3/2011	California Laws & Regs
1/21/2009	2008-2009 National USPAP Update Equivalent

Partial Client Listing:

- Bender Rosenthal, Inc.
- Buzz Oates Enterprises
- California Cattlemen's Association
- City of Sacramento
- City of Stockton
- Deans & Homer Insurance
- Dick & Wagner Law Firm
- Downey Brand Law Firm
- Friends of the 1883 Clarksburg School House Project
- Fair Oaks Water District
- Granite Construction
- Koletsky, Mancini, Feldman & Morro
- Lloyds of London
- McCormick Barstow LLP
- Morton Friedman
- North Sacramento Land Company
- Pappas Investments
- Raley's
- Sedgwick, Inc.
- Schriners Hospital for Children
- Unigard Insurance Group
- Van Vleck Ranching & Resources Inc.
- VeriClaim Inc.
- Wagner, Kirkman, Blaine, Klomparens & Youmans
- Washington Unified School District
- Willows Unified School District

And numerous other individuals, attorneys, and Corporations.

Geographical Areas:

Appraised in the following California Counties:

Alameda	Amador	Butte	Calaveras
Colusa	Contra Costa	Del Norte	El Dorado
Fresno	Glenn	Humboldt	Kern
King	Lake	Marin	Mendocino
Merced	Modoc	Monterey	Napa
Nevada	Placer	Plumas	Riverside
Sacramento	San Bernardino	San Francisco	San Joaquin
San Mateo	Santa Barbara	Santa Clara	Santa Cruz
Shasta	Siskiyou	Solano	Sonoma
Stanislaus	Sutter	Tehama	Tuolumne
Yolo	Yuba		

Nevada: Churchill, Douglas, and Washoe Counties.

Oregon: Curry, Douglas, and Lincoln Counties.

Court Testimony:

I have qualified as an expert witness in real estate valuation in the Superior Courts of Sacramento, Placer, San Joaquin, Yolo and Alameda Counties and the United States Bankruptcy Court. I have been involved in several mediation and arbitration hearings.