NAI Capital
Commercial Real Estate Services, Worldwide.

Office 760-346-1566 x1023
Direct 760-834-3623
FAX 760-346-1309
URL http://www.naicapital.com
75-410 Gerald Ford Dr.
Suite 200
Palm Desert, CA 92211
DRE LICENSE **01363265**

February 17, 2017

Joseph M. Tanner, Jr.
Director of Administrative Services
City of Desert Hot Springs
65950 Pierson Boulevard
Desert Hot Springs, CA 92240

Dear Mr. Tanner, Jr;

We are pleased to provide to the Successor Agency our updated Broker Opinion of Value for Parcel 7, as of February 15, 2017.

Based on our assessment of the subject site location and market characteristics substantiated by historical comparable sales in the area we value the property at $108,464.

Our Opinion of Value is attached.

Respectfully,

*Lynn F. Coker*
Lynn F. Coker

Richard Maguire
Dr. Richard Maguire, Broker
BRE NO: 00851580

Attached: Broker Opinion of Value Parcel 7

# Opinion of Value

**Retail Disposition > Establish Broker Opinion of Value Task**

SUCCESSOR AGENCY FOR:

COMPANY: City of Desert Hot Springs: Parcel # 7

NAI Capital: LYNN COKER OR RICHARD MAGUIRE

PHONE #: (760) 346-1566

**Please rate the following:**

| LOCATION CHARACTERISTICS | EXCELLENT | GOOD | FAIR | POOR |
|---|---|---|---|---|
| Accessibility: | ☐ | ☒ | ☐ | ☐ |
| Exterior Appearance: | ☐ | ☐ | ☐ | ☐ |
| Highway Visibility: | ☐ | ☐ | ☐ | ☒ |
| Building Condition: | ☐ | ☐ | ☐ | ☐ |
| Parking | ☐ | ☐ | ☒ | ☐ |
| Site Size: | ☐ | ☒ | ☐ | ☐ |
| Building Age: | ☐ | ☐ | ☐ | ☐ |
| Utilities: | ☐ | ☐ | ☒ | ☐ |
| Zoning: | ☐ | ☒ | ☐ | ☐ |

## LOCATION CHARACTERISTICS:

☒ Commercial Corridor ☐ Highway/Interstate ☐ Remote/Rural ☐ Residential/Rural

☐ Downtown ☐ Suburban Business Park ☐ Retail Pad

| | | |
|---|---|---|
| Describe: | Vacant dirt lot on Palm Drive | |
| Neighboring uses: | Vacant Commercial Land | |
| Potential alternate uses: | Vacant Commercial Land | |
| Market conditions & trends: | Average | |
| Amenities/Advantages: | Inner city access. Curbed on Palm Drive and between 4th and 5th Streets | |
| Problems: | Inactive market conditions. | |
| What can be done to enhance the marketability of property? | Commercial development as per zoning. | |
| Estimated area vacancy rate for this type of property? | | There are many similar lots within Desert Hot Springs |
| Estimated downtime for this type of property? | | 36 Months |

**Estimated market value for this property?**

X For Sale: **$108,464** For Lease: N/A **NA** Month/Net:

**Recommended offering price for this property?**

X For Sale **$108,464** For Lease **NA** Month/net

*Please attach recent comparable sale information to support the estimate of value.

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## SALE COMPARABLES – COMPLETED TRANSACTIONS

Attach copies of listing summary sheet/data flyers if available.

| | SUBJECT | COMPARABLE #1 | COMPARABLE #2 | COMPARABLE #3 |
|---|---|---|---|---|
| Address | Palm Drive | Palm Drive | 66593 San Diego Dr Lot. 91 | Two Bunch Palms/Cabot |
| Owner Name | LRPMP # 7 | | | |
| Year Built | | | | |
| Condition (1) | Average | Superior | Average | Superior |
| Area (SF) | 36,154 | 197,327 | 8363 | 93783 |
| Rental Rate ($/SF) | | N/A | N/A | N/A |
| Rate Adjustments | | | | |
| Over Lease Terms | | | | |
| Expense Terms (2) | | | | |
| Location (1) | | <1 mile | < 2 mile | < 3mile |
| Quality (1) | Average | Equal | Equal | Equal |
| Date Sold | | Jan 2015 | Sept 2014 | Oct 2014 |
| Sale Price | 108,464 | $696,000 | 28,860 | 275,000 |
| Price PSF | $3.00 | $4.53 | $0.19 | $2.13 |

| | |
|---|---|
| Comment Subject: | Inner city commercial lot |
| Comp. #1: | |
| Comp. #2: | |
| Comp. #3: | |

(1) - Similar/Inferior/Superior to subject

(2) - Net/gross/Industrial gross



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## Photo #1

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