March 18, 2021

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RE: Residential Land Selling Price Survey to Support

Residential In-Lieu Fee Schedule for 2021

Dear Ms. Chu:

I am pleased to deliver the results of the Residential Land Selling Price survey and evaluation that we prepared for the use of the City of Cupertino, its City Council, and staff. This report was prepared and written to conform to the Uniform Standards of Professional Appraisal Practice (USPAP) and the Code of Ethics and Standards of Professional Practice of the Appraisal Institute. Since I did not opine on the market value of any particular property, some elements of the standards are inapplicable. This assignment is categorized as a consulting assignment under these standards.

As you know, we compiled similar analyses in 2016, 2018, 2019, and 2020. In this report, I will discuss changes in the availability of data, analytical techniques, etc. that are different in this report than in the one we delivered in 2020.

As we agreed, my scope of work was to prepare the spreadsheets presented below to compile all residential land sales activity from January 1, 2018 through December 31, 2020 that we were able to discover using these resources:

- MLSListings.com (the Santa Clara County Association of Realtors database)
- Zillow and Trulia websites
- DataTree.com Summary Transcript of the Public Record
- Commercial Sale Databases
- City of Cupertino planning and building records

Note that the study period overlaps the previous one, because we agreed that we should apply a 3-year rolling schedule of market activity in this and future reports. The spreadsheet presented later highlights the data that was added using a light blue background in the first 2 columns. We agreed that in this and future studies, the data period would commence on January 1 and end on December 31 of the year preceding the study, assuming we continue to undertake these studies in the first quarter of the year. In this and future studies, we have added a section to the master spreadsheet where I am recording those line items that aged out, i.e., in this report those property sales dated 2017. Where warranted or necessary to have enough data points in any particular neighborhood to produce a credible result, I've included data points from the year prior, 2017. These are discussed at the point in this report where addressed.

The spreadsheets displayed following show for each discovered transaction:

- price paid
- street address
- lot size
- price paid per SF and per acre
- Zoning and General Plan designation
- market conditions or "time" adjustment factor
- selling price after applying Market Condition adjustment
- Adjusted selling price of the lot or land sale
- Computed mean, median, and probable selling prices of similar land
- Source(s) of data

Since all residential lots in Cupertino are located in the Fremont Unified School District, we agreed that in a previous study School District data was not consequential, so we deleted that column from the spreadsheets. We have also deleted the column showing the lot area in acres, since nearly all are less than one acre, and all computations were undertaken in square feet until the conversion to a Per Acre number to fit the in-lieu fee formula.

Our search parameters for the single-family lot sales were these:

- Located in Cupertino
- Date of Sale January 1, 2018 through December 31, 2020
- Categorized in the MLS as land and lots (i.e. bare land or a buildable lot), or
- Improved with a house, but categorized as a teardown, fixer upper, or an "As Is" sale, all real estate agent jargon for "the value is in the land"

Our search parameters for subdivision land sales were these:

- Located in the western Santa Clara County cities of Cupertino, Sunnyvale, Santa Clara, Los Gatos, and Campbell
- Date of Sale January 1, 2018 through December 31, 2020
- Proposed for subdivision and development with multiple units

Note that in the past we included the City of Mountain View in our discovery, but we found that the computed selling prices per square foot in Mountain View varied widely. This was due to the fact that Mountain View has adopted and entitled taller buildings than any other city in western Santa Clara County, thus the prices per square foot of land for many parcels are higher.

Finished lot status was the appropriate basis for the low density sales (i.e., a single lot for a single house), because most of the data that discovered was for individual finished lot sales (including teardowns with intent to redevelop the site). For the higher density product, the tentative map stage proved to be more appropriate, since that is the point of entitlement that sets the basis for these transactions. For the subdivision land sales, we did not verify the entitlement status on the date of sale with a party to the transaction, relying upon the reported data. The data was verified using DataTree, a summary transcript of the public record. Most sub-dividable land purchased is priced based upon the accomplishment of a specific lot density, and most individual single-family residential lots are purchased as finished lots. The City might want to consider adopting a price per unit schedule for multi-unit development, since most deals are priced based upon the number of units the parcel can yield.

The data is displayed below on two spreadsheets. The first spreadsheet depicts the sale of individual lots suitable for improvement with one house, and the second depicts the sale of land suitable for higher-density development, with multiple living units such as condominium or apartments. The data is arranged within the residential Land Use categories specified in the land use ordinances for the City, based on density, discussed in Envision Cupertino 2015-2040:

- HD 35 Units per acre
- MHD 20-35 Units per acre
- MD 10-20 Units per acre
- LM 5-10 Units per acre
- Low 1-6 Units per acre
- VLD Slope-Density formula
- VLD 1-2 Acres/Lot; 0.5-1.0 Units per acre
- VLD 5-10 Acres/Lot; 0.05-0.10 Units per acre

We did not discover sales within every one of the Envision Cupertino General Plan categories because every lot sale discovered was in either the "Low" density category or the VL category. A breakdown by Neighborhood identified in the General Plan was applied: Oak Valley, Inspiration Heights, Rancho Rinconada, etc. The neighborhoods where sales were discovered in this study were consistent with past studies. For those land use categories with limited sales data at either end of the density range (both the higher density classes and low Slope-Density Formula classes), we expanded the search to neighboring cities to provide additional data points. The theory that applies here is this: a developer with the financial capability to develop a high unit density project would not restrict his search for suitable sites to Cupertino or any other city in the county; and a home purchaser seeking the kind of semi-rural view lot in the Slope-Density Formula classification may not restrict his search to Cupertino, but would search as well in the adjacent cities with hillside lots and comparable quality schools, such as Saratoga and Los Gatos.

#### **BACKGROUND**

The City adopted Park Land In-Lieu Dedication Fees to create a mechanism for the City to develop the Park Dedication In-Lieu Fee Fund to be used to acquire park land as prescribed in State law. The fund is comprised of monies assessed as an in-lieu fee when new housing units are added, and the developer/land owner chooses to not dedicate land for parks and recreation. The money is assessed based upon a formula that is intended to accumulate enough money to enable the City to acquire land to maintain compliance with the prescribed Park Acreage Standard of 3 acres of park and recreational land per 1,000 residents, in accordance with the open space and conservation element of the General Plan. Section 13.08 of the General Plan Ordinance specifies that the amount of the fee "shall be based upon a formula that utilizes the fair market value of the land" as one variable:

"The Department of Public Works shall establish the fair market value of land within the City and update the value on an annual basis in the City's Fee Schedule. The fair market value shall be determined by reference to comparable land within the City. As used herein [in the code], the term 'comparable' means land of similar size and development potential as the land which would otherwise be dedicated."

The formula is:

In lieu fee = ((Average Parkland Dedication/DU) X (Net new dwelling units)

X (Fair Market Value of land/acre))

In this formula, the Parkland Dedication/DU equals the expected average number of people per dwelling unit (DU) times the Park Acreage Standard of 3 acres per 1000 population, divided by 1000. The average number of people per dwelling, and the Average Park Land Dedication/DU, are determined using this table in the City ordinance:

Table 13.08.050: Park Land Dedication Formula Table

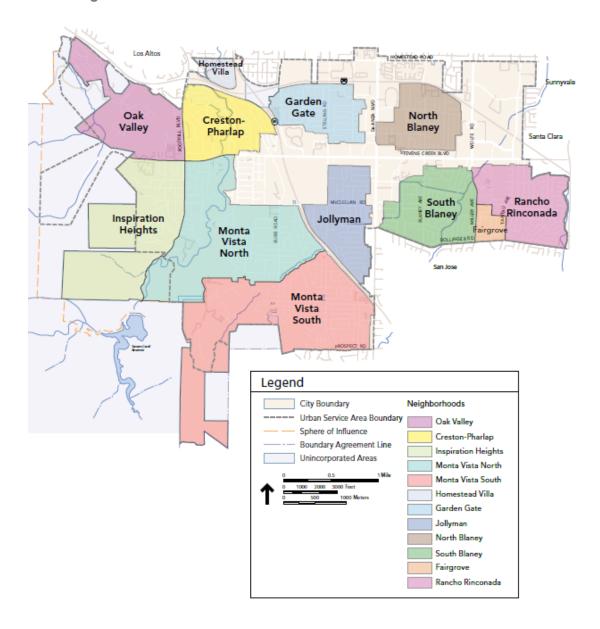
Density (DU/acre)	Average number of persons/DU	Average Park Land Dedication/ DU (in acres)
0 – 5 – Single Family Residence	3.5	.0105
5 - 10	2.0	.0060
10 - 20	2.0	.0060
20+	1.8	.0054
10+ (Apartments)	1.8	.0054
Senior Citizen Housing Development	1.0	.0030

The City intends to use the information in this report to decide upon the number to use as the "Fair Market Value of the land/acre" to be utilized in the formula.

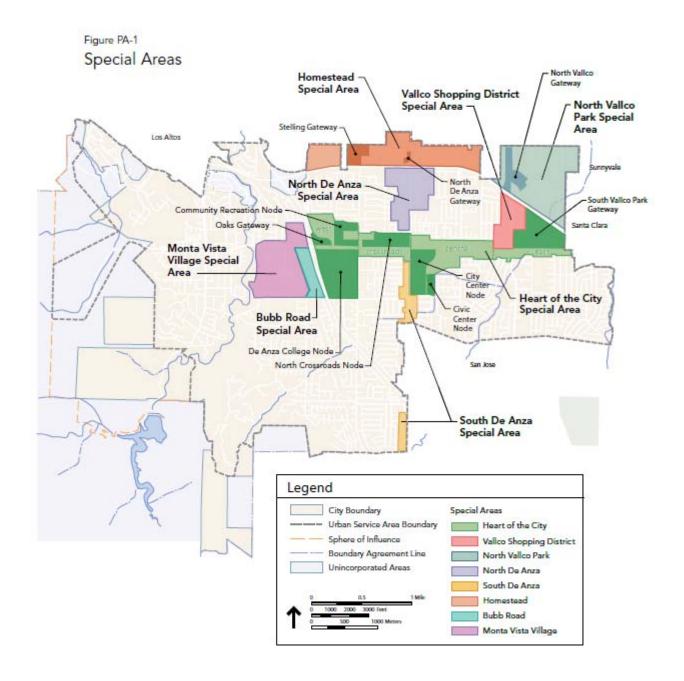
#### **NEIGHBORHOOD DESIGNATIONS**

The City utilizes a classification system by Neighborhood and Specific Plan Area, depicted on the color-coded maps displayed following.

Figure PA-2 Neighborhoods



The reader will note that on the map above that those areas within the city limits that are not color-coded are areas zoned and planned for industrial and commercial uses.



#### **EFFECT OF CHANGING MARKET CONDITIONS**

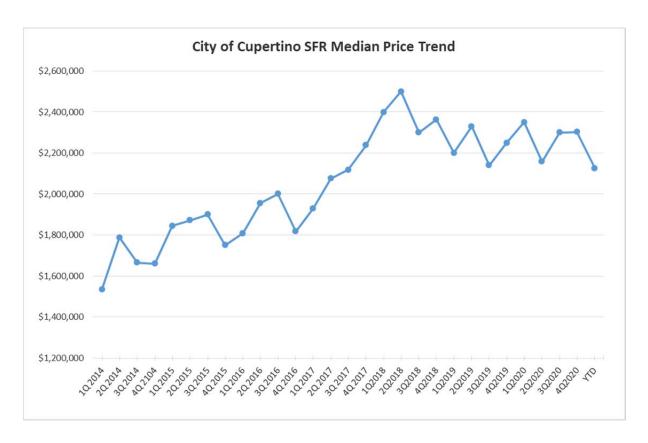
The selling price data was adjusted to the date of value, January 1, 2021. Selling prices trended upward and then downward during the time frame of our study, from January 1, 2018 through the end of December 2020. The "Median Price Trend" graph following was created using the data points in the table below, which was created using data in the Santa Clara County Association of Realtors database. Note that we have data dating back to 2011 from our first

report in 2016, so we have included the historical trend data back to that date for the reader's reference. In the table, the color green highlights the end points of the time period for this study. Note that a spike in prices began in 2017 at a median on the order of \$2 Million, culminating in a peak on the order of \$2.45 Million in 2Q2018. Last year we reported that the overall increase from 1Q2017 up through the peak was 53%, a compounded increase of 2.7% per month for 20 months. However, the last 2 quarters leading up to the peak appeared to be an anomaly, probable due to exuberance resulting from short supply; indeed, the median in1Q2019 is nearly the same as the median in 4Q2017. A blue shade highlights the point at which median selling prices peaked.

<u>Cupertino</u>	Median Price
4Q 2011	\$1,090,000
1Q 2012	\$1,134,720
2Q 2012	\$1,250,000
3Q 2012	\$1,238,750
4Q 2012	\$1,311,000
1Q 2013	\$1,375,000
2Q 2013	\$1,500,000
3Q 2013	\$1,414,000
4Q 2013	\$1,550,000
1Q 2014	\$1,535,000
2Q 2014	\$1,788,000
3Q 2014	\$1,665,500
4Q 2104	\$1,660,000
1Q 2015	\$1,844,000
2Q 2015	\$1,871,000
3Q 2015	\$1,900,000
4Q 2015	\$1,750,000
1Q 2016	\$1,808,800
2Q 2016	\$1,955,000
3Q 2016	\$2,000,000
4Q 2016	\$1,818,000
1Q 2017	\$1,930,000
2Q 2017	\$2,075,000
3Q 2017	\$2,117,425
4Q 2017	\$2,237,444
1Q2018	\$2,398,888
2Q2018	\$2,500,000
3Q2018	\$2,300,000
4Q2018	\$2,363,000
1Q2019	\$2,200,000
2Q2019	\$2,330,000
3Q2019	\$2,140,000
4Q2019	\$2,250,000
1Q2020	\$2,350,000
2Q2020	\$2,157,500
3Q2020	\$2,300,000
4Q2020	\$2,302,000
YTD	\$2,126,000

Over the 12 quarters of the current survey period, from the beginning of 1Q2018 through the end of 4Q2020, the median price of a single-unit home in Cupertino decreased from \$2,398,888 in 1Q2018 to \$2,302,000 in 4Q2020, a change of about minus 4%. YTD 2021 indicates a further decrease in median to \$2,126,000; however, this data point is outside the time period for our study, and it is highly probable that the spring quarter will reflect a rebound to a higher median, as in the past. The data reflects the effects of the Covid-19 pandemic that became a factor for consideration at the end of 2Q2020/beginning of 3Q2020. Throughout the pandemic, residential real estate market participants throughout the broader Bay Area region and beyond have been reporting that changes taking place in specific market areas, either up or down, did not appear to be specifically the result of the pandemic. On that basis, we do not forecast a dramatic change when the pandemic "ends".

The rate of increase in median price that began in 2013 seems to have abated. Over the recent short term, median prices appear to be flattening or heading slightly lower. Following the peak in 2Q2018, annual peaks and valleys have been up and down in the range of \$2,150,000 to \$2,350,000. The middle of the recent trend line appears to be about at the point of value in 4Q2019: \$2,250,000. The graph below illustrates the peaks and troughs beginning in 2013:



Disregarding seasonal peaks and valleys, the graph shows a slightly downward curve during the current survey period. Looking at the reported numbers, prices have decreased overall about 4% over the term of the survey period: from \$2,398,888 at the start of 1Q2018, down to \$2,302,000 at the end of 4Q2020. On average, the decrease has been about 0.33% per quarter. In the spreadsheet following that identifies specific data points of sales, I applied a 0.111% per month negative adjustment over time for changing market conditions. Thus, the Adjusted Price per Acre brings all data points during the survey period to their equivalent value if they had sold at the end of the survey period, providing a price per acre that is up to date for the individual single family lot sales in the neighborhoods. For the few 2017 sales that were used, we did not adjust for the months in 2017.

For the development land sales, we did not apply an adjustment for changing market conditions because there is no published data, the unit pricing varies by city, and because the sample size in each city was small. Developers told us that Covid did negatively affect multi-family land selling prices in 2020, but that they anticipate a correction as soon as the pandemic is under control.

#### **SINGLE-UNIT LOT SALES**

We utilized the spreadsheet provided, identified as "Copy of New SFD and Demo SFD 2018-2020", to identify single-family residential lots in the City where a property owner had obtained a permit to demolish an existing house or construct a new one. We cross-checked those records with our summary transcript of the public record, and with the Santa Clara County Association of Realtors data base (MLS database), to determine which of these were properties purchased during the time period of our analysis. We searched the "Land and Lots" MLS database, and the home sales database using the key words "teardown/as is/build your dream home/TLC/bring your contractor/value in the land/Fixer-upper". For those properties, and for those we need to address in this survey, most if not all the value "is in the land". Other sources of similar single family home sales data was discovered using Zillow and Trulia, two popular web sites that typically glean their data from the MLS. We seldom find any original data there. For any discovered, the "MLS" column includes a Z or T.

In our search, we identified sales where houses were purchased with the intent to tear down the existing house and build new, and/or where it was the selling agent's opinion expressed in the listing that doing so should be the basis for a purchase. Those transactions typically reflect the sum of the value of the land and the anticipated cost to demolish the improvements. Marshall Valuation Service (MVS) is a construction cost data provider used almost universally by

real property appraisers to estimate construction costs. MVS reported that the cost to demolish the typical teardown house in Santa Clara County is less than \$10,000, which is less than ½ of 1% of the median house price of \$2,302,000 at this point in time. In this study, I did not adjust for this minor cost to demolish.

The table following shows as line items the single-family lot sales transactions that we discovered that sold, or was being offered for sale, during the time period of the study. The table is a continuation of our tables presented in past studies. Data from 2017 has been dropped and data from 2020 has been added. These lots are typically finished lots, with utilities stubbed to the property line, graded and ready to be improved with a house. In Cupertino, some neighborhoods have fully improved city streets, with some combination of curbs, gutters, sidewalks, utilities, park strips, and/or streetlights. Other neighborhoods may not have all of these features, resulting from the fact that the entire City was not incorporated at the same time. I did not adjust for these conditions, since they are more or less consistent within each neighborhood.

The first and second columns of the table identify the Neighborhood and housing density description, as defined in the General Plan. In these columns, the data added in this 2021 report is highlighted in blue. The third column identifies the zoning designation. In this column, R1-5 means the minimum lot size is 5,000 square feet, while R1-10 means the minimum lot size is 10,000 square feet, and so forth. The next column identifies the Specific Plan area if there was one. The following columns identify the assessor's parcel number, address, size of the lot in square feet, price paid, and the unit price paid per square foot. The next column identifies the number of months between the date of sale and the end of 2020, the time period over which prices were increasing. The Market Conditions column reflects the adjustment for changing market conditions for this number of months at the rate of 0% per month. The Adjusted Price/SF column is the basis for determining the mean, median, and most probable selling price per square foot for any lot in that Cupertino neighborhood. This report is upgraded from the 2020 report in that we have displayed last year's results in a box below the concluded numbers for 2021, for easy reference. Outliers are highlighted in gray and are not included in the statistical computations. The next 4 columns identify the data sources utilized to compile the information for each line item.

The table is color-coded. This color key was applied:

TABL	E COLOR KEY	
New Data Since Previous	Report	
Outlyer - not included in	statistical computatuio	ns
Unimproved Lot Sale - La	and Only	Vacant Lot
Repeat Sale		
Active or Pending Sale		In Escrow
Genera	al Plan Category	
R1-5	R1-6	R1-7.5
R1-10	County Zoning	Los Gatos

The table is displayed below:

## CUPERTINO SINGLE-FAMILY LOT SALES - JANUARY 2018 THROUGH DECEMBER 2020

					PROPERTY DETAIL			Mont	hs Adjstmt for	Mkt Conditions Thro	ough the en	d of 2020					
	General	Zoning	Spec Pln /			Lot Size				Date of Sale	at Ra	te of	Adjusted	Mean	Median	Probable	Probable Price/Ac
Neighborhood	Plan	Designation	Notes	APN	Address	SF	Price	Pr/SF	Pr/Ac	or Close of Escrow	-0.110% /	Month	Price/SF				
1 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 17 031	10425 CALVERT DR	5,396	\$1,478,000	273.91	\$11,931,371	12/18/2020	0	0.0%	274				
2 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 29 016	10740 GASCOIGNE DR	6,945	\$1,495,000	215.26	\$9,376,847	9/15/2020	3	-0.3%	215				
3 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 32 009	10742 CARVER DR	5,787	\$1,610,000	278.21	\$12,118,818	6/2/2020	6	-0.7%	276				
4 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 34 021	10732 CULBERTSON DR	6,844	\$1,650,000	241.09	\$10,501,753	4/16/2020	8	-0.9%	239				
1 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 30 018	18830 NEWSOME AVE	5,673	\$1,665,000	293.50	\$12,784,664	11/2/2020	1	-0.1%	293				
2 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 30 024	10840 JOHNSON	6,816	\$1,350,000	198.06	\$8,627,641	9/18/2020	3	-0.3%	197				
4 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 22 024	10618 GASCOIGNE DR	5,674	\$1,880,000	331.34	\$14,432,993	3/13/2020	9	-1.0%	328				
5 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 33 065	10590 CARVER DR	6,182	\$1,600,000	258.82	\$11,274,021	7/31/2019	17	-1.9%	254				
6 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 29 040	18811 NEWSOM AVE	5,402	\$1,500,000	277.67	\$12,095,520	11/14/2019	13	-1.4%	274				
7 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 32 029	18828 TUGGLE AVE	5,379	\$1,550,000	288.16	\$12,552,147	9/5/2019	15	-1.7%	283				
8 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 28 021	10661 GASCOIGNE DR	6,309	\$1,595,000	252.81	\$11,012,553	8/30/2019	16	-1.8%	248				
9 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 31 059	10771 JOHNSON	5,616	\$1,525,000	271.55	\$11,828,526	7/8/2019	17	-1.9%	266				
10 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 13 010	18820 ARATA WAY	5,663	\$1,650,000	291.37	\$12,691,859	5/24/2019	19	-2.1%	285	274	279	275	\$11,979,000
11 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 17 007	10370 WUNDERLICH DR	4,947	\$1,350,000	272.89	\$11,887,204	1/31/2019	23	-2.5%	266				
12 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 16 009	10388 MENHART LN	5,529	\$1,330,000	240.55	\$10,478,351	12/10/2018	24	-2.6%	234				
13 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 16 034	18815 TILSON AVE	5,390	\$1,856,000	344.34	\$14,999,510	9/11/2018	27	-3.0%	334				
15 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5	VACANT LOT	375 17 039	18770 TILSON	5,240	\$1,553,000	296.37	\$12,910,053	6/30/2018	30	-3.3%	287				
16 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 30 020	18850 NEWSOM AVE	7,695	\$1,850,000	240.42	\$10,472,515	6/24/2018	30	-3.3%	232				
17 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 33 056	18833 TUGGLE AVE	5,304	\$1,600,000	301.66	\$13,140,271	7/28/2018	29	-3.2%	292				
18 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 17 001	10430 WUNDERLICH DR	5,600	\$1,650,000	294.64	\$12,834,643	7/6/2018	29	-3.2%	285				
19 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 25 016	18600 RALYA	5,000	\$1,648,000	329.60	\$14,357,376	4/13/2018	32	-3.5%	318				
20 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 30 012	18770 NEWSOM AVE	5,775	\$1,700,000	294.37	\$12,822,857	6/8/2018	30	-3.3%	285				
21 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 33 028	18881 PENDERGAST AVE	5,304	\$1,710,000	322.40	\$14,043,665	5/9/2018	31	-3.4%	311				
22 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 31 029	10840 MINETTE DR	6,300	\$1,825,000	289.68	\$12,618,571	3/1/2018	33	-3.6%	279	289	295	290	
24 Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 14 013	10385 MORETTI DR	5,529	\$1,720,880	311.25	\$13,557,883	3/14/2018	33	-3.6%	300	,	2020 Stud	y results fo	r comparison
25 Loree Estate	Low (1-5 DU/Ac)	P(R1)		375 07 044	10052 TANTAU	9,486	\$1,638,000	172.68	\$7,521,746	8/11/2020	4	-0.4%	172				
26 Fairgrove	Low (1-5 DU/Ac)	R1-6e		375 39 017	861 BROOKGROVE LN	6,351	\$1,831,500	288.38	\$12,561,823	11/30/2020	1	-0.1%	288				
27 Rancho Rinconada	Low (1-5 DU/Ac)	R1-6		375 35 025	5991 BOLLINGER	8,215	\$1,800,000	219.11	\$9,544,492	5/24/2019	19	-2.1%	215				
22 Rancho Rinconada	Low (1-5 DU/Ac)	R1-6		375 05 005	10450 CORTE DE MADRID	10,200	\$1,527,000	149.71	\$6,521,188	11/6/2018	25	-2.8%	146				
28 Rancho Rinconada	Low (1-5 DU/Ac)	R1-6		375 05 029	19361 PHIL LN	6,270	\$1,800,000	287.08	\$12,505,263	4/14/2018	32	-3.5%	277				
29 Rancho Rinconada	Low (1-6 DU/Ac)	R1-6		375 40 060	19210 TILSON AVE	5,900	\$1,531,000	259.49	\$11,303,451	1/30/2018	35	-3.9%	250				
30 <i>Fairgrove</i>	Low (1-5DU/Ac)	R1-6e		375 41 033	6188 SHADYGROVE DR	7,100	\$1,850,000	260.56	\$11,350,141	6/27/2018	30	-3.3%	252	225	227	226	\$9,844,560
31 Rancho Rinconada	Low (1-5 DU/Ac)	R1-7.5		375 23 028	10574 STERLING	8,878	\$1,685,000	189.79	\$8,267,470	8/24/2020	4	-0.4%	189				
32 Rancho Rinconada	Low (1-5DU/Ac)	R1-10		375 10 026	10395 BRET AVE	9,375	\$2,180,000	232.53	\$10,129,152	1/1/2019	23	-2.5%	227				
33 Rancho Rinconada	Low (1-5DU/Ac)	R1-10		375 10 020	10321 BRET AVE	9,375	\$2,428,000	258.99	\$11,281,459	5/10/2018	31	-3.4%	250				
34 Rancho Rinconada	Low (1-5DU/Ac)	R1-10		375 10 013	10264 JUDY AVE	9,426	\$1,975,000	209.53	\$9,126,989	7/17/2020	5	-0.6%	208				
35 Rancho Rinconada	Low (1-5DU/Ac)	R1-10		375 10 023	10363 BRET AVE	9,431	\$2,102,000	222.88	\$9,708,739	6/26/2020	6	-0.7%	221				
36 Rancho Rinconada	Low (1-5DU/Ac)	R1-10		375 11 002	10204 JUDY AVE	9,380	\$2,194,000	233.90	\$10,188,768	6/7/2019	18	-2.0%	229				
37 Loree Estate	Low (1-5DU/Ac)	R1-10		375 08 005	10265 S TANTAU AVE	9,450	\$2,050,000	216.93	\$9,449,524	6/4/2019	18	-2.0%	213	247	253	250	
38 Rancho Rinconada	Low (1-5DU/Ac)	R1-10		375 07 051	10109 JUDY AVE	9,375	\$2,324,500	247.95	\$10,800,557	4/15/2018	32	-3.5%	239		2020 Stud	y results fo	r comparison

Nonte Vista North	Low (1-5 DU/Ac)	R1-6	MV Village	362 15 012	7898 FESTIVAL DR	6,358	\$1,752,000	275.56	\$12,003,322	9/28/2020	2	-0.3%	275				
Nonte Vista North	Res (4.4-7.7 DU/Ac)	P(Res)	VACANT LOT	357 18 032	10206/10208 ORANGE	6,000	\$1,752,000	266.67	\$12,003,322	6/14/2019	18	-0.5%	261				
Nonte Vista North	· · · · · · · · · · · · · · · · · · ·	R1-6		362 15 007	7886 FESTIVAL DR	8,000	\$1,750,000	218.75	\$9,528,750	1/13/2019	23	-2.5%	213				
Nonte Vista North	Low (1-5 DU/Ac) Res (0-4.4 DU/Ac)	R1-7.5	MV Village	357 15 083	21841 ALCAZAR	10,795	\$2,100,000	194.53	\$8,473,923	2/13/2020	10	-2.5%	192				
	Res (0-4.4 DU/Ac)	R1-7.5	NAV/ Village	357 16 097	10121 ORANGE	11,760	\$2,180,000	185.37	\$8,074,898	4/9/2019	20	-2.2%	181	219	205	219	\$9,5
onte Vista Village	Res (0-4.4 DU/Ac)	R1-7.5	MV Village MV Village	357 16 097	10121 OKANGE 10156 BYRNE AVE	9,000	\$1,825,000	202.78	\$8,833,000	10/10/2018	26	-2.2%	197	219	203	219	, z , z , z , z , z , z , z , z , z , z
onte Vista Village	· , , ,			357 16 072	21891 GRANADA	6,714	<del>                                     </del>	294.16	\$12,813,673	9/1/2018	27	-3.0%	285				
onte Vista Village	Res (4.4-12 DU/Ac)	P(Res) R1-7.5	MV Village	357 15 156	21870 SAN FERNANDO AVE	9,000	\$1,975,000 \$1,567,000	174.11	\$7,584,280	5/24/2018	31	-3.4%	168				
onte Vista Village Ionte Vista North	Res (4.4-12 DU/Ac) Low (1-5DU/Ac)	R1-7.5	MV Village	357 13 053	10146 CARMEN	10,024	\$2,374,125	236.84	\$10,316,928	10/16/2020	31	-0.2%	236	Catagor	ization of	lots change	d from 2020 stu
onte Vista North	Low (1-5DU/Ac)	R1-10		357 02 004	10146 CARIVIEN  10271 SCENIC BLVD	13,834	\$2,550,000	184.33	\$8,029,348	5/11/2020	7	-0.2%	183			_	a jioini 2020 sii <b>comparison</b>
ionte vista North	1-300/AC)	NI-10		337 02 004	102/1 SCLINIC BLVB	13,834	72,330,000	104.55	70,023,340	3/11/2020	, ,	-0.870	183	2,	ozo Study	resures joi	companison
onte Vista South	Low (1-5 DU/Ac)	R1-6		362 24 007	7625 RAINBOW CT	6,048	\$2.010.000	332.34	\$14,476,786	10/16/2020	2	-0.2%	332				
onte Vista South	Low (1-5 DU/Ac)	R1-6		362 02 044	8011 PUMPKIN	7,604	\$1,930,000	253.81	\$11,056,128	9/16/2020	3	-0.3%	253	256	253	253	\$11,0
onte Vista South	Low (1-5 DU/Ac)	R1-6		362 23 018	7739 SQUIREHILL CT	7,560	\$1,900,000	251.32	\$10,947,619	7/16/2019	17	-1.9%	247	230	233	255	¥,
onte Vista South	Low (1-5DU/Ac)	R1-6		362 27 004	7563 SQUIREWOOD WY	10,200	\$1,600,000	156.86	\$6,832,941	7/23/2018	29	-3.2%	152	242	251	245	
onte Vista South	Low (1-5 DU/Ac)	R1-6		366 10 111	1538 POPPY	6,125	\$1,901,250	310.41	\$13,521,380	1/4/2018	35	-3.9%	298	20		results for	comparison
onte Vista South	Low (1-5DU/Ac)	R1-20	VACANT LOT	356 25 033	0 LINDY LN	46,043	\$1,918,000	41.66	\$1,814,570	9/5/2017	36	-4.0%	40	41	43	41	\$1,7
onte Vista South	VL 1/2	RHS-70	VACANT LOT	366 03 062	11841 UPLAND WAY	67,953	\$1,400,000	20.60	\$897,444	1/19/2018	35	-3.9%	20				. ,
onte Vista South	VL 1/2	RHS-21	VACANT LOT	366 38 007	21650 RAINBOW CT	39,991	\$1,850,000	46.26	\$2,015,103	12/9/2020	0	0.0%	46	41	43	43	
nte Vista South	VL 1/2	RHS-21	VACANT LOT	366 38 007	21650 RAINBOW CT	39,991	\$2,350,000	58.76	\$2,559,726	8/18/2017	36	-4.0%	56	20	020 Study	results for	comparison
			<del> </del>				T +	T	T 4								
/man	Low (1-5 DU/Ac)	R1-6		359 31 045	1111 STEEPLECHASE LN	6,303	\$1,630,000	258.61	\$11,264,921	7/28/2020	5	-0.6%	257	224	240	225	440
yman	Low (1-5 DU/Ac)	R1-6i		359 26 048	7467 HEATHERWOOD DR	9,480	\$2,150,000	226.79	\$9,879,114	1/3/2020	11	-1.2%	224	231	240	235	\$10
yman	Low (1-5 DU/Ac)	R1-6	-	359 22 008	874 S STELLING	8,710	\$2,210,000	253.73	\$11,052,537	4/23/2019	20	-2.2%	248	223	222	222	
yman	Low (1-5 DU/Ac)	R1-6		359 31 016	1143 KENTWOOD AVE	6,189	\$1,240,100	200.37	\$8,728,188	4/30/2018	32	-3.5%	193	20	J20 Stuay	resuits for	comparison
yman	Low (1-5 DU/Ac)	R1-7.5		359 18 053	10536 JOHN WAY	7,497	\$1,985,000	264.77	\$11,533,493	8/10/2018	28	-3.1%	257	200	205	200	643
yman	Low (1-5 DU/Ac)	R1-7.5		359 15 008	20628 SHELLY	7,524	\$2,365,000	314.33 248.93	\$13,692,105	3/9/2018	33	-3.6%	303	280 299	295	<b>290</b> 300	\$12
yman yman	Low (1-5 DU/Ac) Low (1-5 DU/Ac)	R1-10 R1-10		359 10 058 359 10 029	20713 RODRIGUES AVE 20739 SUNRISE DR	10,043 7,808	\$2,500,000 \$2,550,000	326.59	\$10,843,373 \$14,226,178	3/5/2020 6/5/2018	30	-1.0% -3.3%	246 316		302 <b>300 Stud</b> y		comparison
	` ' '					•		1									
piration Heights	Low (1-5 DU/Ac)	R1-10		342 17 002	10583 SANTA LUCIA	17,510	\$2,265,500	129.38	\$5,635,933	8/26/2019	16	-1.8%	127	147	152	152	\$6
piration Heights	Low (1-5DU/Ac)	R1-10		342 14 089	10212 PRADO VISTA DR	9,856	\$1,910,000	193.79	\$8,441,518	2/10/2017	36	-4.0%	186				
Los Gatos	Low Dens Res	R-1:20	VACANT LOT	407 08 032	709 MORE AVE	20,850	\$2,300,000	110.31	\$4,805,180	8/15/2017	36	-4.0%	106	157	152	155	
Los Gatos	Low Dens Res	R-1:8:PD	VACANT LOT	523 25 060	101 CONSTANCE CT	7,884	\$1,370,000	173.76	\$7,569,061	1/29/2017	36	-4.0%	167	20	J2U Stuay	results for	comparison
mestead Villa	Low (1-5DU/Ac)	R1-10		326 02 015	10861 MAXINE AVE	9,430	\$2,000,000	212.09	\$9,238,600	3/13/2018	33	-3.6%	204	102	194	194	\$8
mestead Villa	Low (1-5DU/Ac)	R1-10		326 03 031	22160 WALLACE DR	10,007	\$1,871,500	187.02	\$8,146,551	7/29/2019	17	-1.9%	184	La	st Year:	200	
den Gate	Low (1-5DU/Ac)	R1-10		326 08 011	21074 GARDENA DR	10,688	\$2,000,000	187.13	\$8,151,198	4/11/2019	20	-2.2%	183				
den Gate	Low (1-5DU/Ac)	R1-10		326 28 089	10467 N STELLING RD	9,375	\$1,950,000	208.00	\$9,060,480	3/19/2019	21	-2.3%	203	212	207	212	\$9
den Gate	Low (1-5DU/Ac)	R1-10		326 28 094	10395 N STELLING RD	9,375	\$2,020,000	215.47	\$9,385,728	1/17/2018	35	-3.9%	207				
den Gate	Low (1-5DU/Ac)	R1-10		326 30 039	20790 GARDEN GATE DR	10,125	\$2,550,000	251.85	\$10,970,667	3/5/2018	33	-3.6%	243	223	215	220	
den Gate	Low (1-5DU/Ac)	R1-10		326 30 161	20889 DUNBAR DRIVE	10,500	\$2,364,000	225.14	\$9,807,223	7/6/2018	29	-3.2%	225	20	020 Study	results for	comparison
ston-Pharlap	Low (1-5DU/Ac)	R1-10		326 47 032	10421 STOKES	7,806	\$1,900,000	243.40	\$10,602,613	8/20/2019	16	-1.8%	239				
ston-Pharlap	Low (1-5DU/Ac)	R1-10		326 19 107	21868 OAKVIEW LN	10,000	\$2,350,000	235.00	\$10,236,600	6/28/2018	30	-3.3%	227	198	217	198	\$8
ston-Pharlap	Low (1-5DU/Ac)	R1-10		326 12 089	10598 CRESTON DR	13,694	\$1,900,000	138.75	\$6,043,815	5/14/2018	31	-3.4%	134		200	195	
ston-Pharlap	Low (1-5DU/Ac)	R1-10		326 16 027	10047 CRESCENT RD	11,000	\$2,200,000	200.00	\$8,712,000	2/8/2018	34	-3.7%	193	20	020 Study	results for	comparison
th Blaney	Low (1-5DU/Ac)	R1-6		369-27-032	858 BETLIN	5,663	\$1,555,000		\$11,961,116	4/24/2020	8	-0.9%	272		275	275	\$1:
th Blaney	Low (1-5DU/Ac)	R1-7.5		369 34 045	10715 BLANEY	7,806	\$1,900,088	243.41	\$10,603,104	5/29/2019	19	-2.1%	238				
th Blaney	Low (1-5DU/Ac)	R1-7.5		369 39 021	10590 WHITNEY WY	8,612	\$1,750,000	203.20	\$8,851,602	2/25/2019	22	-2.4%	198		247	245	
th Blaney	Low (1-5DU/Ac)	R1-6	-	369 21 021	10826 BROCKWELL	9,229	\$1,818,000	196.99	\$8,580,787	9/3/2020	3	-0.3%	196		217	215	\$9
th Blaney	Low (1-5DU/Ac)	R1-a	VACANTICT	316 02 070	10698 RANDY LN	9,750	\$2,000,000	205.13	\$8,935,385	6/1/2018	30	-3.3%	198		•	•	not possible
th Blaney th Blaney	Low (1-5DU/Ac) Low (1-5DU/Ac)	R1-7.5 R1-10	VACANT LOT	316 23 113 316 31 040	10201 TONI CT 10312 N BLANEY AVE	9,776 13,665	\$2,120,000 \$2,300,000	216.86 168.31	\$9,446,318 \$7,331,723	2/11/2018 12/14/2020	34	0.0%	217 168	,	168	on of lot by 168	size v. zoning
								1					100	100	Т	Т	, , , , , , , , , , , , , , , , , , ,
NCORPORATED NCORPORATED	Hillsides (100%) Hillsides (100%)	HS-d1 HS-d1	VACANT LOT	351 41 006 351 41 007	0 Swiss Creek 0 Swiss Creek	477,321 435,600	\$899,000 \$1,798,000	1.88 4.13	\$82,042 \$179,800	ACTIVE ACTIVE	0	0.0%	2				
NCORPORATED	Hillsides (100%)	HS-sr (83%)	VACANT LOT	351 41 007	0 SWISS CREEK  0 STEVENS CANYON	88,426	\$1,798,000	15.55	\$677,346	9/29/2020	2	-0.3%	15	8	7	7	
INCORPORATED	Hillsides (100%)	HS-ST (83%)	VACAINI LUI	351 15 032	0 STEVENS CANYON	65,387	\$1,375,000	7.65	\$333,094	9/29/2020 PENDING	0	0.0%	12	0	′	′	;
INCORPORATED	Hillsides (100%)	HS-d1SR HS-d1	IN COUNTY	351 18 014	13209 PEACOCK	162,871	\$1,100,000	6.75	\$333,094	11/15/2019	13	-1.4%	7		]		
	` ` ` ` ` ` ` ` ` ` ` ` ` ` ` ` ` ` `		AV COONTT	366 40 005	22346 REGNART	157,037	\$1,050,000	6.69	\$291,256	11/15/2019	25	-2.8%		8		7	
NCORPORATED	VL (5-20 ac slope)	RHS-120						h hu	5/97/56		/51	-/ X%	/	×	/		

#### **Comparison to 2020 Reported Data and Analysis**

The similar spreadsheets that were presented in our 2020 report are displayed in the Addenda. The reader will find that the 2021 data, overall, reflects a decrease in the Probable Price numbers compared to the 2020 data.

#### **Data by Neighborhood**

The table delineates the data discovered, by neighborhood and by land use ordinance. Most of the lots in the City are General Planned for Low Density development, up to 5 or 6 dwelling units per acres. Other General Plan categories associated with the sales discovered control development on the hillsides, generally at lower densities. The zoning designations are color-coded. The Mean, Median, and Probable columns show dollars per square foot, and the \$/Acre column computes the probable price per acre for use in the formula. The range of selling prices was not unusually large after weeding out the outliers, which have their unit price highlighted in gray. We have found that these small samples are not statistically significant, but we have also found that when the average and median compute within a tight range, the data is meaningful and certainly useful to develop in-lieu fees.

#### Rancho Rinconada and Fairgrove

In the Rancho Rinconada neighborhood, we discovered 8 sales in the R1-5 zoning district in 2020, and 4 in 2019 where the data was not discovered during the 2020 survey, supplementing 15 recorded in the last survey for this survey period, less 17 that occurred in 2017. The 2017 data points for Rancho (as well as all other neighborhoods) that were removed are shown on last year's spreadsheet, displayed in the Addenda. Note last year's results are displayed in a box below this year's results, for comparison. The mean and median were similar, so I chose a number as the probable price conclusion for the R1-5 district in Rancho Rinconada that was between them, about 5% below the 2020 conclusion.

There was one sale added with an R1-6(e) zoning designation, one identified in the MLS as Loree Estates on Tantau, and one on Brookgrove Lane in Fairgrove, that I included here, in addition to the 2018 sale in Fairgrove on Shadegrove Drive. Because these were the only 2 data points in Fairgrove, and they were consistent with the Rancho data, I included them in this data set. There also were 2 sales that could have been labeled outliers, but they were offsetting.

A total of 7 sales in the R1-6/7.5 and 10 were added this year. Remember that in the past we have combined these zoning categories by virtue of the fact that despite the zoning category, the lots in these categories span a size range from about 6,000 to 10,000 SF, without regard for zoning designation, and most market participants treat anything greater than 6000 SF as "oversized". I selected a probable number in the middle of the tight range created by the mean and median, which reflects a conclusion on the order of 10% lower than the 2020 conclusion.

#### Monte Vista North and Monte Vista Village Specific Plan Area

The Monte Vista North and Monte Vista Village Specific Plan neighborhoods are adjacent, and within these neighborhoods we discovered four 2020 sales. As in the Rancho neighborhood, and like last year, we combined these zoning categories by virtue of the fact that despite the zoning category, the lots in these categories span a size range from about 6,000 to 10,000 SF, without regard for zoning designation, and most market participants treat anything greater than 6000 SF as "oversized". The range of lot sizes here is more diverse than the underlying zoning categories would indicate, and the zoning is in some cases inconsistent with the lot size, so there is some variation here in unit selling prices. The probable price I selected is at the top of the range created by the mean and median, about 5% lower than the 2020 conclusion.

#### Monte Vista South

MVS has two distinct zoning categories with a widely divergent range of lot sizes between the 2 categories, so I divided the neighborhood into "small lots" (zoned R1-6) and "large lots" zoned in the 3 categories displayed on the spreadsheet. We added two 2020 sales in the R1-6 zoning designation and one in the VL 1 and 2 categories. Wanting to avoid having only 2 data points In the Low Density VL categories, I retained the two 2017 sales for a total of 4. Note that 21650 Rainbow Court is an unimproved lot that sold in 2017, and then again in 2020 at an 11% lower price. All the large-lot sales that occurred in Monte Vista South were vacant lots. We've left both line items on the spreadsheet for comparison, while the computed numbers do not include the 2017 sale. The 2021 numbers reflect a decrease in land value for large lots in this neighborhood, supported by the re-sale numbers for 21650 Rainbow Court; and an increase for the small lots. This increase may be indicative of the fact that so many small lots, particularly in Rancho Rinconada, have already been redeveloped and are now unavailable for redevelopment as buildable lots. In concluding to the probable price number, I placed greater emphasis on the resale lot to conclude at the bottom of the range indicated by the mean and median.

#### Jollyman

The two sales added this year brought the total number of sales in this neighborhood to 8 sales after dropping those from 2017. The zoning designations of the sales include 6,000, 7,500, and 10,000 SF lot sizes. Again this year, the data reveals a distinction in probable value between small lots (R1-6) and larger one (R1-7.5 and R1-10), so I separated these this year and opined a number for large and small lots separately. The data reflects a small increase in selling prices for the small lots, as we observed in Monte Vista South. The data reflects a small decrease for the larger lots.

#### **Inspiration Heights**

Inspiration Heights displays the greatest variation in lot size and unit selling prices of any neighborhood we studied, while the zoning categories include two that are governed by slope-density considerations. The inconsistencies in zoning category, lot size, and unit selling price make our conclusions in IH the least supportable in the analysis.

Lacking new, closed-sale data, we have repeated the data set from the 2020 report, including the 2017 sales. We continued to consider the two similar vacant lots in Los Gatos (2017 sales) to supplement the data discovered for Inspiration Heights. We concluded to \$152/SF. This reflects slightly lower numbers than in the 2020 study.

#### Homestead Villa

There was no new data available to add this year in HV, so we used the old data reflecting sales in 2018 and 2019. The limited data here was consistent. The probable price is 3% lower than in our 2020 study.

#### Garden Gate

The only changes in the data from last year's study was that the property at 10467 N Stelling, which was pending sale last year, has closed escrow; and one sale on Gardena Drive was discovered. We deleted the 2017 sale on Ann Arbor Avenue, which made the R-10 data more consistent than last year. The only R-7.5 data point from last year was a 2017 sale. We dropped that 2017 sale from this year's study because that lot, over 12,000 SF, distorted the expectation of selling price for a typically smaller R-7.5 lot. I concluded at the top of the range created by the mean and median, about 4% lower than the 2020 result.

#### Creston-Phalap

In C-P, no new sales were discovered. Dropping 2 from 2017 left 4 data points that, like last year, spanned a broad unit price range. All were zoned the same, R1-10. This data set is barely more consistent than the set for Inspiration Heights, however, the mean and median compute to a tight range. I concluded to the bottom of that range, anticipating a minimal actual increase over my 2020 conclusion of probable price.

#### North Blaney; South Blaney

After having issued updated this report 5 times in the past 5 years, and thus analyzing North and South Blaney data 5 times, we have found very little selling price consistency among zoning designations. Like several other neighborhoods, NB and SB contain lots with the R1-6/7.5/and 10 designations, while the lots within those designations vary in size (in this study) from 5,663 to 13,665 SF, unit priced from \$168 to \$275/SF. We found the data far more consistent with size than zoning category, so we have arranged and evaluated all the "Blaney" data this year on that basis. The lots are listed in order by size. The data should be useable in this format, since the Parkland Dedication Fee formula is based on density, which is a function of the General Plan category rather than zoning designation. This results in separate conclusions for lots under 6,000 SF, over 10,000 SF, and between 6,000 and 10,000 SF; respectively \$275, \$168, and \$215/SF. For comparison, in last year's study the overall SB number was \$218 and the NB number was \$238. Thus, it appears that Blaney lot prices have changed, some up and some down. This points to a quandary for market participants when real estate prices peak. While prices are increasing, it is easy to predict that the next sale should be higher. How much higher is determined by demand. When prices are decreasing, asking prices are maintained at previous levels, and buyers are left to guess at how much prices have gone down. Thus, individual sales during a declining market may appear out of line with the trend, and establishing a trend using a small number of data points, as we have here, creates uncertainty in the conclusion. If we had established a probable price last year without regard to the North and South designations, the result would have been 219. The data point for the mid-sized lots at \$215/SF is slightly below this 219 figure, and is the best fit for all the available data.

#### **Unincorporated**

This data set varies in size from about 2 to 10 acres, and in unit selling price from \$2 to \$17/SF. After dropping one 2017 sale and adding one closed sale plus 2 active listings and one pending sale, the results are unchanged from last year at \$7/SF.

#### **Medium and High Density Land Sales**

These sales are sub-dividable or multi-lot sites that are proposed for improvement with condominiums, apartments, or a mix of either one, or both, of these plus in some cases a small retail component. Because a developer with the resources to develop a mixed-use property would not confine his search to land in Cupertino, We included sales in the cities of Sunnyvale, Santa Clara, and Campbell. The geographical market area is much broader than Cupertino alone. We discovered in the 2019 study that Mountain View data was not consistent, as that city has a complicated land use ordinance, a commercial land market dominated by a few large corporations, and some of the tallest allowable buildings/highest allowable densities in the west county market area. Nearly the entire length of El Camino Real in Mountain View is now planned for mixed-use development at a floor-area ratio of 1.85. We did not research Mountain View data for this analysis. We added a sale in Monte Sereno. This is the first multi-family development site in Monte Sereno, and the data is consistent with data from the other West Valley cities we examined.

These land sales were not adjusted for the cost of demolition, which is often offset by renting the improvements while seeking site approvals.

COFLICTING	O RESIDENTI	<b>AL LAN</b>	D DEVE	LOPMENT	/SUBDIVISION LAN	D SAL	ES - RESI	DENT	IAL DEV	<b>ELOPMEN</b>	T SITES - JA	NUARY	Y 201	8 - D	ECEN	IBER 2020				
				PI	ROPERTY DETAIL						Adjstmt for Mkt							DATA SOU	RCE	
	General	Zoning	Specific			Lot Size				Date of	Cond	Adjusted				Probable Price/Ac	City List	RQ Pub.		
Neighborhood	Plan	Designation	Plan Area	APN	Address	SF	Price	Pr/SF	Pr/Ac	Sale	% /Mo	Price/SF	Mean	Median	Probable	2	City List	Record	MLS	CoStar
95 Monte Vista North	Low (1-5DU/Ac)	R1-7.5		357-08-052/3/4	A, B, & C SCENIC DRIVE	45,477	\$6,500,000	142.93	\$6,226,004	ACTIVE	0 0.0%	143								-
96 Monte Vista North	Low (1-5DU/Ac)	R1-7.5		342-14-066/104/105	22690 STEVENS CREEK BLVD	29,185	\$3,100,000	106.22	\$4,626,897	12/31/2019	0 0.0%	106		143	140	\$6,098,400		Х	X	Х
97 Jollyman	Low (1-5 DU/Ac)	R1-6		359 20 030	20860 McCLELLAN	55,185	\$8,200,000	148.59	\$6,472,628	ACTIVE	0 0.0%	149		ast Year:	150	4			Х	
98 Inspiration Heights	VL (1/2 Ac Slope Den)		VACANT LOT	342 21 008	22700 SAN JUAN RD	359,297	\$6,500,000	18.09	\$788,039	ACTIVE	0 0.0%	18		48	48	\$2,090,880			Х	ļ .,
99 Monta Vista North	V.L. Slope Density	RHS		356-23-001/57	21710 REGNART ROAD	71,435	\$5,500,000	76.99	\$3,353,818	11/18/2020	0 0.0%	77	Li	ast Year:	86					Х
SUNNYVAL	E RESIDENT	IAL LAN	ID DEVE	LOPMENT	/SUBDIVISION LAN	ID SAL	ES - RES	DENT	IAL DEV	/ELOPMEN	T SITES - JA	NUAR	Y 201	.8 - D	ECEN	/IBER 2020				
				PI	ROPERTY DETAIL						Adjstmt for Mkt							DATA SOU	RCE	
	General	Zoning	Specific			Lot Size				Date of	Cond	Adjusted				Probable Price/Ac	e: 1: .	RQ Pub.		
Neighborhood	Plan	Designation	Plan Area	APN	Address	SF	Price	Pr/SF	Pr/Ac	Sale	% /Mo	Price/SF	Mean	Median	Probable		City List	Record	MLS	CoStar
00 Sunnyvale	HD TOD 100 Un/Ac	MU MXD-1	Lawrence Sta.	205-50-024	1171 Sonora Court	56,628	\$12,500,000	220.74	\$9,615,385	11/15/2019	0 0.0%	221								
01 Sunnyvale	Entitled for 107 Ths	ITRR3		206-22-024/25	1 AMD Place	262,885	\$73,000,000	277.69	\$12,096,088	6/1/2020	0 0.0%	278	199	189	190	8,276,400				
02 Sunnyvale	Rollihg Option	R3/PD		205-64/65+	812 Galt Terrace	1,097,712	\$187,000,000	170.35	\$7,420,635	8/30./2019	0 0.0%	170								
03 Sunnyvale		R4PD		211-01-031	444 Old SF Road	18,590	\$3,518,000	189.24	\$8,243,361	10/17/2019	0 0.0%	189								Х
04 Sunnyvale		R-3		204-38-006	582 East Maude Ave	31,716	\$4,875,000	153.71	6,695,516.46	5/23/2019	0 0.0%	154	191	193	193					Х
05 Sunnyvale				110-14-199	1111 Karlstad Drive	43,124	\$7,875,000	182.61	\$7,954,545	4/3/2018	0 0.0%	183	2	2020 Stud	y results f	or comparison				Х
NACNITE CE	DENIA DECID																	1		
					IENT/SUBDIVISION												City List X	RQ Pub.		
	Montalvo Oaks	R-140		510-08-018/19+	18840 S'toga-L'Gatos Rd	193,842			\$8,651,685	<b>DEVELOPI</b> 5/10/2019	MENT SITES	<b>S - JAN</b>	UARY 199				City List X Notes	,	MLS	CoStar
06 Monte Sereno	Montalvo Oaks	R-140	8 Units/Acre	510-08-018/19+	18840 S'toga-L'Gatos Rd	193,842	\$38,500,000	198.62	\$8,651,685	5/10/2019	0 0.0%	199	199	199	199	\$8,668,440	•	,	MLS	CoStar
06 Monte Sereno	Montalvo Oaks	R-140	8 Units/Acre	510-08-018/19+ VELOPMEN		193,842	\$38,500,000	198.62	\$8,651,685	5/10/2019	0 0.0%	199	199	199	199	\$8,668,440	Notes	,		CoStar
Monte Sereno	Montalvo Oaks	R-140	8 Units/Acre	510-08-018/19+ VELOPMEN	18840 S'toga-L'Gatos Rd	193,842	\$38,500,000	198.62	\$8,651,685	5/10/2019	0 0.0%	JANUA	199 ARY 20	199 <b>)18 -</b>	199	\$8,668,440 CH 2020	Notes	Record DATA SOU		CoStar
Monte Sereno	Montalvo Oaks	R-140	8 Units/Acre	510-08-018/19+ VELOPMEN	18840 S'toga-L'Gatos Rd	193,842 <b>ND S</b>	\$38,500,000	198.62	\$8,651,685	5/10/2019 EVELOPME	0 0.0%  INT SITES -  Adjstmt for Mkt	199	199 ARY 20	199 <b>)18 -</b>	MAR	\$8,668,440 CH 2020	Notes	DATA SOU		
Monte Sereno  SANTA CLA  Neighborhood	Montalvo Oaks  RA RESIDEN  General	R-140	8 Units/Acre	510-08-018/19+ VELOPMEN  PF	18840 S'toga-L'Gatos Rd  IT/SUBDIVISION LA  ROPERTY DETAIL	193,842  AND SA  Lot Size	\$38,500,000 ALES - RE	198.62	\$8,651,685	5/10/2019  EVELOPME  Date of	0 0.0%  NT SITES -  Adjstmt for Mkt  Cond	JANUA Adjusted	199 ARY 20	199 <b>)18 -</b>	MAR	\$8,668,440 CH 2020	Notes	DATA SOU	RCE	
Monte Sereno  SANTA CLA  Neighborhood Santa Clara	Montalvo Oaks  RA RESIDEN  General Plan	R-140  TIAL LA  Zoning Designation	8 Units/Acre AND DE  Specific Plan Area	510-08-018/19+ VELOPMEN PI APN	18840 S'toga-L'Gatos Rd  IT/SUBDIVISION LA  ROPERTY DETAIL  Address	193,842  AND SA  Lot Size SF	\$38,500,000  ALES - RE	SIDEN Pr/SF	\$8,651,685	5/10/2019  EVELOPME  Date of Sale	0 0.0%  NT SITES -  Adjstmt for Mkt  Cond  % /Mo	JANUA Adjusted Price/SF	199 ARY 20	199 <b>)18 -</b>	MAR	\$8,668,440  CH 2020  Probable Price/Ac	Notes	DATA SOUR RQ Pub. Record	RCE	CoStar
SANTA CLA  Neighborhood Santa Clara Santa Clara Santa Clara	Montalvo Oaks  RA RESIDEN  General Plan  Trans. Ind'l Nbhd	R-140  TIAL LA  Zoning Designation Trans. Nbhd	8 Units/Acre	510-08-018/19+  VELOPMEN  PI  APN  097-05-059	18840 S'toga-L'Gatos Rd  IT/SUBDIVISION LA  ROPERTY DETAIL  Address  2231 Calle del Mundo	193,842  ND SA  Lot Size  SF  49,659	\$38,500,000  ALES - RE  Price \$11,000,000	198.62  SIDEN  Pr/SF 221.51	\$8,651,685 <b>ITIAL DE</b> Pr/Ac  \$9,649,006	5/10/2019  EVELOPME  Date of Sale 6/21/2019	0 0.0%  NT SITES -  Adjstmt for Mkt  Cond  % /Mo  0 0.0%	JANUA Adjusted Price/SF 222	199  RY 20  Mean	199 <b>)18 -</b> Median	MAR Probable	\$8,668,440  CH 2020  Probable Price/Ac  \$6,098,400	Notes	DATA SOU RQ Pub. Record	RCE	CoStar X
Neighborhood Santa Clara Santa Clara Santa Clara Santa Clara Santa Clara Santa Clara	Montalvo Oaks  RA RESIDEN  General Plan  Trans. Ind'l Nbhd Light Industrial	R-140  Zoning Designation Trans. Nbhd Trans. Nbhd	8 Units/Acre AND DE  Specific Plan Area	510-08-018/19+  VELOPMEN  PI  APN  097-05-059  097-05-060	18840 S'toga-L'Gatos Rd  IT/SUBDIVISION LA  ROPERTY DETAIL  Address  2231 Calle del Mundo 2263 Calle del Mundo	193,842  AND SA  Lot Size  SF  49,659  41,382	\$38,500,000  ALES - RE  Price \$11,000,000 \$7,000,000	198.62  SIDEN  Pr/SF 221.51 169.16	\$8,651,685  ITIAL DE  Pr/Ac \$9,649,006 \$7,368,421	5/10/2019  EVELOPME  Date of Sale 6/21/2019 2/28/2019	0 0.0%  NT SITES -  Adjstmt for Mkt  Cond  % /Mo  0 0.0%  0 0.0%	Adjusted Price/SF 222 169	199  RY 20  Mean  178  132	199 <b>118 -</b> Median  166 147	MAR Probable	\$8,668,440  CH 2020  Probable Price/Ac  \$6,098,400	Notes	Record  DATA SOU  RQ Pub. Record  X  X	RCE	CoStar X X
Neighborhood Santa Clara Santa Clara Santa Clara Santa Clara Santa Clara Santa Clara	General Plan Trans. Ind'l Nbhd Light Industrial Light Industrial	Zoning Designation Trans. Nbhd Trans. Nbhd Trans. Nbhd	8 Units/Acre AND DE  Specific Plan Area	510-08-018/19+  VELOPMEN  PI  APN  097-05-059  097-05-060  097-46-002	18840 S'toga-L'Gatos Rd  IT/SUBDIVISION LA  ROPERTY DETAIL  Address  2231 Calle del Mundo 2263 Calle del Mundo 2354 Calle del Mundo	193,842  AND SA  Lot Size  SF  49,659  41,382 20,038	\$38,500,000  ALES - RE  Price \$11,000,000 \$7,000,000 \$3,265,000	Pr/SF 221.51 169.16 162.94	\$8,651,685 <b>ITIAL DE</b> Pr/Ac \$9,649,006 \$7,368,421 \$7,097,684 \$6,888,889	5/10/2019  EVELOPME  Date of Sale 6/21/2019 2/28/2019 6/21/2019	0 0.0%  NT SITES -  Adjstmt for Mkt  Cond  % /Mo  0 0.0%  0 0.0%  0 0.0%	199  JANUA  Adjusted Price/SF 222 169 163 158	199  RY 20  Mean  178  132	199 118 - Median 166 147 2020 Stud	Probable  170 140 ty results for	\$8,668,440  CH 2020  Probable Price/Ac  \$6,098,400	Notes	Record  DATA SOUI  RQ Pub.  Record  X  X	RCE	CoStar X X
Neighborhood Santa Clara	General Plan Trans. Ind'l Nbhd Light Industrial Light Industrial Light Industrial Ent for 73 Un/Ac	Zoning Designation Trans. Nbhd Trans. Nbhd Trans. Nbhd Trans. Nbhd	8 Units/Acre AND DE  Specific Plan Area  Tasman East	S10-08-018/19+  VELOPMEN  PI  APN  097-05-059  097-05-060  097-46-002  097-46-011  216-59-002	18840 S'toga-L'Gatos Rd  IT/SUBDIVISION LA  ROPERTY DETAIL  Address  2231 Calle del Mundo 2263 Calle del Mundo 2354 Calle del Mundo 5185 Lafayette St 3578 Rambla Place	193,842 AND SA Lot Size SF 49,659 41,382 20,038 39,204 74,923	\$38,500,000  ALES - RE  Price \$11,000,000 \$7,000,000 \$3,265,000 \$6,200,000 \$30,953,000	Pr/SF 221.51 169.16 162.94 158.15 413.13	\$8,651,685  TIAL DE  Pr/Ac \$9,649,006 \$7,368,421 \$7,097,684 \$6,888,889 \$17,995,978	5/10/2019  EVELOPME  Date of Sale 6/21/2019 2/28/2019 6/21/2019 6/3/2019 11/14/2018	0 0.0%  NT SITES -  Adjstmt for Mkt  Cond  % /Mo  0 0.0%  0 0.0%  0 0.0%  0 0.0%  0 0.0%	199  JANUA  Adjusted Price/SF 222 169 163 158	199  RY 20  Mean  178  132	199 118 - Median 166 147 2020 Stud	Probable  170 140 ty results for	\$8,668,440  CH 2020  Probable Price/Ac  \$6,098,400	Notes	Record  DATA SOU  RQ Pub. Record  X  X  X	RCE	CoStar X X X
Neighborhood Santa Clara	General Plan Trans. Ind'l Nbhd Light Industrial Light Industrial Light Industrial Ent for 73 Un/Ac	Zoning Designation Trans. Nbhd Trans. Nbhd Trans. Nbhd Trans. Nbhd	8 Units/Acre AND DE  Specific Plan Area  Tasman East	510-08-018/19+  VELOPMEN  PI  APN  097-05-059  097-05-060  097-46-002  097-46-011  216-59-002  OPMENT/S	18840 S'toga-L'Gatos Rd  IT/SUBDIVISION LA  ROPERTY DETAIL  Address  2231 Calle del Mundo 2263 Calle del Mundo 2354 Calle del Mundo 5185 Lafayette St 3578 Rambla Place  SUBDIVISION LAND	193,842 AND SA Lot Size SF 49,659 41,382 20,038 39,204 74,923	\$38,500,000  ALES - RE  Price \$11,000,000 \$7,000,000 \$3,265,000 \$6,200,000 \$30,953,000	Pr/SF 221.51 169.16 162.94 158.15 413.13	\$8,651,685  TIAL DE  Pr/Ac \$9,649,006 \$7,368,421 \$7,097,684 \$6,888,889 \$17,995,978	5/10/2019  EVELOPME  Date of Sale 6/21/2019 2/28/2019 6/21/2019 6/3/2019 11/14/2018	0 0.0%  INT SITES - Adjstmt for Mkt Cond % /Mo 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 2020	199  JANUA  Adjusted Price/SF 222 169 163 158	199  RY 20  Mean  178  132	199 118 - Median 166 147 2020 Stud	Probable  170 140 ty results for	\$8,668,440  CH 2020  Probable Price/Ac  \$6,098,400	Notes  City List	Record  DATA SOU  RQ Pub. Record  X  X  X	MLS	CoStar X X X
Neighborhood Santa Clara	General Plan Trans. Ind'l Nbhd Light Industrial Light Industrial Light Industrial Ent for 73 Un/Ac	Zoning Designation Trans. Nbhd Trans. Nbhd Trans. Nbhd Trans. Nbhd Trans. Nbhd	Specific Plan Area Tasman East	510-08-018/19+  VELOPMEN  PI  APN  097-05-059  097-05-060  097-46-002  097-46-011  216-59-002  OPMENT/S	18840 S'toga-L'Gatos Rd  IT/SUBDIVISION LA  ROPERTY DETAIL  Address  2231 Calle del Mundo 2263 Calle del Mundo 2354 Calle del Mundo 5185 Lafayette St 3578 Rambla Place	Lot Size SF 49,659 41,382 20,038 39,204 74,923	\$38,500,000  ALES - RE  Price \$11,000,000 \$7,000,000 \$3,265,000 \$6,200,000 \$30,953,000	Pr/SF 221.51 169.16 162.94 158.15 413.13	\$8,651,685  TIAL DE  Pr/Ac \$9,649,006 \$7,368,421 \$7,097,684 \$6,888,889 \$17,995,978	5/10/2019  EVELOPME  Date of Sale 6/21/2019 2/28/2019 6/21/2019 6/3/2019 11/14/2018  ECEMBER 2	0 0.0%  INT SITES -  Adjstmt for Mkt  Cond  % /Mo  0 0.0%  0 0.0%  0 0.0%  0 0.0%  0 0.0%  2020  Adjstmt for Mkt	199  JANUA  Adjusted Price/SF  222 169 163 158 413	199  RY 20  Mean  178  132	199 118 - Median 166 147 2020 Stud	Probable  170 140 ty results for	\$8,668,440  CH 2020  Probable Price/Ac  \$6,098,400  for comparison	Notes  City List	Record  RQ Pub. Record  X  X  X  X  DATA SOU	MLS	CoStar X X X
Neighborhood Santa Clara	General Plan Trans. Ind'l Nbhd Light Industrial Light Industrial Light Industrial Ent for 73 Un/Ac	Zoning Designation Trans. Nbhd Trans. Nbhd Trans. Nbhd Trans. Nbhd	8 Units/Acre AND DE  Specific Plan Area  Tasman East	510-08-018/19+  VELOPMEN  PI  APN  097-05-059  097-05-060  097-46-002  097-46-011  216-59-002  OPMENT/S	18840 S'toga-L'Gatos Rd  IT/SUBDIVISION LA  ROPERTY DETAIL  Address  2231 Calle del Mundo 2263 Calle del Mundo 2354 Calle del Mundo 5185 Lafayette St 3578 Rambla Place  SUBDIVISION LAND	193,842 AND SA Lot Size SF 49,659 41,382 20,038 39,204 74,923	\$38,500,000  ALES - RE  Price \$11,000,000 \$7,000,000 \$3,265,000 \$6,200,000 \$30,953,000	Pr/SF 221.51 169.16 162.94 158.15 413.13	\$8,651,685  TIAL DE  Pr/Ac \$9,649,006 \$7,368,421 \$7,097,684 \$6,888,889 \$17,995,978	5/10/2019  EVELOPME  Date of Sale 6/21/2019 2/28/2019 6/21/2019 6/3/2019 11/14/2018	0 0.0%  INT SITES - Adjstmt for Mkt Cond % /Mo 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 2020	199  JANUA  Adjusted Price/SF 222 169 163 158	199  RY 20  Mean  178  132  Not Signi	199  18 -  Median  166 147 2020 Stucificant - C	Probable  170 140 ty results for	\$8,668,440  CH 2020  Probable Price/Ac  \$6,098,400	Notes  City List	Record  RQ Pub. Record  X  X  X  X	MLS	CoStar X X X X
Neighborhood Santa Clara Santa Clara Santa Clara Santa Clara Santa Clara Santa Clara Campa Santa Clara Campa Santa Clara Neighborhood	General Plan Trans. Ind'l Nbhd Light Industrial Light Industrial Light Industrial Ent for 73 Un/Ac  RESIDENTIA	Zoning Designation Trans. Nbhd	Specific Plan Area Tasman East DEVEL Specific	510-08-018/19+  VELOPMEN  PI  APN  097-05-059  097-05-060  097-46-002  097-46-011  216-59-002  OPMENT/S	18840 S'toga-L'Gatos Rd  IT/SUBDIVISION LA  ROPERTY DETAIL  Address  2231 Calle del Mundo 2263 Calle del Mundo 2354 Calle del Mundo 5185 Lafayette St 3578 Rambla Place  SUBDIVISION LAND  ROPERTY DETAIL	Lot Size SF 49,659 41,382 20,038 39,204 74,923 D SALE	\$38,500,000  ALES - RE  Price \$11,000,000 \$7,000,000 \$3,265,000 \$6,200,000 \$30,953,000  S - JANU	Pr/SF 221.51 169.16 162.94 158.15 413.13  ARY 2	\$8,651,685    TIAL DE	5/10/2019  EVELOPME  Date of Sale 6/21/2019 2/28/2019 6/21/2019 6/3/2019 11/14/2018  ECEMBER 2	0 0.0%  INT SITES -  Adjstmt for Mkt  Cond  % /Mo  0 0.0%  0 0.0%  0 0.0%  0 0.0%  2000  Adjstmt for Mkt  Cond	199  JANUA  Adjusted  Price/SF  222  169  163  158  413  Adjusted	199  RY 20  Mean  178  132  Not Signi	199  18 -  Median  166 147 2020 Stucificant - C	Probable  170 140 by results frontlier	\$8,668,440  CH 2020  Probable Price/Ac  \$6,098,400  for comparison	Notes  City List	Record  RQ Pub. Record  X  X  X  X  DATA SOU	MLS	CoStar X X X X
Neighborhood Santa Clara Santa Clara Santa Clara Santa Clara Santa Clara Santa Clara Clara Composition of Santa Clara Composition of Santa Clara Campus Santa Clara Campus Santa Clara Campus Santa Clara Campus Santa Clara	General Plan Trans. Ind'l Nbhd Light Industrial Light Industrial Light Industrial Ent for 73 Un/Ac  RESIDENTIA  General Plan	Zoning Designation Trans. Nbhd Designation	Specific Plan Area Tasman East DEVEL Specific	510-08-018/19+  VELOPMEN  PI  APN  097-05-059  097-05-060  097-46-002  097-46-011  216-59-002  OPMENT/S  PI  APN	18840 S'toga-L'Gatos Rd  IT/SUBDIVISION LA  ROPERTY DETAIL  Address  2231 Calle del Mundo 2263 Calle del Mundo 2354 Calle del Mundo 5185 Lafayette St 3578 Rambla Place  SUBDIVISION LAND  ROPERTY DETAIL  Address	Lot Size SF 49,659 41,382 20,038 39,204 74,923 D SALE Lot Size SF	\$38,500,000  ALES - RE  Price \$11,000,000 \$7,000,000 \$3,265,000 \$6,200,000 \$30,953,000  S - JANU  Price	Pr/SF  221.51 169.16 162.94 158.15 413.13  ARY 2	\$8,651,685    TIAL DE	5/10/2019  EVELOPME  Date of Sale 6/21/2019 2/28/2019 6/21/2019 6/3/2019 11/14/2018  ECEMBER 2  Date of Sale	0 0.0%  INT SITES -  Adjstmt for Mkt  Cond  % /Mo  0 0.0%  0 0.0%  0 0.0%  0 0.0%  200  Adjstmt for Mkt  Cond  Adjstmt for Mkt  Cond  % /Mo	Adjusted Price/SF 222 169 163 158 413  Adjusted Price/SF	199  RY 20  Mean  178  132  Not Signi	199  18 -  Median  166 147 2020 Stucificant - C	Probable  170 140 by results frontlier	\$8,668,440  CH 2020  Probable Price/Ac  \$6,098,400  or comparison  Probable Price/Ac	Notes  City List	Record  RQ Pub. Record  X  X  X  X  DATA SOU	MLS	CoStar X X X X
Neighborhood Santa Clara CAMPBELL Neighborhood Campbell Campbell	General Plan Trans. Ind'l Nbhd Light Industrial Light Industrial Light Industrial Ent for 73 Un/Ac  RESIDENTIA  General Plan Low Dens. Res. High Dens. Res.	Zoning Designation Trans. Nbhd R-1-6 R-3	Specific Plan Area Tasman East DEVEL Specific	510-08-018/19+  VELOPMEN  PI  APN  097-05-059  097-05-060  097-46-002  097-46-011  216-59-002  OPMENT/S  PI  APN  412-30-045	18840 S'toga-L'Gatos Rd  IT/SUBDIVISION LA  ROPERTY DETAIL  Address  2231 Calle del Mundo 2263 Calle del Mundo 2354 Calle del Mundo 5185 Lafayette St 3578 Rambla Place  SUBDIVISION LAND  ROPERTY DETAIL  Address  16179 E Mozart Ave	Lot Size 49,659 41,382 20,038 39,204 74,923  D SALE  Lot Size SF 127,800	\$38,500,000  ALES - RE  Price \$11,000,000 \$7,000,000 \$3,265,000 \$6,200,000 \$30,953,000  S - JANU  Price \$14,000,000	Pr/SF 221.51 169.16 162.94 158.15 413.13  ARY 2  Pr/SF 109.55	\$8,651,685    TIAL DE	5/10/2019  EVELOPME  Date of Sale 6/21/2019 2/28/2019 6/21/2019 6/3/2019 11/14/2018  ECEMBER 2  Date of Sale 12/3/2020	0 0.0%  NT SITES -  Adjstmt for Mkt  Cond  % /Mo  0 0.0%  0 0.0%  0 0.0%  0 0.0%  Adjstmt for Mkt  Cond  Adjstmt for Mkt  Cond  % /Mo  0.0% 0	199  Adjusted Price/SF 222 169 163 158 413  Adjusted Price/SF 110	Mean  178 132 Not Signi	199  18 -  Median  166 147 2020 Studificant - C	Probable  170 140 by results frontlier	\$8,668,440  CH 2020  Probable Price/Ac  \$6,098,400  or comparison  Probable Price/Ac	Notes  City List	Record  RQ Pub. Record  X  X  X  X  DATA SOUI  RQ Pub. Record  RQ Pub. Record  X  X	MLS	CoStar X X X X
Neighborhood Santa Clara CAMPBELL Neighborhood Campbell Campbell	General Plan Trans. Ind'l Nbhd Light Industrial Light Industrial Light Industrial Ent for 73 Un/Ac  RESIDENTIA  General Plan Low Dens. Res.	Zoning Designation Trans. Nbhd	Specific Plan Area Tasman East DEVEL Specific	### STON STONE STO	18840 S'toga-L'Gatos Rd  IT/SUBDIVISION LA  ROPERTY DETAIL  Address  2231 Calle del Mundo 2263 Calle del Mundo 2354 Calle del Mundo 5185 Lafayette St 3578 Rambla Place  SUBDIVISION LAND  ROPERTY DETAIL  Address  16179 E Mozart Ave 523 Union Ave	Lot Size 49,659 41,382 20,038 39,204 74,923  D SALE  Lot Size SF 127,800	\$38,500,000  ALES - RE  Price \$11,000,000 \$7,000,000 \$3,265,000 \$6,200,000 \$30,953,000  S - JANU  Price \$14,000,000	Pr/SF 221.51 169.16 162.94 158.15 413.13  ARY 2  Pr/SF 109.55	\$8,651,685    TIAL DE	5/10/2019  EVELOPME  Date of Sale 6/21/2019 2/28/2019 6/21/2019 6/3/2019 11/14/2018  ECEMBER 2  Date of Sale 12/3/2020	0 0.0%  NT SITES -  Adjstmt for Mkt  Cond  % /Mo  0 0.0%  0 0.0%  0 0.0%  0 0.0%  Adjstmt for Mkt  Cond  Adjstmt for Mkt  Cond  % /Mo  0.0% 0	199  Adjusted Price/SF 222 169 163 158 413  Adjusted Price/SF 110	Mean  178 132 Not Signi	199  18 -  Median  166 147 2020 Studificant - C	Probable  170 140 by results frontlier	\$8,668,440  CH 2020  Probable Price/Ac  \$6,098,400  or comparison  Probable Price/Ac  \$5,009,400	Notes  City List	Record  RQ Pub. Record  X  X  X  X  DATA SOU	MLS	CoStar X X X X

The columns on this table are the same as those on the table above for the individual lot sales. The 3 open columns show my computation of the median, average, and most probable selling prices per SF in each city; neighborhoods are not delineated. The lot sales data analyzed above reflects the retail price of individual finished lots, ready to be built upon, while this development site data reflects the price of undeveloped or previously developed land purchased for development of multiple lots or units, typically at the tentative map stage of entitlement. The development site data is a "wholesale" number, while the lot sales data reflects the retail price for individual lots. In the market place, the selling price of larger lots is lower on a per unit basis than for smaller lots. This is not reflected in these mean, median and probable price data.

The data points in Cupertino span a wide range of unit selling price, from \$18 to 149/SF. Three of these are offerings that have not been sold; we have only 2 actual sales to support a credible conclusion. The Sunnyvale data includes Lawrence Station, which was inadvertently listed with the Santa Clara data last year. Note that this sale is an assemblage, with some components acquired in 2016. I retained these older sales in the study to reflect the overall cost of the assembled land. The property on Regnart Road, listed at an asking unit price of \$86/SF in last year's survey, sold in November 2020 near the end of our survey period for \$77.

The range of prices in Cupertino is far lower than the range in the competing cities we examined. This appears to be the result of lower density projects being proposed and built in Cupertino, compared for example to the adjacent city, Sunnyvale, where unit prices in this study ranged from \$154 to \$278/SF. Of course, lot size affects unit selling price, however, these high-priced sales are large parcels. The two highest priced sales were not entitled. The broker selling 1171 Sonora Court told me that pre-Covid, the seller was receiving unsolicited offers that were 20% higher. The Sunnyvale data appears to reflect a continuing increase in unit prices.

In Santa Clara there were no 2020 sales, so all the data reflects pre-Covid market conditions. The Santa Clara numbers also reflect an increasing price trend. The Campbell numbers compute to amounts lower than those in Santa Clara, while the Monte Sereno land sale fell near the top of the overall range. Sunnyvale and Cupertino land is often found to be similarly priced.

Considering all of the sub-dividable data developed, a unit price of \$150 per SF or \$6,500,000 per acre is an appropriate basis for mixed-use, apartment, and condominium land in the flat neighborhoods in Cupertino. The Cupertino offering in Monte Vista North indicates that a unit price on the order of \$75/SF is appropriate in the hilly neighborhoods where development is

more costly and land prices are correspondingly lower. Depending upon the individual cases that arise in hilly neighborhoods, some may warrant individual consideration. Depending upon unit density, some flat land sites may warrant closer scrutiny, and may result in a conclusion to a higher in-lieu fee.

#### **Summary and Conclusion**

This report presents my findings based upon the investigation completed to accomplish the scope of work we was engaged to undertake. It is a survey of the prices at which finished, ready-to-build residential lots sold for in Cupertino over the past 3 years; and the unit prices at which sub-dividable residential land sold in Cupertino and competing cities during the same time frame. It is not a report of a conclusion of value for any particular property. I discovered that land and lot unit selling prices vary considerably across the City, and that land selling prices decreased on the order of 0.111 % per month between January 1, 2018 and December 31, 2020. The peak in selling prices in 2018 appeared to be a spike in last year's data, but now, with an additional year of data points, there appears to be a slight downward trend.

The average, median, and probable selling prices reveal in relative terms the relationship of land prices in different neighborhoods in Cupertino. The sales data for individual finished lot sales expectedly produces a higher range of value than the sales data for development sites. In order to assemble park land in residential neighborhoods, where the park land would be most utilized, the City would need to purchase and assemble existing individual house lots. For that reason, the individual lot sales are a better predictor of the price the City would need to pay to acquire park land in established residential neighborhoods.

Based upon the economic conditions created by the Covid-19 pandemic, it is not possible to predict how the demand for housing, and therefore the value of residential land, will respond over the coming year.

#### Recommendations

Although land prices have proven to increase and decrease as the demand for housing changes, the long-term trend is upward. The Park In-lieu Fee formula was developed to create a fund to purchase residential land. Because the price of land has historically been trending upward, the land the City might purchase will typically cost more per acre than the fund raises applying the formula, because the formula raises funds based on historically lower prices than the price when the City's purchases will be made. We recommend that the selling price trend in the City

be monitored. You may find that if a declining price market continues, an annual survey may not be necessary or desirable. You may find that letting the survey become a bit dated results in better long-term stability of prices.

Very Truly Yours,

Wayne F. Prescott, MAI

## **ADDENDA**

## Single Family Lot Sales Data Displayed in 2020 Report

# CUPERTINO SINGLE-FAMILY LOT SALES - JANUARY 2017 THROUGH DECEMBER 2019

					PROPERTY DETAIL				Months Adjstm	t for Mkt Conditions Th	rough the end of 2	017					
	General	Zoning	Spec Pln /			Lot Size				Date of Sale	at Rate of		Adjusted	Mean	Median	Probable	Probable Price/Ac
Neighborhood	Plan	Designation	Notes	APN	Address	SF	Price	Pr/SF	Pr/Ac	or Close of Escrow	0.8% / Mo>'	17	Price/SF				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 13 010	18820 ARATA WAY	5,663	\$1,650,000	291.37	\$12,691,859	5/24/2019	0	0.0%	291				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 17 007	10370 WUNDERLICH DR	4,947	\$1,350,000	272.89	\$11,887,204	1/31/2019	0	0.0%	273				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 33 056	18833 TUGGLE AVE	5,304	\$1,600,000	301.66	\$13,140,271	PENDING	0	0.0%	302				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 16 009	10388 MENHART LN	5,529	\$1,330,000	240.55	\$10,478,351	12/10/2018	0	0.0%	241				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 16 034	18815 TILSON AVE	5,390	\$1,856,000	344.34	\$14,999,510	9/11/2018	0	0.0%	344				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 17 001	10430 WUNDERLICH DR	5,453	\$1,650,000	302.59	\$13,180,635	8/6/2018	0	0.0%	303				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5	VACANT LOT	375-17-039	18770 TILSON	5,240	\$1,553,000	296.37	\$12,910,053	6/30/2018	0	0.0%	296				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 30 020	18850 NEWSOM AVE	7,695	\$1,850,000	240.42	\$10,472,515	6/24/2018	0	0.0%	240				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 33 056	18833 TUGGLE AVE	5,304	\$1,600,000	301.66	\$13,140,271	7/28/2018	0	0.0%	302				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 17 001	10430 WUNDERLICH DR	5,600	\$1,650,000	294.64	\$12,834,643	7/6/2018	0	0.0%	295				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 25 016	18600 RALYA	5,000	\$1,648,000	329.60	\$14,357,376	4/13/2018	0	0.0%	330				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 30 012	18770 NEWSOM AVE	5,775	\$1,700,000	294.37	\$12,822,857	6/8/2018	0	0.0%	294				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 33 028	18881 PENDERGAST AVE	5,304	\$1,710,000	322.40	\$14,043,665	5/9/2018	0	0.0%	322				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 31 029	10840 MINETTE DR	6,300	\$1,825,000	289.68	\$12,618,571	3/1/2018	0	0.0%	290				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5	VACANT LOT	375 17 039	18770 TILSON AVE	5,500	\$1,553,000	282.36	\$12,299,760	4/28/2018	0	0.0%	282	289	295	290	\$12,632,400
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 14 013	10385 MORETTI DR	5,529	\$1,720,880	311.25	\$13,557,883	3/14/2018	0	0.0%	311				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 12 040	18911 ARATA WAY	5,310	\$1,525,000	287.19	\$12,510,169	12/20/2017	0	0.0%	287				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375-17-029	10405 CALVERT DR	4,947	\$425,000	85.91	\$3,742,268	12/6/2017	0	0.0%	86				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 31 017	10699 GASCOIGNE DR	6,300	\$1,630,000	258.73	\$11,270,286	11/3/2017	1	0.8%	261				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 31 027	10801 GASCOIGNE DR	6,572	\$1,710,000	260.19	\$11,334,084	10/31/2017	2	1.6%	264				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 31 032	10810 MINETTE DR	5,885	\$1,788,000	303.82	\$13,234,542	10/27/2017	2	1.6%	309				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 36 022	10589 CULBERTSON DR	5,253	\$1,730,000	329.34	\$14,345,860	9/14/2017	3	2.4%	337				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 18 025	18734 LOREE AVE	5,700	\$1,360,000	238.60	\$10,393,263	7/7/2017	5	4.0%	248				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 15 028	10271 MENHART LN	6,358	\$1,605,000	252.44	\$10,996,194	7/7/2017	5	4.0%	263				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 16 017	10330 MENHART LN	5,862	\$2,300,000	392.36	\$17,091,095	7/3/2017	5	4.0%	408				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 34 045	18930 TUGGLE AVE	5,900	\$1,622,000	274.92	\$11,975,308	6/28/2017	6	4.8%	288				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 10 054	10365 STERN AVE	5,314	\$1,528,000	287.54	\$12,525,344	6/23/2017	6	4.8%	301				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 12 009	10128 STERN AVE	6,420	\$1,650,000	257.01	\$11,195,327	6/22/2017	6	4.8%	269				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 16 054	18841 BARNHART AVE	5,355	\$1,290,000	240.90	\$10,493,445	6/17/2017	6	4.8%	252				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 33 015	18850 BARNHART AVE	5,355	\$1,513,000	282.54	\$12,307,429	5/12/2017	7	5.6%	298				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-5		375 22 019	10648 GASCOIGNE DR	5,936	\$1,550,000	261.12	\$11,374,326	3/8/2017	9	7.2%	280				
Rancho Rinconada	Low (1-5 DU/Ac)	R1-6		375 35 025	5991 BOLLINGER	8,215	\$1,800,000	219.11	\$9,544,492	5/24/2019	0	0.0%	219				
Rancho Rinconada	Low (1-5 DU/Ac)	R1-6		375 05 005	10450 CORTE DE MADRID	10,200	\$1,527,000	149.71	\$6,521,188	11/6/2018	0	0.0%	150				
Rancho Rinconada	Low (1-5 DU/Ac)	R1-6		375 05 029	19361 PHIL LN	6,270	\$1,800,000	287.08	\$12,505,263	4/14/2018	0	0.0%	287				
Rancho Rinconada	Low (1-6 DU/Ac)	R1-6		375 40 060	19210 TILSON AVE	5,900	\$1,531,000	259.49	\$11,303,451	1/30/2018		0.0%	259				
Fairgrove	Low (1-5DU/Ac)	R1-6e		375 41 033	6188 SHADYGROVE DR	7,100	\$1,850,000	260.56	\$11,350,141	6/27/2018	0	0.0%	261	247	253	250	\$10,890,000
Rancho Rinconada	Low (1-6 DU/Ac)	R1-7.5		375 24 006	10400 STERLING BLVD	8,436	\$1,630,000	193.22	\$8,416,643	2/1/2017	10	8.0%	209				
Rancho Rinconada	Low (1-5DU/Ac)	R1-10		375 10 026	10395 BRET AVE	9,375	\$2,180,000	232.53	\$10,129,152	1/1/2019	0	0.0%	233				
Rancho Rinconada	Low (1-5DU/Ac)	R1-10		375 10 020	10321 BRET AVE	9,375	\$2,428,000	258.99	\$11,281,459	5/10/2018	0	0.0%	259				
Rancho Rinconada	Low (1-5DU/Ac)	R1-10		375 07 051	10109 JUDY AVE	9,375	\$2,324,500	247.95	\$10,800,557	4/15/2018	0	0.0%	248				

Management   Man	<b>CUPERTINO 9</b>	SINGLE-FAM	ILY LOT	ΓSALES -	JANUARY	2017 THROUGH DE	CEMBI	R 2019										
Manuscrip   Deep   Foresting   Content   Con								1	266 67	\$11.616.000	6/14/2019	0	0.0%	267				
Section of the Property   Section of Prope						·	· ·			· · ·		0						
Section   Control   Cont												0						
Second Continue   Second Con	·						· ·					0						
No.   Company   No.   Compan		Res (0-4.4 DU/Ac)	R1-7.5			10455 ORANGE	5,400		306.48			2			233	240	240	\$10,454,40
March   Marc	Monte Vista Village	Res (4.4-12 DU/Ac)	P(Res)	MV Village	357 16 156	21891 GRANADA	6,714	\$1,975,000	294.16	\$12,813,673	9/1/2018	0	0.0%	294				
Management of Park	Monte Vista Village	Res (4.4-12 DU/Ac)	R1-7.5	MV Village	357 15 055	21870 SAN FERNANDO AVE	9,000	\$1,567,000	174.11	\$7,584,280	5/24/2018	0	0.0%	174				
Marco Washing   New   14   15   15   15   15   15   15   15	Monte Vista Village	Res (4.4-12 DU/Ac)	P(Res)	MV Village	357 17 016	10075 IMPERIAL AVE	2,500	\$1,450,000	580.00	\$25,264,800	3/14/2018	0	0.0%	580				
Monte State   1999	Monte Vista Village	Res (0-4.4 DU/Ac)	R1-7.5	MV Village	357 16 066	21871 LOMITA AVE	9,900	\$1,750,000	176.77	\$7,700,000	2/3/2017	10	8.0%	191				
Monte Service North   Monte   Service   Monte   Service   Servic	Monte Vista Village	Res (4.4-7.7 DU/Ac)	P(Res)	MV Village	326 22 036	10191 SANTA CLARA AVE	7,500	\$1,770,000	236.00	\$10,280,160	1/17/2017	11	8.8%	257				
Monte Service North   Monte   Service   Monte   Service   Servic	Monte Vista North	Low (1-5DII/Ac)	D1_7 5		257.07.004	10471 SCENIC BLVD	9 722	\$1,200,000	127 //2	\$5,086,257	12/29/2017		0.0%	127				
Money Money Standard   18-01 St 1900-026   18-18   18-18   18-18   19-18   1							· ·					2			164	164	164	\$7,143,840
March Stands   Marg 15-50/Act   31							· ·			· · ·		3			104	104	104	\$7,143,040
Month Wilst South   Novel 1-50 (Month   Nove	Worte Vista Worth	LOW (1 SDO/AC)	INT TO		337 03 024	10343 I ALO VISTA NO	11,540	\$2,117,300	100.73	\$0,133,003	3/1/2017	]	2.770	131				
Marrie Valor South   Long/12 SOUANG   12.4   361 1139   1255 TILLING   2.00   3,77,0000   125.5   3,960   3,77   3,960   3,77   3,960   3,70   3,960   3,97   3,97	Monte Vista South	Low (1-5 DU/Ac)			362 23 018	7739 SQUIREHILL CT	7,560	\$1,900,000		\$10,947,619	7/16/2019	0	0.0%					
	Monte Vista South	, , ,				· ·			156.86			0						
Monte Vals South   Low   5,500,Mol   R5-5												0			242	251	245	\$10,672,200
Monte Nate South   Total   1501/166   1512   MACRATE TITE   352   2013   0 UNDY UK   46,643   3,548,2000   41.00   3514,270   39,5002   3   7.4%   40   40   40   40   40   40   40		,										8						
Monte Wiss South   WI 1/2   MR5.23   VACAUTIOT   See 0.900   2150 MINES   VALUE   1.000   1.000   2.		, , , ,		\(\(\frac{1}{2}\)			,					4						
Monte Visionary   Wil-72   NR-52   VACAN 107   36.0 800   21.00 SARNBOWT   39.985   \$2.250.000   59.77   \$2.50.0110   \$8.79.2001   \$4.50.000   \$5.78   \$5.000   \$7.						·		. , ,		·		3						44 077
		,										0			41	43	43	\$1,873,080
Low   1-5 U/A    R	Monte Vista South	VL 1/2	RHS-21	VACANTLOT	366 38 007	21650 RAINBOW CI	39,985	\$2,350,000	58.77	\$2,560,110	8/18/2017	4	3.2%	61				
Designmen   Desi	Jollyman	Low (1-5 DU/Ac)	R1-6		359 22 008	874 S STELLING	9,170	\$2,210,000	241.00	\$10,498,103	4/23/2019	0	0.0%	241				
Delignman	Jollyman	Low (1-5 DU/Ac)	R1-6		359 03 028	7825 LILAC CT	10,800	\$1,749,000	161.94	\$7,054,300	10/11/2017	2	1.6%	165	223	222	222	\$9,670,320
	Jollyman	Low (1-5 DU/Ac)	R1-6		359 03 022	879 LILY	8,050	\$1,700,000	211.18	\$9,199,006	7/21/2017	5	4.0%	220				
Delyman   Low   1-5 DU/Act   Rt-75   39 01 50 08   2002 SIELLY Y   7.524   \$2.365,000   34-333   \$51,000-1.05   34/90018   0 0.09   314   290   300   \$10,000   316   100/900   316   100/900   316   100/900   316	Jollyman	Low (1-5 DU/Ac)	R1-6		359 31 016	1143 KENTWOOD AVE	5,994	\$1,240,100	206.89	\$9,012,138	4/30/2018	0	0.0%	207				
Designmen   Low  LS-DU/Ac)   RF-75   399 15008   20028 FIRELY   7.574   \$2.380,000   31.433   \$51.893,1005   39/07018   0   0.00   314   290   300   \$13.086,100   31.086,10	Iollyman	Low (1-5 DU/Ac)	D1_7 5		250 19 052	10536 IOHN WAY	7.407	\$1.085.000	264.77	\$11 522 402	9/10/2019		0.0%	265				
Delignmen   Low   1-5 DU/Act   BR-7.5   3-03 10 Add   2008															299	302	300	\$13,068,000
Inspiration Heights	,											1			233	302	300	\$13,000,000
Inspiration Heights   VL (1/2 Ac Slope Ben)   RH5-40   WACANT LOT   342 21 008   22700 SAN JUAN RD   359,297   \$6,500,000   18,09   \$788,039   ACTIVE   0   0.0%   18   18   18   18   788,08   18   18   18   18   18   18   18							· '					0						
Inspiration Heights   Low (1.5 DU/Ac)   R1-10   342 17002   10583 SANTA LUIGA   19.500   \$2.25 5.152   116.16   \$5.560,0001   \$8.767,010   0.00%   118   119   1	,						·											
Important Neights   Low   1.5 DU/Acc    St.   1.0   32   14   899   1021   PRADO VISTA OR   9.856   \$1.910.000   19.37   \$8.441,518   \$2.1/10/2017   10   8.0%   209   157   152   156   \$6.751.8   10.0				VACANT LOT			359,297	\$6,500,000	18.09	\$788,039	ACTIVE	0	0.0%	18	18	18	18	\$784,080
Contract   Low Deen Res   R-1.20   ACANT LOT   407-08-032   709 MORE AVE   20,850   \$2,300,000   110.31   \$4,805.80   \$8,15.2017   \$4   \$3.2%   \$14   \$18	Inspiration Heights							4		4	- / /	_						
Low Garden   Low		,										0			457	452	4	AC 754 000
Homestead Villa	Inspiration Heights	Low (1-5DU/Ac)	R1-10	VACANTIOT	342 14 089	10212 PRADO VISTA DR	9,856	\$1,910,000	193.79	\$8,441,518	2/10/2017	10	8.0%	209	157	152	155	\$6,751,800
Homestead Villa   Low (1-50U/Ac)   R1-10   326 9099   2216 WALLACE DR   10,007   51,871,250   186.99   \$8,145,463   7/29/2019   0   0.0%   187   200   200   200   \$8,712,06	Inspiration Heights  Los Gatos	Low (1-5DU/Ac) Low Dens Res	R1-10 R-1:20		342 14 089 407-08-032	10212 PRADO VISTA DR 709 MORE AVE	9,856 20,850	\$1,910,000 \$2,300,000	193.79 110.31	\$8,441,518 \$4,805,180	2/10/2017 8/15/2017	4	8.0% 3.2%	209 114	157	152	155	\$6,751,800
Sarden Gate   Low (1-5DU/Ac)   R1-10   326 28 089   10467 N STELING RD   9,375   \$1,999,950   213.33   \$9,292,568   PENDING   0 0.0%   213   225   226   227   228   2	Inspiration Heights  Los Gatos	Low (1-5DU/Ac) Low Dens Res	R1-10 R-1:20		342 14 089 407-08-032	10212 PRADO VISTA DR 709 MORE AVE	9,856 20,850	\$1,910,000 \$2,300,000	193.79 110.31	\$8,441,518 \$4,805,180	2/10/2017 8/15/2017	4	8.0% 3.2%	209 114	157	152	155	\$6,751,800
Garden Gate   Low (1-5DU/Ac)   R1-10   326 28 094   10395 N STELLING RD   9,375   \$2,020,000   215.47   \$5,385,728   1/17/2018   0   0.0%   215   222   23   24   25,000   25,	Inspiration Heights  Los Gatos  Los Gatos	Low (1-5DU/Ac) Low Dens Res Low Dens Res	R1-10 R-1:20 R-1:8:PD		342 14 089 407-08-032 523-25-060	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT	9,856 20,850 7,884	\$1,910,000 \$2,300,000 \$1,370,000	193.79 110.31 173.76	\$8,441,518 \$4,805,180 \$7,569,061	2/10/2017 8/15/2017 1/29/2017	4 11	8.0% 3.2% 8.8%	209 114 189	157	152	155	\$6,751,800
Garden Gate   Low (1-5DU/Ac)   R1-10   326 28 094   10395 N STELLING RD   9,375   \$2,020,000   215.47   \$5,385,728   1/17/2018   0   0.0%   215   222   23   24   25,000   25,	Inspiration Heights Los Gatos Los Gatos Homestead Villa	Low (1-5DU/Ac) Low Dens Res Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD		342 14 089 407-08-032 523-25-060 326 02 015	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT 10861 MAXINE AVE	9,856 20,850 7,884 9,430	\$1,910,000 \$2,300,000 \$1,370,000 \$2,000,000	193.79 110.31 173.76 212.09	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600	2/10/2017 8/15/2017 1/29/2017 3/13/2018	11 0	8.0% 3.2% 8.8%	209 114 189 212				\$6,751,800
Carden Gate   Low (1-5DU/Ac)   R1-10   326 300 39   20790 GABDEN GATE DR   10,125   52,550,000   25.185   \$10,970,667   3/5/2018   0   0.0%   252   223   215   220   59,883,26   20   20   20   20   20   20   20	Inspiration Heights  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa	Low (1-5DU/Ac) Low Dens Res Low Dens Res Low (1-5DU/Ac) Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD R1-10 R1-10		342 14 089 407-08-032 523-25-060 326 02 015 326 03 031	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR	9,856 20,850 7,884 9,430 10,007	\$1,910,000 \$2,300,000 \$1,370,000 \$2,000,000 \$1,871,250	193.79 110.31 173.76 212.09 186.99	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019	11 0	8.0% 3.2% 8.8% 0.0% 0.0%	209 114 189 212 187				
Garden Gate Low (1-5DU/Ac) R1-10 326 30 161 2088 DUNBAR DRIVE 10,500 \$2,264,000 225.14 \$9,807,223 7/6/2018 0 0.0% 225 carden Gate Low (1-5DU/Ac) R1-10 326 28 027 10405 ANN ARBOR AVE 9,750 \$1,900,000 194.87 \$8,488,615 3/6/2017 9 7.2% 209 carden Gate Low (1-5DU/Ac) R1-75 326 44049 21428 METEOR DR 12,371 \$2,075,000 167.73 \$7,306,362 10/24/2017 2 1.6% 170 171 171 170 \$7,405,200	Inspiration Heights  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate	Low (1-5DU/Ac) Low Dens Res Low Dens Res Low (1-5DU/Ac) Low (1-5DU/Ac) Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD R1-10 R1-10		342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD	9,856 20,850 7,884 9,430 10,007	\$1,910,000 \$2,300,000 \$1,370,000 \$2,000,000 \$1,871,250 \$1,999,950	193.79 110.31 173.76 212.09 186.99	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING	11 0	8.0% 3.2% 8.8% 0.0% 0.0%	209 114 189 212 187				
Garden Gate Low (1-5DU/Ac) R1-10   326 28 027   10405 ANN ARBOR AVE   9,750   51,900,000   194.87   \$8,886,615   336/2017   9   7,2%   209	Inspiration Heights  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate	Low (1-5DU/Ac) Low Dens Res Low Dens Res Low (1-5DU/Ac) Low (1-5DU/Ac) Low (1-5DU/Ac) Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD R1-10 R1-10 R1-10 R1-10		342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD	9,856 20,850 7,884 9,430 10,007 9,375 9,375	\$1,910,000 \$2,300,000 \$1,370,000 \$2,000,000 \$1,871,250 \$1,999,950 \$2,020,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018	11 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0%	209 114 189 212 187 213 215	200	200	200	\$8,712,000
Creston-Pharlap   Low (1-5DU/Ac)   R1-10   326 47 032   10421 STOKES   7,412   \$1,900,000   256.34   \$11,166,217   8/20/199   2   1.6%   260   235	Inspiration Heights  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate  Garden Gate	Low (1-5DU/Ac) Low Dens Res Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD R1-10 R1-10 R1-10 R1-10 R1-10		342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094 326 30 039	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR	9,856 20,850 7,884 9,430 10,007 9,375 9,375 10,125	\$1,910,000 \$2,300,000 \$1,370,000 \$2,000,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018	11 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0%	209 114 189 212 187 213 215 252	200	200	200	
Creston-Pharlap   Low (1-5DU/Ac)   R1-10   326 19 107   21868 OAKVIEW LN   10,000   52,350,000   235.00   510,236,600   6/28/2018   0   0.0%   235   235   238   238   238   238   238   238   238   238   238   238   238   238   238   238   238   238   238   238   238   245,575   20,000,000   20,000	Inspiration Heights  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD R1-10 R1-10 R1-10 R1-10 R1-10 R1-10 R1-10 R1-10		342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094 326 30 039 326 30 161	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE	9,856 20,850 7,884 9,430 10,007 9,375 9,375 10,125 10,500	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$2,364,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018	4 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0%	209 114 189 212 187 213 215 252 225	200	200	200	\$8,712,000
Creston-Pharlap   Low (1-5DU/Ac)   R1-10   326 19 107   21868 OAKVIEW LN   10,000   52,350,000   235.00   510,236,600   6/28/2018   0   0.0%   235   235   238   238   238   238   238   238   238   238   238   238   238   238   238   238   238   238   238   238   238   245,575   20,000   2	Inspiration Heights Los Gatos Los Gatos Homestead Villa Homestead Villa Garden Gate	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD R1-10		342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094 326 30 039 326 30 161 326 28 027	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE	9,856 20,850 7,884 9,430 10,007 9,375 9,375 10,125 10,500 9,750	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$2,364,000 \$1,900,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017	0 0 0 0 0 0 0 0	8.0% 3.2% 8.8%  0.0% 0.0%  0.0%  0.0%  0.0%  0.0%  7.2%	209 114 189 212 187 213 215 252 225 209	200	200	200	\$8,712,000
Creston-Pharlap   Low (1-5DU/Ac)   R1-10   326 12 089   10598 CRESTON DR   13,694   \$1,900,000   138.75   \$6,043,815   \$5/14/2018   0   0.0%   139   191   200   195   \$6,494,2016   1004 (1-5DU/Ac)   R1-10   326 16 027   10047 CRESCENT RD   11,000   \$2,200,000   200.00   \$8,712,000   2/8/2018   0   0.0%   200   2/8/2018   0   0.0%   200   2/8/2018   0   0.0%   200   2/8/2018   0   0.0%   200   2/8/2018   0   0.0%	Inspiration Heights  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD  R1-10		342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094 326 30 039 326 30 161 326 28 027 326 44 049	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR	9,856 20,850 7,884 9,430 10,007 9,375 9,375 10,125 10,500 9,750 12,371	\$1,910,000 \$2,300,000 \$1,370,000 \$1,871,250 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$2,364,000 \$2,075,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017	4 11 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6%	209 114 189 212 187 213 215 252 225 209 170	200	200	200	\$8,712,000 \$9,583,200
Creston-Pharlap   Low (1-5DU/Ac)   R1-10   326 16 027   10047 CRESCENT RD   11,000   \$2,200,000   200.00   \$8,712,000   2/8/2018   0   0.0%   200   191   200   195   \$8,494,2   200.00   200.	Inspiration Heights  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Carden Gate  Creston-Pharlap	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD R1-10		342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094 326 30 039 326 30 161 326 28 027 326 44 049 326 47 032	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR	9,856 20,850 7,884 9,430 10,007 9,375 9,375 10,125 10,500 9,750 12,371 7,412	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$1,900,000 \$1,900,000 \$1,900,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017 8/20/2019	4 11 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6%	209 114 189 212 187 213 215 252 225 209 170	200	200	200	\$8,712,000 \$9,583,200
SE Creston-Pharlap   Low (1-5DU/Ac)   R1-10   326 20 053   10237 ADRIANA AVE   19,439   \$2,100,000   108.03   \$4,705,798   4/2/2017   8   6.4%   115	Inspiration Heights  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Creston-Pharlap  Creston-Pharlap	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD R1-10		342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094 326 30 039 326 30 161 326 28 027 326 44 049 326 47 032 326 19 107	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR  10421 STOKES 21868 OAKVIEW LN	9,856 20,850 7,884 9,430 10,007 9,375 9,375 10,125 10,500 9,750 12,371 7,412 10,000	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$1,900,000 \$2,075,000 \$1,900,000 \$2,350,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73 256.34 235.00	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362 \$11,166,217 \$10,236,600	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017 8/20/2019 6/28/2018	4 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6% 1.6% 0.0%	209 114 189 212 187 213 215 252 225 209 170 260 235	200	200	200	\$8,712,000 \$9,583,200
Creston-Pharlap   Low (1-5DU/Ac)   R1-10   326 19 105   21900 OAKVIEW LN   10,800   \$2,050,000   189.81   \$8,268,333   6/20/2017   6   4.8%   199	Inspiration Heights  Los Gatos  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD R1-10		342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094 326 30 039 326 30 161 326 28 027 326 44 049 326 47 032 326 19 107 326 12 089	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR  10421 STOKES 21868 OAKVIEW LN 10598 CRESTON DR	9,856 20,850 7,884 9,430 10,007 9,375 9,375 10,125 10,500 9,750 12,371 7,412 10,000 13,694	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$2,364,000 \$1,900,000 \$2,075,000 \$1,900,000 \$2,350,000 \$1,900,000 \$1,900,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73 256.34 235.00 138.75	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362 \$11,166,217 \$10,236,600 \$6,043,815	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017 8/20/2019 6/28/2018 5/14/2018	4 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6% 1.6% 0.0%	209 114 189 212 187 213 215 252 225 209 170 260 235 139	200	200	200 220 170	\$8,712,000 \$9,583,200 \$7,405,200
North Blaney   Low (1-5DU/Ac)   R1-a   316 02 070   10698 RANDY LN   9,750   \$2,000,000   205.13   \$8,935,385   6/1/2018   0   0.0%   205   North Blaney   Low (1-5DU/Ac)   R1-7,7+D179   VACANT LOT   316 23 113   10201 TONI CT   9,776   \$2,120,000   216.86   \$9,446,318   2/11/2018   0   0.0%   217   218   217   218   218   217   218   \$9,496,0   North Blaney   Low (1-5DU/Ac)   R1-a   316 02 073   10740 RANDY LN   8,520   \$1,850,000   217.14   \$9,458,451   4/25/2017   8   6.4%   231	Inspiration Heights  Los Gatos  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD R1-10		342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094 326 30 039 326 30 161 326 28 027 326 44 049 326 47 032 326 19 107 326 12 089 326 16 027	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR  10421 STOKES 21868 OAKVIEW LN 10598 CRESTON DR 10047 CRESCENT RD	9,856 20,850 7,884 9,430 10,007 9,375 9,375 10,125 10,500 9,750 12,371 7,412 10,000 13,694 11,000	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$2,364,000 \$1,900,000 \$2,350,000 \$1,900,000 \$2,350,000 \$1,900,000 \$2,350,000 \$2,200,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73 256.34 235.00 138.75 200.00	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362 \$11,166,217 \$10,236,600 \$6,043,815 \$8,712,000	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017 8/20/2019 6/28/2018 5/14/2018 2/8/2018	4 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	209 114 189 212 187 213 215 252 225 209 170 260 235 139 200	200	200	200 220 170	\$8,712,000 \$9,583,200
North Blaney Low (1-5DU/Ac) R1-7.7+D179 VACANT LOT 316 23 113 10201 TONI CT 9,776 \$2,120,000 216.86 \$9,446,318 2/11/2018 0 0.0% 217 218 \$9,496,0   North Blaney Low (1-5DU/Ac) R1-a 316 02 073 10740 RANDY LN 8,520 \$1,850,000 217.14 \$9,458,451 4/25/2017 8 6.4% 231 218 217 218 \$9,496,0   South Blaney Low (1-5DU/Ac) R1-7.5 369 34 045 10715 BLANEY 7,806 \$1,900,088 243.41 \$10,603,104 5/29/2019 0 0.0% 243   South Blaney Low (1-5DU/Ac) R1-7.5 369 39 021 10590 WHITNEY WY 7,500 \$1,750,000 233.33 \$10,164,000 2/25/2019 0 0.0% 233 238 238 233 238 \$10,367,2   South Blaney Low (1-5DU/Ac) R1-6 369 27 025 863 BETLIN 9,200 \$1,605,000 174.46 \$7,599,326 3/10/2017 9 7.2% 187 187 187 187 \$8,145,7   UNINCORPORATED Hillsides (100%) HS-d1 IN COUNTY 351 42 012 13209 PEACOCK 162,871 \$1,100,000 6.75 \$294,196 11/15/2019 0 0.0% 7 8 7 \$304,92   UNINCORPORATED VL (5-20 ac slope) RHS-120 366 40 005 22346 REGNART 157,037 \$1,050,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 7 \$304,92	Inspiration Heights  Los Gatos  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD  R1-10		342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094 326 30 039 326 30 161 326 28 027 326 44 049 326 47 032 326 19 107 326 12 089 326 16 027 326 20 053	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR  10421 STOKES 21868 OAKVIEW LN 10598 CRESTON DR 10047 CRESCENT RD 10237 ADRIANA AVE	9,856 20,850 7,884 9,430 10,007 9,375 9,375 10,125 10,500 9,750 12,371 7,412 10,000 13,694 11,000 19,439	\$1,910,000 \$2,300,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$1,900,000 \$2,075,000 \$1,900,000 \$2,350,000 \$2,350,000 \$2,200,000 \$2,200,000 \$2,200,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73 256.34 235.00 138.75 200.00	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362 \$11,166,217 \$10,236,600 \$6,043,815 \$8,712,000 \$4,705,798	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017 8/20/2019 6/28/2018 5/14/2018 2/8/2018 4/2/2017	4 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	209 114 189 212 187 213 215 252 225 209 170 260 235 139 200 115	200	200	200 220 170	\$8,712,000 \$9,583,200 \$7,405,200
North Blaney Low (1-5DU/Ac) R1-a 316 02 073 10740 RANDY LN 8,520 \$1,850,000 217.14 \$9,458,451 4/25/2017 8 6.4% 231  South Blaney Low (1-5DU/Ac) R1-7.5 369 34 045 10715 BLANEY 7,806 \$1,900,088 243.41 \$10,603,104 5/29/2019 0 0.0% 243 238 238 233 238 \$10,367,25 \$250th Blaney Low (1-5DU/Ac) R1-7.5 369 39 021 10590 WHITNEY WY 7,500 \$1,750,000 233.33 \$10,164,000 2/25/2019 0 0.0% 233 238 238 233 238 \$10,367,25 \$250th Blaney Low (1-5DU/Ac) R1-6 369 27 025 863 BETLIN 9,200 \$1,605,000 174.46 \$7,599,326 3/10/2017 9 7.2% 187 187 187 187 187 \$8,145,75 \$10,000 CORPORATED Hillsides (100%) HS-d1 IN COUNTY 351 42 012 13209 PEACOCK 162,871 \$1,100,000 6.75 \$294,196 11/15/2019 0 0.0% 7 8 7 \$304,925 \$10,000,000 F1 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$10,000,000 F1 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$10,000,000 F1 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 8 7 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 8 7 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 8 7 7 \$304,925 \$1,000,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 8 7 7 \$304,925 \$1,000,000 6.69 \$291,	Inspiration Heights  Los Gatos  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Creston-Pharlap	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD  R1-10		342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094 326 30 039 326 30 161 326 28 027 326 44 049 326 47 032 326 19 107 326 12 089 326 16 027 326 20 053 326 19 105	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR  10421 STOKES 21868 OAKVIEW LN 10598 CRESTON DR 10047 CRESCENT RD 10237 ADRIANA AVE 21900 OAKVIEW LN	9,856 20,850 7,884  9,430 10,007  9,375 9,375 10,125 10,500 9,750 12,371  7,412 10,000 13,694 11,000 19,439 10,800	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,364,000 \$1,900,000 \$2,075,000 \$1,900,000 \$2,350,000 \$2,200,000 \$2,200,000 \$2,100,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73 256.34 235.00 138.75 200.00 108.03 189.81	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362 \$11,166,217 \$10,236,600 \$6,043,815 \$8,712,000 \$4,705,798 \$8,268,333	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017 8/20/2019 6/28/2018 5/14/2018 2/8/2018 4/2/2017 6/20/2017	4 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6% 0.0% 0.0% 4.8%	209 114 189 212 187 213 215 252 225 209 170 260 235 139 200 115	200	200	200 220 170	\$8,712,000 \$9,583,200 \$7,405,200
South Blaney Low (1-5DU/Ac) R1-7.5 369 34 045 10715 BLANEY 7,806 \$1,900,088 243.41 \$10,603,104 5/29/2019 0 0.0% 243 238 238 233 238 \$10,367,2 \$2014 Blaney Low (1-5DU/Ac) R1-7.5 369 39 021 10590 WHITNEY WY 7,500 \$1,750,000 233.33 \$10,164,000 2/25/2019 0 0.0% 233 238 238 233 238 \$10,367,2 \$2014 Blaney Low (1-5DU/Ac) R1-6 369 27 025 863 BETLIN 9,200 \$1,605,000 174.46 \$7,599,326 3/10/2017 9 7.2% 187 187 187 187 187 \$8,145,7 \$10,000 CORPORATED Hillsides (100%) HS-d1 IN COUNTY 351 42 012 13209 PEACOCK 162,871 \$1,100,000 6.75 \$294,196 11/15/2019 0 0.0% 7 8 7 \$304,92 UNINCORPORATED VL (5-20 ac slope) RHS-120 366 40 005 22346 REGNART 157,037 \$1,050,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,92	Inspiration Heights  Los Gatos  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Creston-Pharlap  North Blaney	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD  R1-10	VACANT LOT	342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094 326 30 039 326 30 161 326 28 027 326 44 049 326 47 032 326 19 107 326 12 089 326 16 027 326 29 053 326 19 105	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR  10421 STOKES 21868 OAKVIEW LN 10598 CRESTON DR 10047 CRESCENT RD 10237 ADRIANA AVE 21900 OAKVIEW LN	9,856 20,850 7,884  9,430 10,007  9,375 9,375 10,125 10,500 9,750 12,371  7,412 10,000 13,694 11,000 19,439 10,800	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,364,000 \$1,900,000 \$2,075,000 \$1,900,000 \$2,350,000 \$2,200,000 \$2,200,000 \$2,000,000 \$2,000,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73 256.34 235.00 138.75 200.00 108.03 189.81	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362 \$11,166,217 \$10,236,600 \$6,043,815 \$8,712,000 \$4,705,798 \$8,268,333	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017 8/20/2019 6/28/2018 5/14/2018 2/8/2018 4/2/2017 6/20/2017	4 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6% 0.0% 0.0% 4.8%	209 114 189 212 187 213 215 252 225 209 170 260 235 139 200 115 199	200 223 171 191	200 215 171 200	200 220 170	\$8,712,000 \$9,583,200 \$7,405,200 \$8,494,200
South Blaney Low (1-5DU/Ac) R1-7.5 369 39 021 10590 WHITNEY WY 7,500 \$1,750,000 233.33 \$10,164,000 2/25/2019 0 0.0% 233 238 238 233 238 \$10,367,250	Inspiration Heights  Los Gatos  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  North Blaney  North Blaney	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD  R1-10	VACANT LOT	342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094 326 30 039 326 30 161 326 28 027 326 44 049 326 47 032 326 19 107 326 12 089 326 16 027 326 29 053 326 19 105	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR  10421 STOKES 21868 OAKVIEW LN 10598 CRESTON DR 10047 CRESCENT RD 10237 ADRIANA AVE 21900 OAKVIEW LN 10698 RANDY LN 10698 RANDY LN 10201 TONI CT	9,856 20,850 7,884  9,430 10,007  9,375 9,375 10,125 10,500 9,750 12,371  7,412 10,000 13,694 11,000 19,439 10,800  9,750 9,776	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$1,900,000 \$2,075,000 \$1,900,000 \$2,200,000 \$2,200,000 \$2,200,000 \$2,200,000 \$2,000,000 \$2,000,000 \$2,000,000 \$2,000,000 \$2,000,000 \$2,120,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73 256.34 235.00 138.75 200.00 108.03 189.81 205.13 216.86	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362 \$11,166,217 \$10,236,600 \$6,043,815 \$8,712,000 \$4,705,798 \$8,268,333 \$8,935,385 \$9,446,318	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017 8/20/2019 6/28/2018 5/14/2018 2/8/2018 4/2/2017 6/20/2017 6/1/2018 2/11/2018	4 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	209 114 189 212 187 213 215 252 225 209 170 260 235 139 200 115 199	200 223 171 191	200 215 171 200	200 220 170	\$8,712,000 \$9,583,200 \$7,405,200
South Blaney         Low (1-5DU/Ac)         R1-7.5         369 39 021         10590 WHITNEY WY         7,500         \$1,750,000         23.33         \$10,164,000         2/25/2019         0         0.0%         233         238         233         238         \$10,367,2	Inspiration Heights  Los Gatos  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  North Blaney  North Blaney	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD  R1-10	VACANT LOT	342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094 326 30 039 326 30 161 326 28 027 326 44 049 326 47 032 326 19 107 326 12 089 326 16 027 326 29 053 326 19 105	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR  10421 STOKES 21868 OAKVIEW LN 10598 CRESTON DR 10047 CRESCENT RD 10237 ADRIANA AVE 21900 OAKVIEW LN 10698 RANDY LN 10698 RANDY LN 10201 TONI CT	9,856 20,850 7,884  9,430 10,007  9,375 9,375 10,125 10,500 9,750 12,371  7,412 10,000 13,694 11,000 19,439 10,800  9,750 9,776	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$1,900,000 \$2,075,000 \$1,900,000 \$2,200,000 \$2,200,000 \$2,200,000 \$2,200,000 \$2,000,000 \$2,000,000 \$2,000,000 \$2,000,000 \$2,000,000 \$2,120,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73 256.34 235.00 138.75 200.00 108.03 189.81 205.13 216.86	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362 \$11,166,217 \$10,236,600 \$6,043,815 \$8,712,000 \$4,705,798 \$8,268,333 \$8,935,385 \$9,446,318	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017 8/20/2019 6/28/2018 5/14/2018 2/8/2018 4/2/2017 6/20/2017 6/1/2018 2/11/2018	4 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	209 114 189 212 187 213 215 252 225 209 170 260 235 139 200 115 199	200 223 171 191	200 215 171 200	200 220 170	\$8,712,000 \$9,583,200 \$7,405,200 \$8,494,200
South Blaney Low (1-5DU/Ac) R1-6 369 27 025 863 BETLIN 9,200 \$1,605,000 174.46 \$7,599,326 3/10/2017 9 7.2% 187 187 187 187 187 187 187 187 187 187	Inspiration Heights  Los Gatos  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  SE Creston-Pharlap  Creston-Pharlap  North Blaney  North Blaney	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD  R1-10	VACANT LOT	342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094 326 30 161 326 28 027 326 44 049 326 19 107 326 12 089 326 16 027 326 19 105 316 02 070 316 23 113 316 02 073	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR  10421 STOKES 21868 OAKVIEW LN 10598 CRESTON DR 10047 CRESCENT RD 10237 ADRIANA AVE 21900 OAKVIEW LN 10698 RANDY LN 10201 TONI CT 10740 RANDY LN	9,856 20,850 7,884  9,430 10,007  9,375 9,375 10,125 10,500 9,750 12,371  7,412 10,000 13,694 11,000 19,439 10,800  9,750 9,776 8,520	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$2,364,000 \$1,900,000 \$2,350,000 \$1,900,000 \$2,200,000 \$2,200,000 \$2,000,000 \$2,000,000 \$2,120,000 \$2,120,000 \$1,850,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73 256.34 235.00 138.75 200.00 108.03 189.81 205.13 216.86 217.14	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362 \$11,166,217 \$10,236,600 \$6,043,815 \$8,712,000 \$4,705,798 \$8,268,333 \$8,935,385 \$9,446,318 \$9,458,451	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017 8/20/2019 6/28/2018 5/14/2018 2/8/2018 4/2/2017 6/20/2017 6/1/2018 2/11/2018 4/25/2017	4 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	209 114 189 212 187 213 215 252 225 209 170 260 235 139 200 115 199 205 217 231	200 223 171 191	200 215 171 200	200 220 170	\$8,712,000 \$9,583,200 \$7,405,200 \$8,494,200
UNINCORPORATED Hillsides (100%) HS-d1—SR 351 18 014 0 STEVENS CANYON 114,998 \$500,000 4.35 \$189,395 PENDING 0 0.0% 4 UNINCORPORATED Hillsides (100%) HS-d1 IN COUNTY 351 42 012 13209 PEACOCK 162,871 \$1,100,000 6.75 \$294,196 11/15/2019 0 0.0% 7 UNINCORPORATED VL (5-20 ac slope) RHS-120 366 40 005 22346 REGNART 157,037 \$1,050,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,92	Inspiration Heights  Los Gatos  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  SE Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  North Blaney  North Blaney  South Blaney	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD  R1-10	VACANT LOT	342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094 326 30 039 326 30 161 326 28 027 326 44 049 326 19 107 326 12 089 326 16 027 326 20 053 326 19 105 316 02 070 316 23 113 316 02 073	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR  10421 STOKES 21868 OAKVIEW LN 10598 CRESTON DR 10047 CRESCENT RD 10237 ADRIANA AVE 21900 OAKVIEW LN 10698 RANDY LN 10201 TONI CT 10740 RANDY LN	9,856 20,850 7,884  9,430 10,007  9,375 9,375 10,125 10,500 9,750 12,371  7,412 10,000 13,694 11,000 19,439 10,800 9,750 9,776 8,520  7,806	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$1,900,000 \$2,075,000 \$1,900,000 \$2,350,000 \$2,200,000 \$2,200,000 \$2,000,000 \$2,000,000 \$2,000,000 \$2,120,000 \$1,850,000 \$1,900,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73 256.34 235.00 138.75 200.00 108.03 189.81 205.13 216.86 217.14	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362 \$11,166,217 \$10,236,600 \$6,043,815 \$8,712,000 \$4,705,798 \$8,268,333 \$8,935,385 \$9,446,318 \$9,458,451 \$10,603,104	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017 8/20/2019 6/28/2018 5/14/2018 2/8/2018 4/2/2017 6/20/2017 6/1/2018 2/11/2018 4/25/2017 5/29/2019	4 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	209 114 189 212 187 213 215 252 225 209 170 260 235 139 200 115 199 205 217 231	200 223 171 191 218	200 215 171 200	200 220 170 195	\$8,712,000 \$9,583,200 \$7,405,200 \$8,494,200
UNINCORPORATED         Hillsides (100%)         HS-d1         IN COUNTY         351 42 012         13209 PEACOCK         162,871         \$1,100,000         6.75         \$294,196         11/15/2019         0         0.0%         7           UNINCORPORATED         VL (5-20 ac slope)         RHS-120         366 40 005         22346 REGNART         157,037         \$1,050,000         6.69         \$291,256         11/15/2018         0         0.0%         7         8         7         7         \$304,92	Inspiration Heights  Los Gatos  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  SE Creston-Pharlap  Creston-Pharlap  North Blaney  North Blaney  South Blaney  South Blaney	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD  R1-10	VACANT LOT	342 14 089 407-08-032 523-25-060 326 02 015 326 03 031 326 28 089 326 28 094 326 30 039 326 30 161 326 28 027 326 44 049 326 47 032 326 19 107 326 12 089 326 16 027 326 20 053 326 19 105 316 02 070 316 23 113 316 02 073	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR  10421 STOKES 21868 OAKVIEW LN 10598 CRESTON DR 10047 CRESCENT RD 10237 ADRIANA AVE 21900 OAKVIEW LN 10698 RANDY LN 10698 RANDY LN 10740 RANDY LN 10715 BLANEY 10590 WHITNEY WY	9,856 20,850 7,884  9,430 10,007  9,375 9,375 10,125 10,500 9,750 12,371  7,412 10,000 13,694 11,000 19,439 10,800  9,750 9,776 8,520  7,806 7,500	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$1,900,000 \$2,075,000 \$1,900,000 \$2,200,000 \$2,100,000 \$2,000,000 \$2,000,000 \$2,100,000 \$2,120,000 \$1,900,000 \$2,120,000 \$2,120,000 \$1,850,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73 256.34 235.00 138.75 200.00 108.03 189.81 205.13 216.86 217.14	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362 \$11,166,217 \$10,236,600 \$6,043,815 \$8,712,000 \$4,705,798 \$8,268,333 \$8,935,385 \$9,446,318 \$9,458,451 \$10,603,104 \$10,164,000	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017 8/20/2019 6/28/2018 5/14/2018 2/8/2018 4/2/2017 6/20/2017 6/1/2018 2/11/2018 2/11/2018 2/11/2018 2/11/2018 4/25/2017	4 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	209 114 189 212 187 213 215 252 225 209 170 260 235 139 200 115 199 205 217 231	200 223 171 191 218	200 215 171 200 217	200 220 170 195 218	\$8,712,000 \$9,583,200 \$7,405,200 \$8,494,200 \$9,496,080
UNINCORPORATED VL (5-20 ac slope) RHS-120 366 40 005 22346 REGNART 157,037 \$1,050,000 6.69 \$291,256 11/15/2018 0 0.0% 7 8 7 \$304,92	Inspiration Heights  Los Gatos  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  SE Creston-Pharlap  Creston-Pharlap  Creston-Barlap  Se Creston-Pharlap  Se Creston-Pharlap  Creston-Pharlap  South Blaney  South Blaney  South Blaney	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD  R1-10	VACANT LOT	342 14 089 407-08-032 523-25-060  326 02 015 326 03 031  326 28 089 326 28 094 326 30 039 326 30 161 326 28 027 326 44 049  326 47 032 326 19 107 326 12 089 326 16 027 326 20 053 326 19 105  316 02 070 316 23 113 316 02 073 369 34 045 369 39 021 369 27 025	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR  10421 STOKES 21868 OAKVIEW LN 10598 CRESTON DR 10047 CRESCENT RD 10237 ADRIANA AVE 21900 OAKVIEW LN 10698 RANDY LN 10698 RANDY LN 10715 BLANEY 10715 BLANEY 10590 WHITNEY WY 863 BETLIN	9,856 20,850 7,884  9,430 10,007  9,375 9,375 10,125 10,500 9,750 12,371  7,412 10,000 13,694 11,000 19,439 10,800  9,750 9,776 8,520  7,806 7,500 9,200	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$2,354,000 \$2,350,000 \$2,350,000 \$2,100,000 \$2,200,000 \$2,100,000 \$2,100,000 \$2,100,000 \$2,100,000 \$2,100,000 \$2,100,000 \$1,900,000 \$1,900,000 \$1,900,000 \$1,900,000 \$1,100,000 \$1,100,000 \$1,100,000 \$1,100,000 \$1,100,000 \$1,100,000 \$1,100,000 \$1,100,000 \$1,100,000 \$1,100,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73 256.34 235.00 138.75 200.00 108.03 189.81 205.13 216.86 217.14 243.41 233.33 174.46	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362 \$11,166,217 \$10,236,600 \$6,043,815 \$8,712,000 \$4,705,798 \$8,268,333 \$8,935,385 \$9,446,318 \$9,458,451 \$10,603,104 \$10,164,000 \$7,599,326	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017 8/20/2019 6/28/2018 5/14/2018 2/8/2018 4/2/2017 6/20/2017 6/1/2018 2/11/2018 4/25/2017 5/29/2019 2/25/2019 3/10/2017	4 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	209 114 189 212 187 213 215 252 225 209 170 260 235 139 200 115 199 205 217 231	200 223 171 191 218	200 215 171 200 217	200 220 170 195 218	\$8,712,000 \$9,583,200 \$7,405,200 \$8,494,200 \$9,496,080
	Inspiration Heights  Los Gatos  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  SE Creston-Pharlap  Creston-Pharlap  Se Creston-Pharlap  South Blaney  UNINCORPORATED	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD  R1-10 R1-7.5  R1-10	VACANT LOT	342 14 089 407-08-032 523-25-060  326 02 015 326 03 031  326 28 089 326 28 094 326 30 039 326 30 161 326 28 027 326 44 049  326 47 032 326 19 107 326 12 089 326 16 027 326 20 053 326 19 105  316 02 070 316 23 113 316 02 073 369 34 045 369 39 021 369 27 025	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR  10421 STOKES 21868 OAKVIEW LN 10598 CRESTON DR 10047 CRESCENT RD 10237 ADRIANA AVE 21900 OAKVIEW LN 10698 RANDY LN 10715 BLANEY 10715 BLANEY 10590 WHITNEY WY 863 BETLIN  0 STEVENS CANYON	9,856 20,850 7,884  9,430 10,007  9,375 9,375 10,125 10,500 9,750 12,371  7,412 10,000 13,694 11,000 19,439 10,800  9,750 9,776 8,520 7,806 7,500 9,200	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$2,364,000 \$1,900,000 \$2,350,000 \$2,350,000 \$2,200,000 \$2,200,000 \$2,100,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73 256.34 235.00 138.75 200.00 108.03 189.81 205.13 216.86 217.14 243.41 233.33 174.46	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362 \$11,166,217 \$10,236,600 \$6,043,815 \$8,712,000 \$4,705,798 \$8,268,333 \$8,935,385 \$9,446,318 \$9,458,451 \$10,603,104 \$10,164,000 \$7,599,326	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017 8/20/2019 6/28/2018 2/8/2018 4/2/2017 6/20/2017 6/1/2018 2/11/2018 2/11/2018 4/25/2017 5/29/2019 2/25/2019 3/10/2017	4 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	209 114 189 212 187 213 215 252 225 209 170 260 235 139 200 115 199 205 217 231	200 223 171 191 218	200 215 171 200 217	200 220 170 195 218	\$8,712,000 \$9,583,200 \$7,405,200 \$8,494,200 \$9,496,080 \$10,367,280
UNINCUKFUKATED   MIIISIGES (100%)   HS-01SK   351 24 007   15040 MONTEBELLO   73,468   \$1,225,000   16.67   \$726,316   5/8/2018   0   0.0%   17	Inspiration Heights  Los Gatos  Los Gatos  Los Gatos  Homestead Villa  Homestead Villa  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Garden Gate  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  SE Creston-Pharlap  North Blaney  North Blaney  South Blaney  South Blaney  South Blaney  South Blaney  UNINCORPORATED	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD  R1-10	VACANT LOT	342 14 089 407-08-032 523-25-060  326 02 015 326 03 031  326 28 089 326 28 094 326 30 039 326 30 161 326 28 027 326 44 049  326 19 107 326 12 089 326 19 05 316 02 070 316 23 113 316 02 070 316 23 113 316 02 073 369 34 045 369 39 021 369 27 025	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR  10421 STOKES 21868 OAKVIEW LN 10598 CRESTON DR 10047 CRESCENT RD 10237 ADRIANA AVE 21900 OAKVIEW LN 10698 RANDY LN 10715 BLANEY 10710 BLANEY 10590 WHITNEY WY 863 BETLIN  0 STEVENS CANYON 13209 PEACOCK	9,856 20,850 7,884  9,430 10,007  9,375 9,375 10,125 10,500 9,750 12,371  7,412 10,000 13,694 11,000 19,439 10,800  9,750 9,776 8,520  7,806 7,500 9,200  114,998 162,871	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$2,364,000 \$1,900,000 \$2,350,000 \$1,900,000 \$2,200,000 \$2,200,000 \$2,100,000 \$2,120,000 \$2,120,000 \$1,900,000 \$2,120,000 \$1,900,000 \$2,100,000 \$2,100,000 \$1,900,000 \$1,900,000 \$1,900,000 \$1,900,000 \$1,900,000 \$1,900,000 \$1,900,000 \$1,900,000 \$1,900,000 \$1,100,000 \$1,100,000 \$1,100,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73 256.34 235.00 108.03 189.81 205.13 216.86 217.14 243.41 233.33 174.46 4.35 6.75	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362 \$11,166,217 \$10,236,600 \$6,043,815 \$8,712,000 \$4,705,798 \$8,268,333 \$8,935,385 \$9,446,318 \$9,458,451 \$10,603,104 \$10,164,000 \$7,599,326	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017 8/20/2019 6/28/2018 2/8/2018 4/2/2017 6/20/2017 6/1/2018 2/11/2018 2/11/2018 4/25/2017 5/29/2019 2/25/2019 3/10/2017 PENDING 11/15/2019	4 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6% 0.0% 0.0% 0.0% 6.4% 4.8% 0.0% 0.0% 6.4% 0.0% 0.0% 0.0% 6.4% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	209 114 189 212 187 213 215 252 225 209 170 260 235 139 200 115 199 205 217 231	200 223 171 191 218	200 215 171 200 217 233 187	200 220 170 195 218 238 187	\$8,712,000 \$9,583,200 \$7,405,200 \$8,494,200 \$9,496,080 \$10,367,280 \$8,145,720
UNINCORPORATED Hillsides (100%) HS-sr 351 15 032 17320 STEVENS CANYON 88,426 \$350,000 3.96 \$172,415 11/14/2017 1 0.8% 4	Inspiration Heights  Los Gatos  Los Gatos  Los Gatos  Homestead Villa  Garden Gate  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  Creston-Pharlap  SE Creston-Pharlap  Creston-Pharlap  South Blaney  South Blaney  South Blaney  South Blaney  UNINCORPORATED  UNINCORPORATED	Low (1-5DU/Ac) Low Dens Res Low (1-5DU/Ac)	R1-10 R-1:20 R-1:8:PD  R1-10	VACANT LOT	342 14 089 407-08-032 523-25-060  326 02 015 326 03 031  326 28 089 326 28 094 326 30 039 326 30 161 326 28 027 326 44 049  326 47 032 326 19 107 326 10 027 326 20 053 326 19 105  316 02 070 316 23 113 316 02 073 369 34 045 369 39 021 369 27 025	10212 PRADO VISTA DR 709 MORE AVE 101 CONSTANCE CT  10861 MAXINE AVE 22160 WALLACE DR  10467 N STELLING RD 10395 N STELLING RD 20790 GARDEN GATE DR 20889 DUNBAR DRIVE 10405 ANN ARBOR AVE 21428 METEOR DR  10421 STOKES 21868 OAKVIEW LN 10598 CRESTON DR 10047 CRESCENT RD 10237 ADRIANA AVE 21900 OAKVIEW LN 10698 RANDY LN 10715 BLANEY 10710 BLANEY 10590 WHITNEY WY 863 BETLIN  0 STEVENS CANYON 13209 PEACOCK 22346 REGNART	9,856 20,850 7,884  9,430 10,007  9,375 9,375 10,125 10,500 9,750 12,371  7,412 10,000 13,694 11,000 19,439 10,800  9,750 9,776 8,520  7,806 7,500 9,200  114,998 162,871 157,037	\$1,910,000 \$2,300,000 \$1,370,000 \$1,370,000 \$1,871,250 \$1,999,950 \$2,020,000 \$2,550,000 \$2,364,000 \$1,900,000 \$2,075,000 \$1,900,000 \$2,200,000 \$2,200,000 \$2,200,000 \$2,100,000 \$2,120,000 \$1,850,000 \$1,900,088 \$1,750,000 \$1,100,000 \$1,100,000 \$1,100,000 \$1,100,000 \$1,100,000	193.79 110.31 173.76 212.09 186.99 213.33 215.47 251.85 225.14 194.87 167.73 256.34 235.00 138.75 200.00 108.03 189.81 205.13 216.86 217.14 243.41 233.33 174.46 4.35 6.75 6.69	\$8,441,518 \$4,805,180 \$7,569,061 \$9,238,600 \$8,145,463 \$9,292,568 \$9,385,728 \$10,970,667 \$9,807,223 \$8,488,615 \$7,306,362 \$11,166,217 \$10,236,600 \$6,043,815 \$8,712,000 \$4,705,798 \$8,268,333 \$8,935,385 \$9,446,318 \$9,458,451 \$10,603,104 \$10,164,000 \$7,599,326 \$189,395 \$294,196 \$291,256	2/10/2017 8/15/2017 1/29/2017 3/13/2018 7/29/2019 PENDING 1/17/2018 3/5/2018 7/6/2018 3/6/2017 10/24/2017 8/20/2019 6/28/2018 2/8/2018 4/2/2017 6/20/2017 6/1/2018 2/11/2018 2/11/2018 4/25/2017 5/29/2019 2/25/2019 3/10/2017 PENDING 11/15/2018	4 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.0% 3.2% 8.8% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 1.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	209 114 189 212 187 213 215 252 209 170 260 235 139 200 115 199 205 217 231 243 233 187	200 223 171 191 218	200 215 171 200 217 233 187	200 220 170 195 218 238 187	\$8,712,000 \$9,583,200 \$7,405,200 \$8,494,200 \$9,496,080 \$10,367,280

## Subdivision/Development Land Sales Displayed in 2020 Report

## 2017 Data Deleted from Previous Report

Campbell

Campbell

PD

R-1-9

412-51 Various

403-15-040

208- 300 Railway Ave

1180 Abbott Avenue

Ent'led for 42 Condos

Residential

LUPERTINU	KESIDENTIA	LLAND	DEVELO		JBDIVISION LAND S PROPERTY DETAIL	DALES -	KESIDEN	IIAL L	EVELUP	IVIENT SITE	JANU	JAKT	2017 -	DECE	IVIDE	K 2019	
	1 0 1	T - ·	6 .6		ROPERTI DETAIL	1				5. (	Adjstmt for M	/lkt Cond					Probable Price/Ac
Naishhauhaad	General	Zoning	Specific	ADNI	0 dd::	Lot Size	Price	Pr/SF	Du/A -	Date of	1.0% /Mo	1-	Adjusted	Mann	Madian		riobable riice/Ac
Neighborhood	Plan	Designation	Plan Area	APN 250,020	Address 20860 McCLELLAN	SF	\$8,200,000	148.59	<b>Pr/Ac</b> \$6,472,628	Sale		0.0%	Price/SF 149	Mean 150	Median 150	Probable 150	¢6 E24 000
lyman	Low (1-5 DU/Ac)	R1-6		359 20 030 356 23 001 356	20860 MICCLELLAN	55,185		148.59		ACTIVE	0 0	0.0%	149	150	150	150	\$6,534,000
onta Vista North	V.L. Slope Density	RHS		23 057	21710 REGNART ROAD	71,536	\$6,125,000	85.62	\$3,729,661	ACTIVE	0 (	0.0%	86	86	86	86	\$3,746,160
UNNYVALE	RESIDENTIA	L LAND	DEVELO	PMENT/SI	UBDIVISION LAND	SALES -	RESIDEN	TIAL [	DEVELOR	PMENT SITE	S - JANU	UARY	Y 2017	- DEC	EMBE	R 2019	9
				<del>_</del>	PROPERTY DETAIL						Adjstmt for M						<u> </u>
	General	Zoning	Specific			Lot Size				Date of	Aujstilit ioi ivi	ikt Cond	Adjusted				Probable Price/Ac
Neighborhood	Plan	Designation	Plan Area	APN	Address	SF	Price	Pr/SF	Pr/Ac	Sale	1.0% /Md	lo	Price/SF	Mean	Median	Probable	
				211-01-031	444 Old SF Road	18,590	\$3,518,000	189.24	\$8,243,361	10/17/2019	0 (	0.0%	189				
		R-3		204-38-006	582 East Maude Ave	31,716	\$4,875,000	153.71	6,695,516.46	5/23/2019	0 (	0.0%	154				
				110-14-199	1111 Karlstad Drive	43,124	\$7,875,000	182.61	\$7,954,545	4/3/2018	0 (	0.0%	183	_			
	Low-Med D Resid	R-2		309-46-053	715 East Homestead Rd	8,715	\$1,475,000	169.25	\$7,372,461	10/12/2017	2 1	1.6%	172	_			
	TMU	MXD1		205-50-004	1120 Kifer Rd	348,480	\$68,230,500	195.79	\$8,528,813	8/23/2017		3.2%	202				
	TMU	MXD1		205-50-016	1154 Sonora Ct.	82,330	\$14,100,000	171.26	\$7,460,172	8/9/2017		3.2%	177	1			
	RLO-PD	RO		313-41-070	18771 E Homestead Rd.	25,965	\$4,000,000	154.05	\$6,710,572	6/29/2017		4.8%	161				
	RHI-PD	R4		204-29-035	255 W.Maude	21,840	\$4,350,000	199.18	\$8,676,099	9/22/2017	+ + + + + + + + + + + + + + + + + + + +	2.4%	204	191	193	193	\$8,407,080
	RLM	R2		204-51-005	258 W. California Ave	9,400	\$675,000	71.81	\$3,127,979	7/27/2017		4.0%	75	1	133	133	30,407,000
	RLM	R2		204-51-003	305 Beemer	9,200	\$1,000,000	108.70	\$4,734,783	2/28/2017		8.0%	117				
		R2		+							+ + + + + + + + + + + + + + + + + + + +	-		+			
	RLM-PD			209-34-034	421 E. Washington Ave	8,100	\$1,450,000	179.01	\$7,797,778	3/7/2017		7.2%	192	-			
	RMED-PD	R3		209-03-007	528 E. Washington Ave	7,236	\$1,100,000	152.02	\$6,621,891	7/6/2017		4.0%	158	4			
	RMED	R3		209-18-014	536 Hawthorn Ave	15,000	\$1,950,000	130.00	\$5,662,800	7/28/2017	+ + + + + + + + + + + + + + + + + + + +	4.0%	135				
	Industrial	R-3/PD R-3/PD		205-21-001 205-21-001	915 DeGuine Drive	1,063,735 233,612	\$186,000,000 \$63,000,000	174.86 269.68	\$7,616,709 \$11,747,171	2/22/2016 4/17/2017		17.6% 6.4%	251				
		IAL LAN	ID DEAF	LOPMENT/	SUBDIVISION LAN	D SALES	6 - RESIDE	NTIA	L DEVEL	OPMENT SI	TES - JAI	NUA	RY 201	.7 - M	<b>ARCH</b>	2019	
		IAL LAN	ID DEVE	<u>-</u>	SUBDIVISION LAN	D SALES	S - RESIDE	NTIA	L DEVEL	OPMENT SI			RY 201	.7 - M	ARCH		
Notable advantaged	General	Zoning	Specific	P	PROPERTY DETAIL	Lot Size				Date of	Adjstmt for M	/lkt Cond	Adjusted	.7 - M	ARCH Median		Probable Price/Ac
Neighborhood	General Plan	Zoning Designation		<u>-</u>	ROPERTY DETAIL  Address	Lot Size SF	Price	Pr/SF	Pr/Ac	Date of Sale	Adjstmt for M	/lkt Cond	Adjusted Price/SF				Probable Price/Ac
Neighborhood	General Plan Very Low Den Res	Zoning	Specific	APN	Address 917 Warburton Ave	Lot Size SF 28,009	<b>Price</b> \$2,650,000	<b>Pr/SF</b> 94.61	<b>Pr/Ac</b> \$4,121,318	Date of Sale 6/19/2017	1.0% /Md	Akt Cond lo 4.8%	Adjusted Price/SF 99				Probable Price/Ac
	General Plan	Zoning Designation	Specific Plan Area	APN 216-59-002	Address 917 Warburton Ave 3578 Rambla Place	Lot Size SF 28,009 74,923	<b>Price</b> \$2,650,000 \$30,953,000	Pr/SF 94.61 413.13	<b>Pr/Ac</b> \$4,121,318 \$17,995,978	Date of Sale 6/19/2017 11/14/2018	Adjstmt for M  1.0% /Mo  6 4  0 0	//kt Cond lo 4.8% 0.0%	Adjusted Price/SF 99 413				Probable Price/Ac
Lawrence Station	General Plan Very Low Den Res	Zoning Designation	Specific Plan Area LSAP	APN 216-59-002 216-34-070	Address 917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd.	Lot Size SF 28,009 74,923 169,500	Price \$2,650,000 \$30,953,000 \$18,000,000	Pr/SF 94.61 413.13 106.19	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,841	Date of Sale 6/19/2017 11/14/2018 6/20/2016	Adjstmt for M  1.0% /Md  6 4  0 0 6 4	Akt Cond lo 4.8% 0.0% 4.8%	Adjusted Price/SF 99 413 111				Probable Price/Ac
Lawrence Station Lawrence Station	General Plan Very Low Den Res	Zoning Designation	Specific Plan Area LSAP LSAP	APN 216-59-002 216-34-070 216-34-041	Address 917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave	Lot Size SF 28,009 74,923 169,500 58,806	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000	Pr/SF 94.61 413.13 106.19 135.14	<b>Pr/Ac</b> \$4,121,318 \$17,995,978 \$4,625,841 \$5,886,667	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017	- Adjstmt for M	/lkt Cond lo 4.8% 0.0% 4.8% 8.8%	Adjusted Price/SF 99 413 111 147				Probable Price/Ac
Lawrence Station Lawrence Station Lawrence Station	General Plan Very Low Den Res	Zoning Designation	Specific Plan Area LSAP LSAP LSAP	APN  216-59-002  216-34-070  216-34-041  216-34-051	Address 917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave	Lot Size SF 28,009 74,923 169,500 58,806 77,537	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000	Pr/SF 94.61 413.13 106.19 135.14 135.14	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,841 \$5,886,667 \$5,886,502	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017	- Adjstmt for M	/lkt Cond lo 4.8% 0.0% 4.8% 8.8% 7.2%	Adjusted Price/SF 99 413 111 147 145				Probable Price/Ac
Lawrence Station Lawrence Station Lawrence Station Lawrence Station	General Plan Very Low Den Res	Zoning Designation	Specific Plan Area LSAP LSAP LSAP LSAP	APN  216-59-002  216-34-070  216-34-041  216-34-051  216-34-072	Address 917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave	Lot Size SF 28,009 74,923 169,500 58,806 77,537 83,200	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000	Pr/SF 94.61 413.13 106.19 135.14 135.14 135.13	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,841 \$5,886,667 \$5,886,502 \$5,886,359	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017	- Adjstmt for M	/kt Cond lo 4.8% 0.0% 4.8% 8.8% 7.2% 7.2%	Adjusted Price/SF 99 413 111 147 145 145				Probable Price/Ac
Lawrence Station Lawrence Station Lawrence Station Lawrence Station Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac	Zoning Designation R1-6L	Specific Plan Area LSAP LSAP LSAP LSAP LSAP	APN  216-59-002  216-34-070  216-34-041  216-34-051  216-34-072  216-34-066	Address 917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2901 Gordon Ave	Lot Size SF 28,009 74,923 169,500 58,806 77,537 83,200 37,000	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500	Pr/SF 94.61 413.13 106.19 135.14 135.14 135.13 135.23	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,841 \$5,886,667 \$5,886,502 \$5,886,359 \$5,890,607	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/12/2017	- Adjstmt for M - 1.0% /Md - 6 4 - 0 0 - 6 4 - 11 8 - 9 7 - 9 7	/kt Cond lo 4.8% 0.0% 4.8% 8.8% 7.2% 7.2% 7.2%	Adjusted Price/SF 99 413 111 147 145 145	Mean	Median	Probable	,
Lawrence Station Lawrence Station Lawrence Station Lawrence Station Lawrence Station Lawrence Station	General Plan Very Low Den Res	Zoning Designation R1-6L	Specific Plan Area LSAP LSAP LSAP LSAP LSAP LSAP	APN  216-59-002 216-34-070 216-34-041 216-34-051 216-34-072 216-34-066 216-34-073	Address  917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2901 Gordon Ave 2901 Gordon Ave 2900 Gordon Ave	Lot Size SF 28,009 74,923 169,500 58,806 77,537 83,200 37,000 38,975	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500 \$8,829,500	Pr/SF 94.61 413.13 106.19 135.14 135.14 135.13 135.23 226.54	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,841 \$5,886,667 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/12/2017 1/13/2017	- Adjstmt for M	//kt Cond lo 4.8% 0.0% 4.8% 8.8% 7.2% 7.2% 7.2% 7.2%	Adjusted Price/SF 99 413 111 147 145 145 145 243				Probable Price/Ac
Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac	Zoning Designation R1-6L	Specific Plan Area LSAP LSAP LSAP LSAP LSAP LSAP LSAP	APN  216-59-002 216-34-070 216-34-041 216-34-051 216-34-072 216-34-066 216-34-073 216-34-069	Address 917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2901 Gordon Ave 2900 Gordon Ave 3485 Kifer Rd.	Lot Size SF 28,009 74,923 169,500 58,806 77,537 83,200 37,000 38,975 327,135	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500 \$8,829,500 \$41,000,000	Pr/SF 94.61 413.13 106.19 135.14 135.14 135.13 135.23 226.54 125.33	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,841 \$5,886,667 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198 \$5,459,397	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/12/2017 1/13/2017 7/26/2016	Adjstmt for M  1.0% /Ma  6 4  0 0  6 4  11 8  9 7  9 7  9 7  17 1	Alkt Cond  10  4.8% 0.0% 4.8% 8.8% 7.2% 7.2% 7.2% 13.6%	Adjusted Price/SF 99 413 111 147 145 145 145 243 142	Mean	Median	Probable	,
Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac	Zoning Designation R1-6L	Specific Plan Area LSAP LSAP LSAP LSAP LSAP LSAP LSAP LSAP	APN  216-59-002 216-34-070 216-34-041 216-34-051 216-34-072 216-34-066 216-34-073 216-34-069 216-34-005	Address  917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2901 Gordon Ave 2901 Gordon Ave 2900 Gordon Ave	Lot Size	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500 \$8,829,500	Pr/SF 94.61 413.13 106.19 135.14 135.14 135.13 135.23 226.54	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,841 \$5,886,667 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/12/2017 1/13/2017	Adjstmt for M  1.0% /Ma  6 4  0 0  6 4  11 8  9 7  9 7  9 7  17 1	//kt Cond lo 4.8% 0.0% 4.8% 8.8% 7.2% 7.2% 7.2% 7.2%	Adjusted Price/SF 99 413 111 147 145 145 145 243	Mean	Median	Probable	,
Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac	Zoning Designation R1-6L	Specific Plan Area LSAP LSAP LSAP LSAP LSAP LSAP LSAP LSAP	APN  216-59-002 216-34-070 216-34-041 216-34-051 216-34-072 216-34-066 216-34-073 216-34-069 216-34-005 216-34-074	Address 917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2901 Gordon Ave 2900 Gordon Ave 3485 Kifer Rd.	Lot Size	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500 \$8,829,500 \$41,000,000 \$2,600,000	Pr/SF 94.61 413.13 106.19 135.14 135.14 135.13 135.23 226.54 125.33 118.18	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,841 \$5,886,667 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198 \$5,459,397 \$5,148,000	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/13/2017 1/13/2017 7/26/2016 7/22/2016	Adjstmt for M  1.0% /Mo  6 2  0 0  6 4  11 8  9 7  9 7  9 7  17 1  17 1	Alkt Cond 4.8% 0.0% 4.8% 8.8% 7.2% 7.2% 7.2% 7.2% 13.6%	Adjusted Price/SF 99 413 111 147 145 145 145 243 142 134	Mean	Median	Probable	,
Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac	Zoning Designation R1-6L	Specific Plan Area LSAP LSAP LSAP LSAP LSAP LSAP LSAP LSAP	APN  216-59-002 216-34-070 216-34-041 216-34-051 216-34-072 216-34-066 216-34-073 216-34-069 216-34-005 216-34-074 216-34-075	Address 917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2901 Gordon Ave 2900 Gordon Ave 3485 Kifer Rd.	Lot Size	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500 \$8,829,500 \$41,000,000 \$2,600,000	Pr/SF 94.61 413.13 106.19 135.14 135.13 135.23 226.54 125.33 118.18 31.63	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,841 \$5,886,667 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198 \$5,459,397 \$5,148,000	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/12/2017 1/13/2017 1/13/2017 7/26/2016 6/20/2016	Adjstmt for M  1.0% /Ma  6 4  0 0  6 4  111 8  9 7  9 7  9 7  17 1  18 1	Alkt Cond  10  4.8% 0.0% 4.8% 8.8% 7.2% 7.2% 7.2% 13.6% 14.4%	Adjusted Price/SF 99 413 111 147 145 145 145 243 142	Mean	Median	Probable	,
Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac	Zoning Designation R1-6L	LSAP LSAP LSAP LSAP LSAP LSAP LSAP LSAP	APN  216-59-002 216-34-070 216-34-041 216-34-051 216-34-072 216-34-066 216-34-073 216-34-069 216-34-005 216-34-074 216-34-075 216-34-036	Address  917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2901 Gordon Ave 2900 Gordon Ave 3485 Kifer Rd. 3045 Copper Rd.	Lot Size	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500 \$8,829,500 \$41,000,000 \$2,600,000	Pr/SF 94.61 413.13 106.19 135.14 135.14 135.13 135.23 226.54 125.33 118.18	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,841 \$5,886,667 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198 \$5,459,397 \$5,148,000	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/13/2017 1/13/2017 7/26/2016 7/22/2016	Adjstmt for M  1.0% /Ma  6 4  0 0  6 4  111 8  9 7  9 7  9 7  17 1  18 1	Alkt Cond 4.8% 0.0% 4.8% 8.8% 7.2% 7.2% 7.2% 7.2% 13.6%	Adjusted Price/SF 99 413 111 147 145 145 145 243 142 134	Mean	Median	Probable	,
Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac	Zoning Designation R1-6L	Specific Plan Area LSAP LSAP LSAP LSAP LSAP LSAP LSAP LSAP	APN  216-59-002 216-34-070 216-34-041 216-34-051 216-34-072 216-34-066 216-34-073 216-34-069 216-34-005 216-34-074 216-34-075 216-34-036 216-33-030	Address 917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2901 Gordon Ave 2900 Gordon Ave 3485 Kifer Rd. 3045 Copper Rd.	Lot Size	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500 \$8,829,500 \$41,000,000 \$2,600,000 \$2,454,500 \$5,000,000	Pr/SF 94.61 413.13 106.19 135.14 135.13 135.23 226.54 125.33 118.18 31.63	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,841 \$5,886,667 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198 \$5,459,397 \$5,148,000 \$5,148,000	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/13/2017 1/13/2017 7/26/2016 6/20/2016 5/9/2016	Adjstmt for M  1.0% /Mo  6 2  0 0  6 4  11 8  9 7  9 7  17 1  18 1  19 1	Alkt Cond  10 4.8% 0.0% 4.8% 8.8% 7.2% 7.2% 7.2% 13.6% 13.6% 14.4%	Adjusted Price/SF 99 413 111 147 145 145 243 142 134 36	Mean	Median	Probable	,
Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac  Summerhill Homes D	Zoning Designation R1-6L	LSAP LSAP LSAP LSAP LSAP LSAP LSAP LSAP	APN  216-59-002 216-34-070 216-34-041 216-34-051 216-34-072 216-34-066 216-34-073 216-34-069 216-34-005 216-34-074 216-34-075 216-34-036	Address  917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2901 Gordon Ave 2900 Gordon Ave 3485 Kifer Rd. 3045 Copper Rd.	Lot Size	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500 \$8,829,500 \$41,000,000 \$2,600,000	Pr/SF 94.61 413.13 106.19 135.14 135.13 135.23 226.54 125.33 118.18 31.63	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,841 \$5,886,667 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198 \$5,459,397 \$5,148,000	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/12/2017 1/13/2017 1/13/2017 7/26/2016 6/20/2016	Adjstmt for M  1.0% /Mo  6 2  0 0  6 4  11 8  9 7  9 7  17 1  18 1  19 1	Alkt Cond  10  4.8% 0.0% 4.8% 8.8% 7.2% 7.2% 7.2% 13.6% 14.4%	Adjusted Price/SF 99 413 111 147 145 145 145 243 142 134	Mean	Median	Probable	,
Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac  Summerhill Homes D	Zoning Designation R1-6L	LSAP LSAP LSAP LSAP LSAP LSAP LSAP LSAP	APN  216-59-002 216-34-070 216-34-041 216-34-051 216-34-072 216-34-066 216-34-073 216-34-069 216-34-005 216-34-074 216-34-075 216-34-036 216-33-030	Address  917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2901 Gordon Ave 2900 Gordon Ave 3485 Kifer Rd. 3045 Copper Rd.	Lot Size	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500 \$8,829,500 \$41,000,000 \$2,600,000 \$2,454,500 \$5,000,000	Pr/SF 94.61 413.13 106.19 135.14 135.13 135.23 226.54 125.33 118.18 31.63	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,841 \$5,886,667 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198 \$5,459,397 \$5,148,000 \$5,148,000 \$4,464,304 \$5,148,000	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/13/2017 1/13/2017 7/26/2016 6/20/2016 5/9/2016	Adjstmt for M  1.0% /Mo  6 2  0 0  6 4  111 8  9 7  9 7  17 1  18 1  18 1  19 1	Alkt Cond  10 4.8% 0.0% 4.8% 8.8% 7.2% 7.2% 7.2% 13.6% 13.6% 14.4%	Adjusted Price/SF 99 413 111 147 145 145 243 142 134 36	Mean	Median	Probable	,
Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac  Summerhill Homes D  Med Den. Res Med Den. Res	Zoning Designation R1-6L	LSAP LSAP LSAP LSAP LSAP LSAP LSAP LSAP	APN  216-59-002 216-34-070 216-34-041 216-34-051 216-34-066 216-34-073 216-34-069 216-34-005 216-34-074 216-34-075 216-34-036 216-33-030 216-33-001	Address  917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2901 Gordon Ave 2900 Gordon Ave 2900 Gordon Ave 3485 Kifer Rd. 3045 Copper Rd.	Lot Size	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$5,003,500 \$8,829,500 \$41,000,000 \$2,454,500 \$5,000,000 \$14,000,000	Pr/SF 94.61 413.13 106.19 135.14 135.13 135.23 226.54 125.33 118.18 31.63 102.49	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,841 \$5,886,667 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198 \$5,459,397 \$5,148,000 \$4,464,304 \$5,148,000	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/13/2017 1/13/2017 7/26/2016 6/20/2016 5/9/2016 4/12/2017	Adjstmt for M  1.0% /Mo  6 2  0 0  6 4  11 8  9 7  9 7  17 1  18 1  19 1  8 6  8 6	Alkt Cond  10  4.8% 0.0% 4.8% 8.8% 7.2% 7.2% 7.2% 13.6% 14.4% 15.2% 6.4%	Adjusted Price/SF 99 413 111 147 145 145 145 145 142 134 36 118 172	Mean	Median	Probable	·
Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac  Summerhill Homes D  Med Den. Res Med Den. Res Very Low Den Res Very Low Den Res	Zoning Designation R1-6L  Development  R1-6L  Light Ind.	Specific Plan Area  LSAP LSAP LSAP LSAP LSAP LSAP LSAP LSA	APN  216-59-002 216-34-070 216-34-041 216-34-051 216-34-072 216-34-066 216-34-073 216-34-069 216-34-005 216-34-075 216-34-075 216-34-036 216-33-030 216-33-001 224-26-062 224-27-049	Address  917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2901 Gordon Ave 2900 Gordon Ave 3485 Kifer Rd. 3045 Copper Rd.  3570 Ryder St. 2921 Corvin Dr. 3305 Kifer Rd. 1627 Monroe Street	Lot Size     SF     28,009     74,923     169,500     58,806     77,537     83,200     37,000     38,975     327,135     22,000     58,960     18,630     48,787     45,693     41,005     10,950     27,318	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500 \$8,829,500 \$41,000,000 \$2,600,000 \$14,000,000 \$14,000,000 \$1310,000 \$2,650,000	Pr/SF 94.61 413.13 106.19 135.14 135.13 135.23 226.54 125.33 118.18 31.63 102.49 161.48 119.63 97.01	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,8841 \$5,886,602 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198 \$5,459,397 \$5,148,000 \$4,464,304 \$5,148,000 \$5,148,000 \$4,464,304	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/13/2017 7/26/2016 6/20/2016 5/9/2016 4/12/2017 4/28/2017	Adjstmt for M  1.0% /Mo  6 2  0 0  6 4  11 8  9 7  9 7  17 1  18 1  19 1  8 6  8 6	Alkt Cond  10  4.8%  0.0%  4.8%  7.2%  7.2%  7.2%  13.6%  14.4%  15.2%  6.4%  6.4%	Adjusted Price/SF 99 413 111 147 145 145 145 142 134 36 118 172	Mean	Median	Probable	,
Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac  Summerhill Homes D  Med Den. Res Med Den. Res Very Low Den Res Very Low Den Res	Zoning Designation R1-6L  Development  R1-6L  Light Ind.	Specific Plan Area  LSAP LSAP LSAP LSAP LSAP LSAP LSAP LSA	APN  216-59-002 216-34-070 216-34-041 216-34-051 216-34-072 216-34-066 216-34-073 216-34-069 216-34-005 216-34-075 216-34-075 216-34-036 216-33-030 216-33-001 224-26-062 224-27-049	Address 917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2901 Gordon Ave 2901 Gordon Ave 2902 Gordon Ave 2908 Kifer Rd. 3045 Copper Rd. 3570 Ryder St. 2921 Corvin Dr. 3305 Kifer Rd. 1627 Monroe Street 917 Warburton Ave	Lot Size     SF     28,009     74,923     169,500     58,806     77,537     83,200     37,000     38,975     327,135     22,000     58,960     18,630     48,787     45,693     41,005     10,950     27,318	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500 \$8,829,500 \$41,000,000 \$2,600,000 \$14,000,000 \$14,000,000 \$1310,000 \$2,650,000	Pr/SF 94.61 413.13 106.19 135.14 135.13 135.23 226.54 125.33 118.18 31.63 102.49 161.48 119.63 97.01	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,8841 \$5,886,602 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198 \$5,459,397 \$5,148,000 \$4,464,304 \$5,148,000 \$5,148,000 \$4,464,304	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/13/2017 7/26/2016 6/20/2016 5/9/2016 4/12/2017 4/28/2017	Adjstmt for M  1.0% /Mo  6 2  0 0  6 4  11 8  9 7  9 7  17 1  17 1  18 1  19 1  8 6  8 6  3 2	Alkt Cond  100  4.8% 0.0% 4.888 8.8% 7.2% 7.2% 7.2% 13.6% 13.6% 14.4% 15.2% 6.4% 2.4%	Adjusted Price/SF 99 413 111 147 145 145 145 142 134 36 118 172	Mean	Median	Probable 140	\$6,098,400
Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac  Summerhill Homes D  Med Den. Res Med Den. Res Very Low Den Res Very Low Den Res	Zoning Designation R1-6L  Development  R1-6L  Light Ind.	Specific Plan Area  LSAP LSAP LSAP LSAP LSAP LSAP LSAP LSA	APN  216-59-002 216-34-070 216-34-041 216-34-051 216-34-072 216-34-066 216-34-073 216-34-069 216-34-005 216-34-075 216-34-075 216-34-036 216-33-030 216-33-001 224-26-062 224-27-049	Address  917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2901 Gordon Ave 2900 Gordon Ave 2900 Gordon Ave 3485 Kifer Rd. 3045 Copper Rd.  3570 Ryder St. 2921 Corvin Dr. 3305 Kifer Rd. 1627 Monroe Street 917 Warburton Ave	Lot Size     SF     28,009     74,923     169,500     58,806     77,537     83,200     37,000     38,975     327,135     22,000     58,960     18,630     48,787     45,693     41,005     10,950     27,318	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500 \$8,829,500 \$41,000,000 \$2,600,000 \$14,000,000 \$14,000,000 \$1310,000 \$2,650,000	Pr/SF 94.61 413.13 106.19 135.14 135.13 135.23 226.54 125.33 118.18 31.63 102.49 161.48 119.63 97.01	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,8841 \$5,886,602 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198 \$5,459,397 \$5,148,000 \$4,464,304 \$5,148,000 \$5,148,000 \$4,464,304	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/13/2017 7/26/2016 6/20/2016 5/9/2016 4/12/2017 4/28/2017	Adjstmt for M  1.0% /Mo  6 2  0 0  6 4  11 8  9 7  9 7  17 1  18 1  19 1  8 6  8 6	Alkt Cond  100  4.8% 0.0% 4.888 8.8% 7.2% 7.2% 7.2% 13.6% 13.6% 14.4% 15.2% 6.4% 2.4%	Adjusted Price/SF 99 413 111 147 145 145 145 142 134 36 118 172	Mean	Median	Probable 140	,
Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac  Summerhill Homes D  Med Den. Res Med Den. Res Very Low Den Res Very Low Den Res Very Low Den Res	Zoning Designation R1-6L  Development  R1-6L  Light Ind.	Specific Plan Area  LSAP LSAP LSAP LSAP LSAP LSAP LSAP LSA	APN  216-59-002 216-34-070 216-34-041 216-34-051 216-34-072 216-34-066 216-34-073 216-34-069 216-34-005 216-34-075 216-34-075 216-34-036 216-33-030 216-33-001 224-26-062 224-27-049	Address  917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2901 Gordon Ave 2900 Gordon Ave 2900 Gordon Ave 3485 Kifer Rd. 3045 Copper Rd.  3570 Ryder St. 2921 Corvin Dr. 3305 Kifer Rd. 1627 Monroe Street 917 Warburton Ave	Lot Size SF 28,009 74,923 169,500 58,806 77,537 83,200 37,000 38,975 327,135 22,000 58,960 18,630 48,787 45,693 41,005 10,950 27,318  ALES - J	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500 \$8,829,500 \$41,000,000 \$2,600,000 \$14,000,000 \$14,000,000 \$1310,000 \$2,650,000	Pr/SF 94.61 413.13 106.19 135.14 135.13 135.23 226.54 125.33 118.18 31.63 102.49 161.48 119.63 97.01	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,8841 \$5,886,602 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198 \$5,459,397 \$5,148,000 \$4,464,304 \$5,148,000 \$5,148,000 \$4,464,304	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/13/2017 7/26/2016 6/20/2016 5/9/2016 4/12/2017 4/28/2017 9/29/2017	Adjstmt for M  1.0% /Mo  6 2  0 0  6 4  11 8  9 7  9 7  17 1  17 1  18 1  19 1  8 6  8 6  3 2	Nkt Cond  10 4.8% 0.0% 4.88 8.88 7.2% 7.2% 7.2% 13.6% 13.6% 14.4% 15.2% 6.4% 6.4% 2.4%	Adjusted Price/SF 99 413 111 147 145 145 145 142 134 36 118 172 127 99	Mean	Median	Probable 140	\$6,098,400
Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac  Summerhill Homes D  Med Den. Res Med Den. Res Very Low Den Res Very Low Den Res Very Low Den Res General	Zoning Designation R1-6L  Development  R1-6L  Light Ind.  LAND C  Zoning	Specific Plan Area  LSAP LSAP LSAP LSAP LSAP LSAP LSAP LSA	APN  216-59-002 216-34-070 216-34-071 216-34-051 216-34-066 216-34-073 216-34-069 216-34-005 216-34-075 216-34-075 216-34-036 216-33-030 216-33-001 224-26-062 224-27-049  PMENT/SU	Address  917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2991 Gordon Ave 2901 Gordon Ave 2900 Gordon Ave 3485 Kifer Rd. 3045 Copper Rd.  3570 Ryder St. 2921 Corvin Dr. 3305 Kifer Rd. 1627 Monroe Street 917 Warburton Ave	Lot Size SF 28,009 74,923 169,500 58,806 77,537 83,200 37,000 38,975 327,135 22,000 58,960 18,630 48,787 45,693 41,005 10,950 27,318  ALES - J	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500 \$41,000,000 \$2,600,000 \$2,454,500 \$5,000,000 \$14,000,000 \$1,310,000 \$2,650,000	Pr/SF 94.61 413.13 106.19 135.14 135.14 135.13 135.23 226.54 125.33 118.18 31.63 102.49 161.48 119.63 97.01	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,886,617 \$5,886,502 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198 \$5,459,397 \$5,148,000 \$4,464,304 \$5,148,000 \$5,211,288 \$4,225,566	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/13/2017 7/26/2016 6/20/2016 5/9/2016 4/12/2017 4/28/2017 9/29/2017	Adjstmt for M  1.0% /Mo 6 2 0 0 6 2 11 8 9 7 9 7 17 1 17 1 18 1 19 1 8 6 8 6 3 2 Adjstmt for M	Nkt Cond  10 4.8% 0.0% 4.88 8.88 7.2% 7.2% 7.2% 13.6% 13.6% 14.4% 15.2% 6.4% 6.4% 2.4%	Adjusted Price/SF 99 413 111 147 145 145 145 145 142 134 36 118 172 127 99	Mean 132	Median	Probable 140	\$6,098,400
Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac  Summerhill Homes D  Med Den. Res Med Den. Res Very Low Den Res Very Low Den Res Very Low Den Res RESIDENTIAL  General Plan	Zoning Designation R1-6L  Development  R1-6L  Light Ind.  LAND C  Zoning Designation	Specific Plan Area  LSAP LSAP LSAP LSAP LSAP LSAP LSAP LSA	APN  216-59-002 216-34-070 216-34-041 216-34-051 216-34-072 216-34-066 216-34-073 216-34-069 216-34-005 216-34-075 216-34-075 216-34-036 216-33-030 216-33-001 224-26-062 224-27-049  PMENT/SU	Address  917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2951 Gordon Ave 2901 Gordon Ave 2900 Gordon Ave 3485 Kifer Rd. 3045 Copper Rd.  3570 Ryder St. 2921 Corvin Dr. 3305 Kifer Rd. 1627 Monroe Street 917 Warburton Ave  BDIVISION LAND SA PROPERTY DETAIL  Address	Lot Size  SF  28,009  74,923  169,500  58,806  77,537  83,200  37,000  38,975  327,135  22,000  58,960  18,630  48,787  45,693  41,005  10,950  27,318  ALES - J	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500 \$4,000,000 \$2,600,000 \$2,454,500 \$5,000,000 \$14,000,000 \$1,310,000 \$2,650,000 ANUARY	Pr/SF 94.61 413.13 106.19 135.14 135.13 135.23 226.54 125.33 118.18 31.63 102.49 161.48 119.63 97.01  Pr/SF	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,886,617 \$5,886,502 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198 \$5,459,397 \$5,148,000 \$4,464,304 \$5,148,000 \$5,211,288 \$4,225,566 Pr/Ac	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/13/2017 7/26/2016 6/20/2016 5/9/2016 4/12/2017 4/28/2017 9/29/2017  Date of Sale	Adjstmt for M  1.0% /Mo 6 2 0 0 6 4 11 8 9 7 9 7 17 1 17 1 18 1 19 1 8 6 8 6 3 3 2	Nkt Cond  10 4.8% 0.0% 4.88 8.88 7.2% 7.2% 7.2% 13.6% 13.6% 14.4% 15.2% 6.4% 6.4% 2.4%	Adjusted Price/SF 99 413 111 147 145 145 145 142 134 36 118 172 127 99 Adjusted Price/SF	Mean 132	Median	Probable 140	\$6,098,400
Lawrence Station	General Plan Very Low Den Res Ent for 73 Un/Ac  Summerhill Homes D  Med Den. Res Med Den. Res Very Low Den Res Very Low Den Res Very Low Den Res General	Zoning Designation R1-6L  Development  R1-6L  Light Ind.  LAND C  Zoning	Specific Plan Area  LSAP LSAP LSAP LSAP LSAP LSAP LSAP LSA	APN  216-59-002 216-34-070 216-34-071 216-34-051 216-34-066 216-34-073 216-34-069 216-34-005 216-34-074 216-34-075 216-34-075 216-34-070 216-33-030 216-33-001 224-26-062 224-27-049  PMENT/SU  PAPN 412-30-045	Address  917 Warburton Ave 3578 Rambla Place 3505 Kifer Rd. 2985 Gordon Ave 2960 Gordon Ave 2951 Gordon Ave 2991 Gordon Ave 2901 Gordon Ave 2902 Gordon Ave 2908 Kifer Rd. 3045 Copper Rd.  3570 Ryder St. 2921 Corvin Dr. 3305 Kifer Rd. 1627 Monroe Street 917 Warburton Ave  BDIVISION LAND SA PROPERTY DETAIL  Address 523 Union Ave	Lot Size  SF  28,009  74,923  169,500  58,806  77,537  83,200  37,000  38,975  327,135  22,000  58,960  18,630  48,787  45,693  41,005  10,950  27,318  ALES - J	Price \$2,650,000 \$30,953,000 \$18,000,000 \$7,947,000 \$10,478,000 \$11,243,000 \$5,003,500 \$4,000,000 \$2,600,000 \$2,454,500 \$5,000,000 \$14,000,000 \$1,310,000 \$2,650,000 ANUARY	Pr/SF 94.61 413.13 106.19 135.14 135.13 135.23 226.54 125.33 118.18 31.63 102.49 161.48 119.63 97.01  Pr/SF	Pr/Ac \$4,121,318 \$17,995,978 \$4,625,886,617 \$5,886,502 \$5,886,502 \$5,886,359 \$5,890,607 \$9,868,198 \$5,459,397 \$5,148,000 \$4,464,304 \$5,148,000 \$5,211,288 \$4,225,566 Pr/Ac	Date of Sale 6/19/2017 11/14/2018 6/20/2016 1/12/2017 1/12/2017 1/12/2017 1/13/2017 7/26/2016 6/20/2016 5/9/2016 4/12/2017 4/28/2017 9/29/2017  Date of Sale	Adjstmt for M  1.0% /Mo 6 2 0 0 6 2 11 8 9 7 9 7 17 1 17 1 18 1 19 1 8 6 8 6 3 2  Adjstmt for M  1.0% /Mo 0.0% 0	Nkt Cond  10 4.8% 0.0% 4.88 8.88 7.2% 7.2% 7.2% 13.6% 13.6% 14.4% 15.2% 6.4% 6.4% 2.4%	Adjusted Price/SF 99 413 111 147 145 145 145 142 134 36 118 172 127 99 Adjusted Price/SF	Mean 132	Median  147	Probable Probable	\$6,098,400

\$18,700,000

\$5,087,000

290.17 \$12,639,998

\$2,505,367

57.52

2/6/2018

7/6/2017

0

0.0%

290

64,444