



Our Mission

The Russell Realty Commercial Group

Our mission is to provide the superior results you expect. Every day, we apply our insight and experience, thinking creatively and strategically to help you navigate the complicated real estate decision process.

Whether you are an owner, investor or user of commercial space, we offer...

- Diverse services
- Commitment to each assignment
- Knowledge of the community and real estate market
- Full range of capabilities in every major property type
- Representation of your best interests

With a comprehensive approach to transactions, we offer a suite of services, from demographic reports, site selection, sales negotiations to needs analysis, lease-up projections, pricing recommendations, tenant representation and consulting services.

Using industry connections and local market knowledge, we create solutions that support and represent your business goals and objectives.



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HomeServices
Elite Real Estate

COMMERCIAL DIVISION

Berkshire Hathaway HomeServices Elite Real Estate
7412 Elsie Ave. Sacramento, CA 95828

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**The Russell Commercial Realty Group
Luxury Home Collection**

Creekside Lane Development Perspective w/Analysis

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August 7, 2018

Re: Listing & Property Development Perspective – Creekside Ln., Loomis, CA | 21 acres

Hello;

You didn't get this far by being average. We know Luxury, as only an \$800 Billion dollar company can.
Berkshire Hathaway HomeServices Elite – the Luxury Collection, represented by **The Russell Realty Group**.

We are Northern California's premier Listing & Luxury Home specialists. We welcome the opportunity to be your exclusive Realtor® Team.

Our precise area of expertise is valuating, presenting, and selling luxury homes in today's marketplace. Our ability to discern what's spectacular about your Home and illuminate that uniqueness to the world is why we typically sell faster, and for a higher NET result to our Clients.

When you work with us we believe it is **result** we owe, not simply a service. Simply superior results; The Russell Realty Group of Berkshire Hathaway HomeServices Elite.

Please, review the enclosures at your leisure and let us know how we may be of service. The enclosed represent conclusions and recommendations based on preliminary due diligence. Of course we recommend that interested parties conduct their own such diligence to go beyond preliminary.

Kind Regards.

Sylviana Montano
(Realtor® | Certified Specialist)

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Property Description:

The subject property is a raw land parcel of 21 contiguous acres in the City of Loomis, CA in the County of Placer. The parcel is situated between Creekside Lane, and Sierra College Blvd. It is part of the Clover Valley Ranch subdivision/planned community development within the 95650 zip code area.

Current zoning is 'F' (Farm): designated for Agricultural & Residential allowable use. Under the current zoning, buildable lots require a minimum 4.6ac per lot density.

Neighboring municipalities include:

- Rocklin, CA
- Lincoln, CA
- Penryn, CA
- Newcastle, CA

The surrounding developed Loomis properties are larger, secluded estate homes all situated on 4.6 to 10+ acre lots. These homes range generally from 3,000sf to 5,000sf.

The subject parcel is raw. Though there was a “Pre-Development” review initiated in 2006, there are presently no entitlements nor improvements to the site. No utilities, sewer, or water on site however the surrounding developments suggest a local “tie-in” would not likely be problematic.

The terrain is relatively flat, with approximately 2/3 of the parcel tree covered. An **EIR** (Environmental Impact Report) will address any proposed tree removal and detail any required mitigation and restrictions pertaining thus.

Placer County Offices:

General Inquiries – (530) 889-4000

Planning Dept. – (530) 745-3000

Building Dept. - (530) 745-3010



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The Market Area:

The subject property is situated in the City of Loomis, CA in Placer County. It is situated between Creekside Lane, and Sierra College Blvd. It is part of the **Clover Valley Ranch** subdivision/planned community development within the 95650 zip code area.

Not to be confused with the nearby Rocklin community of Clover Valley which is a higher density development, (smaller lot size minimums), lower property values. The surrounding developed Loomis properties feature larger, secluded estate homes all situated on 4.6 to 10+ acre lots. These homes range generally from 3,000sf to 5,000sf.

Turnover is low in the immediate area which is wholly consistent with this market tier. **Our office has conducted valuations for several homes within immediate proximity. The results:**

2375 Creekside Lane, Loomis, CA:

- Current Valuation | \$1.08M | \$366/ft.
- 3 bed / 3 bth | 2,956sf on 4.6 acres
- Est. +6% val. Increase over last 12 mo.

4239 Fairway View Drive, Loomis, CA

- Current Valuation | \$1.5M | \$316/ft.
- 3 bed / 3 bth | 4,727sf on 5 acres
- Est. +6% val. Increase over last 12 mo.

4249 Fairway View Drive, Loomis, CA:

- Current Valuation | \$1.32M | \$302/ft.
- 4 bed / 4 bth | 4,392sf on 5 acres
- Est. +6% val. Increase over last 12 mo.

3401 Bush Lane, Loomis, CA: (FOR SALE)

- Current Valuation | \$1.325M | \$347/ft.
- 3 bed / 3 bth | 3,816sf on 3.5 acres



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4742 Saunders Avenue, Loomis, CA: (FOR SALE)

- Current Valuation | \$975k | \$450/ft.
- 5 bed / 3 bth | 2,163sf on 11.5 acres
- [this is an older home]

The above detail only partially represents the properties impacting our pricing, and price trends analysis. The results of our analysis:

Average Home val.	\$1,240,000
Average Home size	3,610sf
Average per ft. val.	\$356.00/ft.
Average per bdrm val.	\$365,200/Bdrm.
Average per acre val.	\$294,250/acre

Additionally, we evaluated several “land developed” lots. These are lots which have been fully entitled, with improvements including typically sidewalk, curb, & gutter. They have utilities, sewer, public water, cable and telecomm to the site. These lots are fully ready for vertical build out. The lots included in our analysis were smaller under higher density zoning and averaged ¾ acres. However, analysis concluded a per acre valuation of \$250k for build out ready lots in the market area.

Statistics:

Currently, 90.73% of the homes in the 95650 Loomis, CA market are valued above their original purchase price.

The Median \$/ft. is increasing. In April, 2018 it was \$250/ft. By June, 2018 it had increased to \$325/ft., a 30% increase. While home values have seen a +6% increase over the last 12 months.

If the median sale price increases over time, it generally indicates an appreciating market in which demand exceeds supply. Conversely, if the median sales price is decreasing, it indicates a declining market with diminished demand. This market is the former; **it is a strong Estate Home market.**



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Property Development Recommendation:

The current zoning 'F' allows for residential build out with minimum 4.6ac per lot density. In the most straightforward of development scenarios a 4 home buildout on 5.25acre lots each would require no further zoning, no easements, and minimal tree displacement.

Surrounding community interests, and perhaps HOAs would likely present resistance to higher density proposed development. However, a re-zoning proposal to a slightly increased density would likely meet little or no such resistance. Further, reasonably acceptable risk thresholds are not even approached with the added expense of a re-zone application and the added value of even 1 additional home site.

We recommend a re-zoning scenario to allow a 5 or 6 home site development map.

- | | |
|---|--------------------|
| 1. 4 home sites (no re-zone required) | 5.25acre ea. |
| 2. 5 home sites (re-zone required) | 4.2acre ea. |
| 3. 6 home sites (re-zone required) | 3.5acre ea. |

Our analysis supports optimally, a 5 home site development. Five large footprint, single-story 4-5 bdrm. Estate Homes of 4,750sf to 5,250sf on 4.2ac lots. An alternative option is the development of 5 dual structure home sites with a main home of 3,750sf to 4,250sf and a secondary of approximately 1,000sf to 1,250sf., 1-2bdrm.

A map proposal showing access from Creekside Lane providing 450' private driveways would parse the heavily treed front 2/3 of each lot, opening up to the open less treed back 1/3 for easy grading and development. These sites would each be backed to Sierra College Blvd. Such a layout would provide the ultimate privacy and desired seclusion of this market demographic.

Estimating on the higher end, the top range for build out, the 5 home sites as proposed would cost in the range of \$3.75M to \$4.125M representing Hard & Soft costs factors. The resulting home sites would command a combined market value of \$7.5M to \$8.9M. (*land acq. not factored.*)



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Developed as detailed herein, these Homes would be the largest, most secluded homes in the immediate market. This would be the top end of the market. **A reduced cost and scope alternative** would be the development of 5 home sites with sfr structures of 3,600sf; the market status-quo. This would present a build out of est. cost \$2.6M to \$2.9M and a resulting project val. of \$5.75M to \$6.4M. (*land acq. not factored.*)



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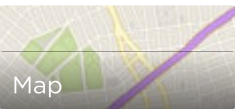
Map Lot Lines

Directions

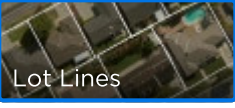
Save Home

Share





Map



Lot Lines

\$1.41M

Fairway View Dr

Creekside Ln

Creekside Ln

\$412K

1000 Creekside Ln
Loomis, CA 95650

Creekside

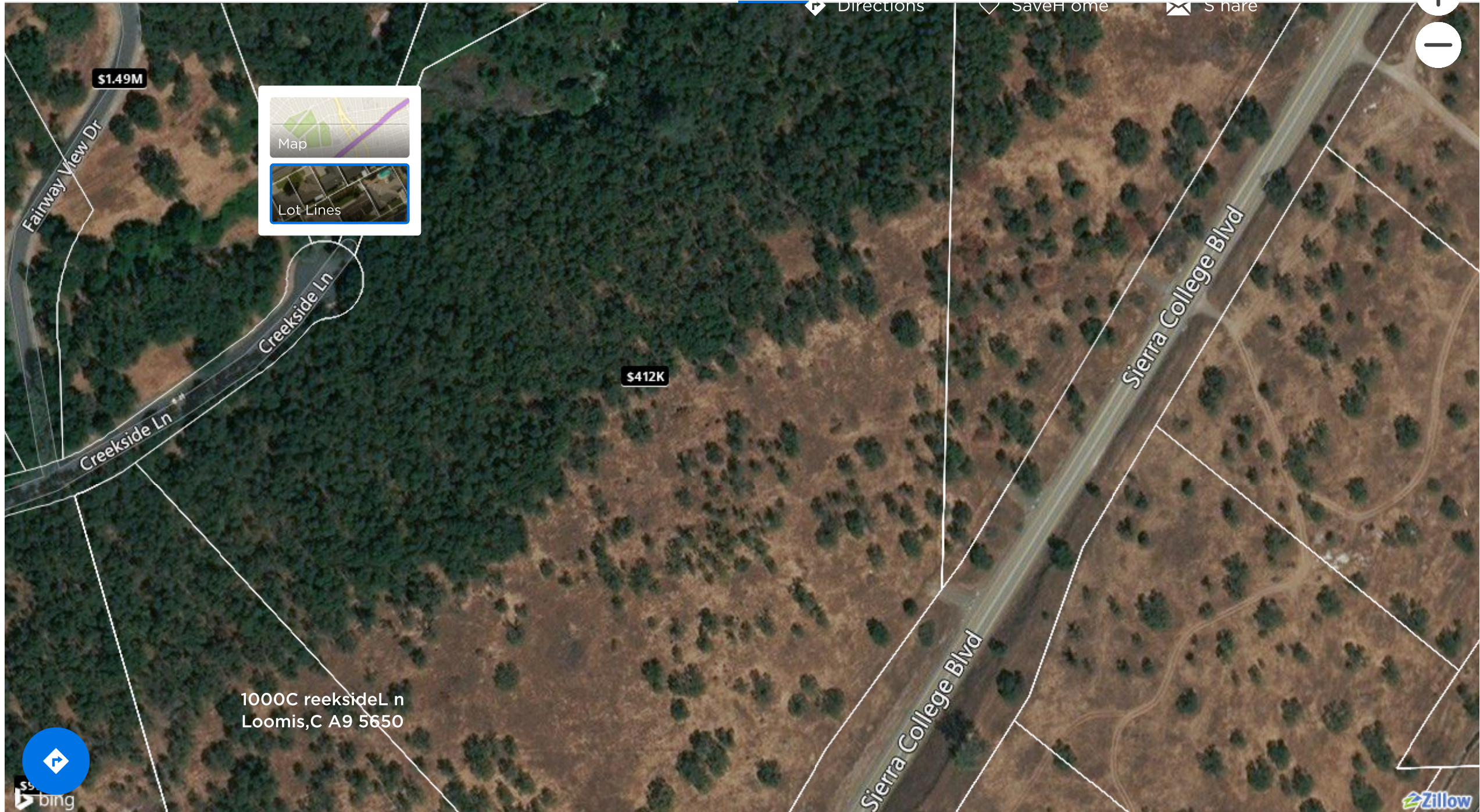


bing



Map [Lot Lines](#)

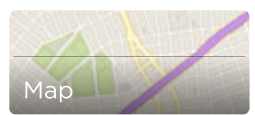
[Directions](#) [Save Home](#) [Share](#)




Map [Lot Lines](#)

[Directions](#) [Save Home](#) [Share](#)




Map


Lot Lines

\$1.41M

\$1.49M

\$412K

1000 Creekside Ln
Loomis, CA 95650

Creekside Ln

Fairway View Dr

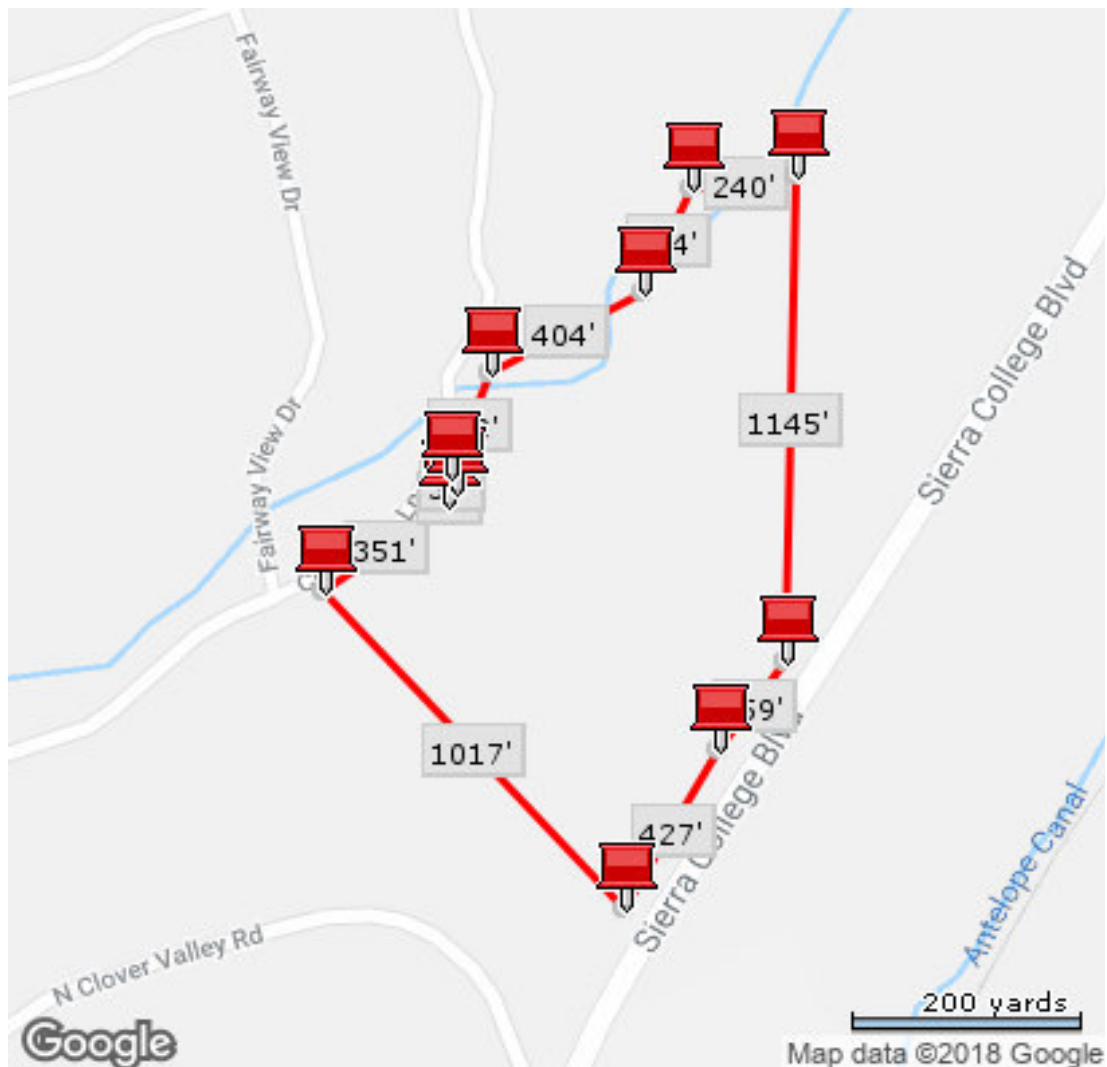
Sierra College Blvd





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