Office of the Assessor / Recorder - City and County of San Francisco Mills Act Valuation


982-998 Market St.

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## RESTRICTED INCOME APPROACH

Address: 982-998 Market St.
Lien Date: 7/1/2023

| Sq. Ft. |  | Annual Rent/SF |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Potential Gross Income |  |  |  |  |
| Retail 6,305 | x | \$25.00 | NNN | \$157,625 |
| Office $\quad 38,810$ | X | \$30.00 | MG | \$1,164,300 |
| Subtotal $\quad 3$ |  |  |  | \$1,164,300 |
| Less: Vacancy \& Collection Loss |  | 5\% |  | \$58,215 |
| Effective Gross Income |  |  |  | \$1,106,085 |
| Less: Anticipated Operating Expenses (Pre-Property Tax)* |  | 25\% |  | (\$276,521) |
| Net Operating Income (Pre-Property Tax) |  |  |  | \$829,564 |
| Restricted Capitalization Rate |  |  |  |  |
| 2023 interest rate per State Board of Equalization |  | 5.7500\% |  |  |
| Risk rate (4\% owner occuped / 2\% all other property types) |  | 2.0000\% |  |  |
| 2022 property tax rate ** |  | 1.1797\% |  |  |
| Amortization rate for improvements only |  |  |  |  |
| Remaining economic life (in years) 40 | 0.0250 | 1.0000\% |  |  |
| Improvements constitute \% of total property value | 40\% |  |  | 9.9297\% |
| RESTRICTED VALUE ESTIMATE |  |  |  | \$8,354,369 |
| Notes: The 2023 property tax rate has not yet been anno | ounced. |  |  |  |

## ALLOCATION OF MILLS ACT VALUE

(Application filed in 2023; Value will apply for FY 2024-2025)

|  |  |  | 2023 Factored Base Vale |  |  |  |  |  |  | Mills Act Value |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | APN | Use |  | Land |  | Imps |  | Total | \% Allocaton |  | Land |  | Imps |  | Total | \% Allocation |
|  | 0342-019 | Retail | \$ | 119,998 | \$ | 79,996 | \$ | 199,994 | 0.86\% | \$ | 42,968 | \$ | 28,645 | \$ | 71,614 | 0.86\% |
|  | 0342-020 | Retail | \$ | 158,719 | \$ | 105,809 | \$ | 264,528 | 1.13\% | \$ | 56,833 | \$ | 37,889 | \$ | 94,722 | 1.13\% |
|  | 0342-021 | Retail | \$ | 106,649 | \$ | 71,098 | \$ | 177,747 | 0.76\% | \$ | 38,188 | \$ | 25,459 | \$ | 63,647 | 0.76\% |
|  | 0342-022 | Retail | \$ | 111,345 | \$ | 74,226 | \$ | 185,571 | 0.80\% | \$ | 39,869 | \$ | 26,580 | \$ | 66,449 | 0.80\% |
|  | 0342-023 | Retail | \$ | 624,454 | \$ | 416,301 | \$ | 1,040,755 | 4.46\% | \$ | 223,603 | \$ | 149,069 | \$ | 372,672 | 4.46\% |
|  | 0342-024 | Retail | \$ | 122,631 | \$ | 81,750 | \$ | 204,381 | 0.88\% | \$ | 43,911 | \$ | 29,274 | \$ | 73,184 | 0.88\% |
|  | 0342-025 | Office | \$ | 261,370 | \$ | 174,246 | \$ | 435,616 | 1.87\% | \$ | 93,591 | \$ | 62,394 | \$ | 155,985 | 1.87\% |
|  | 0342-026 | Office | \$ | 690,665 | \$ | 460,441 | \$ | 1,151,106 | 4.93\% | \$ | 247,312 | \$ | 164,874 | \$ | 412,186 | 4.93\% |
|  | 0342-027 | Office | \$ | 704,591 | \$ | 469,726 | \$ | 1,174,317 | 5.03\% | \$ | 252,299 | \$ | 273,185 | \$ | 420,498 | 5.03\% |
| 10 | 0342-028 | Office | \$ | 806,406 | \$ | 537,602 | \$ | 1,344,008 | 5.76\% | \$ | 288,756 | \$ | 192,504 | \$ | 481,260 | 5.76\% |
| 11 | 0342-029 | Office | \$ | 705,751 | \$ | 470,495 | \$ | 1,176,246 | 5.04\% | \$ | 252,713 | \$ | 168,475 | \$ | 421,188 | 5.04\% |
| 12 | 0342-030 | Office | \$ | 972,088 | \$ | 648,057 | \$ | 1,620,145 | 6.94\% | \$ | 348,083 | \$ | 232,056 | \$ | 580,139 | 6.94\% |
| U) 13 | 0342-031 | Office | \$ | 698,155 | \$ | 465,431 | \$ | 1,163,586 | 4.99\% | \$ | 249,993 | \$ | 166,662 | \$ | 416,655 | 4.99\% |
| 14 | 0342-032 | Office | \$ | 968,031 | \$ | 645,351 | \$ | 1,613,382 | 6.92\% | \$ | 346,630 | \$ | 231,087 | \$ | 577,717 | 6.92\% |
| 15 | 0342-033 | Office | \$ | 692,720 | \$ | 461,813 | \$ | 1,154,533 | 4.95\% | \$ | 248,048 | \$ | 165,365 | \$ | 413,413 | 4.95\% |
| 16 | 0342-034 | Office | \$ | 968,609 | \$ | 645,735 | \$ | 1,614,344 | 6.92\% | \$ | 346,837 | \$ | 231,225 | \$ | 578,062 | 6.92\% |
| 17 | 0342-035 | Office | \$ | 728,118 | \$ | 485,409 | \$ | 1,213,527 | 5.20\% | \$ | 260,723 | \$ | 173,815 | \$ | 434,538 | 5.20\% |
| 18 | 0342-036 | Office | \$ | 1,044,520 | \$ | 696,344 | \$ | 1,740,864 | 7.46\% | \$ | 374,020 | \$ | 404,984 | \$ | 623,366 | 7.46\% |
| 19 | 0342-037 | Office | \$ | 728,118 | \$ | 485,409 | \$ | 1,213,527 | 5.20\% | \$ | 260,723 | \$ | 173,815 | \$ | 434,538 | 5.20\% |
| 20 | 0342-038 | Office | \$ | 1,043,360 | \$ | 695,569 | \$ | 1,738,929 | 7.45\% | \$ | 373,604 | \$ | 249,069 | \$ | 622,673 | 7.45\% |
| 21 | 0342-039 | Office | \$ | 712,976 | \$ | 475,317 | \$ | 1,188,293 | 5.09\% | \$ | 255,301 | \$ | 170,201 | \$ | 425,502 | 5.09\% |
| 22 | 0342-040 | Office | \$ | 1,029,429 | \$ | 686,285 | \$ | 1,715,714 | 7.35\% | \$ | 368,616 | \$ | 245,744 | \$ | 614,360 | 7.35\% |
|  | TOTAL |  |  | 13,998,703 | \$ | 9,332,410 |  | 23,331,113 | 100.00\% | \$ | 5,012,621 | \$ | 3,602,371 | \$ | 8,354,369 | 100.00\% |

Rent Roll - Provided by Taxpayer, as of 8/10/2023

| Address: | 988 Market St. |
| :--- | :--- |
| APN: | 0342 019-040 |
| Value Date: | $7 / 1 / 2023$ |


| Suite | Tenant | SF | Lease <br> ComDate | Term <br> Mo.'s | Base Monthly <br> Rent | Annual Rent | Expense <br> Terms | Annual Rent <br> I SF |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |
| Notes |  |  |  |  |  |  |  |  |  |



All retall leases are triple net ( NNN ), unless otherwise indicated in the comments section.

| MARKET BREAKDOWN | New Construction | 2023 | 1023 | 2022 | Annual \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 0 | 800 | 0 | N/A |
| 9 | Under Construction | 0 | 0 | 242,721 | N/A |
|  | Vacancy Rate | 5.8\% | 5.7\% | 4.8\% | 20.83\% |
| km Kidd | Average Asking Rents I | \$35.76 | \$36.49 | \$42.65 | -16.15\% |
| Mathews | Average Sales Price / SF | \$437 | \$507 | \$581 | -24.77\% |
|  | Cap Rates | 5.3\% | 5.6\% | 5.6\% | -5.36\% |
|  | Net Absorption | $(35,776)$ | (7,808) | (212,480) | N/A |



All retail leases are triple net ( NNN ), unless otherwise indicated in the comments section.
Lease Type: $\mathrm{N}=$ New Lease, $\mathrm{R}=$ Renewal, $\mathrm{A}=$ Amendment to Lease, $\mathrm{E}=$ Expansion of Space, $\mathrm{S}=$ Sublease
Lease Structure: FSG - full service gross lease MG-modified gross lease IG-industrial gross lease NNN-triple net or net lease

DIRECT RENTS, $\$ /$ SF

km Kidder
Mathews

| Submathet | $\begin{aligned} & \text { Total } \\ & \text { Inventory } \end{aligned}$ | Under <br> Construction | $\begin{aligned} & \text { Durect } \\ & \text { V.acancy } \\ & \text { Rate } \end{aligned}$ |  | $\begin{aligned} & \text { Total } \\ & \text { Rycancy } \begin{array}{l} \text { Recate } \end{array} \end{aligned}$ | $\begin{aligned} & \text { Total } \\ & \text { Availability } \\ & \text { Rate } \end{aligned}$ | $\underset{\substack{\text { 2023 } \\ \text { Total Net } \\ \text { Absolption }}}{{ }_{2}}$ | $\underset{\text { Total Net }}{\text { Yid }}$ <br> Absorption |  | $\begin{aligned} & \text { YTD } \\ & \text { Leasing } \\ & \text { Activit } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| vic Center | $616.96 /$ | 0 | 23.1\% | oors | 23.1\% | 25.1\% | 3670 | 12.136 | 16.455 | 25.861 | 88. |
| Frumeral Distret | 26.677923 | 0 | $244 \times$ | $44 \times$ | 2888 | $340 \%$ | 159.236 | 696694 | 324581 | ${ }^{656.789}$ | 55760 |
| Jackoon Squate | 2.369.488 | - | 17.8\% | 3.0\% | 2078 | 27.2\% | 65.388 | 12,301 | 28.786 | 73.535 | \$43.87 |
| Mul Masket | 4790.677 | 235.077 | 20.4\% | 72\% | 2768 | 43.65 | 411.757 | 310.103 | 26.789 | 38.251 | 531.67 |
| Misamen Bay/Chmabash | ${ }^{5} 4148996$ | 826. 148 | 35 x | $139 \%$. | 1/4x | 2884 | 145.467 | 56.724 | 6.613 | 269.077 | \$3900 |
| Missmon/Potera | 3.233.112 | - | 199\% | 31\% | 2308 | 270\% | 92,548 | 90.012 | 38.895 | 98.240 | \$5000 |
| Rimcon/Smuth Beach | ${ }_{6} \mathbf{6} 053.816$ | 0 | 224\% | 11\% | 295\% | 40 6\% | 326.295 | 348798 | 10.506 | 43.027 | 57337 |
| Stowplace Square | 3.173.958 | 24.956 | 158\% | 163\% | 3220 | $439 \times$ | . 161.839 | 207809 | 16.88/ | 30.839 | 54305 |
| Soumbermarical Distral | 28.875,107 | 0 | 17.2\% | $5.4 \times$ | 22.70 | $32.6 \%$ | 856.653 | 1.137706 | 354.016 | 729.750 | 55354 |
| soma | 5.861 .652 | 232.290 | 263\% | 45\% | 309\% | 330\% | 6.244 | 1/2893 | 48.700 | 105014 | \$5100 |
| Unuon Square | ${ }^{4} 4866.488$ | 0 | $248 \%$ | 32\% | 279\% | 31.6\% | 30.864 | /2.394 | 46.354 | 86.281 | \$48.42 |
| Von Ness Corridorichinatown | 1.337659 | 0 | $143 \%$ | 0.2\% | $145 \%$ | $296 \%$ | 23.132 | 22.232 | 7.803 | 9.361 | 55110 |
| Watertiont North Beach | 3943.68/ | - | 21.0\% | 32\% | 24.1\% | $34.8 \%$ | 23.4/9 | 13,783 | 1.942 | 40,095 | \$2551 |
| Yerta Buera | 394.225 | - | 401\% | 7.1\% | 473\% | 55 1\% | 18350 | 111.142 | 23.979 | 29.807 | \$5105 |
|  |  |  |  |  |  |  | 0.611 |  |  |  |  |



|  | ADDRESS | SALE PRICE <br> \$ PER SQ.FT. | MARKET CONDITIONS | NEIGHBORHOOD | LOT <br> SIZE | YEAR <br> BUILT | SQUARE FEET | CONDITION | OVERALL ADJUSTMENT | ADJUSTED SALE PRICE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subj. <br> APN | 982-998 Market St. 0342 019-040 | $\begin{gathered} \$ 6,000,000 \\ \$ 133 \end{gathered}$ |  | Tenderloin | N/A | 1922/2018 | 45,115 | Average |  |  |
| 1 | $\begin{aligned} & 40 \text { Jessie St. } \\ & 3708023 \end{aligned}$ | $\begin{gathered} \hline 5 / 4 / 2023 \\ \$ 17,600,000 \\ \$ 476 \end{gathered}$ | Similar | FiDi South | 2,152 | 1913 | 37.000 | Average | 0\% | \$476 |
| 2 | $\begin{aligned} & \text { 838-842 Market St. } \\ & 0329002 \end{aligned}$ | $\begin{gathered} \hline 4 / 29 / 2022 \\ \$ 30,000,000 \\ \$ 521 \end{gathered}$ | Similar | Union Square | 4,000 | 1935 | $\begin{gathered} 57,535 \\ 10 \% \end{gathered}$ | Average | 10\% | \$574 |
| 3 | $\begin{aligned} & 260 \text { Townsend St. } \\ & 3787024 \end{aligned}$ | $8 / 2 / 2021$ $\$ 49,000,000$ $\$ 702$ | $\begin{aligned} & \text { Superior } \\ & -20 \% \end{aligned}$ | South Beach -10\% | 1,999 | $\begin{aligned} & 1984 \\ & -10 \% \end{aligned}$ | $\begin{gathered} 69,813 \\ 15 \% \end{gathered}$ | Average | -25\% | \$526 |
| 4 | $\begin{aligned} & 1525 \text { Mission St. } \\ & 3511075 \end{aligned}$ | $1 / 13 / 2022$ $\$ 20,340,000$ $\$ 584$ | Similar | SOMA | 12,292 | 1907 | $\begin{gathered} 34,842 \\ -5 \% \end{gathered}$ | Average | -5\% | \$555 |
|  |  |  |  |  |  | RANGE OF | LUES | \$476 | to | \$574 |
|  |  |  |  |  |  | CONCLU | VALUE | R SQ.FT. |  | \$500 |
|  |  |  |  |  |  | $\begin{gathered} \text { NRA } \\ 45,115 \end{gathered}$ | x | $\begin{gathered} \text { \$/SQ.FT. } \\ \$ 500 \end{gathered}$ |  | \$22,557,500 |
|  |  |  |  |  | ESTIMATED MARKET VALUE (ROUNDED) |  |  |  |  | \$22,500,000 |

## km Kidder Mathews

AVERAGE SALES PRICE/SF \& CAP RATE


RTICLE 1.9. Historical Property [439-439.4] (Article 1.9 added by Stats. 1977, Ch. 1040.)

When valuing enforceably restricted historical property, the county assessor shall not consider sales data on similar property, whether or not enforceably restricted, and shall value that 39.2. restricted historical property by the capitalization of income method in the following manner:
(a) The annual income to be capitalized shall be determined as follows:
(1) Where sufficient rental information is available, the income shall be the fair rent that can be imputed to the restricted historical property being valued based upon rent actually receive for the property by the owner and upon typical rentals received in the area for similar property in similar use where the owner pays the property tax. When the restricted historical property bein; valued is actually encumbered by a lease, any cash rent or its equivalent considered in determining the fair rent of the property shall be the amount for which the property would be expected to rent were the rental payment to be renegotiated in the light of current conditions, including applicable provisions under which the property is enforceably restricted.
(2) Where sufficient rental information is not available, the income shall be that which the restricted historical property being valued reasonably can be expected to yield under prudent management and subject to applicable provisions under which the property is enforceably restricted.
(3) If the parties to an instrument that enforceably restricts the property stipulate therein an amount that constitutes the minimum annual income to be capitalized, then the income to be capitalized shall not be less than the amount so stipulated.
ir purposes of this section, income shall be determined in accordance with rules and regulations issued by the board and with this section and shall be the difference between revenue and penditures. Revenue shall be the amount of money or money's worth, including any cash rent or its equivalent, that the property can be expected to yield to an owner-operator annually on the erage from any use of the property permitted under the terms by which the property is enforceably restricted.
tpenditures shall be any outlay or average annual allocation of money or money's worth that can be fairly charged against the revenue expected to be received during the period used in computis e revenue. Those expenditures to be charged against revenue shall be only those that are ordinary and necessary in the production and maintenance of the revenue for that period. Expenditures all not include depletion charges, debt retirement, interest on funds invested in the property, property taxes, corporation income taxes, or corporation franchise taxes based on income.
) The capitalization rate to be used in valuing owner-occupied single-family dwellings pursuant to this article shall not be derived from sales data and shall be the sum of the following mponents:
(1) An interest component to be determined by the board and announced no later than October 1 of the year preceding the assessment year and that was the yield rate equal to the effective average interest rate on conventional mortgages as most recently published by the Federal Home Loan Mortgage Corporation, or as that entity may be known in the future, as of September 1 , rounded to the nearest one-fourth of 1 percent.
(2) A historical property risk component of 4 percent.
(3) A component for property taxes that shall be a percentage equal to the estimated total tax rate applicable to the property for the assessment year times the assessment ratio.
(4) A component for amortization of the improvements that shall be a percentage equivalent to the reciprocal of the remaining life.
) The capitalization rate to be used in valuing all other restricted historical property pursuant to this article shall not be derived from sales data and shall be the sum of the following components:
(1) An interest component to be determined by the board and announced no later than October 1 of the year preceding the assessment year and that was the yield rate equal to the effective average interest rate on conventional mortgages as determined by the Federal Home Loan Mortgage Corporation, or as that entity may be known in the future, as of September 1 , rounded to the nearest one-fourth of 1 percent.
(2) A historical property risk component of 2 percent.
(3) A component for property taxes that shall be a percentage equal to the estimated total tax rate applicable to the property for the assessment year times the assessment ratio.
(4) A component for amortization of the improvements that shall be a percentage equivalent to the reciprocal of the remaining life.
) Unless a party to an instrument that creates an enforceable restriction expressly prohibits the valuation, the valuation resulting from the capitalization of income method described in this sectio all not exceed the lesser of either the valuation that would have resulted by calculation under Section 110, or the valuation that would have resulted by calculation under Section 110.1 , as thougl e property was not subject to an enforceable restriction in the base year.
) The value of the restricted historical property shall be the quotient of the income determined as provided in subdivision (a) divided by the capitalization rate determined as provided in bdivision (b) or (c).

I The ratio prescribed in Section 401 shall be applied to the value of the property determined in subdivision (d) to obtain its assessed value.
mended by Stats. 2020, Ch. 371, Sec. 27. (SB 1473) Effective January 1, 2021.)

