

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



148-152 Fillmore St

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OFFICE OF THE ASSESSOR-RECORDER - CITY & COUNTY OF SAN FRANCISCO MILLS ACT VALUATION

APN:	0868-025	Lien Date:	7/1/2023
Address:	148-152 Fillmore St	Application Date:	4/17/2023
SF Landmark No.:	Contributory Building	Application Term:	10-year rolling
Applicant's Name:	14 Maiden LLC/ Mark Stempel		
Agt./Tax Rep./Atty:	None	Last Sale Date:	3/14/2022
Fee Appraisal Provided:	None	Last Sale Price:	\$2,977,000

FACTORED BASE YE	EAR (Roll) VALUE	RESTRICTED INC	OME APPROACH	SALES COMPARISON APPROACH		
Land	\$2,083,900	Land	\$725,195	Land	\$1,740,000	
Imps.	\$893,100	Imps.	\$483,463	Imps.	\$1,160,000	
Personal Prop	\$0	Personal Prop	\$0	Personal Prop	\$0	
Total	\$2,977,000	Total	\$1,208,658	Total	\$2,900,000	

Property Description	Multi-Unit				
Property Type:	Residential	Year Built:	1900/2006	Neighborhood:	Hayes Valley
Type of Use:	4 Unit Building	(Total) Rentable Area:	2,976	Land Area:	1,950
Owner-Occupied:	No	Stories:	2	Zoning:	NC1
Unit Types:	Apartments	Parking Spaces:	Garage / 2 Tand	lem	

Total No. of Units: 4

Special Conditions (Where Applicable)

There's an unwarrantied 5th basement unit # 152G listed on the Rent Roll. The Assessor's official record only shows 4 legal units. This valuation only includes 4 units as listed on record.

Conclusion	s and Recommendatio	ns	Section 18 Section		
			Per Unit	Per SF	Total
Factored Ba	ase Year Roll		\$744,250	\$1,000	\$2,977,000
Restricted I	ncome Approach		\$302,164	\$406	\$1,208,658
Sales Com	parison Approach		\$725,000	\$974	\$2,900,000
Recommer	nded Value (Lesser of th	ne three approaches)	\$302,164	\$406	\$1,208,658
Appraiser:	Kenneth Chan	Principal Appraise	r: Orla Fahy	Date:	

SUBJECT PHOTOGRAPHS AND LOCATOR MAP

Address: 148-152 Fillmore St APN: 0868-025









RESTRICTED INCOME APPROACH

	Monthly Rent		Annualized	
Potential Gross Income	\$12,916	х	12	\$154,992
Less: Vacancy & Collection Loss			3%	(\$4,650)
Effective Gross Income				\$150,342
Plus: Other Income	\$107	х	12	\$1,289
Total Effective Gross Income				\$151,631
Less: Anticipated Operating Expenses (Pre-Property Tax)*	20%	(\$30,326)
Net Operating Income (Pre-Property Tax)				\$120,016
Restricted Capitalization Rate2023 interest rate per State Board of EquaRisk rate (4% owner occuped / 2% all other2022 property tax rate **Amortization rate for improvements onlyRemaining economic life (Years)Improvements constitute % of total pro	alization er property types) 40 perty value	0.0250 40%	5.7500% 2.0000% 1.1797% <u>1.0000%</u>	9.9297%

RESTRICTED VALUE ESTIMATE

Rent Roll as of											
			Move In								
Unit	Bdrm/Ba	<u>SF</u>	Date	Monthly Contract Rent	Annual Rent	Annual Rent / Foot					
148	2/1	733.5	7/21/2021	\$3,068	\$36,816	\$50.19					
150	2/1	733.5	5/1/2016	\$2,859	\$34,312	\$46.78					
152	1/1	733.5	3/1/2022	\$3,900	\$46,800	\$63.80					
152A	2/1	733.5	12/4/2020	<u>\$3,089</u>	\$37,068	\$50.54					
Tot	al:	2,934		\$12,916	\$154,995	\$52.83					

Notes: *

Address:

Lien Date: 7/1/2023

148-152 Fillmore St

Annual operating expenses include water service, refuse collection, insurance, and regular maintenance items. Assumes payment of PG&E by lessee.

* * The 2023 property tax rate will be announced in mid-late September 2023.

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\$1,208,658

Rent Comparables

Address: 148-152 Fillmore St Lien Date: 7/1/2023



Listing Agent: Address: Cross Streets: SF: Layout: Monthly Rent Rent/Foot/Mo Annual Rent/Foot: Leased Date: Compass 111 Germania St #1/2 Fillmore St 1,050 Lower Unit 2/1, no parking \$4,200 \$4,200 \$4,00 \$48,00 12/30/2021

Rental Comp #5



Listing Agent: Address: Cross Streets: SF: Layout: Ray Amouzandeh 723 Haight St #2 Scott ST 1,350 2/1, no car Parking Rental Comp #2



Compass 661 Waller St Carmelita St 2,149 3/2, no car parking \$7,000 \$3.26 \$39.09 9/15/2021

Rental Comp #6



Sotheby's International Realty 78 Sanchez St #7 Douboce Ave 826 1/1.5, no car parking Rental Comp #3



Five Star Property Management 22 Walter St Duboce Ave 990 2/1, no car parking \$3,595 **\$3.63 \$43.58 11/8/2022**

Rental Comp #7



Ray Amouzandeh 723 Haight St #6 Scott St 750 1/1.5, no car parking Rental Comp #4



Nattrass Realty 217 Webster St Lyon Street 1,435 3/1, no car parking \$5,200 \$3.62 \$43.48 12/13/2022

6

Address: 148-152 Fi	Ilmore St	10000000000000000000000000000000000000			In	come ai	nd Expe	nses			1995 G			
Lien Date: 7/1/2023			1.4.4		Alter S	10.24					19.329	日本法	See and	这些学校 会了为这
Cash Flow - 12 Month														
Structure Properties, Inc Properties: 148 - 152 Fillmon	e Street 148	Filmore St	reet San Fra	ancisco, CA	94117									
Owned By: 14 Maiden LLC Period Range: Apr 2022 to M	ar 2023													
Accounting Basis: Cash	a 2025													
GL Account Map: None - use Level of Detail: Detail View	master char	t of account	S											
Include Zero Balance GL Ac	counts: No													
Account Name	Apr 2022	2 May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	2 Dec 202	2 202	3 202	3 2023	Total	
Operating Income & Expense Income														
Rental Revenue														
Residential Rent Total Rental Revenue	12,584.0	0 12,543.00	12,653.00	12,598.00	9,599.00	12,599.00	12,598.00	12,598.0	0 13,903.7	0 9,688.9 9,688.9	7 17,793 1 17,793 1 17,793	12,916.25 15 12,916.2	152,074.07 5 152,074.07	
Other Income														\$ 152,074.07
Late Fees Bond Pass-through	0.00	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0.00	0.00 0.00	0 00 0 000	0.00	0.00	0.00	0 0.0	0 0.0 0 35.3	0 00 3 353	50.00 3 327 70	50.00 398.36	
Laundry	72.9	5 90.25	101 76	5 111.36	74 88	117.12	108.29	155.5	2 132.4	7 119.0	5 105.6	114 04	1,303.29	
Rent Board Fees Miscellaneous	0.00	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0.00	0.00 0.00	0.00	3.00	0.00	0.00		0 59.0	00 00	0 115.00	177 00	
Total Other Income	72.95	5 90 25	101.76	5 111 36	74.89	120 12	108.29	155 52	132.4	7 213.3	8 140.9	606 74	1,928.66	6 154 000 70
Total Operating Income Expense	12,656.9	5 12,633.25	12,754.76	5 12,709.36	9,673.89	12,719.12	12,706.29	12,753.52	2 14,036.1	7 9,902.3	5 17,934	08 13,522.9	154,002.73	\$ 154,002.73
Management & General														
Tenant Related Legal	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0 150.00	210 0	0 00	360.00	
Legal Professional Convince	0.00	0 018 0	0.00	0.00	0.00	0.00	0.00	0.00	00	0 0.00	00	0.00	810.00	
Violation Radar Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0 0 0	0 000	0 0 0	30.00	30.00	
Apptolio Fees Tepant Security Depart	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	00	0 0.00	00	45.00	45.00	
Interest	10.00		45.00		0.00	3.00	10.00	0.00		0 0.0			1040.00	
Management Fee	500 00	629.20	45.00 832.56	637.74	0.00 635.47	0.00 500.00	45.00 635.96	635.31	135 0 637 6	0 000 8 701.81	500.0	0.00 896.70	240.00 7.742.43	
Total Management & General Expenses	515.00	1,439 20	877 56	637 74	635.47	503 00	680 96	635 31	772 6	8 872 80	710 0	2,487 10	10,766 82	
Cash Flow - 12 Month														
Account Name	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Mar 2023	Totai	
Code Compliance														
Fire Extinguisher Cert/Test/ Repair	0.00	0.00	372.26	0.00	0.00	0.00	0.00	0.00	0 00	0.00	0 00	0.00	372.26	
Fire Sprinkler Cert/Test/ Repair	0.00	0.00	0 00	375 00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	375 00	
Vector Control	109 00	0 00	0 00	0.00	0 00	0 00	0 00	0 00	0 00	0.00	0.00	0 00	109.00	
Total Code Compliance	109 00	0.00	372 26	375 00	0.00	500.00	0.00	0.00	187.50	0.00	901.26	0.00	2,445 02	
Contracts														
Pest Control Contract Landscaping Contract	100 00	0.00	380.00	0.00	250.00	0.00	0 00 0	0.00	0 00 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0.00	0.00	0.00	250 00 480 00	
Total Contracts	100.00	0.00	380.00	0 00	250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	730 00	
Unit Repairs and Maintenance														
Unit Plumbing Repairs Unit Electrical Repairs	0.00	0.00	325.00 80.00	0.00	0.00	0.00	0.00	0.00	0.00	4,032.04	0.00	495.00	4,852.04	
Unit Locks Keys Doors	0.00	0.00	0.00	0 00	160 00	120.00	0.00	0.00	0.00	0.00	0.00	0.00	280 00	
Unit Windows and Screens Other Unit R&M	0.00	790.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	75 00	0.00	620.00	1,485.00	
Total Unit Repairs and	0.00	790 00	725 00	0.00	160 00	120 00	0.00	0.00	0.00	4,107 04	0.00	1,115 00	7,017 04	
Building Repairs and														
Common Area Plumbing	0.00	275 00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	275 00	
Common Area Door/Lock/	47.68	0.00	7 80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	55 48	
Common Area R&M	0.00	0.00	0.00	0.00	0.00	940.00	0.00	0.00	0.00	0.00	0.00	0.00	940.00	
HVAC Total Building Repairs and	47.68	275 00	0 00	0.00	0.00	0 00 940 00	0.00	0.00	0.00	0.00	0.00	446 75	446 75	
Maintenance														
Electric & Gas	0.00	72 85	0.00	0.00	108.64	0.00	0.00	0.00	0.00	0.00	0.00	0.00	181 49	
Electric	0.00	0.00	128 70	128.17	0 00	91.08	70 04	55 13	50.96	101.05	105 64	171 29	902.08	
Water	0.00	3,575 78	198 19	0 00	0.00	285.88	0.00	630 93	295.39	286.34	336 64	321 11	5,930 26	
Trash	0.00	439 78	208 89	208 89	208 89	208 89	208.89	208 89	208.89	208 89	227 53	227 53	2,565 96	
Cash Flow - 12 Month										Jan	Feb	Mar		
Account Name	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	2023	2023	2023	Total	
Total Utilities	0.00	4,088.41	599.65	543 14	446.25	607.52	278.93	1,029.98	624.22	726.18	861.06	867.86	405.00	
Taxes and Insurance	0.00	0.00	0.00	0.50	0.00	0.00	0.00	10/015 **	0.00	0.00	0.00	10.005.41	36 436 00	\$36,130.82
Rent Board Fee Tax	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	96,130.82 177.00	
Expense Total Taxes and Insurance	0.00	0 00	0.00	0.00	0.00	0.00	0.00	18,065.41	0.00	0.00	177.00	18,065.41	36,307 82	
Total Operating Expense	771 68	6,592 61	2,962.27	1,555 88	1,491 72	2,670 52	959 89	19,730 70	1,584 40	5,706 02	2,649 32	22,982.12	69,657 13	569,657.13 Exp. exclude prop. tax
NOI Net Operating Income	11.885.27	6.040 64	9,792,49	11,153,48	8,182,17	10 048 60	11,746.40	6.977.18	12.451.77	4.196.33	15 284 75	9.459.13	84,345,60	\$33,526.31 21.77%
														\$154,002.73
Total Income Total Expense	12,656 95 771 68	12,633 25	12,754.76	12,709.36	9,673.89	12,719.12	12,706.29 959.89	12,753.52 19,730.70	14,036.17	9,902.35 5,706.02	17,934 08 2,649 32	13,522,99 22,982,12	154,002,73 69,657,13	
							and the							NIBRT
Net Income	11,885.27	6,040 64	9,792.49	11,153.48	8,182.17	10,048 60	11,746.40	6,977 18	12,451.77	4,196.33	15,284.76	-9,459 13	84,345 60	\$120,476.42
Other Items														
Reserve - Real Estate Taxes Prepaid Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-3,000.00	-3,000.00	-3,000.00	-3,000.00	2 708 01	0.00	
Payment Made Directly to	-6.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-6.00	
Owner Distribution of Excess Cash	-10,839.61	-12,006.69	-4.866 10	-11,153.48	-6,622.17	-11,894,48	-8.444 52	0.00	0.00	6.072.00	12,498 32	-263 34	-84,660 71	
Net Other Items	-6,651 61	-14,955 69	-4,911 10	-8,453 48	-3,623 17	-14,594 48	-11,443.52	-3,000 00	-3,000 00	-6,372 00	-18,011 70	14,444 67	-80,572 08	
Cash Flow	5,233.66	8,915.05	4,881 39	2,700 00	4,559.00	4,545.88	302 88	9,977.18	9,451 77	2,175.67	2,726 94	4,985 54	3,773 52	
Deginging Cash	7 100	43.033.07	1000.00	0.000.00	11 (10 1001			4	44.300.00	0.201	6 407 7		
Beginning Cash + Cash Flow	12,933.66	4,018 61	4,018.61	8,900.00 11,600.00	11,600.00	10,159.00	11,613 12 11,916 00	1,916.00	1,938.82 11,390 59	11,390.59 9,214.92	9,214 92 6,487 98	6,487.98 11,473.52	7,700.00 11,473.52	
Actual Ending Cash	12,933.66	4,018.61	8,900.00	11,600.00	16,159.00	11,613.12	11,916.00	1,938.82	11,390.59	9,214.92	6,487.98	11,473.52	11,473.52	

Rent Roll

Rent Roll (Itemized)

Properties: 148 - 152 Fillmore Street - 148 Fillmore Street San Francisco, CA 94117

Units: Active

GL Accounts: 4015: Residential Rent, 4020: Commercial Rent, 4105: Parking, 4120: Bond Pass-through, 4140: Cam Recovery, and 4165: Storage As of: 03/31/2023

Unit	BD/BA	Tenant	Status	Residential C	Commercial	Dast Due	Bond Pass-	Darking	Cam	Move in	Move-	Storage
Onic	DUIDA	renam	Status	Rent	Rent	rust Duc	through	raiking	Recovery	MOVE-III	out	Storage
148 - 152	Fillmore Stree	et - 148 Fillmore S	treet San Francisco, CA 9411	7								
148	2/1.00	Dan	Current	3,067.98	0.00	0.00	36.72	0.00	0.00	07/21/2021		0.00
150	2/1.00	Steven	Current	2,859.30	0.00	-2,894.63	35.33	0.00	0.00	05/01/2016		0.00
152	1/2.00	Michael	Current	3,900.00	0.00	-3,900.00	0.00	0.00	0.00	03/01/2022		0.00
152A	2/1.00	Robert	Current	3,088.97	0.00	0.00	35.33	0.00	0.00	12/04/2020		0.00
152G	0/1.00		Vacant- Unrented									
5 Units			80.0% Occupied	12,916.25	0.00	-6,794.63	107.38	0.00	0.00			0.00
Total 5 Units			80.0% Occupied	12,916.25	0.00	-6,794.63	107.38	0.00	0.00			0.00

00

SALES COMPARISON APPROACH

Subject	Sale	e1	Sale	2	Sale 3		
0868-025	0825-	017	3538-0)94	0874-009		
148-152 Fillmore St	442-444 \$	Scott St	527 Dubo	ce Ave	20-22 Church St		
	\$2,400,000		\$3,250,	000	\$2,450,000		
Description	Description	Adjust.	Description	Adjust.	Description	Adjust.	
07/01/23	06/14/23		6/1/2022		07/29/22		
Hayes Valley	Hayes Valley		Duboce Triangle		Hayes Valley		
	0.5 mile		0.2 mile		0.1 mile		
1,950	3,436		2,500		1,990		
None	None		None		None		
1900/2006	1900		1906/2011		1900/2006		
Average	Average		Average		Average		
1900 Edwardian style/Average	Average		Average		Average		
2,976	4,252	(\$63,800)	4,866	(\$94,500)	3,122	(\$7,300)	
4	4		4		4		
16	12		19		12		
4	7		8				
4	5		4		4		
2	2		3		2		
Garage / 2 Tandem	3	(\$75,000)	0	\$150,000	0	\$150,000	
		(\$138,800)		\$55,500		\$142,700	
\$2,900,000		\$2.261.200		\$3,305,500		\$2.592.700	
\$974		\$532		\$679		\$830	
	Subject 0868-025 Image: Constraint of the second state of the second st	SubjectSale0868-0250825-0868-0250825- $ill line line line line line line line l$	Subject Sale 1 0868-025 0825-017 Image: Construction of the second se	Subject Sale 1 Sale 0868-025 0825-017 3538-0 Image: Constraint of the second	Subject Sale 1 Sale 2 0868-025 0825-017 3538-094 Image: State 1 3538-094 3538-094 Image: State 1 Image: State 1 Image: State 1 148-152 Fillmore St 442-444 Scott St 527 Duboce Ave S2,400,000 S3,250,000 S3,250,000 Description Description Adjust. 07/01/23 06/14/23 6/1/2022 Hayes Valley Hayes Valley Duboce Triangle 1,950 3,436 2,500 None None None 1900/2006 1900 1906/2011 Average Average Average 2,976 4,252 (\$63,800) 4,866 4 7 8 16 12 19 19 14 4 7 8 19 <t< td=""><td>Subject Sale 1 Sale 2 Sale 0868-025 0825-017 3538-094 0874- Image: Constraint of the second second</td></t<>	Subject Sale 1 Sale 2 Sale 0868-025 0825-017 3538-094 0874- Image: Constraint of the second	

VALUE RANGE:

2

VALUE CONCLUSION:

\$2,900,000

EVENUE AND TAXATION CODE - RTC

DIVISION 1. PROPERTY TAXATION [50 - 5911] (Division 1 enacted by Stats. 1939, Ch. 154.) PART 2. ASSESSMENT [201 - 1367] (Part 2 enacted by Stats. 1939, Ch. 154.) CHAPTER 3. Assessment Generally [401 - 681] (Chapter 3 enacted by Stats. 1939, Ch. 154.)

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 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 being 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.

or 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.

cpenditures 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 computin 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, as though 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).

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.)