

Appendix 39

Margaret Nanda

From: Margaret Nanda
Sent: Tuesday, July 02, 2013 11:30 AM
To: 'Melissa Morris'
Cc: 'Brian Grasser'; David Richman
Subject: Buena Vista Resident Questionnaires-- incomplete responses

As you are aware from Senior Assistant City Attorney Grant Kolling's letter to me of June 6, 2013 the City requires **every homeowner to answer every question** in the Resident Questionnaires. To that end, the Housing Relocation Specialist Dave Richman, of Autotemp is today mailing 69 "incomplete" resident surveys back to the residents and asking them to provide an answer to each and every question. These are questionnaires deemed incomplete by Mr. Kolling per the addendum attached to his letter of June 6th. Mr. Richman has explained that if the question is in applicable, or the answer is "no" the resident must so indicate that on the questionnaire. I refer you to pages 2 and 3 of Mr. Kolling's letter. I would again ask your assistance, as the attorney for the Resident Association to request that the residents complete the questionnaires and mail them back to Mr. Richman. A stamped, addressed envelope is provided to each resident as well as a cover letter in English and in Spanish explaining the reasons for the request. Mr. Richman's contact information is included in the letter should your clients have questions or concerns. The consultants assigned to this park, Teresa Laverde and Jessica Garliepp are bilingual in English and in Spanish. Thank you in advance for your assistance in this important matter.

Margaret

Margaret Ecker Nanda

Attorney

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Appendix 41

Space Number

Disabled? Y/N

Special Needs/Comment

0

	Y	18 Yr. Has Anxiety disorder
	Y	Special School
	Y	oxygen needed
	Y	Mental
	Y	PTSD
	Y	Needs walker
	Y	elderly
	Y	none given
	Y	Mental
	Y	Needs Ramp
	Y	Mental Anxiety
	Y	none given
	Y	Needs to live near family due to disability family lives in Palo Alto
	Y	none given
	Y	Needs to live near family due to disability family lives in Palo Alto
	Y	Very few stairs or Ramp due to mobility issues
	Y	Father has heart condition
	Y	Several Conditions
	Y	Use of Cane due to disability of Vertigo & lower body issues
	Y	Heart Condition & Cancer
	Y	Uses walker

Appendix 42



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June 14th, 2013

Attention: Margaret Nanda, Attorney at Law
475 Alberto Way Suite 100
Los Gatos, CA 95032

Re: Response to Letter on Buena Vista Appraisals.

Dear Margaret,

Thank you for your inquiry.

The appraisal problem was complex. Historically Buena Vista Mobile Home Park originated as an overnight trailer park but due to the pressure on low income households in this market area the park evolved into a place for long term residency. Homes that have sold in place in the park include travel trailers, 5th wheels, motor homes, mobile homes, and some park model RV units. The age of the units in the park varies greatly with some of them built even as far back as into the 1950's. In a unique way they compete with each other when offered for sale as an alternate source of affordable housing in place in the park.

As we all know, there are no other mobile home parks in the City of Palo Alto. This fact forced us to analyze market data outside the community. The subject mobile home park has provided a source of affordable housing in an area of exceedingly high housing costs. Still, the park has a high density level and a limited amount of park facilities.

To deal with the location problem, we have included sales from within the subject's mobile home park in each and every appraisal report, so the location issue is inherent in the data utilized in each and every report. We also studied published sales data in the park for the prior 12 years in an effort to see the interaction of buyers and sellers in this micro-market for sales in the park over the years. That information is attached to this letter. The published sale prices in the park for that 12 year period range from a low of \$1,000 to a high of \$30,000.

Comparable sales selected from outside the subject's mobile home park generally were in superior parks with less density and superior park facilities. All of them appeared to have been originally constructed as mobile home parks and not trailer parks like the subject property. In addition there were space rent differences between the subject park and the

competing parks. The location adjustment was often inherent in space rent differences or significant park differences between the subject mobile home park and the competing parks in other locations. A further adjustment was not warranted based upon analysis of the market data.

There is no market data that suggests that the values of the units in the park coincide with the values of conventional housing outside the park at that location. All of the market data gathered obviously supports this statement.

We did not claim that the competing locations were equivalent to the subject's Palo Alto location as stated in the letter. We do believe that the subject mobile home park is vastly inferior to many of the competing parks utilized in our analyses and this fact negated the location adjustment or space rent differences (also related to location) negated a location adjustment.

There is no marginalization of the in place value of the homes. Without the Hypothetical Condition the units with illegal additions simply have no legal transferable market value. The park owners in an effort to provide a reasonable solution for the park residents agreed to a Scope of Work that is Hypothetical and inclusive of the illegal additions thereby benefiting the park residents.

In addition in our appraisal assignment we were asked to value the units under a Hypothetical Condition that the unpermitted additions were legally permitted. See the Scope of Work that is attached. Without this Hypothetical Condition the units with illegal additions do not appear to be legally transferable, thereby negating their value in the marketplace.

Again, thank you for your inquiry.

Sincerely,



David F. Beccaria MBA IFAS GAA RAA
Realtor and Certified General Real Estate Appraiser

**BUENA VISTA MOBILE HOME PARK - CLOSED SALES IN THE PARK
OVER THE PAST 12 YEARS¹**

CLOSED SALES:

Address	Year Built Manufacturer	Width	Size	Sale Date	Sale Price
3980 El Camino #30	1965	10'	640 sq. ft.	4/7/11	\$28,000
3980 El Camino #112	1959-New Moon	10'	450 sq. ft.	9/22/10	\$1,000
3980 El Camino #111	1960-Mel-aren	10'	500 sq. ft.	7/17/10	\$1,000
3980 El Camino #114	1956-Redman-Roadliner	8'	400 sq. ft.	3/23/10	\$1,500
3980 El Camino #104	1970-Fleetwood	12'	624 sq. ft.	7/28/05	\$29,000
3980 El Camino #112	1959-New Moon	10'	450 sq. ft.	7/10/05	\$21,000
3980 El Camino #103	1959-Mar-wo	10'	420 sq. ft.	9/26/03	\$25,000
3980 El Camino #108	1960-Mid State Corp - Spacemaster	10'	480 sq. ft.	5/16/03	\$6,500
3980 El Camino #110	1964-Skyline	10'	500 sq. ft.	4/12/03	\$15,000
3980 El Camino #89	1968-Blair House	10'	400 sq. ft.	12/26/02	\$7,000
3980 El Camino #113	1962-Biltmore	10'	500 sq. ft.	12/18/01	\$25,000
3980 El Camino #115	1969-Champion	12'	600 sq. ft.	10/1/01	\$25,000
3980 El Camino #83	Redman-Roadliner	10'	360 sq. ft.	1/6/01	\$25,000
3980 El Camino #102	1959-Stear	10'	430 sq. ft.	1/4/01	\$30,000
3980 El Camino #21	1976-Golden Mansion	12'	480 sq. ft.	1/1/01	\$15,000
3980 El Camino #22	Biltmore	10'	420 sq. ft.	11/3/00	\$2,500
3980 El Camino #107	Angelus	10'	500 sq. ft.	5/1/92	\$24,000

OTHER MARKET INFORMATION:

Address	Year Built Manufacturer	Width	Size	Status	List Price
3980 El Camino #27	1964	10'	602 sq. ft.	Expired	\$27,000

¹ This information was taken from the local MLS and or The Comparable Sale Report published by Santiago Financial.

SCOPE OF THE APPRAISAL:

1. PROBLEM TO BE SOLVED: *Two valuations are to be completed for each of the 104 units to be appraised in the mobile home park. Some of the units in the park may or may not be transferable due to possible unpermitted additions. The appraisals are to be based upon the hypothetical condition "as if" the additions were legally permitted.*

VALUATION - ON SITE MARKET VALUE: *The market value of the mobile home, recreational vehicle, or park model unit, as if, the park was not being closed, including any improvements to the home, including but not limited to, patios, porches, pop-out rooms, and any recent major improvements to the home, including but not limited to, a new roof or new siding. Both the Sales Comparison and Cost Approaches to value to be considered with a depreciated value of the improvements in place in the park provided in the cost approach to value or if the home is judged to be fully depreciated, so state.*

VALUATION #2 - OFF SITE MARKET VALUE: *The market value of the home if it is to be removed from the park and can not be relocated to a space in a comparable mobile home park.*

2. Determination and Performance of the Scope of Work necessary to develop credible results;

The valuation of personal property type residential properties, (mobile and manufactured homes situated in fee simple rental parks), generally utilizes the Cost Approach and the Sales Comparison Approach (Market Data Approach). There is typically insufficient data to abstract a Gross Rent Multiplier and develop the Income Approach as a valuation method.

The subject units are owner occupied and are not income producing properties. For these reasons, the Income Approach will not be utilized.

In the Cost Approach, two components of value, the depreciated value of the home in place in the park and the leasehold value for the specific location of the home, both personal property, are developed.

Depreciated replacement costs for the home are generally obtained from the Marshall & Swift Valuation Service cost tables or from the NADA guide or Kelly Blue Book for the recreational vehicles or other such data service. The leasehold value is extracted from the analysis of two or more sales in the subject park. This approach is considered to be relevant and will be developed in this analysis as a supportive measure.

In the Sales Comparison Approach, sales data are obtained from the local multiple listing service and the "Comp Report" which provides sales data from the State of California. In addition sales data of recreational vehicles in the park will likely be provided by the park residents and the park management. The appraiser will also research sales data for homes in competing parks including recreational vehicle sales. This type of information is not published on a data service, so developing this type of information can be very time consuming. This approach will be developed and is considered to be the most appropriate valuation method for the subject property.

3. Disclosure of the Scope of Work: The following steps will be followed in arriving at the final estimate of value to be included in the appraisal report of the subject property:

1. After receiving the assignment, a preliminary search of available resources was made to determine market trends, influences and other significant factors pertinent to the subject property.

2. The subject property was physically viewed on the exterior and the interior, and photographed. Although due diligence was exercised during the viewing, the appraiser is not an expert in such matters as pest control, structural engineering, hazardous waste, or construction, and no warranty is stated or implied as to these or other elements outside the analysis of market data. Inspections by appropriately licensed professionals within these fields may be recommended with the final estimate of market value, subject to their respective findings. A viewing of the park and the neighborhood surrounding the park was performed.

3. A more detailed review of data collected was performed, with the more relevant information considered for this report.

4. A highest and best use analysis was developed utilizing the hypothetical condition that the highest and best use of the park land to be the continued present use as a fee simple rental park. A Hypothetical

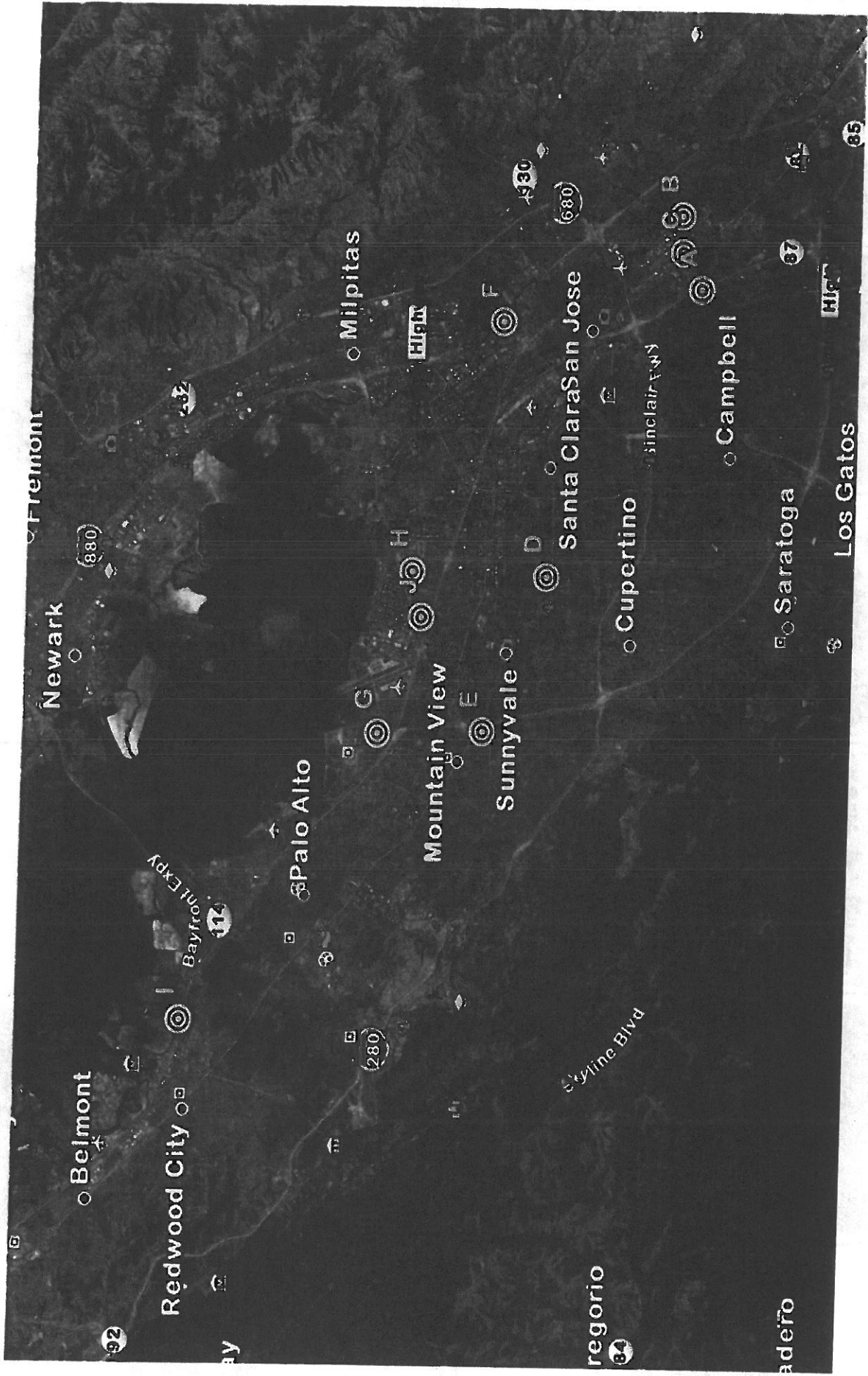
Condition is one which is contrary to what exists but is supposed for the purpose of analysis. Comment: Hypothetical conditions assume conditions contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis. The highest and best use of the mobile home park land is likely an alternate use. The park ownership is presently pursuing closing the park. ***The "in place or on site" market value shall be determined after consideration of relevant factors, including the value of the mobile home or travel trailer in it's current location, assuming the continuation of the mobile home park, and not considering the effect of the change of use on the value of the mobile home or travel trailer.***

5. The appraisal report was then completed in accordance with standards dictated by the Appraisal Foundation in the Uniform Standards of Professional Appraisal Practices (USPAP). The report includes sufficient data needed to lead the reader to a similar conclusion of market value.

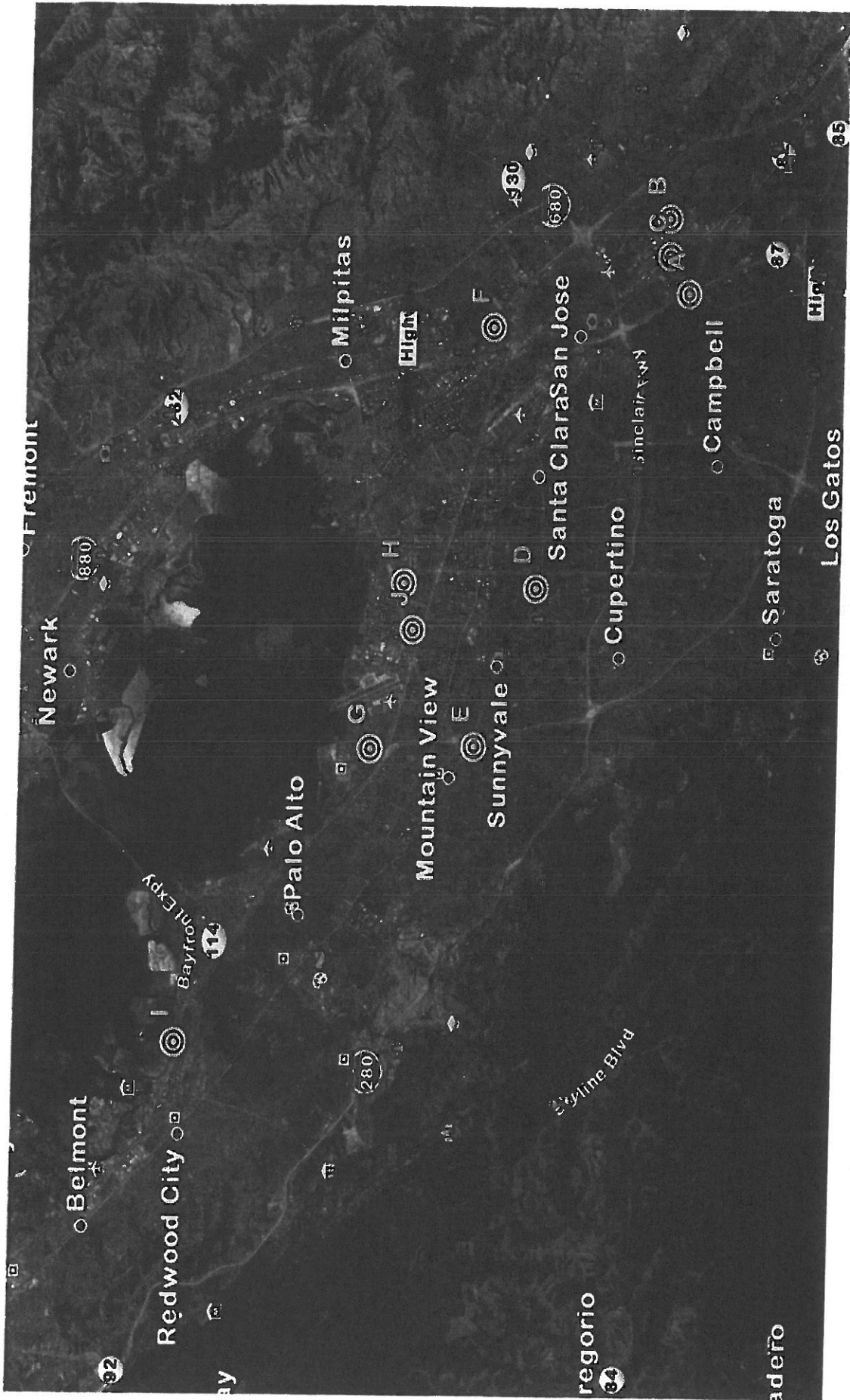
6. The appraisal was then delivered to the client, which constituted the completion of the assignment.

Appendix 43

BUENA VISTA RELOCATION OPTIONS - MOBILE HOME EXAMPLES



BUENA VISTA RELOCATION OPTIONS - MOBILE HOME EXAMPLES



BUENA VISTA RELOCATION OPTIONS - RECENT MOBILE HOME SALES AND CURRENTLY AVAILABLE WITHIN 35 MILES

LISTING TYPE	SALE DATE	HOME TYPE	CITY	ADDRESS	STATE	ZIP	BEDS	BATHS	YEAR BUILT	SQFT	PRICE	SPACE RENT
Prior Sale	5/24/2013	Mobile/Manufactured Home	San Leandro	2100 Lewelling	CA	94579	2	1			\$9,000	\$850
Prior Sale	4/23/2013	Mobile/Manufactured Home	Hayward	1200 W Winton #184	CA	94545	1	1		432	\$10,000	\$427
Prior Sale	4/3/2013	Mobile/Manufactured Home	San Leandro	106 Santa Teresa	CA	94579	2	2		880	\$10,000	\$933
Prior Sale	3/11/2013	Mobile/Manufactured Home	San Jose	2151 Old Oakland Rd #122	CA	95131	2	1	1970	672	\$13,000	\$1,200
Prior Sale	4/24/2013	Mobile/Manufactured Home	Union City	450 Makaha Cir	CA	94587	2	1		720	\$14,000	\$626
Prior Sale	5/10/2013	Mobile/Manufactured Home	Fremont	4141 Deep Crk #61	CA	94555	3	2		1344	\$15,000	\$839
Pending	NA	Mobile/Manufactured Home	San Leandro	476 Santa Monica	CA	94579	2	1.5		1,008	\$15,000	\$924
Prior Sale	2/15/2013	Mobile/Manufactured Home	San Leandro	2399 E 14th St #71	CA	94577	1	1			\$15,000	\$527
Prior Sale	2/23/2013	Mobile/Manufactured Home	San Leandro	58 Santa Margarita	CA	94579	2	2		800	\$16,500	\$756
Prior Sale	1/8/2013	Mobile/Manufactured Home	San Jose	1850 Evans Ln #3	CA	95125	1	1	1979	600	\$17,500	\$725
Prior Sale	2/15/2013	Mobile/Manufactured Home	San Jose	2580 Senter Rd #490	CA	95111	3	2	1973	1,360	\$18,000	\$842
Prior Sale	5/21/2013	Mobile/Manufactured Home	Hayward	2293 Stillwell Dr	CA	94545	2	1		620	\$18,000	\$587
Active	NA	Mobile/Manufactured Home	San Leandro	11 Santa Anita	CA	94579	2	2		1,040	\$19,900	\$756
Pending	NA	Mobile/Manufactured Home	San Leandro	505 Santa Ynez	CA	94579	2	2		1,296	\$19,900	\$826
Prior Sale	4/12/2013	Mobile/Manufactured Home	San Jose	2150 Monterey Rd #198	CA	95112	1	1	1980	624	\$19,999	\$423
Prior Sale	3/21/2013	Mobile/Manufactured Home	Hayward	1200 W Winton #112	CA	94544	1	1			\$20,000	\$434
Prior Sale	2/7/2013	Mobile/Manufactured Home	Morgan Hill	200 burnett #91	CA	95037	2	1.5		840	\$20,000	\$521
Prior Sale	12/29/2012	Mobile/Manufactured Home	San Jose	2580 Senter Rd #562	CA	95111	2	1	1975	720	\$20,000	\$788
Prior Sale	5/23/2013	Mobile/Manufactured Home	San Jose	863 Spindrift Way #863	CA	95134	1	1	1971	564	\$20,000	\$868
Pending	NA	Mobile/Manufactured Home	San Leandro	21 Santa Anita	CA	94579	2	2		1,000	\$21,000	\$855
Prior Sale	3/1/2013	Mobile/Manufactured Home	Sunnyvale	1201 Sycamore Terrace #103	CA	94086	1	1	1959	850	\$21,500	\$949
Pending	NA	Mobile/Manufactured Home	Hayward	1200 W Winton #145	CA	94545	2	1		720	\$21,500	\$434
Prior Sale	2/13/2013	Mobile/Manufactured Home	Hayward	1150 W Winton #120	CA	94545	2	2		1356	\$22,000	\$640
Prior Sale	3/28/2013	Mobile/Manufactured Home	Hayward	972 Northfield Dr	CA	94544	2	2		1440	\$22,000	\$690
Prior Sale	4/12/2013	Mobile/Manufactured Home	Hayward	1200 W Winton #40	CA	94545	2	1.5		672	\$23,000	\$434
Prior Sale	1/11/2013	Mobile/Manufactured Home	Hayward	1200 W Winton Ave #131	CA	94545	1	1			\$23,000	\$430
Prior Sale	5/1/2013	Mobile/Manufactured Home	Union City	510 Lanai #510	CA	94587	2	2		1,235	\$23,000	\$625
Prior Sale	1/11/2013	Mobile/Manufactured Home	Mountain View	191 E El Camino Real #231	CA	94040	2	1	1969	672	\$24,000	\$850
Prior Sale	4/26/2013	Mobile/Manufactured Home	San Jose	1358 Oakland Rd #105	CA	95112	1	1	1969	648	\$24,000	\$685
Prior Sale	4/12/2013	Mobile/Manufactured Home	San Jose	235 EL BOSQUE Dr #235	CA	95134	2	2	1975	840	\$24,000	\$1,338
Pending	NA	Mobile/Manufactured Home	San Leandro	1062 Santa Teresa #102	CA	94579	2	2		907	\$24,900	\$677
Prior Sale	2/4/2013	Mobile/Manufactured Home	Fremont	711 Old Canyon Rd #28	CA	94536	2	1		760	\$25,000	\$869
Prior Sale	4/30/2013	Mobile/Manufactured Home	San Leandro	284 Santa Susana	CA	94579	2	2		1,344	\$25,000	\$774
Prior Sale	5/31/2013	Mobile/Manufactured Home	San Leandro	747 Lewelling Blvd #57	CA	94579	1	1		480	\$25,000	\$640
Prior Sale	2/28/2013	Mobile/Manufactured Home	San Jose	348 Mandolin Dr #94	CA	95134	2	1	1974	768	\$25,900	\$900
Prior Sale	6/5/2013	Mobile/Manufactured Home	San Jose	2150 Almaden Rd #69	CA	95125	2	1	1962	520	\$26,000	\$761
Prior Sale	2/7/2013	Mobile/Manufactured Home	San Jose	2150 Almaden Rd #88	CA	95125	2	2	1978	960	\$26,500	\$685
Prior Sale	1/3/2013	Mobile/Manufactured Home	Livermore	839 Sundial Cir	CA	94551	2	2		1040	\$26,650	\$830
Active	NA	Mobile/Manufactured Home	San Jose	1500 Virginia Pl #145	CA	95116	1	1	1970	528	\$26,900	\$646
Prior Sale	6/19/2013	Mobile/Manufactured Home	San Leandro	353 Santa Paula	CA	94579	2	2		1,440	\$26,900	\$774
Prior Sale	2/10/2013	Mobile/Manufactured Home	Hayward	28676 Miranda	CA	94544	2	1		800	\$27,000	\$585
Prior Sale	2/5/2013	Mobile/Manufactured Home	San Jose	2150 Monterey Rd #195	CA	95112	1	1	1976	520	\$27,000	\$662
Prior Sale	4/16/2013	Mobile/Manufactured Home	Santa Cruz	2395 Delaware Ave #173	CA	95060	1	2	1971	1,664	\$27,000	\$2,700
Prior Sale	5/16/2013	Mobile/Manufactured Home	Santa Cruz	2395 DELAWARE Ave #152	CA	95060	2	2	1971	1,500	\$27,000	\$2,275
Prior Sale	3/20/2013	Mobile/Manufactured Home	Livermore	1871 Montecito Cir #49	CA	94551	2	1		720	\$27,500	\$720
Prior Sale	5/31/2013	Mobile/Manufactured Home	Union City	264 Molokai Cir	CA	94587	2	2		1,140	\$27,500	\$620
Prior Sale	2/8/2013	Mobile/Manufactured Home	Hayward	29319 Harpoon Way	CA	94544	2	2		1440	\$28,000	\$702
Prior Sale	1/9/2013	Mobile/Manufactured Home	San Jose	801 Spindrift #801	CA	95134	3	2	1972	1440	\$28,000	\$1,323
Active	NA	Mobile/Manufactured Home	Union City	105 Palm Dr #105	CA	94587	2	1		720	\$28,000	\$677
Pending	NA	Mobile/Manufactured Home	San Leandro	468 Santa Monica #468	CA	94579	2	2		1,440	\$28,450	\$849
Active	NA	Mobile/Manufactured Home	Fremont	711 Old Canyon Rd #107	CA	94536	2	2		1,000	\$28,800	\$879
Prior Sale	5/30/2013	Mobile/Manufactured Home	Mountain View	1075 Space Park Way #96	CA	94043	1	1	1971	670	\$29,000	\$885
Prior Sale	2/26/2013	Mobile/Manufactured Home	Hayward	29445 Providence Way	CA	94544	2	2			\$29,000	\$684
Prior Sale	2/26/2013	Mobile/Manufactured Home	Hayward	29445 Providence Way #29445	CA	94544	2	2	1977	1440	\$29,000	\$673
Prior Sale	5/26/2013	Mobile/Manufactured Home	Livermore	1866 Montecito Cir	CA	94550	2	2		1140	\$29,000	\$800
Prior Sale	2/8/2013	Mobile/Manufactured Home	Mountain View	1075 Space Park Way #57	CA	94043	2	1	1961	520	\$29,000	\$865
Pending	NA	Mobile/Manufactured Home	San Jose	2150 Almaden Rd #23	CA	95125	1	1	1964	750	\$29,500	\$706
Pending	NA	Mobile/Manufactured Home	Morgan Hill	200 Burnett #157	CA	95037	2	1	1971	900	\$29,900	\$573
Active	NA	Mobile/Manufactured Home	San Jose	2150 Almaden Rd #121	CA	95125	2	1	1969	880	\$29,900	\$925
Active	NA	Mobile/Manufactured Home	Castro Valley	3998 CASTRO VALLEY Blvd #15	CA	94546	2	1		700	\$29,995	\$690
Prior Sale	4/1/2013	Mobile/Manufactured Home	Fremont	4141 Deep Creek Rd #221	CA	94555	2	2		1000	\$30,000	\$795
Prior Sale	4/1/2013	Mobile/Manufactured Home	Fremont	4141 Deep Creek Rd #168	CA	94555	2	2		1248	\$30,000	\$878
Prior Sale	3/26/2013	Mobile/Manufactured Home	Pleasanton	3263 Vineyard Ave #75	CA	94566	2	2		1248	\$30,000	\$935
Prior Sale	3/1/2013	Mobile/Manufactured Home	Santa Cruz	2395 Delaware Ave #99	CA	95060	2	2	1999	1,593	\$30,000	\$700
Prior Sale	1/4/2013	Mobile/Manufactured Home	Sunnyvale	1085 Tasman Dr #137	CA	94089	2	2	1970	1,080	\$32,000	\$961
Pending	NA	Mobile/Manufactured Home	Hayward	29220 Harpoon Way	CA	94544	2	2		1,440	\$32,000	\$824
Prior Sale	5/21/2013	Mobile/Manufactured Home	San Leandro	Undisclosed	CA	94579	2	2		1,368	\$32,000	\$1,063
Prior Sale	4/8/2013	Mobile/Manufactured Home	Union City	224 Hula Cir	CA	94587	2	2		1,152	\$32,000	\$620
Active	NA	Mobile/Manufactured Home	Fremont	711 Old Canyon Rd #68	CA	94536	2	2		1,072	\$32,800	\$889
Prior Sale	5/11/2013	Mobile/Manufactured Home	Hayward	29323 Sandburg	CA	94544	2	2		1344	\$33,500	\$701
Prior Sale	4/30/2013	Mobile/Manufactured Home	San Jose	2150 Almaden Rd #242	CA	95125	2	1	1975	880	\$34,000	\$734
Prior Sale	4/30/2013	Mobile/Manufactured Home	San Jose	195 Blossom Hill Rd #290	CA	95123	2	1	1969	700	\$34,900	\$742
Active	NA	Mobile/Manufactured Home	San Leandro	318 Santa Paula #318	CA	94579	2	2	1971	1,632	\$34,900	\$876
Active	NA	Mobile/Manufactured Home	Castro Valley	3913 CASTRO VALLEY Blvd #3	CA	94546	1	1			\$35,000	\$650
Prior Sale	4/19/2013	Mobile/Manufactured Home	Fremont	4141 Deep Creek Rd #74	CA	94555	2	2		1344	\$35,000	\$807
Prior Sale	1/11/2013	Mobile/Manufactured Home	Hayward	27927 Pueblo Spgs	CA	94545	2	2		1440	\$35,000	\$574
Prior Sale	1/18/2013	Mobile/Manufactured Home	Morgan Hill	575 SAN PEDRO Ave #48	CA	95037	2	1	1965	820	\$35,000	\$382
Prior Sale	3/29/2013	Mobile/Manufactured Home	San Jose	2151 Oakland Rd #167	CA	95131	2	2	1972	1440	\$35,000	\$1,269
Prior Sale	4/26/2013	Mobile/Manufactured Home	San Leandro	114 Santa Teresa	CA	94579	2	2		1,392	\$35,000	\$852
Prior Sale	5/31/2013	Mobile/Manufactured Home	Hayward	29354 Middleborough Way	CA	94544	2	2		1440	\$35,500	\$700
Pending	NA	Mobile/Manufactured Home	Union City	89 Palm Dr	CA	94587	2	1		800	\$35,900	\$620
Prior Sale	3/19/2013	Mobile/Manufactured Home	Redwood City	3015 E Bayshore Rd #160	CA	94063	2	1	1961	774	\$36,000	\$747
Prior Sale	6/14/2013	Mobile/Manufactured Home	Hayward	945 Northfield Dr	CA	94544	2	2		1866	\$36,000	\$755
Prior Sale	2/1/2013	Mobile/Manufactured Home	Morgan Hill	575 San Pedro #72	CA	95037	3	2	1972	1430	\$36,000	\$473
Prior Sale	12/24/2012	Mobile/Manufactured Home	San Jose	2151 Oakland Rd #597	CA	95131	4	2	1973	1,344	\$36,900	\$1,027
Prior Sale	1/8/2013	Mobile/Manufactured Home	Hayward	29105 Verdi Rd	CA	94544	2	2		1080	\$37,000	\$565
Prior Sale	1/17/2013	Mobile/Manufactured Home	San Jose	819 Spindrift Ave #819	CA	95135	3	2	1973	1536	\$37,000	\$819
Prior Sale	4/1/2013	Mobile/Manufactured Home	San Leandro	159 Santa Teresa	CA	94579	2	2		1,440	\$37,000	\$898
Prior Sale	1/4/2013	Mobile/Manufactured Home	Santa Cruz	1099 38th #107	CA	95062	2	1	1968	672	\$37,000	\$650
Prior Sale	3/11/2013	Mobile/Manufactured Home	Union City	279 Oahu Cir	CA	94587	2	2		1,344	\$37,000	\$626
Prior Sale	6/5/2013	Mobile/Manufactured Home	Pleasanton	3231 Vineyard Ave #71	CA	94566	2	2			\$37,500	\$1,064
Prior Sale	5/11/2013	Mobile/Manufactured Home	Hayward	456 Viebrock	CA	94544	2	2		1488	\$37,900	\$858
Active	NA	Mobile/Manufactured Home	San Leandro	190 Santa Teresa	CA	94579	2	2		1,440	\$37,900	\$828
Pending	NA	Mobile/Manufactured Home	Pleasanton	3231 Vineyard Ave #41	CA	94566	2	1		720	\$37,950	\$1,063

Active	NA	Mobile/Manufactured Home	San Jose	2150 Almaden Rd #50	CA	95125	1	1	1964	750	\$37,950	\$706		
Prior Sale	6/10/2013	Mobile/Manufactured Home	Hayward	1200 W Winton #36	CA	94545	2	2		880	\$38,000	\$434		
Prior Sale	5/6/2013	Mobile/Manufactured Home	Union City	62 Palm Dr	CA	94587	2	2		1,272	\$38,200	\$626		
Active	NA	Mobile/Manufactured Home	San Leandro	465 Santa Monica #465	CA	94579	2	2		1,344	\$38,500	\$884		
Prior Sale	4/1/2013	Mobile/Manufactured Home	Fremont	4141 Deep Crk #181	CA	94555	2	2		1344	\$39,000	\$918		
Prior Sale	3/28/2013	Mobile/Manufactured Home	Hayward	29365 Nantucket Way	CA	94544	2	2		1440	\$39,000	\$703		
Prior Sale	4/29/2013	Mobile/Manufactured Home	Union City	178 Kona Cir	CA	94587	2	2		1,100	\$39,000	\$626		
Active	NA	Mobile/Manufactured Home	Hayward	1150 W Winton #122	CA	94544	2	2		1,344	\$39,900	\$584		
Prior Sale	5/29/2013	Mobile/Manufactured Home	Fremont	4141 Deep Creek Rd #127	CA	94555	2	2			\$40,000	\$787		
Prior Sale	4/22/2013	Mobile/Manufactured Home	Fremont	4141 Deep Crk #183	CA	94555	2	2			\$40,000	\$815		
Prior Sale	4/15/2013	Mobile/Manufactured Home	Hayward	931 Fall Riv	CA	94544	2	2		1440	\$40,000	\$690		
Prior Sale	2/11/2013	Mobile/Manufactured Home	San Jose	2855 Senter Rd #142	CA	95111	3	2	1965	900	\$40,000	\$603		
Prior Sale	3/16/2013	Mobile/Manufactured Home	Soquel	4300 Soquel Dr #95	CA	95073	2	1	1962	611	\$40,000	\$328		
Prior Sale	1/25/2013	Mobile/Manufactured Home	Morgan Hill	575 E San Pedro Ave #34	CA	95037	2	1	1971	800	\$41,800	\$541		
Prior Sale	2/22/2013	Mobile/Manufactured Home	Pleasanton	3231 Vineyard Ave #101	CA	94566	2	2		1140	\$42,000	\$1,035		
Prior Sale	4/12/2013	Mobile/Manufactured Home	San Jose	510 Saddlebrook Dr #338	CA	95136	2	2	1968	1440	\$42,000	\$974		
Prior Sale	3/5/2013	Mobile/Manufactured Home	San Jose	2151 Oakland Rd #580	CA	95131	2	2	1974	1,080	\$42,000	\$862		
Prior Sale	2/15/2013	Mobile/Manufactured Home	Morgan Hill	275 Burnett Ave #30	CA	95037	2	1	1988	784	\$42,900	\$637		
Active	NA	Mobile/Manufactured Home	San Jose	2151 Oakland Rd #605	CA	95131	2	2	1972	768	\$42,900	\$1,044		
Pending	NA	Mobile/Manufactured Home	San Jose	552 Southbay Dr #552	CA	95134	2	2	1973	1,416	\$43,000	\$1,312		
Prior Sale	4/25/2013	Mobile/Manufactured Home	San Jose	1350 Oakland Rd #16	CA	95112	1	1	1982	576	\$43,000	\$549		
Prior Sale	4/11/2013	Mobile/Manufactured Home	San Jose	603 Hermitage #603	CA	95134	2	2	1976	1440	\$43,000	\$1,080		
Prior Sale	6/4/2013	Mobile/Manufactured Home	San Leandro	304 Santa Paula	CA	94579	2	2		1,440	\$43,000	\$835		
Prior Sale	3/8/2013	Mobile/Manufactured Home	Union City	29 Palm	CA	94587	2	2		1,440	\$43,000	\$626		
Prior Sale	3/27/2013	Mobile/Manufactured Home	Sunnyvale	1201 sycamore terrace #75	CA	94086	2	2.5		672	\$43,500	\$1,000		
Active	NA	Mobile/Manufactured Home	San Leandro	368 Santa Paula	CA	94579	2	2		1,440	\$43,500	\$884		
Prior Sale	4/11/2013	Mobile/Manufactured Home	Fremont	215 Manitoba Ter	CA	94538	2	2		960	\$44,000	\$1,063		
Prior Sale	2/28/2013	Mobile/Manufactured Home	Mountain View	191 E El Camino Real #260	CA	94040	3	1	1965	625	\$44,000	\$839		
Prior Sale	4/1/2013	Mobile/Manufactured Home	San Jose	510 SADDLEBROOK Dr #96	CA	95111	2	1	1968	720	\$44,000	\$666		
Pending	NA	Mobile/Manufactured Home	Hayward	986 Fall Riv #318	CA	94544	2	2		1,152	\$44,900	\$673		
Prior Sale	2/1/2013	Mobile/Manufactured Home	Sunnyvale	1050 Borregas Ave #183	CA	94089	2	2	1976	1,800	\$45,000	\$907		
Pending	NA	Mobile/Manufactured Home	Castro Valley	3998 CASTRO VALLEY Blvd #8	CA	94546	2	1		660	\$45,000	\$669		
Prior Sale	3/12/2013	Mobile/Manufactured Home	Hayward	28262 Applegate St	CA	94545	2	2		1040	\$45,000	\$650		
Prior Sale	3/18/2013	Mobile/Manufactured Home	Hayward	28393 Granada Cir	CA	94544	2	1.5		1600	\$45,000	\$593		
Prior Sale	5/1/2013	Mobile/Manufactured Home	Livermore	1264 VIA JOSE	CA	94551	2	2		1000	\$45,000	\$800		
Prior Sale	5/22/2013	Mobile/Manufactured Home	Pleasanton	Undisclosed	CA	94566	2	2		1248	\$45,000	\$1,063		
Prior Sale	2/4/2013	Mobile/Manufactured Home	San Jose	165 Blossom Hill Rd #261	CA	95123	2	2	1988	840	\$45,000	\$757		
Prior Sale	4/10/2013	Mobile/Manufactured Home	San Jose	3637 Snell Ave #150	CA	95136	2	2	1970	1,440	\$45,000	\$916		
Pending	NA	Mobile/Manufactured Home	Santa Cruz	560 30th #42	CA	95062	2	1	1960	440	\$45,000	\$329		
Prior Sale	2/14/2013	Mobile/Manufactured Home	Sunnyvale	1050, Borregas Ave #132	CA	94089	2	2	1976	1,100	\$45,000	\$756		
Prior Sale	5/29/2013	Mobile/Manufactured Home	Fremont	711 Old Canyon Rd #101	CA	94536	2	2		1440	\$46,000	\$815		
Prior Sale	1/14/2013	Mobile/Manufactured Home	Hayward	28899 Miranda	CA	94544	2	2		1272	\$47,000	\$625		
Prior Sale	3/22/2013	Mobile/Manufactured Home	Livermore	5165 Sunstream	CA	94550	2	2		1344	\$47,000	\$830		
Prior Sale	2/1/2013	Mobile/Manufactured Home	Redwood City	2053 E Bayshore Rd #98	CA	94063	2	2	1965	1150	\$47,000	\$799		
Prior Sale	6/10/2013	Mobile/Manufactured Home	San Jose	1500 Virginia Pl #106	CA	95116	2	2	1981	672	\$47,000	\$657		
Prior Sale	3/18/2013	Mobile/Manufactured Home	San Jose	730 Millstream Dr #730	CA	95125	3	2	1979	1,536	\$47,000	\$927		
Prior Sale	1/6/2013	Mobile/Manufactured Home	Fremont	711 OLD CANYON Rd #30	CA	94536	2	2		1440	\$48,000	\$889		
Prior Sale	1/28/2013	Mobile/Manufactured Home	Fremont	711 Old Canyon Rd #78	CA	94536	2	2		1440	\$48,000	\$868		
Prior Sale	5/29/2013	Mobile/Manufactured Home	Hayward	29324 Providence Way	CA	94544	2	2		1760	\$48,000	\$762		
Prior Sale	2/10/2013	Mobile/Manufactured Home	Hayward	28714 Miranda	CA	94544	2	2		1440	\$48,000	\$606		
Prior Sale	12/27/2012	Mobile/Manufactured Home	Hayward	1150 W Winton #128	CA	94544	2	2		1440	\$48,000	\$619		
Prior Sale	1/11/2013	Mobile/Manufactured Home	Pleasanton	3231 Vineyard Ave., #135	CA	94566	2	2		1344	\$48,000	\$1,034		
Prior Sale	6/13/2013	Mobile/Manufactured Home	San Jose	2825 Moss Hollow Dr #2825	CA	95121	2	2	1977	1300	\$48,500	\$796		
Pending	NA	Mobile/Manufactured Home	Morgan Hill	200 Burnett Ave #111	CA	95037	2	2	1973	1,120	\$49,000	\$574		
Prior Sale	1/25/2013	Mobile/Manufactured Home	San Jose	864 Villa Teresa #864	CA	95123	2	2	1980	1,830	\$49,000	\$869		
Active	NA	Mobile/Manufactured Home	Santa Cruz	170 West Cliff #62	CA	95060	0	1	2000	288	\$49,000	\$665		
Pending	NA	Mobile/Manufactured Home	Santa Cruz	560 30th Ave #60	CA	95062	2	1	1969	712	\$49,000	\$360		
Active	NA	Mobile/Manufactured Home	Fremont	711 Old Canyon Rd #73	CA	94536	2	2		1,344	\$49,800	\$1,019		
Pending	NA	Mobile/Manufactured Home	Fremont	4141 Deep Creek Rd #184	CA	94555	2	2		1,820	\$49,900	\$865		
Active	NA	Mobile/Manufactured Home	Morgan Hill	200 Burnett Ave #71	CA	95037	3	2	1976	1,344	\$49,900	\$622		
Prior Sale	2/4/2013	Mobile/Manufactured Home	San Jose	510 Saddlebrook Dr #85	CA	95136	2	2	1998	974	\$49,900	\$860		
Prior Sale	4/17/2013	Mobile/Manufactured Home	San Jose	3300 NARVAEZ #29	CA	95136	2	2	1969	880	\$49,900	\$521		
Pending	NA	Mobile/Manufactured Home	Union City	167 Kona Cir	CA	94587	2	2		1,440	\$49,900	\$626		
Active	NA	Mobile/Manufactured Home	Hayward	1150 W Winton Ave #537	CA	94545	2	2		880	\$49,950	\$600		
Pending	NA	Mobile/Manufactured Home	Hayward	29493 Middleborough	CA	94544	2	2		1,248	\$49,950	\$690		
Pending	NA	Mobile/Manufactured Home	Hayward	1561 Balein	CA	94544	2	2		1,730	\$49,950	\$730		
Active	NA	Mobile/Manufactured Home	San Leandro	467 Santa Monica #467	CA	94579	2	2	1972	1,368	\$49,950	\$1,124		
Prior Sale	3/15/2013	Mobile/Manufactured Home	Fremont	260 Manitoba Grn	CA	94538	3	2		1440	\$50,000	\$773		
Prior Sale	5/15/2013	Mobile/Manufactured Home	Hayward	1150 W winton Ave #226	CA	94545	2	2		1120	\$50,000	\$610		
Prior Sale	3/25/2013	Mobile/Manufactured Home	Hayward	1200 W Winton Ave #96	CA	94545	2	1		800	\$50,000	\$435		
Prior Sale	1/16/2013	Mobile/Manufactured Home	Hayward	29358 Sandburg Way	CA	94544	2	2		1512	\$50,000	\$702		
Prior Sale	2/9/2013	Mobile/Manufactured Home	Livermore	5259 Sundance Rd #20	CA	94550	3	2			\$50,000	\$805		
Prior Sale	3/15/2013	Mobile/Manufactured Home	Pleasanton	3263 Vineyard Ave #74	CA	94566	2	2		1536	\$50,000	\$935		
Prior Sale	5/24/2013	Mobile/Manufactured Home	San Jose	197 El Bosque #197	CA	95134	2	1	1975	1024	\$50,000	\$781		
Prior Sale	2/5/2013	Mobile/Manufactured Home	San Jose	411 Lewis Rd #309	CA	95111	3	2	1991	980	\$50,000	\$802		
Prior Sale	2/22/2013	Mobile/Manufactured Home	Soquel	100 Rodeo Gulch #170	CA	95073	2	1	1975	792	\$50,000	\$429		
Prior Sale	5/1/2013	Mobile/Manufactured Home	Soquel	999 Old San Jose Rd #11	CA	95073	1	1	1964	470	\$50,000	\$384		
Prior Sale	5/20/2013	Mobile/Manufactured Home	Soquel	4300 Soquel Dr #71	CA	95073	2	1	1953	690	\$50,000	\$325		
Prior Sale	12/28/2012	Mobile/Manufactured Home	Sunnyvale	1220 Tasman Dr #401	CA	94089	2	2	1969	1,080	\$50,000	\$730		
Prior Sale	1/2/2013	Mobile/Manufactured Home	Union City	81 Palm	CA	94587	2	1.5		1,440	\$50,000	\$626		
										AVERAGE	1973	1,098	\$35,761	\$775

Appendix 44

BUENA VISTA RELOCATION OPTIONS - FOR SALE CONDOS CURRENTLY AVAILABLE WITHIN 35 MILES

HOME TYPE	CITY	ADDRESS	STATE	ZIP	BEDS	BATHS	YEAR BUILT	SQFT	LIST PRICE
Condo/Coop	San Leandro	14101 E 14TH St #115	CA	94578	1	1	1986	642	\$99,950
Condo/Coop	Oakland	2868 38TH Ave #2	CA	94619	1	1	1981	737	\$100,000
Condo/Coop	San Francisco	250 King St #1406	CA	94107	1	1	2004	982	\$104,077
Condo/Coop	Walnut Creek	1860 TICE CREEK Dr #1442	CA	94595	1	1	1990	601	\$105,000
Condo/Coop	Walnut Creek	1860 TICE CREEK Dr #1434	CA	94595	1	1	1990	601	\$107,000
Condo/Coop	Hayward	1234 Stanhope #166	CA	94545	2	2	1989	1007	\$145,000
Condo/Coop	Walnut Creek	1902 SKYCREST Dr #3	CA	94595	1	1	1969	745	\$145,000
Condo/Coop	Oakland	2933 McClure St #5	CA	94609	1	1	2005		\$148,500
Condo/Coop	Hayward	945 FLETCHER Ln Unit D325	CA	94544	1	1	1986	740	\$149,000
Condo/Coop	Oakland	7610 Mountain Blvd #6	CA	94605	1	1	1974	557	\$149,000
Condo/Coop	Oakland	2061 64th Ave	CA	94621	2	1.5	1985	1182	\$149,000
Condo/Coop	Rossmoor	3341 Tice Creek Dr #5	CA	94595	2	1	1969	1054	\$175,000
Condo/Coop	Walnut Creek	1940 Skycrest Dr #4	CA	94595	2	1	1970	1054	\$175,000
Condo/Coop	Walnut Creek	1400 CANYONWOOD Ct #6	CA	94595	2	1	1967	1054	\$177,800
Condo/Coop	Oakland	1501 37TH Ave Unit B-10	CA	94601	1	2	1927	556	\$180,000
Condo/Coop	San Ramon	Undisclosed	CA	94583	1	1	1963	612	\$183,000
Condo/Coop	Emeryville	9 COMMODORE Dr #307	CA	94608	0	1	1972	470	\$188,000
Condo/Coop	Oakland	1543 23RD Ave	CA	94606	3	2	1990	896	\$188,888
Condo/Coop	Oakland	325 LENOX Ave #404	CA	94610	1	1	1973	665	\$189,000
Condo/Coop	San Jose	247 N CAPITOL Ave #260	CA	95127	1	1	1977	777	\$189,900
Condo/Coop	San Jose	89 CASTLEBRIDGE Dr	CA	95116	1	1	1983	560	\$192,000
Condo/Coop	Hayward	681 Royston Ln #330	CA	94544	1	1	1988	643	\$195,000
Condo/Coop	San Leandro	1430 167TH Ave	CA	94578	3	1	1955	1024	\$195,000
Condo/Coop	Hayward	22813 Paseo Pl	CA	94541	1	2	2004		\$198,000
Condo/Coop	Berkeley	1644 SAN PABLO Ave #1	CA	94702	1	1	1944	643	\$199,000
Condo/Coop	Oakland	348 HADDON Rd #1	CA	94606	1	1	1913		\$199,000
Condo/Coop	San Mateo	324 CATALPA St #306	CA	94401	0	1	1983	390	\$199,000
Condo/Coop	San Bruno	6250 SHELTER CREEK Ln	CA	94066	0	1	1972	490	\$200,000
Condo/Coop	San Jose	25 MONTE VERANO Ct	CA	95116	1	1	1988	597	\$200,000
AVERAGE							1976	742	\$166,383

Appendix 45

ANDERSON TRUCKING

P.O. Box 462
Livermore, CA 94551
andtruck7@yahoo.com
Phone: 209-620-3207 Fax: 209-836-8878

To: Brenda Fax: (408)355-7094

From: Dustin Anderson

Thank you for calling us regarding the move of the mobile homes in Palo Alto.

Here are the rough estimates for the moves for the doubles and singles from the park to the dumps. Also included are the rough estimates for the moves of the doubles and singles from the park to another location within a 35 mile radius. All units moved into another park are required to be brought up to today's HCD standards for foundations, etc.

Again these are rough estimates and we would need to come look at each unit to give a more precise estimate.

Park to Park Move	Park to Dumps Move
Single \$4870	Single \$3280
Double \$8260	Double \$6300

Moves to a new park include: teardown, transportation, set up, seismic tie-downs, removal of skirting, and rental of axels and tires. On the doubles, it also includes the plastic that is needed for the open sides of the building.

Moves to the dumps include: teardown, transportation, dump fees, and rental of axels and tires. On doubles, it also includes the plastic that is needed for the open sides of the buildings.

*Doubles are for sizing up to 24x60. *Singles are for sizing up to 12x60.

*With God all things are possible . . .
Mt. 19:26*

Appendix 46



CITY OF
**PALO
ALTO**

OFFICE OF THE CITY ATTORNEY

250 Hamilton Avenue, 8th Floor
Palo Alto, CA 94301
650.329.2171

July 3, 2013

Via E-Mail: Margaret.Nanda@Infogain.Com
and Delivery Via U.S. Postal Service

Margaret Ecker Nanda
485 Alberto Way, Suite 100
Los Gatos, CA 95032

Re: Your letter, dated June 13, 2013

Dear Margaret:

Thank you for your letter, dated June 13, 2013, in which you requested that a meeting between the City and the Buena Vista Mobilehome Park's representatives be scheduled to permit the Park owner (the "Owner") to (a) present its proposed data collection methodologies for the purpose of eliciting the City's assessment and/or expectations of those information-gathering techniques, and (b) discuss a revised timetable for re-submission of the revised resident impact report and accompanying materials.

The City presently does not believe a meeting between the parties is necessary or advisable in order to permit the Owner to share its thoughts about those methodologies with the City. While such an exchange might produce helpful guidance to the Owner, the City does not wish to comment on or sanction any specific data collection method(s). Ordinance number 4696 does not address data collection methods, only the results to be obtained by a conversion application, thus, the manner of collection of additional relevant information is left to the Owner acting in its sole discretion.

The City also does not wish to speculate on what amount(s) of additional information short of all necessary information might or would be sufficient in order for the City to determine the conversion application is complete, so that a hearing on the application can be scheduled. And the City does not wish to entertain any proposed timetable for re-submission of the resident impact report; any such timetable would be wholly dependent on the completeness of the additional information the Owner submits to the City in the future.

Consistent with the Ordinance's requirements, the City's letter, dated June 6, 2013, endeavored to provide a relatively detailed analysis and assessment of what the City believes are gaps in information needed to be addressed by the Owner before the City can determine the completeness of the conversion application. The Owner has the complete discretion to rely

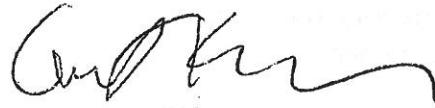
CITY OF PALO ALTO

Margaret Nanda
July 3, 2013
Page 2 of 2

(or not rely) on that analysis and assessment in submitting any additional information that would complete the conversion application.

The City continues to look forward to working with the Owner on completing its conversion application in accordance with the requirements of the Palo Alto Municipal Code.

Sincerely,



GRANT KOLLING
Senior Asst. City Attorney

GK:dm

Copy: James Keene, City Manager
Aaron Akin, Assistant Director, Planning & Community Environment
Molly Stump, City Attorney