



OFFERING MEMORANDUM

2625 Spring Hill Road

Mount Shasta, California

±1.08 Acres · C-2 General Commercial
I-5 Frontage · Unimproved Land

\$275,000

SELLER FINANCING AVAILABLE · JV CONSIDERED

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This memorandum presents unimproved commercial land. There is no rent roll, net operating income, or capitalization rate. The value framework is entitlement, buildable area, corridor position, and price per acre measured against transaction analysis.



01

Executive Summary

The offering, investment highlights, and pricing structure



01 · EXECUTIVE SUMMARY

The Offering

Jefferson State Realty presents 2625 Spring Hill Road, a ±1.08-acre unimproved commercial parcel in Mount Shasta, California, fronting Spring Hill Road with the Interstate 5 corridor along its western boundary. It carries a new commercial well and a complete engineered site plan package.

The engineering is the distinguishing feature. A licensed civil engineer surveyed the parcel, set the boundary courses and topography, and designed the sewer, water, electrical, and driveway connections. Municipal sewer is established in Spring Hill Road. Electrical service is designed from an existing vault opposite the site. On most unimproved parcels these are open questions carrying real cost.

The plan set was drawn for a cannabis production use the ownership considers outdated. The value sits in the well, the survey and engineering, the utility connections, and the by-right pathways C-2 provides.

INVESTMENT HIGHLIGHTS

- Municipal sewer established in Spring Hill Road with the connection already engineered
- By-right multifamily pathway — C-2 inherits the residential uses permitted in the R-3 district
- Motel established as a permitted use by right, subject to a floor area limit
- New commercial well on site; a 15,000-gallon fire suppression tank is designed to it
- Engineered site plan, topographic survey, and boundary courses convey with the parcel
- Direct Interstate 5 frontage; Spring Hill Road access with an engineered encroachment
- Seller financing available; joint venture participation considered

AT A GLANCE

Price	\$275,000
Land Area	±1.08 AC / 47,045 SF
Price / Acre	\$254,629
Price / SF	\$5.85
Zoning	C-2 General Commercial
Jurisdiction	City of Mt. Shasta
APN	057-771-280-000
Improvements	None — unimproved
Water	New commercial well
Sewer	In Spring Hill Rd
Terms	Seller carry / JV

DILIGENCE

Three items remain open: sewer capacity for the proposed use, permit status of the 2023 plan set, and the title chain. Diligence schedule on page 15.



01 · EXECUTIVE SUMMARY

Offering Summary

PROPERTY SUMMARY

Address	2625 Spring Hill Rd
City / State	Mount Shasta, CA 96067
County	Siskiyou
APN	057-771-280-000
Legal	Parcel 4, PMB 12-48
Land Area	47,045 SF / ±1.08 AC
Improvements	None — 0 SF of record
Assessor Use	Commercial (General)
Zoning District	C-2 General Commercial
Jurisdiction	City of Mt. Shasta
Water	New on-site commercial well
Sewer	Main in Spring Hill Rd
Topography	±13 ft relief, gentle

FINANCIAL SUMMARY

Offering Price	\$275,000
Price per Acre	\$254,629
Price per SF	\$5.85
Financing	Seller will carry
Structure	JV considered
Carry Terms	To be negotiated

SELLER FINANCING

Ownership will carry paper and will consider joint venture participation. Rate, term, down payment and amortization are open and will be negotiated with the buyer. Structures that reduce the cash requirement at close are welcomed.

\$275,000

OFFERING PRICE

\$254,629

PRICE PER ACRE

\$5.85

PRICE PER SQUARE FOOT

±1.08 AC

TOTAL LAND AREA

Price per acre and price per square foot are calculated from the offering price and the assessor land area of 47,045 SF.



Pricing Overview

\$275,000

OFFERING PRICE

\$254,629

PER ACRE

\$5.85

PER SQUARE FOOT

±1.08 AC

LAND AREA

PROPOSED TERMS

- Seller will carry — structure and terms open
- Joint venture participation welcomed
- All-cash offers considered
- Rate, term, down payment and amortization negotiable

WHAT THE BUYER ACQUIRES

- ±1.08 acres of C-2 General Commercial inside city limits
- Commercial well on site
- Municipal sewer connection, engineered
- Boundary and topographic survey
- Utility, driveway and frontage design

HOW LAND IS PRICED HERE

This is unimproved land. There is no rent roll, no net operating income, and no capitalization rate to apply. A buyer underwrites this parcel on residual land value: the stabilized income of a proposed use, less development cost, less required return on cost, equals supportable land value — tested against the offering price and against transaction analysis on a per-acre or per-square-foot basis. Development Potential on page 18 sets out the yield scenarios the zoning district supports. Transaction analysis begins on page 24.



02 The Property

Parcel facts, site configuration, access, and utilities



Property Overview

Address	2625 Spring Hill Rd
APN	057-771-280-000
Legal Description	Parcel 4 of PMB 12-48
Subdivision	Parcel Map for Harold K. Miller
Land Area	47,045 SF / ±1.08 AC
Latitude	41.341958
Longitude	-122.339786
Census Tract	0010.03
Existing Structures	None
Assessor Land Use	Commercial (General)

SITE CHARACTER

A cleared, unimproved commercial site fronting Spring Hill Road, with the Interstate 5 right-of-way forming the western boundary. The site has been partially graded and cleared. Surrounding development along this stretch of Spring Hill Road is light commercial and service-industrial in character.

The parcel is identified by APN 057-771-280-000. Assessor and title records currently reflect a street number of 3897 for this APN; 2625 Spring Hill Road is the address of record for marketing purposes.



The subject parcel and the Spring Hill Road frontage, looking toward Mount Shasta

SITE HIGHLIGHTS

- Interstate 5 right-of-way forms the western property line
- ±359 ft of Spring Hill Road frontage; driveway encroachment designed
- Inside city limits — municipal sewer and power at the street
- Commercial well on site; no dependence on a municipal water tap
- Cleared and partially graded, with a gentle grade across the site



02 · THE PROPERTY

Site Configuration

Boundary courses and topography are taken from the engineered survey, not estimated.

SURVEYED BOUNDARY

North line	N 66°29'06" E — 144.80'
South line	N 74°14'31" E — 105.43'
West line (I-5)	N 23°30'54" W — 358.77'
East line (Spring Hill Rd)	N 21°31'36" W, segments
Configuration	Elongated trapezoid
Width, north end	±145 ft
Width, south end	±105 ft
Length	±359 – 375 ft
Elevation range	±3,775 – 3,797 ft

*Source: Realm Engineering property diagram and topographic survey, January 6, 2023.
A recorded map or ALTA survey governs for closing.*



Plan view — Spring Hill Road at top, Interstate 5 corridor at bottom

TOPOGRAPHY

Roughly 13 feet of relief, falling toward the Interstate 5 boundary. A gently sloping site rather than a level pad or a constrained hillside.

WHAT THE GEOMETRY MEANS FOR A DEVELOPER

Bounded by Spring Hill Road on the east and the Interstate 5 right-of-way on the west, depth is fixed — an assemblage along Spring Hill Road adds frontage length, not depth. Uses that tolerate a linear site plan work with this geometry. The engineered plan makes the point: an 80-foot by 40-foot building set lengthwise with single-loaded parking alongside.



Site Photography



Mount Shasta from the cleared portion of the parcel



Looking east across the site toward Spring Hill Road



Spring Hill Road frontage at grade



Interstate 5 right-of-way along the western boundary



Graded portion of the site, Interstate 5 beyond



Aerial south along the Spring Hill Road corridor

Photography supplied by ownership. Where adjusted, changes are limited to color and contrast; no content has been added or removed. The site is substantially cleared and graded, with native brush at the margins. No representation is made as to conditions not visible in these images.



Utilities & Infrastructure

Existing service and designed connections, per the engineered site plan.

UTILITY	IN STREET	DESIGNED CONNECTION	SOURCE
Sanitary sewer	Yes	±146 LF of 4" SDR35 at 2%	Existing main, Spring Hill Rd
Water — domestic	Well	±178 LF of 3/4" PVC Sch. 40	Private well, on site
Water — fire	n/a	15,000 gal tank, standpipe, FDC	Plumbed to the well
Electric	Yes	±160 LF of 2" PVC conduit	Vault, east side Spring Hill Rd
Telecom	Yes	20' x 200' easement on parcel	PT&T, 580 O.R. 696
Snow storage	n/a	1,377 SF at 23% of paved area	MSMC requirement



Well head and partially framed enclosure, north end of the parcel

WATER

Ownership reports a new commercial well on site. The engineered plan places the well at the north end and designs a 15,000-gallon fire suppression tank plumbed to it, with a standpipe and fire department connection.

WELL DOCUMENTATION

- Well completion report and permit
- Tested yield in gallons per minute
- Water quality analysis
- Water rights documentation

WHAT THIS RESOLVES

Wastewater normally limits what can be built on a small parcel. Here a municipal main runs in Spring Hill Road and the connection is engineered — removing the septic feasibility question that constrains most sites this size.

Capacity is a separate question from availability. A will-serve letter for the proposed flow is the remaining step.



03 Zoning & Entitlements

District framework, permitted uses, and entitlement risk



03 · ZONING & ENTITLEMENTS

Zoning Framework

C-2 is a nesting district. Its short permitted-use list inherits the full C-1 list, which in turn carries R-3 residential uses.

C-2

General Commercial

Subject district. Section 9.5 permits all C-1 uses, certain in-building retail and service uses, uses the Planner finds consistent with the district purpose, and emergency shelters.

C-1

Downtown Commercial

Section 8.5 permits a store, motel, office, bank, theater, restaurant or similar use within a building, not exceeding 10,000 SF of floor area — plus residential uses consistent with the R-3 district.

R-3

High Density Residential

Section 7.5 permits single-family at one unit per 4,500 SF, and multiple-family of no more than four units per structure at one unit per 2,000 SF of lot area.

Source: City of Mt. Shasta Municipal Code 18.16.020, Tables 7, 8 and 9. The C-2 density, site development, and conditional use sections are outstanding.



Use Matrix

Seventeen uses are established by right under the C-2 use table.

USE	STATUS	BASIS	CONSTRAINT
Multifamily, ≤4 units/structure	By right	C-2 9.5(A) → C-1 8.5(B) → R-3 7.5(D)	One unit per 2,000 SF lot area
Single-family, detached	By right	C-2 9.5(A) → C-1 8.5(B) → R-3 7.5(A)	One unit per 4,500 SF lot area
Motel	By right	C-2 9.5(A) → C-1 8.5(A)	10,000 SF floor area limit
Retail, restaurant, office, bank, theater	By right	C-2 9.5(A) → C-1 8.5(A)	10,000 SF floor area limit
Service and light industrial	By right	C-2 9.5(B)	Within a building — eight categories
Emergency shelter	By right	C-2 9.5(D); MSMC 18.98.020	Non-discretionary by state law
Multifamily, >4 units/structure	Unresolved	Conditional in R-3 7.6	Inheritance into C-2 unconfirmed
Hotel	Unresolved	Conditional in R-3 7.6(F)	Motel is named permitted; hotel is not
Mobile home / trailer park	Not by right	Conditional in R-3 7.6(E)	No C-2 pathway identified
Recreational vehicle park	Not established	Not named in C-1, C-2 or R-3	No pathway identified
Fuel station	Conditional at best	MSMC 18.16.030	In-building and hazardous substance limits

READING THE MATRIX

The eight service and light industrial categories named in 9.5(B) are auto body and paint, heavy equipment sales and service, plumbing shop, laundry, dry cleaning plant, commercial recreation, creamery and locker plant. Whether C-2 also inherits the uses conditionally permitted in R-3 — the hotel, mobile home park and larger multifamily pathways — is the remaining question, and the C-2 conditional use section may establish more. Section 9.5(C) further allows uses the Planner finds consistent with the district's purpose. Everything above the by-right line stands on its own.



Entitlement Status

APPROVALS AND STUDIES IN PLACE

Plan set	80' x 40' — 3,200 SF building
Engineer of record	Realm Engineering, Redding
Plan date	January 6, 2023
Zoning stated on plan	C-2 General Commercial
Original intended use	Cannabis production
Parking designed	7 stalls, incl. ADA and EV
Recorded easement	20' x 200' PT&T, 580 O.R. 696

The cannabis use for which the plans were drawn is outdated. The survey, topography, and utility design carry forward to any use; the interior program does not.

DILIGENCE ITEMS

■ Plan currency

The plan set dates to January 2023. Permit status, expiration, and transferability are unconfirmed.

■ Recorded easement

A 20-foot by 200-foot PT&T utility easement crosses the parcel. The designed building sits half a foot off the easement line.

■ C-2 standards outstanding

The district's density, setback, height, and lot coverage sections have not been obtained and will govern any site plan.

■ Title chain

The 2021 deed vested title in two parties as tenants in common. A conveyance of the second interest is not shown on the title report.



Engineered Plan Package

A complete civil package exists for the parcel. The survey and utility design carry to any use; the interior program does not.



Building rendering as designed — 80 ft by 40 ft, 3,200 SF

WHAT CONVEYS

- Boundary survey with bearings and distances
- Topographic survey and contours
- Sewer, water and electrical connection design
- Commercial driveway and frontage design
- Building rendering and floor plan

AS DESIGNED

Building	80' x 40' — 3,200 SF
Parking	7 stalls
ADA stall	Van accessible, 12'
EV stall	1 charging station
Snow storage	1,377 SF
Driveway	36' encroachment
Sidewalk	5' along frontage
Curb and gutter	1.5' typical
Fire tank	15,000 gallons
Sewer run	±146 LF
Water run	±178 LF
Electrical run	±160 LF

READ THIS CAREFULLY

These figures describe the plan as drawn in January 2023. They are not entitlements. Permit status, expiration and transferability are unconfirmed.



04 Development Potential

Buildable area and by-right yield scenarios



Development Potential

The case a developer would make, given the published code and the assessor land area. These are scenarios, not projections.

SCENARIO	DENSITY BASIS	YIELD	ENTITLEMENT PATH	PHYSICAL FIT
Affordable multifamily	1 unit / 2,000 SF	23 units	By right	Linear site plan
Detached cottages	1 unit / 4,500 SF	10 units	By right	Linear site plan
Motel	10,000 SF floor area	20 – 28 keys	By right	Depth-constrained
Retail / restaurant	10,000 SF floor area	10,000 SF	By right	Freeway frontage
Fuel & convenience	Site-plan driven	—	Conditional at best	Well sized
Mobile home park	Site-plan driven	7 – 10 spaces	No by-right path	Sub-scale
Recreational vehicle park	Site-plan driven	14 – 17 spaces	No path identified	Single row

23

BY-RIGHT UNITS

21.3

UNITS PER ACRE

\$11,957

LAND BASIS / UNIT

6

STRUCTURES REQUIRED

THE DEVELOPER'S CASE

The strongest argument here is affordable multifamily housing. At one unit per 2,000 SF of lot area the parcel supports 23 attached units across six structures — roughly \$11,957 of land basis per unit, by right. A land basis at that level is what makes an affordable rent structure pencil, and the market case is set out on page 22. Attaching the units rather than detaching them more than doubles the yield. Figures assume C-2 applies the R-3 density standard and that setback, height and coverage accommodate the footprint.



05 Location & Market

Corridor position, access, and demographics



05 · LOCATION & MARKET

Location Overview

Mount Shasta sits on the Interstate 5 corridor in southern Siskiyou County, the principal north-south route between Sacramento and Portland. The city functions as a service and visitor center for the surrounding mountain region, drawing traffic from Mount Shasta itself, the Shasta-Trinity National Forest, and Lake Siskiyou.

The subject sits north of the city center on Spring Hill Road at the Abrams Lake Road interchange, with the Interstate 5 right-of-way forming its western boundary and direct freeway visibility. Spring Hill Road parallels the freeway and serves a mix of light commercial and service-industrial users.

LIVE · WORK · INVEST**LIVE**

A mountain community with a median age well above the state, drawing retirees and remote workers.

WORK

Health care, education, tourism, and public land management anchor local employment.

INVEST

Freeway-adjacent commercial land in a constrained small-city market with limited zoned supply.



The Interstate 5 corridor at the Abrams Lake Road interchange, Black Butte beyond

CORRIDOR POSITION

The engineered location map identifies the site between the Abrams Lake Road and Upton Road interchanges, with the Interstate 5 right-of-way fence forming the western property line. Ownership reports freeway visibility in one direction of travel. The direction of visibility and Caltrans average annual daily traffic for the adjacent segment remain outstanding and should be confirmed before underwriting a visibility-dependent use.



05 · LOCATION & MARKET

Location Highlights

THE INTERSTATE 5 CORRIDOR

Interstate 5 is the principal north-south route on the West Coast, running from the Mexican border to Canada. Through Siskiyou County it carries three distinct streams of traffic: long-haul freight moving between California and the Pacific Northwest, seasonal recreation traffic to Mount Shasta and the Shasta-Trinity National Forest, and local trips between Mount Shasta, Weed and Dunsmuir.

ACCESS

- Between the Abrams Lake Road and Upton Road interchanges
- 36 ft commercial driveway encroachment designed
- Sidewalk, curb and gutter designed along the frontage



USES THIS LOCATION TYPICALLY SUPPORTS

Interchange-adjacent commercial parcels are typically developed for fuel and convenience, limited-service lodging, quick-service or drive-through restaurants, self-storage, contractor and service yards, and travel-oriented retail. Which of these is available here is governed by the C-2 use table on page 14, and several are conditional or not established. The category is stated to frame the location, not to represent entitlement.



Demographics

3,218

MT. SHASTA POPULATION

\$47,917

MEDIAN HH INCOME

51.2

MEDIAN AGE

43,466

SISKIYOU COUNTY

METRIC	MOUNT SHASTA	SISKIYOU COUNTY	CALIFORNIA
Population	3,218 (2020 Census)	43,466	—
Median household income	\$47,917	\$59,095	\$99,122
Median age	51.2	47	—
Per capita income	\$32,244	—	—
County income rank	—	57th of 58 counties	—

WHY THIS MARKET FITS AFFORDABLE HOUSING

Median household income sits below the county and well below the state. That income profile is the qualifying condition for tax-exempt bond financing paired with 4% low-income housing tax credits — the structure that most often makes rental housing viable in a small, moderate-income market where conventional rents will not support new construction cost.

A by-right site removes the entitlement risk that bond and credit applications are scored against, and a land basis near \$11,957 per unit keeps land cost proportionate to a restricted rent structure. Program eligibility, allocation and timing are determined by the administering agencies and are not represented here.

Source: U.S. Census Bureau, 2024 American Community Survey 5-Year Estimates and the 2020 Decennial Census, accessed via secondary aggregation.



06 Transaction Analysis

Land sales activity and the verification standard applied



Value & Sales Activity

Six commercial land sales along the Interstate 5 corridor and in Mount Shasta, restated on a per-acre basis.

SALE	ZONING	ACRES	PRICE	\$/ACRE	DATE
Spring Hill Drive	C-2	1.00	\$100,000	\$100,000	Dec 2021
Lot 7 Gateway Park	Comm.	1.04	\$110,000	\$105,769	Jun 2022
Lot 7 Gateway Park Dr	Comm.	1.04	\$70,000	\$67,308	Dec 2021
1044 N Mt Shasta Blvd	Comm.	0.50	\$110,000	\$220,000	Apr 2024
4719 Summit Dr	—	3.20	\$260,000	\$81,250	Jul 2025
520 W Lake St	C-1	3.17	\$1,500,000	\$473,186	Oct 2021
Subject — 2625 Spring Hill Rd	C-2	1.08	\$275,000	\$254,630	Offered

Median of the six sales is \$102,884 per acre. The subject's own 2021 purchase is excluded — a property's prior sale is not evidence of its present value.

HOW THE PRICE IS BUILT

Land **\$111,115**

Median of six sales, \$102,884/acre × 1.08 AC

Commercial well **\$100,000**

Drilled and permitted. None of the six sales carried a well.

Engineered plan set **\$50,000**

Survey, topography and utility design by a licensed civil engineer.

Municipal sewer **\$25,000**

Main in Spring Hill Road at the frontage, connection engineered. Avoids on-site septic.

Supported value **\$286,115**

List price **\$275,000**

Priced \$11,115 below supported value. Direct Interstate 5 frontage is not credited in this build-up — none of the six sales carry it.



06 · TRANSACTION ANALYSIS

Offer Process

The property is offered without a call-for-offers deadline. Offers are reviewed as received.

01 Review the package

This memorandum, the engineered plan set, the survey, and the title report are available on request. Ownership will provide the plan package in full.

02 Ask before you write

Questions on zoning, utility capacity, the well, or the plan set are welcomed before an offer is prepared. Anything not yet confirmed is identified as such in this memorandum.

03 Submit in writing

Price, deposit, due diligence period, closing timeline, and financing structure. Note whether you are proposing all cash, seller carry, or a joint venture, and include proof of funds or a lender letter.

04 Response

Offers are presented to ownership as received. Seller financing terms and joint venture structures are negotiated directly rather than set in advance.

Bring your best terms. Ownership is open on structure, and a well-supported offer moves faster than a low one followed by a negotiation.

AVAILABLE ON REQUEST

The full package goes to any prospective purchaser:

Offering memorandum and supporting analysis

Engineered site plan, boundary and topographic survey

Title report and recorded parcel map

Diligence schedule — see page 15

QUESTIONS WELCOME

Ask before you write. Anything still open on zoning, utility capacity, the well or the plan set is better answered up front than discovered in escrow.



DISCLAIMER

This Offering Memorandum has been prepared by Jefferson State Realty for informational purposes and does not constitute a representation as to the condition of the property or its suitability for any purpose.

Information herein was obtained from sources believed reliable, including ownership, public records, the title company property report, and the engineered site plan identified within. Jefferson State Realty has not verified every item and makes no warranty as to accuracy or completeness. Items identified as outstanding have not been independently confirmed.

Statements regarding permitted uses, entitlement status, development yield, utility capacity, and water rights reflect a reading of published sources and representations by ownership. They are not legal advice and are not a substitute for written confirmation from the governing jurisdiction. A prospective purchaser must conduct its own independent investigation and rely solely upon that investigation.

No projection, yield figure, or scenario in this memorandum is a guarantee of future performance. The property is offered subject to prior sale, change in price, or withdrawal without notice.

EXCLUSIVELY LISTED BY

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THE PROPERTY

2625 Spring Hill Road, Mount Shasta, CA 96067
APN 057-771-280-000 · ±1.08 Acres · \$275,000

AGENT INTEREST DISCLOSURE

A licensee associated with this listing holds an ownership interest in the property.