

Kenai Peninsula Borough

Planning Department – Land Management Division

MEMORANDUM

TO: Brent Hibbert, Assembly President
Members of the Kenai Peninsula Borough Assembly

THRU: Charlie Pierce, Mayor
Melanie Aeschliman, Planning Director

FROM: Marcus Mueller, Land Management Officer
Aaron Hughes, Land Management Agent

DATE: August 17, 2021

RE: Report on 2021 Kenai Peninsula Borough Land Sale

On Saturday August 14th, the Kenai Peninsula Borough held its 2021 Land Sale by public auction. The Land Management Division worked with Alaska Premier Auction & Appraisal to host an event at the Soldotna High School auditorium, simulcast online.

Sale Offering:

19 parcels of land were offered on the sale, with minimum bids totaling \$1,533,200.00.

Summary Sale Results:

16 parcels were sold on auction, with sale amounts totaling \$3,225,000.00

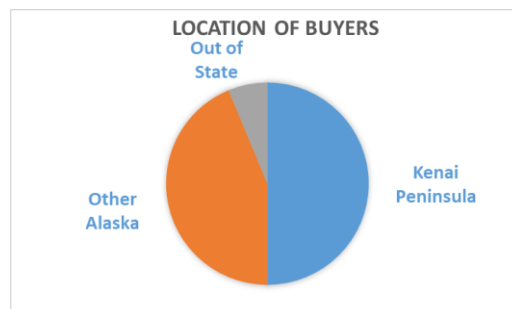
Registered Bidders:

76 Bidders registered for the auction. 32 were in-person, 44 on-line.

In-person bidders generated 81% of the total sales, online bidders contributed \$617,000 of total sales prices.

Demographics:

96% of parcels were sold to in-state buyers, 50% were sold to buyers from the Kenai Peninsula, 4% were out-of-state.



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Auctioneering Services Cost:

Alaska Premier Auction & Appraisal provided services including marketing, bidder registration, live auctioneering, and online simulcasting for the amount of \$21,000.

Over-the-Counter Offering:

3 parcels will be offered over-the-counter on November 15th, those parcels are located in Soldotna & Sterling. A brochure will be posted on the Land Management webpage.

Land Management Recap:

The 2021 Kenai Peninsula Borough Land Sale was a great success. The auction format was open and fair, and yielded the best value to the people of the borough for the public land assets that were sold. The bid prices received are reflective of current strong land market conditions, and of a professionally assembled land offering. Alaska Premier Auction & Appraisal were very professional, easy to work with, clear in their delivery, and had an approach that was effective in meeting the goals for 2021 KPB Land Sale. Comments we heard from land sale participants were overall very positive.

The benefits of professional land management can be found throughout the sale preparation and delivery process. Most sale parcels are years in the making, particularly to offer a good parcel of land where the conditions of title, survey, resource assessments, sale preparation, mapping, and required public processes are in good order. The 2021 Kenai Peninsula Borough Land Sale was the product of a high functioning professional borough team. This year, land sales were led by Aaron Hughes with the assistance of Avery Harrison, Celina Robinson (GIS), Julie Denison, and our legal and finance departments. This year all land sales will be closed through Stewart Title Company of the Kenai Peninsula.

Land Sale revenues will be deposited into the Kenai Peninsula Borough's Land Trust Investment fund. As reported to the Finance Committee by the fund manager, Alaska Permanent Capital, on July 6, 2021 the Land Trust Investment Fund was \$7,746,803 at the end of the second quarter. Annualized account returns had been 11.91% since inception, yielding \$1,521,576 in investment earnings. The deposits from the 2021 Land Sale will bring the Land Trust Investment Fund to over \$10M. Department level near term goals are to increase the fund to \$13,000,000 in order that the fund can provide a sustainable funding component for managing KPB lands into the future.

2021 LAND SALE AUCTION SALE RESULTS

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| PARCEL ID | GENERAL LOCATION | LEGAL DESCRIPTION | ACRES +/- | MINIMUM BID | SALE PRICE |
|------------------|-------------------------|--|------------------|--------------------|-------------------|
| 211-280-12 | Beluga | Tract C, Block 4 of Three Mile Creek Subdivision Amended, according to the official plat thereof, filed under Plat Number 72-7, Anchorage Recording District, Third Judicial District, State of Alaska | 3.14 | \$17,700.00 | \$31,000.00 |
| 211-280-48 | Beluga | Tract E, Block 8 of Three Mile Creek Subdivision Amended, according to the official plat thereof, filed under Plat Number 72-7, Anchorage Recording District, Third Judicial District, State of Alaska | 3.3 | \$18,200.00 | \$39,000.00 |
| 025-440-21 | North Nikiski | Lot 180, Moose Point Subdivision, according to Plat No. KN84-65, on file in the Kenai recording district, Third Judicial District, State of Alaska | 6.8 | \$19,200.00 | \$51,000.00 |
| 013-216-01 | Nikiski Wik Lake | Government Lot 4, Section 8, Township 7 North, Range 11 West, Seward Meridian, Alaska (Pending Record of Survey) | 14 | \$70,700.00 | \$121,000.00 |
| 013-212-48 | Nikiski Wik Lake | Government Lot 12, Section 5, Township 7 North, Range 11 West, Seward Meridian, Alaska. (Pending Record of Survey) | 5.79 | \$41,400.00 | \$180,000.00 |
| 035-290-33 | Hope | Lot 7 of Percy Hope Subdivision as shown on Plat No. 2010-8, Seward Recording District, State of Alaska | 2.24 | \$68,700.00 | \$166,000.00 |
| 135-053-34 | Caribou Island | Lot 4A of Block 4, Caribou Island Subdivision KPB 2020 Replat, as shown on Plat No. 2020-9, Seward Recording District, State of Alaska | 1.23 | \$7,500.00 | \$18,000.00 |

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|------------|----------------|---|------|-------------|--------------|
| 119-071-05 | Cooper Landing | Lot 16A of US Survey 3306 in Section 28, Township 5 North, Range 3 West, according to the Survey Plat accepted by the United States Department of the Interior, Bureau of Land Management on January 24, 1955, Seward Recording District, State of Alaska | 0.98 | \$80,000.00 | \$105,000.00 |
| 119-070-06 | Cooper Landing | Lot 17 of US Survey 3306 in Section 28, Township 5 North, Range 3 West, according to the Survey Plat accepted by the United States Department of the Interior, Bureau of Land Management on January 24, 1955, SRD, AK | 1.7 | \$95,000.00 | \$158,000.00 |
| 119-070-07 | Cooper Landing | Lot 18 of US Survey 3306 in Section 28, Township 5 North, Range 3 West, according to the Survey Plat accepted by the United States Department of the Interior, Bureau of Land Management on January 24, 1955, Seward Recording District, State of Alaska | 1.83 | \$95,000.00 | \$156,000.00 |
| 119-070-08 | Cooper Landing | Lot 19 of US Survey 3306 in Section 28, Township 5 North, Range 3 West, according to the Survey Plat accepted by the United States Department of the Interior, Bureau of Land Management on January 24, 1955, Seward Recording District, State of Alaska | 1.69 | \$95,000.00 | \$165,000.00 |
| 119-070-09 | Cooper Landing | Lot 20 of US Survey 3306 in Section 28, Township 5 North, Range 3 West, according to the Survey Plat accepted by the United States Department of the Interior, Bureau of Land Management on January 24, 1955, Seward Recording District, State of Alaska | 1.54 | \$95,000.00 | \$167,000.00 |

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|------------|----------|---|-------|--------------|-----------------|
| 063-043-29 | Sterling | The SW¼NW¼ of Section 3, Township 5 North, Range 9 West, situated in the Kenai Recording District, Seward Meridian, Alaska | 40 | \$220,800.00 | No Sale: OTC |
| 131-320-31 | Soldotna | Lot 13, Journey's End Subdivision No. 4, according to the official plat thereof, fled under Plat Number 76-24, Kenai Recording District, Third Judicial District, State of Alaska | 0.9 | \$22,000.00 | No Sale: OTC |
| 131-320-32 | Soldotna | Lot 37, Journey's End Subdivision No. 4, according to the official plat thereof, fled under Plat Number 76-24, Kenai Recording District, Third Judicial District, State of Alaska | 0.9 | \$22,000.00 | No Sale: OTC |
| 055-072-76 | Soldotna | Tract D, Kalifornsky Center Subdivision, as shown on Plat No. 2020-18, Kenai Recording District, Third Judicial District, State of Alaska | 50.96 | \$500,000.00 | \$1,500,00.00 |
| 173-040-14 | Homer | Government Lot 18, excepting therefrom Diamond Ridge Road, within Section 12, Township 6 South, Range 14 West, Seward Meridian, in the Homer Recording District, Third Judicial District, State of Alaska | 2.05 | \$15,000.00 | \$41,000.00 |
| 179-080-03 | Homer | Government Lot 7 in Section 14, Township 6 South, Range 13 West, situated in the Homer Recording District, Seward Meridian, Alaska | 2.5 | \$25,000.00 | \$141,000.00 |
| 179-080-04 | Homer | Government Lot 6 in Section 14, Township 6 South, Range 13 West, situated in the Homer Recording District, Seward Meridian, Alaska | 2.5 | \$25,000.00 | \$186,000.00 |

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| <i>Total Number</i> | <i>Total Number Sold</i> | <i>Number Available to go Over the Counter (Nov 15, 2021)</i> | <i>Total Acres</i> | <i>Total of Minimums</i> | <i>Total of Sale Amounts</i> |
|-------------------------|----------------------------------|---|------------------------|------------------------------|----------------------------------|
| 19 | 16 | 3 | 144.05 Acres | \$1,533,200 | \$3,225,000 |