

APPRAISAL REPORT
OF
REDEVELOPMENT LAND (8.38 acres)



LOCATED AT:
188 Broadway (Parcels 57-72, 57-77, and 57-78)
Hanover, Plymouth County, MA 02340

FOR:
Joseph Colangelo
Town Manager
Town of Hanover
550 Hanover Street, Suite 29
Hanover, MA 02339

DATE AS OF:
December 12, 2019

BY:
Adam J. Hardej, Jr., MAI
BAAR Realty Advisors
210 Whiting Street #7
Hingham, MA 02043
BAAR File No.: 11-19-0767

January 15, 2020

Joseph Colangelo

Town Manager

Town of Hanover

550 Hanover Street, Suite 29

Hanover, MA 02339

SUBJECT: **188 Broadway, et al (APN's 57-72, 57-77, 57-78)**
Hanover, Plymouth County, MA 02340
BAAR File No.: 11-19-0767

Dear Mr. Colangelo:

BAAR Realty Advisors (BAAR) is pleased to transmit the narrative appraisal report that was prepared on the referenced property. The purpose of this appraisal is to develop an opinion of the market value of the fee simple interest in the property as of December 21, 2019, effective date of the appraisal. This appraisal report has been prepared for asset management purposes. No other use is identified or authorized. The attached report sets forth the data, research, analyses, and conclusions for this appraisal.

The report has been prepared in conformity with the *Uniform Standards of Professional Appraisal Practice (USPAP)* and the *Code of Professional Ethics and Standards of Professional Appraisal Practice* of the Appraisal Institute. The report also conforms to the appraisal regulations issued in connection with the *Financial Institutions Reform, Recovery and Enforcement Act (FIRREA)*. The opinion of market value is premised upon the Assumptions and Limiting Conditions contained within this report.

The subject is comprised of three distinct land parcels that are located within a Residence-A District which is zoned for various residential uses. Two of the three parcels are vacant and unimproved. The combined parcels total 365,033 square feet, or 8.38 acres, and the improved parcel, with an address of 188 Broadway, is currently utilized by the Town as an office for the Public School District and as the Salmond School (may have been a previous use). The site is generally unimproved, with some basic street and curb infrastructure, although there is an existing +/- 13,000 square foot building that was constructed in 1932 and is currently used by the Town's School District. As this building may not be retained in any future development of the property, the parcel is considered to be generally unimproved in its current as-is condition. All utilities, including town water and sewer, are available to the site. The topography is generally flat and the shape of the site is irregular and currently has two access points off of Broadway, to the north side of the parcel. The southwestern side of the parcel has approximately 526 feet of frontage along Columbia Road, a commercially oriented street generally zoned for business and commercial uses.

EXTRAORDINARY ASSUMPTIONS

Our valuation analysis and conclusions are premised on the following extraordinary assumption. Should any of the statements below be found to be inaccurate, then our value conclusion may require adjustment.

January 15, 2020

Pg. 2

This valuation is based on the extraordinary assumption that the ownership of the subject property obtains all permits to redevelop the site with a 30 unit residential property, containing all 2-bedroom units, with some restrictions for affordable housing or senior housing. The use of the above extraordinary assumption could affect appraisal results.

AS IS MARKET VALUE

Based on the analyses and conclusions in the accompanying report, and subject to the definitions, assumptions, and limiting conditions expressed in this report, it is the opinion that the retrospective **“as is” market value** of the fee simple interest in the property, predicated on an exposure time of twelve months, as of December 21, 2019 was:

ONE MILLION EIGHT HUNDRED THOUSAND DOLLARS

(\$1,800,000)

If you have any questions or comments, please contact the undersigned. Thank you for the opportunity to be of service.

Respectfully submitted,

BAAR REALTY ADVISORS

A handwritten signature in blue ink that reads "Adam Hardej".

Adam J. Hardej, Jr., MAI
President & Chief Appraiser
MA Certified General Appraiser
License # 102533
Exp. Date: 10/19/2020

BAAR REALTY ADVISORS

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- Appraiser Qualifications / License

EXECUTIVE SUMMARY***LOCATION***

188 Broadway (aka Plots 57-72, 57-77, 57-78)
Hanover, Plymouth County, Massachusetts 02340

DATE OF APPRAISAL

December 12, 2019

DATE OF REPORT

January 15, 2020

PREPARED FOR

The Town of Hanover
c/o Joseph Colangelo, Town Manager

OWNER OF RECORD

Town of Hanover
Plymouth County Registry of Deeds
Book 2623, Page 249 (Parcel 57-72)
Book 1623, Page 406 (Parcel 57-77)
Book 2621, Page 218 (Parcel 57-78)

***PROPERTY RIGHTS
APPRAISED***

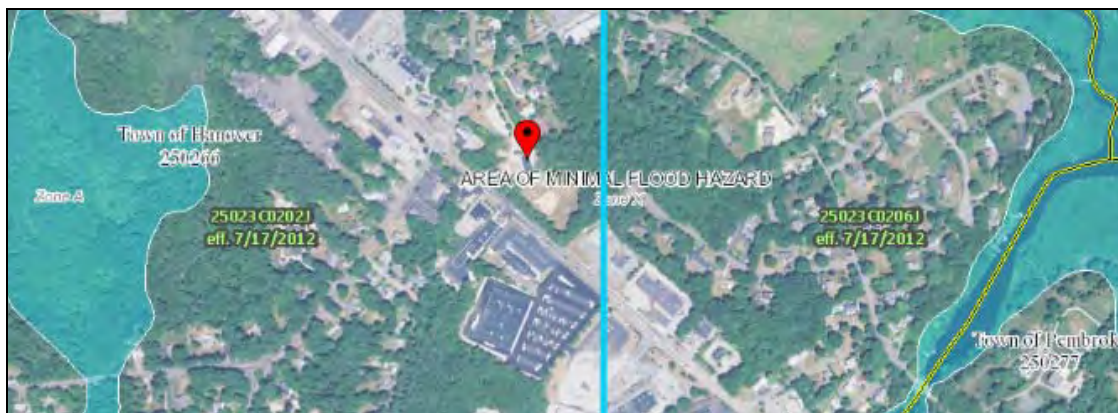
Fee Simple

ZONING

Residential A

FLOOD ZONE

Flood Zone X - Area of minimal flood hazard
FEMA MAP #25023C0202J, dated July 17, 2012
Flood insurance NOT required, see FEMA map below.

***TOTAL ASSESSMENT***

\$1,638,400 (Fiscal Year 2019)

FY 2019 TAX BURDEN

\$27,590

SITE DATA

The subject is comprised of three distinct land parcels that are located within a Residential-A District which is zoned for various residential uses. The combined parcels total 365,033 square feet, or 8.38 acres, and the improved parcel, with an address of 188 Broadway, is currently utilized by the Town as an office for the Public School District. The site is generally unimproved, with some basic street and curb

infrastructure, although there is an existing +/- 13,000 square foot building currently used by the Town's School District. The topography is generally flat and the shape of the site is irregular and currently has two access points off of Broadway, to the north side of the parcel. The southwestern side of the parcel has approximately 526 feet of frontage along Columbia Road, a commercially oriented street generally zoned for business and commercial uses. The appraiser is not aware of any poor soil conditions that may exist.

HIGHEST AND BEST USE

Development for residential use consistent with Residential-A Zoning

VALUE INDICATIONS

TECHNIQUE	VALUE INDICATION
Sales Comparison	\$1,800,000
Income Approach	Not Applicable
Cost Approach	Not Applicable
Final Value Opinion	\$1,800,000

REPORTING OPTION

This is an Appraisal Report, which is intended to comply with the reporting requirements set forth under Standard Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice for an Appraisal Report. As such, it presents summary discussions of the data, reasoning, and analysis that were used in the appraisal process to develop the appraiser's opinion of value. Supporting documentation concerning the data, reasoning, and analyses is retained in the appraiser's file. The depth of the discussion contained in this report is specific to the needs of the client and for the intended use stated herein. The appraiser is not responsible for unauthorized use of this report.

CERTIFICATION

The undersigned appraiser(s) hereby certifies and agrees that, except as otherwise noted in this appraisal report:

- 1) The Appraiser has no present or contemplated future interest in the property appraised. The compensation is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event.
- 2) This appraisal assignment was not based on a requested minimum valuation, a specific valuation, or the approval of a loan.
- 3) To the best of the Appraiser's knowledge and belief, all statements and information in this report are true and correct, and the Appraiser has not knowingly withheld any significant information. The reported analyses, opinions and conclusions are limited only by the reported assumptions and limiting conditions, and are the Appraiser's personal, unbiased professional analyses, opinions and conclusions.
- 4) The Appraiser has no personal interest in or bias with respect to the subject matter of the appraisal report or the participants to the sale. The "Opinion of Market Value" in the appraisal report is not based in whole or in part upon the race, color or national origin of the prospective owners or occupants of the property appraised, or upon the race, color or national origin of the properties in the vicinity of the property appraised.
- 5) All conclusions and opinions concerning the real estate that are set forth in the appraisal report were prepared by the Appraiser whose signature appears on the appraisal report, unless indicated as "Review Appraiser". No change of any item in the appraisal report shall be made by anyone other than the Appraiser, and the Appraiser shall have no responsibility for any such unauthorized change.
- 6) The analyses, opinions and conclusions were developed and this report was prepared, in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP) adopted by the Appraisal Standards Board of the Appraisal foundation.
- 7) In accordance with the Competency Provision of the Uniform Standards of Professional Appraisal Practice, the undersigned certifies that he has both knowledge and experience to complete the assignment competently.
- 8) I certify that I am appropriately licensed to appraise the subject property in the state in which it is located.
- 9) Mr. Hardej and Mr. Rans have both personally inspected the subject property. No interior inspection was requested or made.
- 10) The appraiser has not previously provided appraisal services relative to the subject property in any capacity in the past three years prior to being engaged for this assignment.
- 11) Max Rans provided significant real property appraisal assistance to the person signing this certification in the form of field due diligence and data research/confirmation support work.

Respectfully submitted,

BAAR REALTY ADVISORS

A handwritten signature in blue ink that reads "Adam Hardej". The signature is written in a cursive style and is positioned above a horizontal line.

Adam J. Hardej, Jr., MAI
President & Chief Appraiser
MA Certified General Appraiser
License # 102533
Exp. Date: 10/19/2020

CONTINGENT & LIMITING CONDITIONS:

The certification of the appraiser appearing in the appraisal report is subject to the following conditions and to such other specific and limiting conditions as are set forth by him therein.

1. No responsibility is assumed for the legal description for matters including legal or title considerations. Title to the property is assumed to be good and marketable unless otherwise stated.
2. The property is appraised free and clear of any or all liens or encumbrances unless otherwise stated.
3. Responsible ownership and competent property management are assumed.
4. It is assumed that there is full compliance with all applicable federal state and local environmental regulation and laws unless noncompliance is stated, defined and considered in the appraisal report.
5. It is assumed that all applicable zoning and use regulations and restriction have been complied with, unless a non-conformity has been stated, defined and considered in the appraisal report.
6. It is assumed that all required licenses, certification of occupancy, consents, or other legislative or administrative authority from any local, state or federal government or private entity or organization have been or can be obtained or renewed for any use on which the value opinion contained in this report is based.
7. It is assumed that the utilization of the land and improvements is within the boundaries or property lines of the property described and that there is no encroachment or trespass unless noted in the report.
8. Any sketch in the report may show approximate dimensions and is intended only to provide additional perspective in the property. The appraiser has made no survey of the property.
9. The appraiser herein by reason of this appraisal is not required to give further consultation, testimony, or be in attendance in court with reference to the property in question unless arrangements have been previously made.
10. Any distribution of the valuation in the report between land and improvements applies only under the existing program of utilization. The separate valuations for land and buildings must not be used in conjunction with any other appraisal and are invalid if so used.
11. The appraiser assumes that there are no hidden or unapparent conditions of the property, subsoil or structures which would render it more or less valuable. The appraiser assumes no responsibility for such conditions, or for engineering that may be required to discover them.
12. Information, estimates and opinions furnished to the appraiser, and contained in the report, were obtained from sources considered reliable and believed to be true and correct. However, no warranty is given for their accuracy.
13. Disclosure of the contents of the appraisal report is governed by the Bylaws and Regulations of the professional appraisal organizations with which the appraiser is affiliated.

14. Possession of this report, or a copy thereof, does not carry with it the right of publication. It may not be used for any purpose by any person other than the party to whom it is addressed without the written consent of the appraiser, and in any event only with proper written qualification and only in its entirety.
15. Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of the appraiser, of the firm with which the appraiser is affiliated) shall be disseminated to the public through advertising, public relations, news, sales, or other media without the prior written consent and approval of the appraiser.
16. On all appraisals that are subject to satisfactory completion, repairs or alterations, the appraisal report and value conclusion are contingent upon completion of the improvements in a workmanlike manner.
17. The value opinion is based on the assumption that the property is not negatively affected by the existence of hazardous substances or detrimental environmental conditions unless otherwise stated in this report. The appraiser is not an expert in the identification of hazardous substances or detrimental environmental conditions. The appraiser's routine inspection of and inquiries about the subject property did not develop any information that indicated any apparent significant hazardous substances or detrimental environmental conditions which would affect the property negatively unless otherwise stated in this report. It is possible that test and inspections made by a qualified hazardous substance and environmental expert would reveal the existence of hazardous substance or detrimental environmental conditions on or around the property that would negatively affect its value.

Respectfully submitted,

BAAR REALTY ADVISORS



Adam J. Hardej, Jr., MAI
President & Chief Appraiser
MA Certified General Appraiser
License # 102533
Exp. Date: 10/19/2020

BAAR REALTY ADVISORS

DEFINITION OF MARKET VALUE

Market Value is defined by the Office of the Controller under 12 CFR, Part 34 Subpart C as follows:

“The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- i) Buyer and seller are typically motivated;*
- ii) Both parties are well informed or well advised, and acting in what they consider their own best interest;*
- iii) A reasonable time is allowed for exposure in the open market;*
- iv) Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and*
- v) The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.”*

FEE SIMPLE ESTATE

The term "Fee Simple" is defined as . . .

". . . absolute ownership unencumbered by any other interest or estate; subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat."¹

PURPOSE OF THE APPRAISAL

The purpose of this appraisal is to offer an opinion of the “**As Is**” Market Value of the **Fee Simple** interest in the subject property located at **188 Broadway (aka Plots 57-72, 57-77, 57-78), Hanover, Plymouth County, Massachusetts**.

APPRAISAL DATE

The effective date of this appraisal is **December 12, 2019**, and based on the inspection, data, analysis and conclusions on that date.

INTENDED USE OF REPORT

This appraisal is intended to assist the client, **the Town of Hanover**, to appropriately analyze the subject for asset management purposes relating to the possible sale of the subject.

INTENDED USER OF REPORT

The intended user of this report is **the Town of Hanover**.

¹ Appraisal Institute, The Dictionary of Real Estate Appraisal, 4th Edition (Chicago: AI, 2002.) (p.113)

SCOPE OF ASSIGNMENT

After considering the nature of this appraisal assignment, our scope of investigation included the following:

- Examination of municipal records, including assessed values and annual tax liabilities, property boundaries, wetland and flood plains, accessibility to utilities and zoning regulations.
- Reviewed the subject's legal description, a copy of which may be found within this report.
- Investigated neighborhood development trends and other relevant factors.
- Contacted several real estate professionals including brokers, developers, owners and investors in the **Hanover and surrounding South Shore area**.
- Contacted the potential buyer of the property to schedule an appointment to view the interior of the structure and discuss other pertinent data regarding the subject.
- Gathered market data on comparable sales and rental properties in the **Hanover and surrounding area**.
- In determining the value of the subject property, the appraiser used the Sales Comparison Approach to value. These methods are outlined in the ensuing text. The Income and Cost Approaches were not developed.

EXPOSURE TIME

Exposure time is defined as: *"The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at the market value on the effective date of the appraisal; a retrospective estimate based on an analysis of past events assuming a competitive and open market."*²

Exposure time varies with the type of real estate and value range. A reasonable exposure period is a function of time, price and use. Furthermore, exposure time can be dependent upon the action of the seller, plus market forces. The availability of capital, degree of exposure and the number of competitive offerings are other factors that influence exposure time. Given the characteristics of the subject, market conditions, and demand, the appraiser believes that a 12-month exposure time frame is adequate.

MARKETING TIME

Reasonable marketing time is the time period it would take to sell the property allowing adequate exposure, assuming that a satisfactory advertising and marketing program is implemented, and no extreme changes occur in the local or national economy. Although the marketing period is a variable, it is estimated that the subject could be sold within 12 months, and no reasons are evident to assume a lengthy sales period.

COMPETENCY PROVISION

The appraisers are professionally competent to perform this appraisal assignment by virtue of previous experience with similar assignments and appropriate research and education regarding the specific property type being appraised. The professional qualifications of the appraisers are included in this report's addendum for specific reference.

LICENSE PROVISION

The appraiser is a Certified General Real Estate Appraiser and are licensed by the Commonwealth of Massachusetts to perform this appraisal assignment. All continuing education requirements have been met. Adam Hardej's license expires on October 19, 2020.

PROPERTY IDENTIFICATION

The subject property is located at 188 Broadway in the Town of Hanover, Plymouth County, Massachusetts. It is identified for tax purposes by the Assessor's Office as Parcel ID #'s 57-72 (vacant land, 4.06 acres), 57-77 (improved with a single 13,195 square foot structure on 3.60 acres and includes the parcel formally identified as APN# 57-76) and 57-78 (vacant land, 0.72 acres). Cumulatively, the subject site consists of an irregularly shaped parcel containing 8.38 acres with 526± feet of frontage on the easterly side of Columbia Road and two

² Uniform Standards of Professional Appraisal Practice (USPAP), 2004 edition, published by the Appraisal Standards of the Appraisal Foundation.

access points to the southern side of Broadway, all in the southeastern portion of the Town of Hanover. See a title report for a copy of the full legal description.

EXTRAORDINARY ASSUMPTION

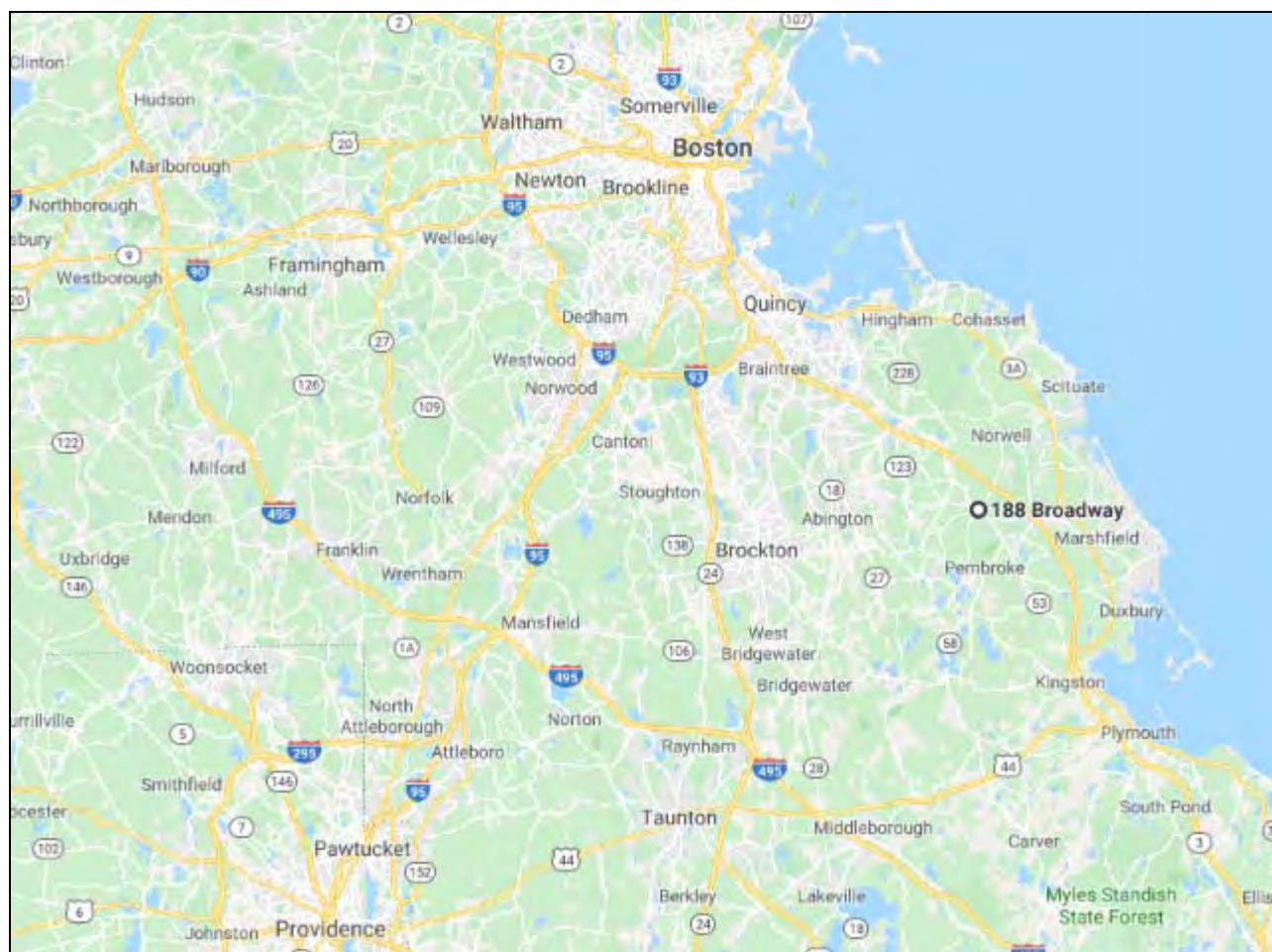
Our valuation analysis and conclusions are premised on the following extraordinary assumptions. Should any of the statements below be found to be inaccurate, then our value conclusion may require adjustment.

- This valuation is based on the extraordinary assumption that the ownership of the subject property obtains all permits to redevelop the site with a 30-unit apartment building containing all 2-bedroom units.

The use of the above extraordinary assumption could affect appraisal results.

AREA AND NEIGHBORHOOD DESCRIPTION

Hanover is a part of the Boston MSA. Greater Boston is widely recognized as one of the most innovative economic regions in the world. It is home to some of the world's finest institutions of higher learning, which has generated a sizeable concentration of science and technology related research and development. These intellectual resources, combined with its rich historical heritage and extensive cultural resources make Greater Boston the center of much of the economic activity in the Commonwealth. For the purposes of this analysis, we define Greater Boston as all of Essex County, a large share of Middlesex and Plymouth counties, and portions of Suffolk, Essex, and Barnstable Counties.



PLYMOUTH COUNTY

Plymouth County is a county located in the U.S. state of Massachusetts. As of the 2010 census, the population was 494,919. Its county seats are Plymouth and Brockton. In 1685 the County was created by the Plymouth General Court, the legislature of Plymouth Colony, predating its annexation by the Massachusetts Bay Colony.

Geography

According to the U.S. Census Bureau, the county has a total area of 1,093 square miles, of which 659 square miles is land and 434 square miles (40%) is water. It is the third-largest county in Massachusetts by total area.

Adjacent Counties

The towns of Hingham and Hull in Plymouth County extend north of Norfolk County and face onto Massachusetts Bay, sharing a northern water boundary with Suffolk County.

- Norfolk County (north)
- Barnstable County (southeast)
- Bristol County (west)

Demographics

As of the 2010 United States Census, there were 494,919 people, 181,126 households, and 127,925 families residing in the county. The population density was 750.9 inhabitants per square mile. There were 200,161 housing units at an average density of 303.7 per square mile. Of the 181,126 households, 35.1% had children under the age of 18 living with them, 53.6% were married couples living together, 12.6% had a female householder with no husband present, 29.4% were non-families, and 23.8% of all households were made up of individuals. The average household size was 2.67 and the average family size was 3.18. The median age was 41.1 years.

The median income for a household in the county was \$73,131 and the median income for a family was \$86,251. Males had a median income of \$60,303 versus \$43,837 for females. The per capita income for the county was \$33,333. About 5.0% of families and 7.0% of the population were below the poverty line, including 8.3% of those under age 18 and 7.0% of those age 65 or over.

TOWN OF HANOVER

Hanover is a town in metropolitan Greater Boston on the South Shore of the U.S. state of Massachusetts in northern Plymouth County. At the 2010 census, the population was 13,879.

History

The area of Hanover was first settled by English settlers in 1649 when William Barstow, a farmer, built a bridge along the North River at what is now Washington Street. The land was the westernmost portion of the town of Scituate, and it would officially separate and be incorporated as a town June 14, 1727. The name "Hanover" is probably a tribute to King George I, the first Hanoverian King of Great Britain. Hanover's early industry revolved around farming, small mills and a shipbuilding area along the North River. Later industries would include tack factories and shoe factories along the smaller waterways in the town. The town was the site of the

invention of the first tack-making machine, and making tacks and fireworks were among the industries of the later 19th century for Hanover. Today, Hanover is mostly residential. The Hanover Mall and other shops are located near the intersection of Routes 3 and 53. The subject property is also located at this intersection. In 2007 Hanover American Legion Post 149 baseball team won the state title.

Geography

According to the United States Census Bureau, the town has a total area of 15.7 square miles, of which 15.6 square miles is land and 0.1 square miles, or 0.70%, is water. Hanover is the 240th town in terms of size in Massachusetts. Hanover is considered to be a part of the South Shore of Massachusetts. It is bordered by Norwell to the north and east, Pembroke and Hanson to the south, and Rockland to the west and northwest. Hanover is approximately 10 miles east of Brockton and 20 miles southeast of Boston.

Much of Hanover's eastern and southern borders consist of three waterways, the North and Indian Head rivers along the south and southeast, and the Third Herring Brook along the east. The latter two are both tributaries, and the town border is marked by their confluences. There are also several small ponds and brooks throughout the town, the largest pond being Factory Pond, a tributary of the Indian Head River in the south of town. The town has several small parks, sanctuaries and conservation areas spread throughout the town.

Demographics

As of 2018, there were 14,814 people, 4,349 households, and 3,566 families residing in the town. The population density was 843.4 people per square mile. There were 4,445 housing units at an average density of 284.8 per square mile. The racial makeup of the town was 97.68% White, 0.55% African American, 0.08% Native American, 0.77% Asian, 0.01% Pacific Islander, 0.27% from other races, and 0.65% from two or more races. Hispanic or Latino of any race were 0.68% of the population.

There were 4,350 households out of which 43.8% had children under the age of 18 living with them, 70.8% were married couples living together, 8.0% had a female householder with no husband present, and 18.0% were non-families. 15.2% of all households were made up of individuals and 8.8% have someone living alone who is 65 years of age or older. The average household size was 3.02 and the average family size was 3.39.

In the town, the population was spread out with 29.8% under the age of 18, 5.6% from 18 to 24, 28.8% from 25 to 44, 25.3% from 45 to 64, and 10.5% who were 65 years of age or older. The median age was 38 years. For every 100 females there were 95.9 males. For every 100 females age 18 and over, there were 91.3 males.

The median income for a household in the town was \$73,838, and the median income for a family was \$86,835. Males had a median income of \$57,321 versus \$35,214 for females. The per capita income for the town was \$30,268. About 1.4% of families and 2.3% of the population were below the poverty line, including 1.6% of those under age 18 and 7.8% of those age 65 or over. The median household income increases to approximately \$108,000 within a mile of the subject property.

Transportation

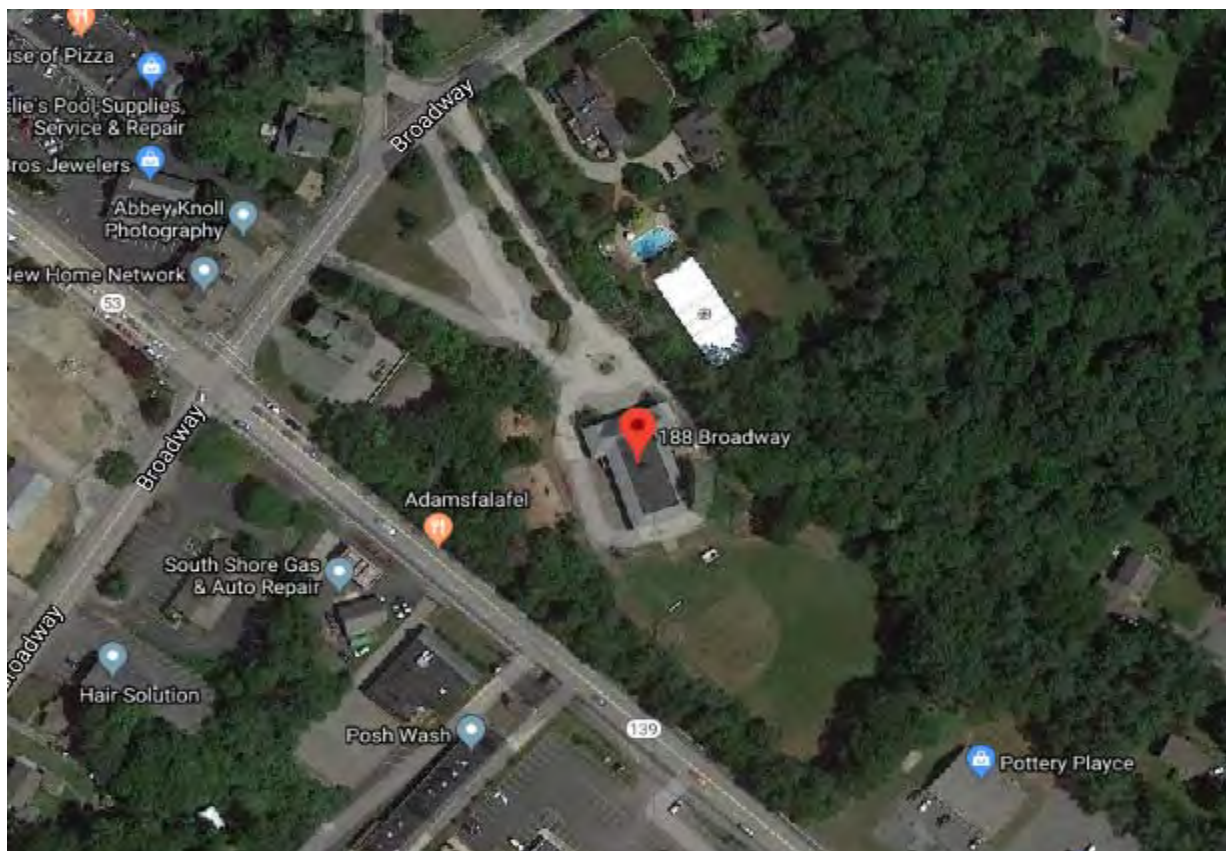
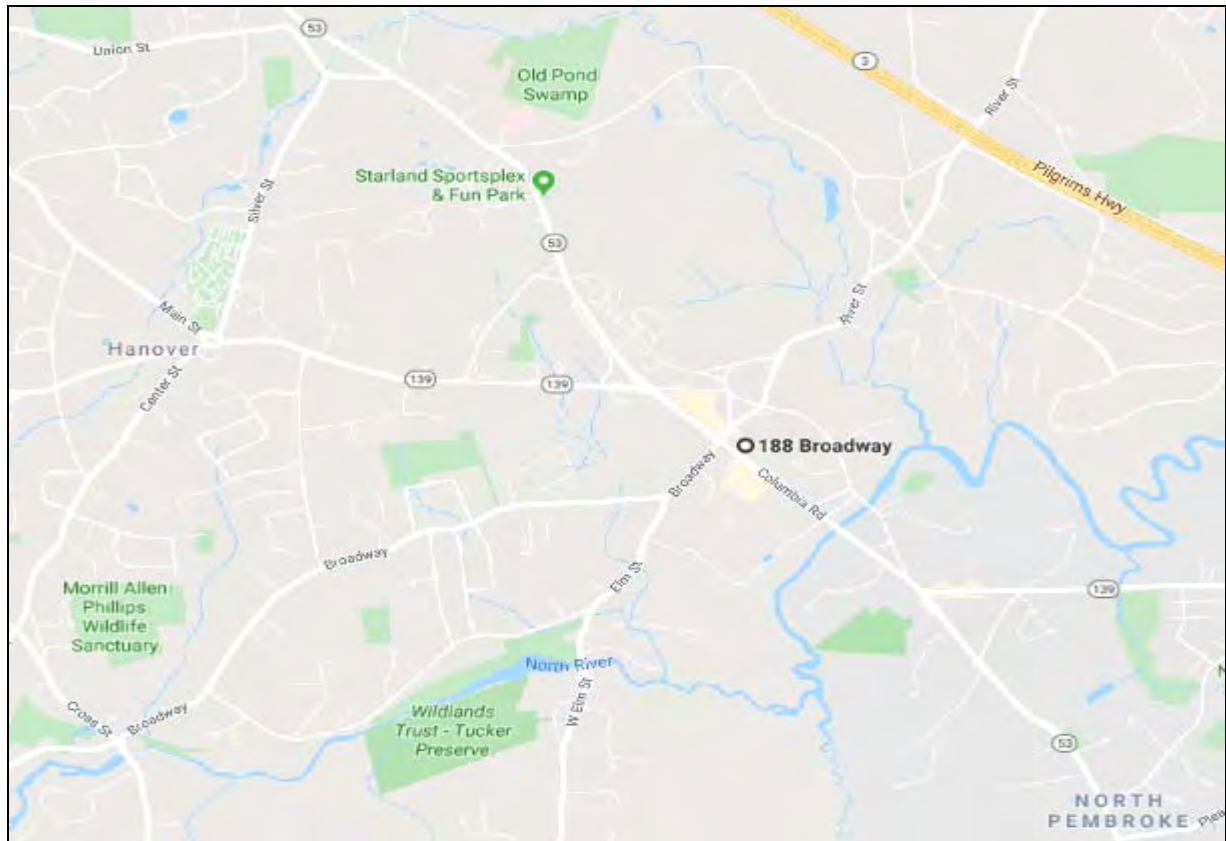
A short, three-mile portion of Massachusetts Route 3, a four-lane freeway, passes through the town, providing access via exit 13 at Route 53 in the northeast corner of town. The subject property is located one mile west of Route 3 off of exit #12 and continuing west along Route 139 to Columbia Road. The town's other major routes include Route 123 and Route 139, the latter passing through the town center. Routes 139 and 53 are coextensive for a stretch of one mile in the southeast corner of town.

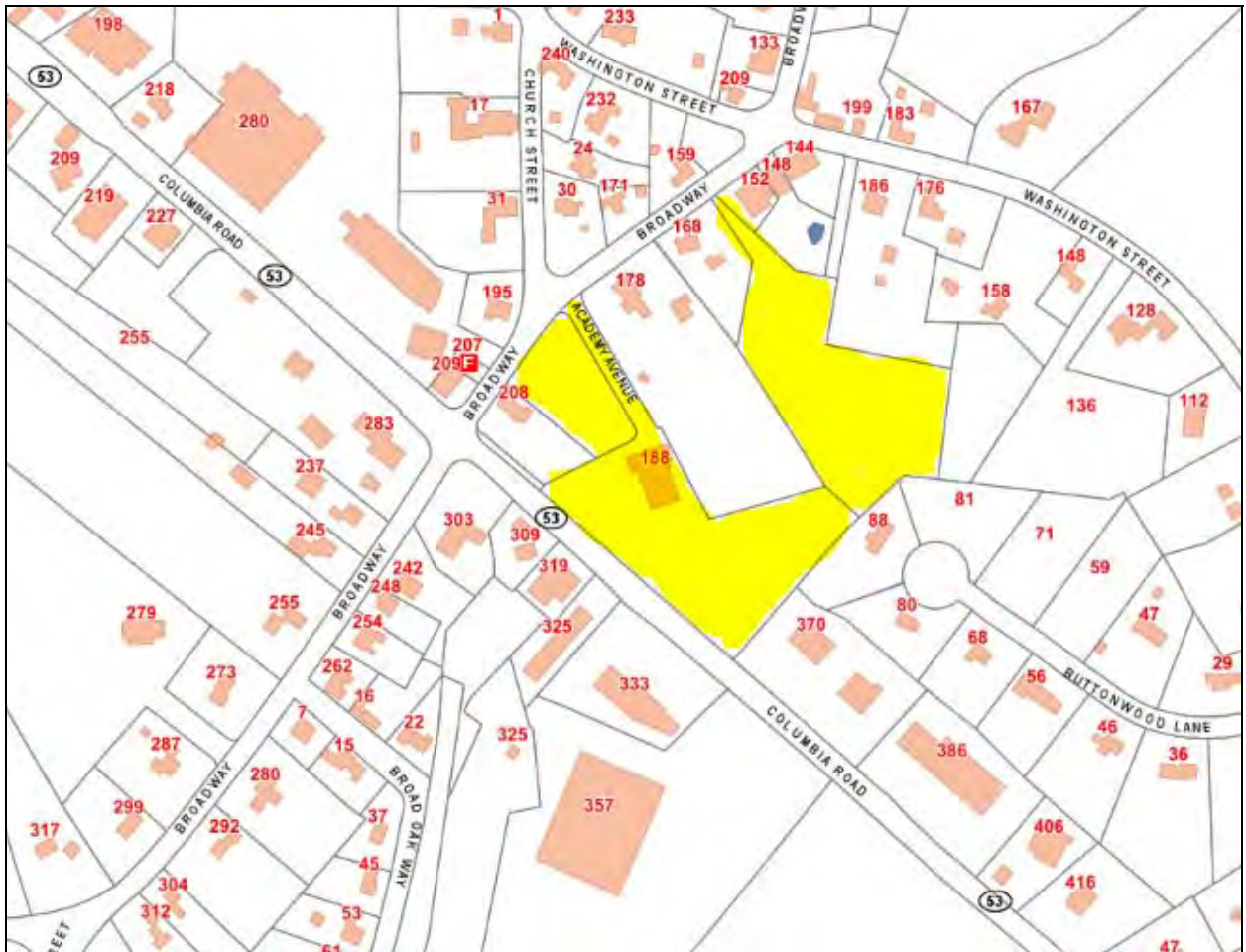
The town has no rail or air service, though the town used to have rail service on the Hanover branch. The nearest rail service is the Kingston-Route 3 line of the MBTA's commuter rail service, which passes west of town, the closest stations being in Abington and Whitman. The nearest regional airport is Marshfield Municipal Airport, and the nearest national and international service can be reached at Logan International Airport in Boston.

NEIGHBORHOOD DESCRIPTION

The subject is developable residential land located along Broadway and Columbia Road in the southeastern section of Hanover. Properties located along Broadway within the subject's immediate area are residential with some nearby commercial uses that include restaurants, gasoline service stations, community and neighborhood retail strip centers, retail buildings, automotive repair shops, and bank branch office buildings. The subject abuts residential properties to all side except for the southwestern border along Columbia Road, a prime commercial street in Hanover. The secondary roadways in the neighborhood consist primarily of single family dwellings.

In summary, the subject is residentially oriented developable land. It has good access to local transportation routes but highway access and visibility is only average. There is relatively dense commercial development in the area along Columbia Road. Therefore, the subject site is considered to be a desirable location for residential or commercial development. For reference, see attached maps and photos.





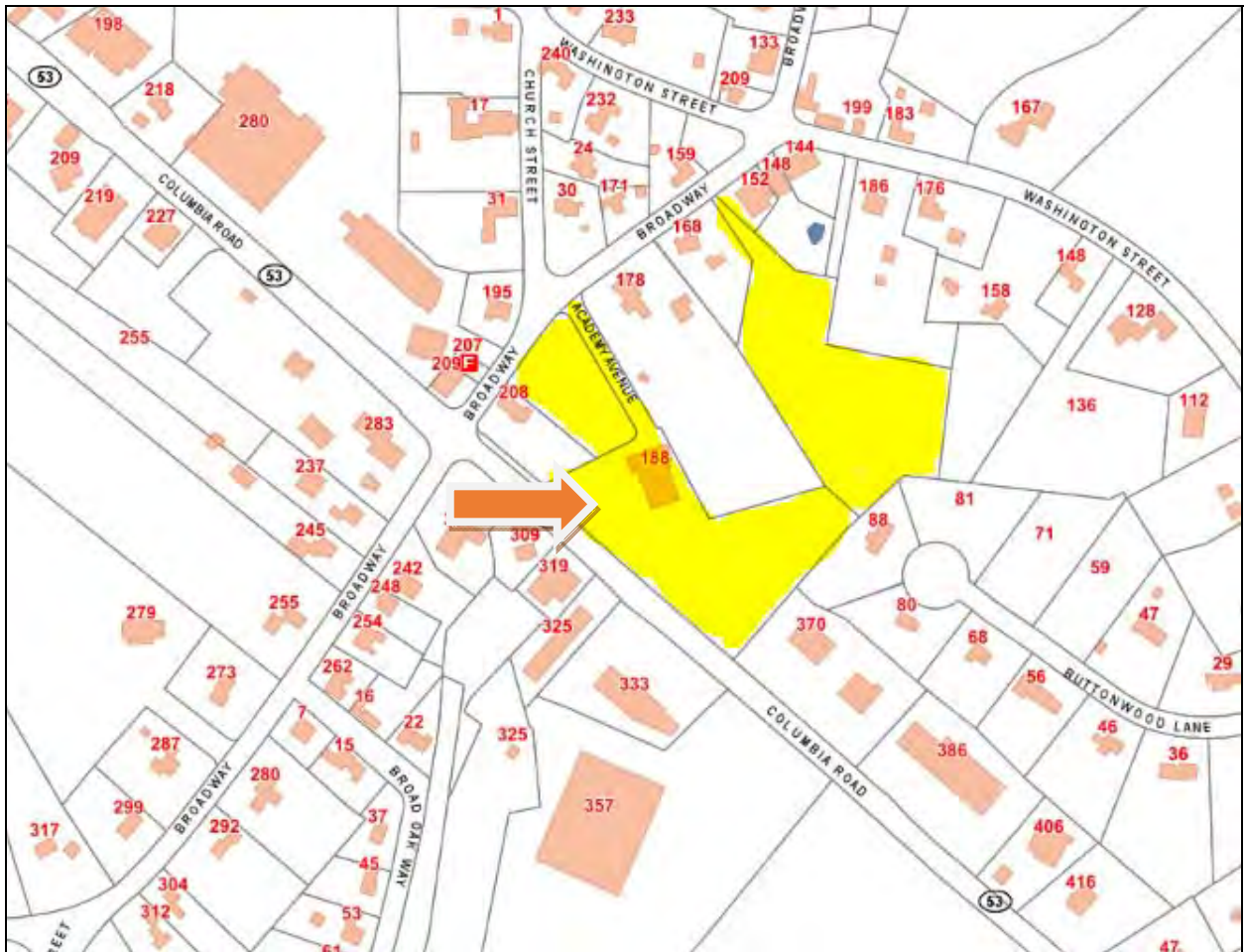
Existing improvements on subject parcel - Currently used as school department administrative offices

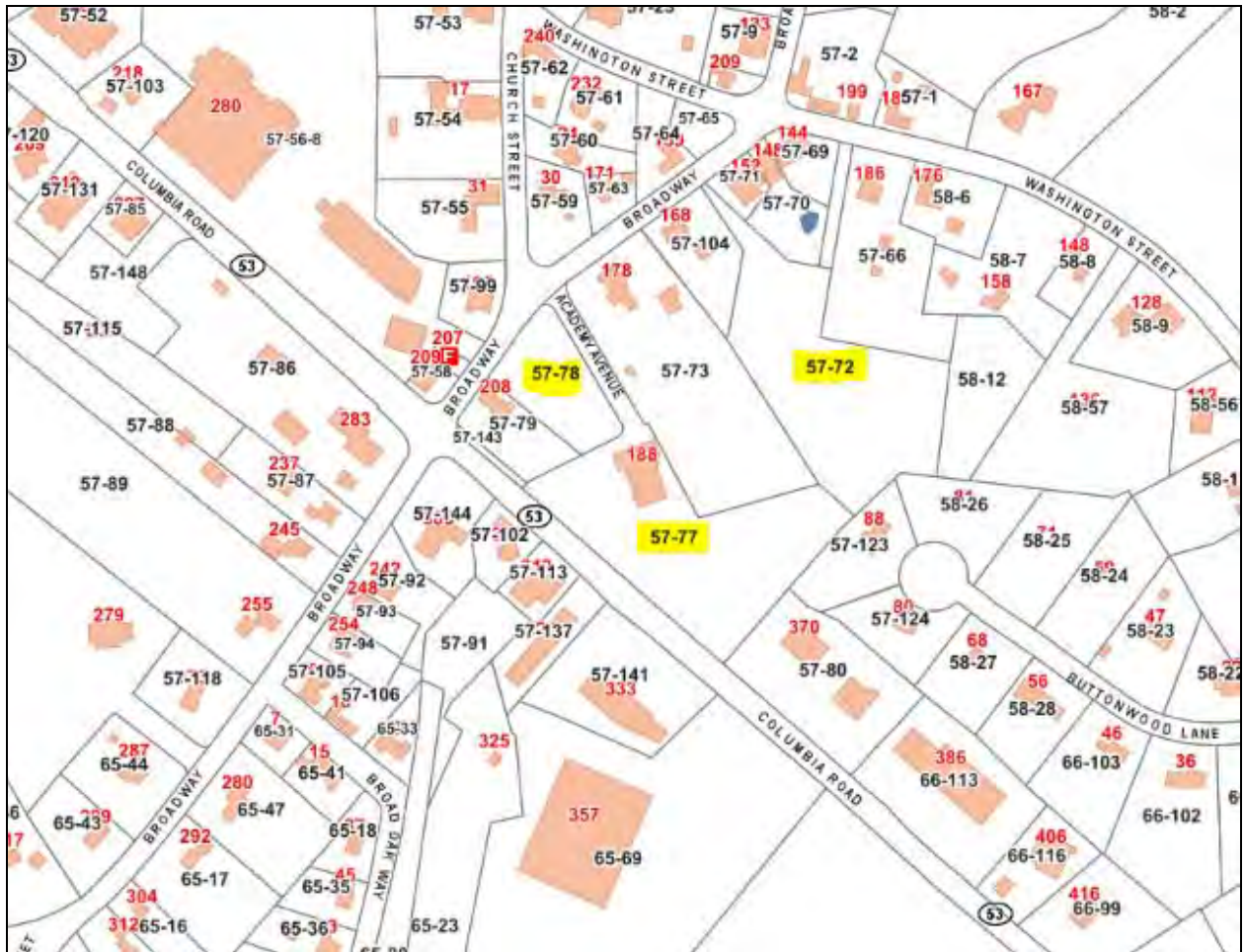
SITE DESCRIPTION

The following grid summarizes the significant site data.

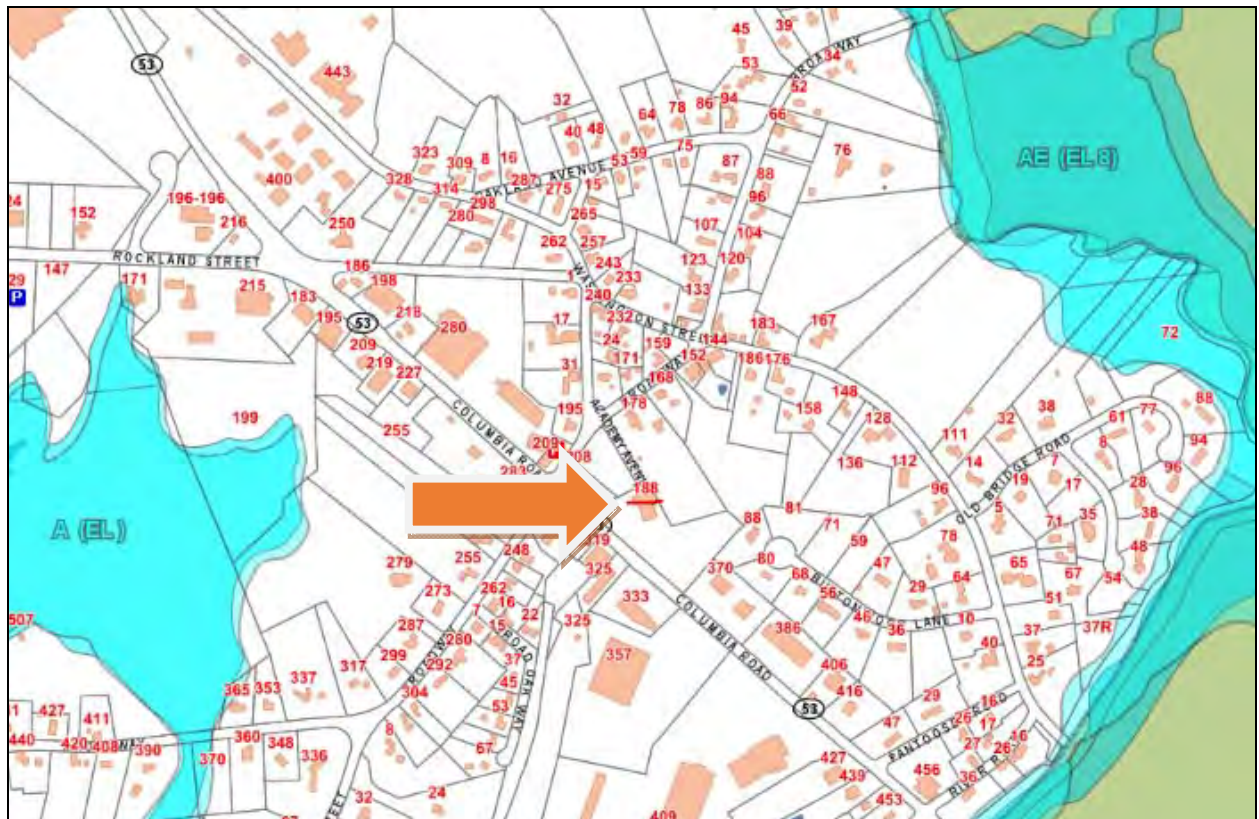
188 BROADWAY HANOVER, MA SITE CHARACTERISTICS	
Parcel Size:	365,033± SF (8.38 Acres)
Frontage:	526± feet of frontage along the northeasterly side of Columbia Road. Two driveway access points to parcel off of Broadway.
Width:	700± feet
Shape:	Irregular
Topography:	The site is generally level and at street grade with Broadway and Columbia Road. The surface parcel 57-78 is paved for current use as a parking lot.
Curb Cuts:	Two curb cuts along Broadway (per town maps).
Flood Plain, Wetlands, and Watershed:	The subject is located in a Flood Zone X district. Thus, flood insurance should not be required.
Soil, Subsoil, and Drainage:	Based on existing nearby improvements, soils appear to be suitable for development. Drainage appeared adequate.
Utilities:	All necessary utilities are available to the site, including water and sewer, gas, and electricity.
Deed Restrictions:	The appraiser is not aware of any Deed Restrictions.
Easements/Encroachments:	None noted
Hazardous Substance:	None noted.
Improvement:	City records indicate that the site is improved with a +/- 13,000 square foot structure that was constructed in 1932. Some of the site is paved with asphalt from its current use as a parking lot and as school district offices (and possibly a school).
Comments:	<p>The site contains 8.38 acres of residentially developable land and is zoned for residential use.</p> <p>Extraordinary Assumption: Future owner will have the right to construct a 30-unit residential property containing all 2-bedroom units, possibly 40B affordable housing or senior housing.</p>

MASS GIS MAPS





FEMA FLOOD MAP (ZONE X)



SUBJECT PHOTOS



Parcel #57-78



Rear portion of Parcel #57-77. Columbia Road at southern border of this parcel



Rear of current improvements on Parcel #57-77



Northernmost portion of Parcel #57-72



Viewing southwest on Broadway, subject parcel to the left



Viewing east on Columbia Road, just south of intersection with Broadway, subject parcel to the left

OWNERSHIP, SALES HISTORY, & LEGAL DESCRIPTION OF PROPERTY

According to public records, the subject property was last conveyed to the present owner, the **Town of Hanover**, on various dates between 1931 and 1958. Note that the owner listed for the improved parcel at 188 Broadway is the Town of Hanover - Salmond School. There have not been any transfers of this property within the past fifty (50) years.

Per the Town Manager, the property is not currently being marketed for sale but may be in the near future. Property cards for each parcel follow.

Please note that the above data is believed to be true and accurate, however, no warranties are made regarding this matter, as the appraiser has not performed a complete title search.

Parcel #57-72**BROADWAY REAR****Location** BROADWAY REAR**Mblu** 57/ / 72/ /**Acct#****Owner** TOWN OF HANOVER**Assessment** \$7,800**Appraisal** \$7,800**PID** 4870**Building Count** 1**Current Value**

Appraisal			
Valuation Year	Improvements	Land	Total
2020	\$0	\$7,800	\$7,800

Assessment			
Valuation Year	Improvements	Land	Total
2020	\$0	\$7,800	\$7,800


Owner of Record**Owner** TOWN OF HANOVER**Sale Price** \$0**Co-Owner****Certificate****Address** 550 HANOVER ST
HANOVER, MA 02339**Book & Page** 2623/0249**Sale Date** 03/31/1958**Ownership History**

Ownership History				
Owner	Sale Price	Certificate	Book & Page	Sale Date
TOWN OF HANOVER	\$0		2623/0249	03/31/1958

Building Information**Building 1 : Section 1****Year Built:****Living Area:** 0**Replacement Cost:** \$0**Building Percent****Good:****Replacement Cost****Less Depreciation:** \$0**Building Photo**

Building Attributes	
Field	Description
Style	Vacant Land

Model:	
Grade:	
Stories:	
Occupancy:	
Exterior Wall 1:	
Exterior Wall 2:	
Roof Structure:	
Roof Cover:	
Interior Wall 1:	
Interior Wall 2:	
Interior Flr 1:	
Interior Flr 2:	
Heat Fuel:	
Heat Type:	
AC Type:	
Total Bedrooms:	
Total Bthrms:	
Total Half Baths:	
Total Xtra Fixtrs:	
Total Rooms:	
Bath Style:	
Kitchen Style:	
Num Kitchens:	
Cndtn:	
UsrId 103:	
UsrId 104:	
UsrId 105:	
UsrId 106:	
UsrId 107:	
Num Park:	
Fireplaces:	
UsrId 108:	
UsrId 101:	
UsrId 102:	
UsrId 100:	
UsrId 300:	
UsrId 301:	



[http://images.vgsi.com/photos/HanoverMAPhotos//default.jpg]

Building Layout

[http://images.vgsi.com/photos/HanoverMAPhotos//Sketches/48]

Building Sub-Areas (sq ft)	Legend
No Data for Building Sub-Areas	

< >

Extra Features

No Data for Extra Features			
Land			
Land Use		Land Line Valuation	
Use Code	9300	Size (Acres)	4.06
Description	VAC SELECTMEN	Frontage	0
Zone		Depth	0
Neighborhood		Assessed Value	\$7,800
Alt Land Appr Category	No	Appraised Value	\$7,800
Outbuildings			
Outbuildings			Legend
No Data for Outbuildings			
Valuation History			
Appraisal			
Valuation Year	Improvements	Land	Total
2020	\$0	\$7,800	\$7,800
2019	\$0	\$7,800	\$7,800
2018	\$0	\$7,800	\$7,800
Assessment			
Valuation Year	Improvements	Land	Total
2020	\$0	\$7,800	\$7,800
2019	\$0	\$7,800	\$7,800
2018	\$0	\$7,800	\$7,800
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Parcel #57-77**188 BROADWAY****Location** 188 BROADWAY**Mblu** 57 / 77 /**Acct#****Owner** TOWN OF HANOVER -
SALMOND SCHOOL**Assessment** \$1,452,100**Appraisal** \$1,452,100**PID** 4871**Building Count** 1**Current Value**

Appraisal			
Valuation Year	Improvements	Land	Total
2020	\$1,117,800	\$334,300	\$1,452,100
Assessment			
Valuation Year	Improvements	Land	Total
2020	\$1,117,800	\$334,300	\$1,452,100

Owner of Record

Owner TOWN OF HANOVER - SALMOND SCHOOL
Co-Owner
Address 550 HANOVER ST
HANOVER, MA 02339

Sale Price \$0
Certificate
Book & Page 1623/0406
Sale Date 12/10/1931

Ownership History

Ownership History				
Owner	Sale Price	Certificate	Book & Page	Sale Date
TOWN OF HANOVER - SALMOND SCHOOL	\$0		1623/0406	12/10/1931


Building Information**Building 1 : Section 1**

Year Built: 1932
Living Area: 13,195
Replacement Cost: \$2,114,734
Building Percent Good: 52
Replacement Cost Less Depreciation: \$1,099,700

Building Photo


Building Attributes	
Field	Description

STYLE	Other Municip
MODEL	Comm/Ind
Grade	Average +10
Stories	2
Occupancy	1.00
Exterior Wall 1	Brick/Masonry
Exterior Wall 2	
Roof Structure	Wood Truss
Roof Cover	Asph/F Glc/Comp
Interior Wall 1	Mirim/Masonry
Interior Wall 2	Plastered
Interior Floor 1	Hardwood
Interior Floor 2	Carpet
Heating Fuel	Oil
Heating Type	Steam
AC Type	None
Struct Class	
Bldg Use	IMPR EDUCATION
Total Rooms	
Total Bedrms	00
Total Baths	0
Usefid 218	
Usefid 219	
1st Floor Use:	9031
Heat/AC	NONE
Frame Type	WOOD FRAME
Baths/Plumbing	AVERAGE
Ceiling/Wall	CEIL & WALLS
Rooms/Ptrns	AVERAGE
Wall Height	10.00
% Conn Wall	0.00



(http://images.vgsi.com/photos/HanoverMAPhotos/1/00/00/150/08.jpg)

Building Layout



(http://images.vgsi.com/photos/HanoverMAPhotos/Sketches/48/)

Building Sub-Areas (sq ft)			Legend
Code	Description	Gross Area	Living Area
BAS	First Floor	7,540	7,540
SFB	Base, Semi-Finished	7,540	5,655
FOP	Porch, Open, Finished	320	0
		15,400	13,195

Extra Features

Extra Features	Legend
No Data for Extra Features	

Land

Land Use	Land Line Valuation
Use Code 9341	Size (Acres) 3.6

Description	IMPR EDUCATION	Frontage	0
Zone	R	Depth	0
Neighborhood	50	Assessed Value	\$334,300
Alt Land Appr	No	Appraised Value	\$334,300
Category			

Outbuildings

Outbuildings						Legend
Code	Description	Sub Code	Sub Description	Size	Value	Bldg #
PAV1	PAVING ASPHALT			43560.00 S.F.	\$18,100	1

Valuation History

Appraisal			
Valuation Year	Improvements	Land	Total
2020	\$1,117,800	\$334,300	\$1,452,100
2019	\$1,117,800	\$334,300	\$1,452,100
2018	\$1,119,200	\$334,300	\$1,453,500

Assessment			
Valuation Year	Improvements	Land	Total
2020	\$1,117,800	\$334,300	\$1,452,100
2019	\$1,117,800	\$334,300	\$1,452,100
2018	\$1,119,200	\$334,300	\$1,453,500

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Parcel #57-78**BROADWAY****Location** BROADWAY**Mblu** 57 / 78 /**Acct#****Owner** TOWN OF HANOVER**Assessment** \$178,500**Appraisal** \$178,500**PID** 4872**Building Count** 1**Current Value**

Appraisal			
Valuation Year	Improvements	Land	Total
2020	\$0	\$178,500	\$178,500
Assessment			
Valuation Year	Improvements	Land	Total
2020	\$0	\$178,500	\$178,500

Owner of Record

Owner TOWN OF HANOVER
Co-Owner
Address 550 HANOVER ST
 HANOVER, MA 02339

Sale Price \$0
Certificate
Book & Page 2621/0218
Sale Date 03/17/1958

Ownership History

Ownership History				
Owner	Sale Price	Certificate	Book & Page	Sale Date
TOWN OF HANOVER	\$0		2621/0218	03/17/1958

Building Information**Building 1 : Section 1**

Year Built:
Living Area: 0
Replacement Cost: \$0
Building Percent
Good:
Replacement Cost
Less Depreciation: \$0

Building Photo

Building Attributes	
Field	Description
Style	Vacant Land

Model:	
Grade:	
Stories:	
Occupancy:	
Exterior Wall 1:	
Exterior Wall 2:	
Roof Structure:	
Roof Cover:	
Interior Wall 1:	
Interior Wall 2:	
Interior Flr 1:	
Interior Flr 2:	
Heat Fuel:	
Heat Type:	
AC Type:	
Total Bedrooms:	
Total Bthrms:	
Total Half Baths:	
Total Xtra Fixtrs:	
Total Rooms:	
Bath Style:	
Kitchen Style:	
Num Kitchens:	
Cndtn:	
Usrfd 103:	
Usrfd 104:	
Usrfd 105:	
Usrfd 106:	
Usrfd 107:	
Num Park:	
Fireplaces:	
Usrfd 108:	
Usrfd 101:	
Usrfd 102:	
Usrfd 100:	
Usrfd 300:	
Usrfd 301:	



(http://images.vgsi.com/photos/HanoverMA/photos/default.jpg)

Building Layout

(http://images.vgsi.com/photos/HanoverMA/photos/Sketches/48)

Building Sub-Areas (sq ft)	Legend
No Data for Building Sub-Areas	

Extra Features

Extra Features	Legend

No Data for Extra Features			
Land			
Land Use		Land Line Valuation	
Use Code	9300	Size (Acres)	0.72
Description	VAC SELECTMEN	Frontage	0
Zone		Depth	0
Neighborhood	50	Assessed Value	\$178,500
Alt Land Appr Category	No	Appraised Value	\$178,500
Outbuildings			
Outbuildings			<u>Legend</u>
No Data for Outbuildings			
Valuation History			
Appraisal			
Valuation Year	Improvements	Land	Total
2020	\$0	\$178,500	\$178,500
2019	\$0	\$178,500	\$178,500
2018	\$0	\$178,500	\$178,500
Assessment			
Valuation Year	Improvements	Land	Total
2020	\$0	\$178,500	\$178,500
2019	\$0	\$178,500	\$178,500
2018	\$0	\$178,500	\$178,500
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ASSESSMENT

The property is currently assessed by the Town of Hanover as developable residential land with one parcel (#57-77) improved with a 13,195 square foot school, or school administration, building that was constructed in 1932.

The current assessment information is as follows:

TAXES AND ASSESSMENTS - 2019				
APN	57-72	57-77	57-78	TOTAL
<u>Assessed Value</u>				
Land	\$7,800	\$334,300	\$178,500	\$520,600
Improvements/Structural	\$0	\$1,099,700	\$0	\$1,099,700
Personal Property & Fixed Improvements	\$0	\$18,100	\$0	\$18,100
Total	\$7,800	\$1,452,100	\$178,500	\$1,638,400
<u>Taxes</u>				
Tax Rate (Residential)	\$128.00	\$23,828.96	\$2,929.19	1.641%
Community Preservation Fee	\$0.00	\$665.64	\$38.65	
Total Taxes and Assessments	\$128.00	\$24,494.60	\$2,967.83	\$27,590.43

This subject's assessment appears to be reasonably consistent with other assessments in the general area, but lower than the probable market value of the subject property if it were to be redeveloped. This likely has no effect on the property's marketability or market value.

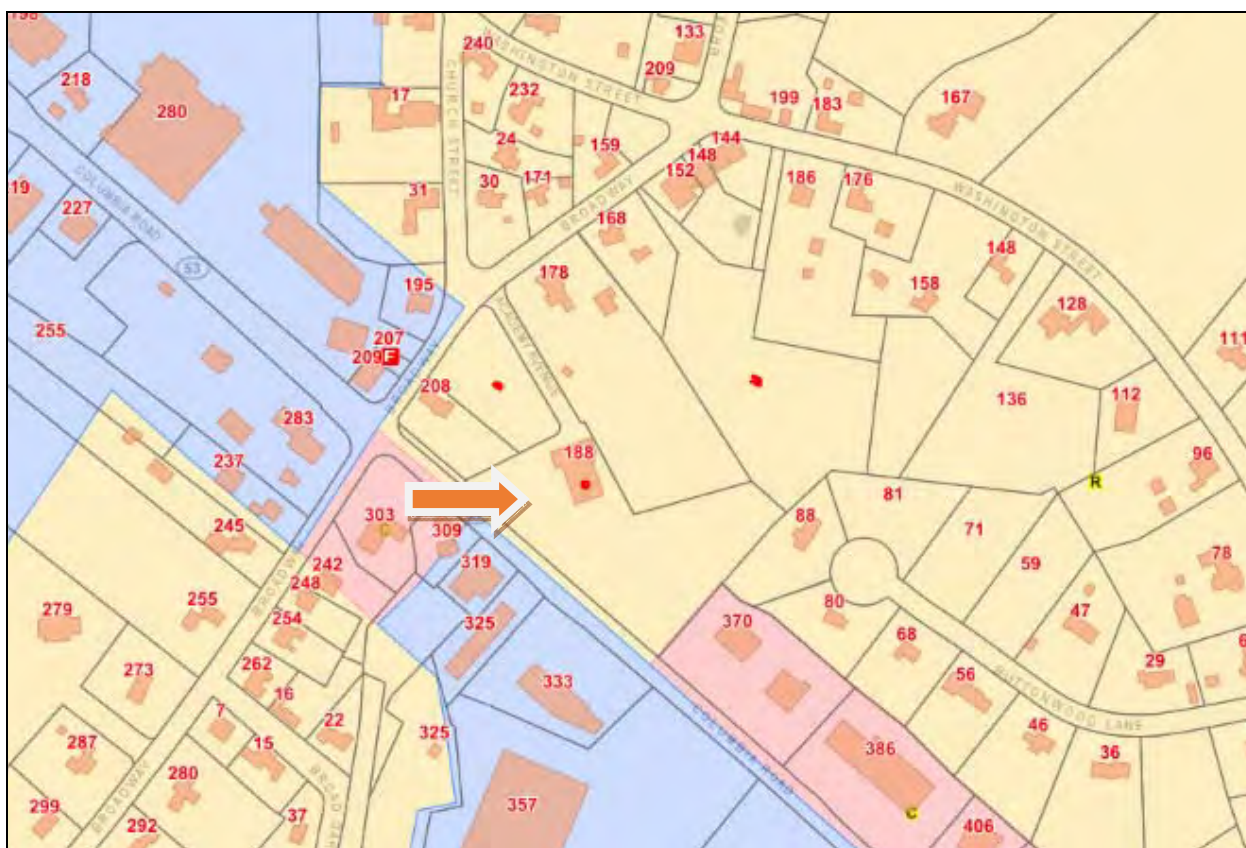
ZONING

The subject property is located within the Residence-A (Res-A) zoning district. Permitted uses in the Residence A District are intended for rural, residential and non-commercial uses. Permitted uses include farming and horticulture uses, orchards, municipal uses, and single family home lots. Uses allowed via a special permit from the Town include boarding and rooming houses, offices, museums, playgrounds, senior centers, hospitals, and nurseries. The property, as currently developed, looks to be a legal and conforming use.

Some of the dimensional requirements in this district are as follows:

Zoning District	Minimum ² Lot Size	Lot ³ Frontage	Front Setback	Side Setback	Rear Setback	Building Coverage	Lot ⁸ Coverage
Residence A	30,000 sq. ft. ¹	150 ⁴	50	20	40	—	30%
Business	44,000 sq. ft.	150	75 ⁵	15 ⁶	15 ⁶	Sec. 7.500	60%
Commercial	44,000 sq. ft.	200	75 ⁵	15 ⁶	25 ⁶	Sec. 7.500 ⁹	60% ⁹
Planned Shopping Center	44,000 sq. ft.	200	75 ⁵	15 ⁶	25 ⁶	25%	70%
Limited Industrial	44,000 sq. ft.	200	75 ⁵	25 ⁷	50 ⁷	17.5% ⁹	60% ⁹
Industrial	44,000 sq. ft.	200	75 ⁵	25 ⁷	50 ⁷	17.5% ⁹	60% ⁹
Fireworks ¹⁰	44,000 sq. ft.	200	50 ⁵	25 ⁷	40 ⁷	17.5% ⁹	60% ⁹

The subject is developable land that has a variety of permitted uses under the zoning by-law. However, the use of the subject as a 30-unit residential complex does not appear to be allowed as a matter of right. This valuation is based on the extraordinary assumption that the ownership of the subject property obtains all permits to redevelop the site with a 30-unit apartment building containing all 2-bedroom units.

ZONING MAP

It is also prudent to note that the property is bordered by developed commercial land to the southeast of the property along Columbia Road and developed business zoned property to the northwest past the intersection with Columbia Road. If the property were to be subdivided, it could potentially hold 6-7 single family home lots (with some infrastructure improvements made) and perhaps some commercial development along the southern portion of the property along Columbia Road (again, assuming the Town were to permit this use).

HIGHEST & BEST USE

Highest and best use is defined as follows:

"The reasonably probable and legal use of vacant land or improved land, which is physically possible, appropriately supported, financially feasible, and that results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity." ³

In estimating highest and best use, the appraiser has considered the following stages of analysis:

- 1. possible use -- what uses of the site in question are physically possible.**
- 2. permissible use -- what uses are permitted by zoning and deed restrictions on the site in question.**
- 3. feasible use -- which possible and permissible uses will produce a net return to the owner of the site.**
- 4. maximally productive - among the feasible uses, which use will produce the highest net return or the highest worth.**

HIGHEST & BEST USE – ANALYSIS

The subject property located at 188 Broadway, Hanover, MA, is currently a generally vacant parcel of residential or commercial developable land. This valuation is based on the extraordinary assumption that the ownership of the subject property obtains all permits to redevelop the site with a 30-unit residential complex containing all 2-bedroom units. The use of the subject as multitenant residential facility appears to be financially feasible based on development costs provided to the appraiser and market rents of \$1,800 per unit. Local developers BAAR queried felt that the current cost to construct residential space is \$190 per square foot (cost estimates ranged from \$180-\$200/SF) plus a 10% developers profits. Taxes were increased 250% from the current amount due to allow for property reassessment after construction ends. For purposes of the following proforma, a gross property size of 27,000 square feet is assumed to calculate developmental costs.

³ The Dictionary of Real Estate Appraisal, Appraisal Institute, Fourth Edition, (Chicago: Appraisal Institute 2002), page 135.

Proforma Analysis		
Income	12 Month Proforma	
Rental Income	\$ 648,000	\$1,800/month market rent x 30 units
Other Income	\$ -	
Total Income	\$ 648,000	
Vacancy	\$ 32,400	5% Market Vacancy
Effective Gross Income	\$ 615,600	
Property Maintenance		
Repairs & Maintenance	\$ 30,000	\$1,000/unit annually
SUB-TOTAL	\$ 30,000	
Utilities	\$ -	Tenants Pay Elec/Gas
Water & Sewer	\$ 18,000	\$50/unit/month
SUB-TOTAL	\$ 18,000	
Tax & Insurance Expenses		
Property Taxes	\$ 68,976	Actual FY 2019 x 250%
Insurance	\$ 15,000	
SUB-TOTAL	\$ 83,976	
Management & Admin.		
Management	\$ 24,624	4% of EGI
Reserves (Capital Items)	\$ 9,234	1.5% of EGI
SUB-TOTAL	\$ 33,858	
Total Operating Expenses	\$ 165,834	
Operating Expense Ratio	27%	
Net Operating Income (NOI)	\$449,766	
Concluded Cap Rate	6.00%	
Indicated Value / Income Approach	\$7,496,099	
Less Construction/Lease Up	\$5,130,000	Assume \$190 x 27,000 gross SF
Profit	\$513,000	
Value / Income Approach	\$1,853,099	
Value Rounded / Income Approach	\$1,850,000	

VALUATION METHODOLOGY & ANALYSIS

There are three methods of estimating the value of Real Estate: The Sales Comparison Approach, the Income Approach and the Cost Approach.

The Sales Comparison Approach considers actual sales of similar properties that have occurred in an open, competitive market. The basis for this approach is that a prudent buyer will guide his actions by the behavior of others. This approach is usually expressed as a unit of comparison, such as price per square foot, unit, etc.

The Income Approach analyses a property's capacity to generate net income and converts this capacity into an indication of value. The Income Approach reflects the value of the subject relative to prevailing income levels, expenses and capitalization rates. It is an approach seen through the eye of an investor whose primary interest is cash profit as opposed to amenity value. This approach is most effective when used for income generating properties that do not rely on owner occupancy for an appreciable income stream.

The Cost Approach requires an opinion of value of the underlying land as though vacant and available to be put to its highest and best use. The cost of the improvements, less accrued depreciation, is then added to the land value to arrive at a total value indication. This approach is usually most effective for properties that have relatively new improvements and in areas where there may be similar land available for development. The Principle of Substitution dictates that a potential buyer might not pay more for an existing property if he could build one for the same (or less) effective cost.

The three approaches vary in importance in the course of each appraisal. There are cases where all three may not be applicable to a particular appraisal problem, as in the case of a special purpose property or the lack of satisfactory market data. All three approaches can play some role through the appraisal process in arriving at a final value opinion and all three have been considered in the preparation of this report.

APPLICATION TO SUBJECT PROPERTY

The subject is commercial developable land and the Sales Comparison Approach is the preferred method for valuing vacant developable land. The Cost Approach is not applicable because the site has no improvements. The Income Approach is not applicable because locally oriented lots like the subject typically are not leased.

The approach weighted herein is as follows . . .

SALES COMPARISON APPROACH

In estimating the market value via the Sales Comparison Approach, the **residential developable land** markets in the Hanover area (and similar markets) were analyzed and the most relevant data regarding sales and current listings of similar properties was considered. All data contained herein has been verified through sources considered reliable.

Relevant property sales were analyzed and related to the subject property with particular emphasis on location, conditions and terms of sale, and physical characteristics such as utility, site condition, location, and lot size.

The sales and/or listings considered most relevant in this analysis are as follows...

COMPARABLE SALE 1**220 Center Street, Pembroke, MA 02359**

Property ID	709
Property Type	Land
Address	220 Center Street
City	Pembroke
County	Plymouth
Land Size	2.80 acres, 121,968 Sq Ft
Sale Date	07-23-2018
Sale Price	\$1,000,000
Price per Acre	\$357,143
Price per Unit	\$76,923

This property is situated just south of Pembroke's downtown business district and the immediate area is developed with a mix of commercial, industrial and residential use properties with a high concentration of retail-oriented properties situated along Center Street (Route 34). The site is an irregular shaped lot with street frontage along Center Street. Utilities available to the site include water, sewer, gas and electricity. The buyer is currently constructing a two-story residential complex, called the Orchard Hill Condos, with four buildings will contain thirteen (13) residential condominium units that average 850 net square feet in size. Upon completion of the proposed construction the building will contain a total gross floor area of 12,700 square feet. The transaction is recorded at the Plymouth County Registry of Deeds in Book 50090, Page 055. Financing was provided by 1st South Shore Bank at the time of sale. Given the location along busy Center Street and the condominium quality construction, both superior qualities when compared with the subject property, Sale Comparable 1 likely indicates the upper end of the comparable value range for the subject.

COMPARABLE SALE 2**1158-1164 Main Street, Hingham, MA 02043**

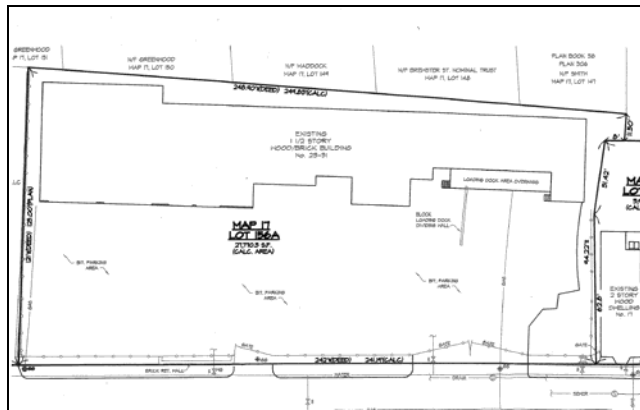
Property ID	708
Property Type	Land
Address	1158-1164 Main Street
City	Hingham
County	Plymouth
Zoning	Residential
Land Size	7.88 acres, 343,253 Sq Ft
Sale Date	07-27-2018
Sale Price	\$1,800,000
Price per Acre	\$288,426
Price per Unit	\$60,000

This was the sale of a 7.88-acre development site located in the inland portion of Hingham, less than six miles northwest of the subject location. The site is comprised of three separate parcels with frontage along Main Street. According to the selling broker, Chris Sower of Boston Realty Advisors, the site is an ideal candidate for a 40B permitting development or for a 55+ senior living development. According to Mr. Sower, the buyer is seeking approval for a 30-unit senior housing complex, with a mix of one and two bedroom units. The transaction is recorded at the Plymouth County Registry of Deeds in Book 50095, Page 169. Financing was provided by 1st Commonwealth Coop Bank at the time of sale. Due to the size and location of the comparable sale, and the similar number of units proposed, this sale is considered as strong indicator of value for the subject property.

COMPARABLE SALE 3**121 Randolph Street, Abington, MA 02351**

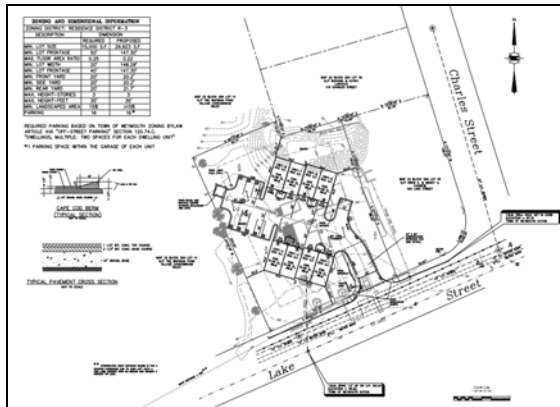
Property ID	636
Property Type	Land
Address	121 Randolph Street
City	Abington
County	Plymouth
Zoning	Highway Commercial
Land Size	14.52 acres, 632,491 Sq Ft
Sale Date	01-23-2018
Sale Price	\$3,000,000
Price per Acre	\$206,612
Price per Unit	\$38,961

This was the sale of a 14.52-acre site located along Route 139 within a residential use area just west of Route 18. It sold with approvals in place to construct a 77-unit townhouse apartment building complex. Phase I and II will consist of 8 buildings and 36 units. The units contain between two and six units each. Phases III, IV, V and VI will consist of the remaining 41 units. There will be a total of 205 parking spaces consisting of 77 garage parking spaces, 77 tandem spaces in front of the garages, and 51 additional surface spaces. The site is served by electricity, internet, telephone, cable television lines, and municipal water and sewer. The site is irregular in shape and mostly level. The transaction is recorded at the Norfolk County Registry of Deeds in Book 49430 on Page 329. No financing was provided at the time of sale. Given the slightly inferior location, further west and closer to Brockton, Sale Comparable 3 likely indicates the lower end of the comparable value range for the subject.

COMPARABLE SALE 4**23-27 Howland Street, Plymouth, Massachusetts 02360**

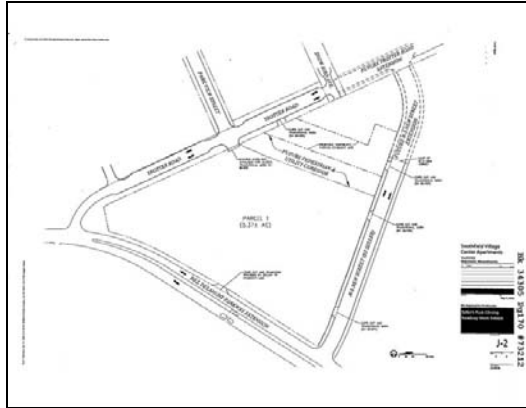
Property ID	1553
Property Type	Land
Address	23-27 Howland Street
City	Plymouth
County	Plymouth
Zoning	Downtown Harbor District
Land Size	0.64 acres, 27,770 Sq Ft
Sale Date	04-27-2016
Sale Price	\$1,950,000
Price per Acre	\$3,058,771
Price per Unit	\$88,636

This was the sale subject of a property that was developed with three (3) apartment buildings totaling twenty-two (22) units and 24,248 square feet of gross building area. The property is located in the downtown area of Plymouth, in a DH zoning district, just a block from Plymouth Harbor and Cape Cod Bay. It will contain a total of eleven (11) one-bedroom apartment units and eleven (11) two-bedroom apartment units. The buildings will be 2.5 story wood framed structures. Given the somewhat superior location, one block from the Atlantic Ocean, Sale Comparable 4 likely indicates the upper end of the comparable value range for the subject.

COMPARABLE SALE 5**189 Lake Street Weymouth, Massachusetts 02189**

Property ID	1436
Property Type	Land
Address	189 Lake Street
City	Weymouth
County	Norfolk
Zoning	Residence (R-3)
Land Size	0.69 acres, 30,144 Sq Ft
Sale Date	12-30-2016
Sale Price	\$450,000
Price per Acre	\$650,279
Price per Unit	\$56,250

This was the sale of a site located along Lake Street in Weymouth, Massachusetts. The site contains 30,144 square feet and at the time of sale was approved for development with 8 townhouse units (two 4-unit clusters containing 906 SF each plus a drive-in garage). Total development costs were in the \$157/SF range and price was expected to be in the \$270,000 to \$290,000 per unit range. The transaction is recorded at the Norfolk County Registry of Deeds in Book 34813, Page 569. No prior sales within one year. Except for the smaller size of the parcel, this sale is considered to be relatively similar to the subject property in terms of location, zoning, and the kind of future development likely to occur.

COMPARABLE SALE 6**Trotter Road and Park View Street, Weymouth, MA**

Property ID	1423
Property Type	Land
Address	Trotter Road & Park View Street
City	Weymouth
County	Norfolk
Zoning	South Shore Tri-Town Dev Corp.
Land Size	5.37 acres, 233,917 Sq Ft
Sale Date	08-27-2016
Sale Price	\$12,600,000
Price per Acre	\$2,346,369
Price per Unit	\$45,161

This was the sale of a development parcel at the Southfield Development property in South Weymouth. This site is within walking distance to the MBTA rail station. Southfield Village Center Apartments will total 265 apartments (up to 410 bedrooms), 14,000 s/f of ground floor retail space, two buildings with ground floor podium/3-4 stories of residential units (252) above, plus one 3-story townhouse-style building (13 rental units), and up to 445 total parking spaces. All approvals have been issued by the Town of Weymouth for the development plan. The transaction is recorded at the Norfolk County Registry of Deeds in Book 34305 on Page 164. For purposes of this report, the 14,000 SF of retail space is equivalent to 14 units. Thus, this is considered a 279 Unit development.

TABLE OF SALES

	<u>TABLE OF SALES</u>							
	<u>ADDRESS</u>	<u>SIZE (Acres)</u>	<u>SALE PRICE</u>	<u>DATE OF SALE</u>	<u>UNITS</u>	<u>UNITS/ACRE</u>	<u>PRICE/UNIT</u>	<u>COMMENTS</u>
1	220 Center Street Pembroke 3.2 miles South	2.80	\$1,000,000	7/23/18	13	4.6	\$76,923	all 2-bedrooms; 850sf For Sale Condos Similar area
2	1158-1164 Main St. Hingham 5.7 miles NW	7.88	\$1,800,000	7/27/18	30	3.8	\$60,000	40B or Sr housing likely Similar Rt 3 area location Good indicator of value
3	121 Randolph St. Abington 7.2 miles West	14.52	\$3,000,000	1/23/18	77	5.3	\$38,961	Permits in hand Inferior location
4	23-27 Howland St. Plymouth 12.7 miles SE	0.64	\$1,950,000	4/27/16	22	34.5	\$88,636	Near downtown, harbor Dense improvements 50% 1-beds, 50% 2-beds
5	189 Lake Street Weymouth 9.1 miles NW	0.69	\$450,000	12/30/16	8	11.6	\$56,250	900sf 2-bed units Small parcel
6	10 Trotter Road Weymouth 7.4 miles NW	5.37	\$12,600,000	8/27/16	279	52.0	\$45,161	Mixed-Use Dev Near MBTA Dense improvements
S	188 Broadway Hanover	8.38	***	***	30	3.6	***	

Range of Price Per Unit

Low: \$38,961
 High: \$88,636
 Average/Unit: \$60,989
 Median/Unit: \$58,125

ANALYSIS

The sales had price factors ranging from \$38,961 to \$88,636 per approved unit. The average/mean price was \$61,000 (rounded) and the median price was \$58,000 (rounded). Because the subject has an average to good Hanover location and because the subject will also have all two-bedroom units, similar to most of the sales comparables, a value near the middle of the range appears reasonable.

An overall value factor range of \$60,000 per approved unit appears to be reasonable. Applying this factor range to the subject's lot size forwards the following value opinion . . .

"AS IS" VALUE INDICATION VIA SALES COMPARISON APPROACH

30 UNITS @ \$60,000 Per Unit = **\$1,800,000**

RECONCILEMENT OF OPINION

The subject property consists of a 8.38 acre parcel of developable land that is zoned for residential development in southern Hanover. This is an average to good location for local residential use given the proximity to local highways and commercial retailers along Columbia Road, which borders the southwestern side of the parcel. This valuation is based on the extraordinary assumption that the ownership of the subject property obtains all permits to redevelop the site with a 30-unit residential building containing all 2-bedroom units.

In estimating the market value of the property, only the Sales Comparison Approach was illustrated. The Cost and Income Approaches have not been illustrated because the subject is a vacant parcel of land available for immediate development. A summary of these approaches is as follows:

Valuation Technique	"As Is"
Sales Comparison Approach	\$1,800,000
Income Approach Valuation	Not Applicable
Cost Approach Valuation	Not Applicable

Therefore, based on the observations noted, it is our opinion the "as is" fee simple market value of the property, as of December 12, 2019 subject to the certification and limiting conditions noted, was...

\$1,800,000

EXTRAORDINARY ASSUMPTION

Our valuation analysis and conclusions are premised on the following extraordinary assumptions. Should any of the statements below be found to be inaccurate, then our value conclusion may require adjustment.

- **This valuation is based on the extraordinary assumption that the ownership of the subject property obtains all permits to redevelop the site with a 30-unit residential property containing all 2-bedroom units.**

The use of the above extraordinary assumption could affect appraisal results.

ADDENDUM

APPRAISER RESUME

APPRAISER'S NAME: **Adam J. Hardej, Jr.**
 FIRM NAME: **BAAR Realty Advisors**

TEL: 800-851-1855
 FAX: 800-851-1855
 E-MAIL: Adam@BAARrealtyadvisors.com

Employment for the Last Ten Years

<p><u>BAAR Realty Advisors</u> Principal/Owner – Full-Service Real Estate Appraisal & Consulting Firm</p> <ul style="list-style-type: none"> • Appraisal & Consulting • Expert Witness & Litigation Support Services • Estate Planning & Probate Related Valuation Services <p><u>Key Global Finance</u> (wholly-owned subsidiary of Keycorp) Managing Director, VP of Underwriting and Acquisitions</p> <ul style="list-style-type: none"> • Direct national acquisitions, due diligence and underwriting in 20+ states. • Acquired over \$500 Million in delinquent receivables throughout US <p><u>CB Richard Ellis</u> Vice President, Regional Manager (CA, Central Valley) – Appraisal & Consulting Services-</p> <ul style="list-style-type: none"> • West Coast coverage – WA, OR, CA & AZ • Member Golf & Lodging Specialty Valuation Group 	<p>2001 - Present</p> <p>1996 - 2001</p> <p>1994 - 1996</p>
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Education

<p>MBA, THE HAAS SCHOOL OF BUSINESS, THE UNIVERSITY OF CALIFORNIA, Berkeley, CA BA, Classics / Economics, BOWDOIN COLLEGE, Brunswick, ME</p>	<p>1989 - 1991 1979 - 1983</p>
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Appraisal Courses and Seminars for the last ten years:

Advanced Land Valuation	7 hrs	03/18	Appraisal Institute
USPAP Update	7 hrs	12/17	MBREA
USPAP Update	7 hrs	12/15	MBREA
USPAP Update	7 hrs	04/14	Appraisal Institute
USPAP Update	7 hrs	02/12	Appraisal Institute
USPAP Update	7 hrs	02/10	Appraisal Institute
Statistics & RE Finance	14 hrs	10/08	Appraisal Institute
USPAP Update	7 hrs	05/08	Appraisal Institute
Appraising Nursing Homes	7 hrs	11/06	Appraisal Institute
Appraising from Blueprints	7 hrs	11/06	Appraisal Institute
USPAP Update	7 hrs	02/06	Appraisal Institute
Operating Expense Analysis	7 hrs	10/06	Appraisal Institute
Analyzing Distressed RE	4 hrs	10/06	Appraisal Institute
FL Law	3 hrs	10/06	Appraisal Institute
CT Law	3 hrs	9/06	Prof. Valuation & Real Estate School
National USPAP	7 hrs	2/06	Appraisal Institute
Business Practices/Ethics	8 hrs	1/06	Appraisal Institute
Apartment Appraisal	15 hrs	1/06	Appraisal Institute
Appraising Conv./Gas	7 hrs	12/05	Appraisal Institute
Scope of Work	7 hrs	12/05	Appraisal Institute
HP12C Course	7 hrs	11/04	Appraisal Institute
Resid. Subdivision Analysis	5 hrs	11/04	Bert Rodgers Schools
URAR Review	14 hrs	10/04	Bert Rodgers Schools
FL Law	3 hrs	10/04	Appraisal Institute
CT Law	3 hrs	9/04	Prof. Valuation & Real Estate School
USPAP	16 hrs	5/04	Appraisal Institute
USPAP	16 hrs	3/02	Appraisal Institute
Economic Outlook	2 hrs	1/01	Appraisal Institute

For the 60-month period, May 1991 - June 1996, I personally completed over 5,000 hours of commercial appraisal work.

Professional Licenses & Designations

- Certified General Appraiser – multiple states
 - Designated Appraiser – MAI & ASA
 - Qualified Expert Witness: Real Estate and Municipal-based Receivables (i.e. tax liens) related cases.
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Please visit our web site at <http://www.mass.gov/dpl/boards/RA>

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(RA)

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LICENSEE SIGNATURE

102533	10/19/2020	588154
LICENSE NUMBER	EXPIRATION DATE	SERIAL NUMBER