

NARRATIVE APPRAISAL REPORT

&

VALUATION ANALYSIS

PROPERTY

Wright Farm
14.43 Acres of RO Zoned Land with Dwelling & Barn
241 Grove Street
Lexington, Massachusetts

DATE OF VALUATION

December 19, 2011

PREPARED FOR

Karen M. Mullins
Director of Community Development/Conservation Administrator
Town of Lexington
1625 Massachusetts Avenue
Lexington, MA 02420

PREPARED BY

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December 23, 2011

Karen M. Mullins

Director of Community Development/Conservation Administrator

Town of Lexington

1625 Massachusetts Avenue

Lexington, MA 02420

RE: *Wright Farm*

14.43 Acres of RO Zoned Land with Dwelling & Barn

241 Grove Street

Lexington, Massachusetts

Dear Ms. Mullins:

In fulfillment of our agreement, as outlined in the letter of engagement dated November 18, 2011, we are pleased to transmit the appraisal report detailing our estimate of the market value of the fee simple interest in the above referenced property. This self-contained appraisal report sets forth the value estimate, together with supporting data and reasoning which forms the basis for our conclusions.

The subject of this report is 14.43 acres of RO zoned land improved with an antique farmhouse style dwelling, detached barn and garage. The property, known locally as *Wright Farm* is located on the northerly side of Grove Street in the northwest corner of Lexington adjacent to the Bedford and Burlington town lines. Preliminary engineering completed by Meridian Associates indicates that the 14.43 acres has the potential to be subdivided into 12 building lots with the installation of two small cul de sac roadways.

We have been asked to estimate the market value of the fee simple interest in the property.

This appraisal has been completed using the following *extraordinary assumption*:

- The estimated value of the property is based upon the extraordinary assumption that the property has the development potential stated herein. If additional engineering proves that this is not the case, then the value estimate may be subject to change.

Page 2
December 23, 2011
Karen M. Mullins

The value opinion reported is qualified by certain definitions, limiting conditions and certifications presented in detail in the appraisal report. This report has been prepared for the exclusive use of the addressee and those specifically authorized by the addressee. It may not be distributed to, or relied upon, by other persons or entities without our permission. As a result of our analysis, it is our opinion that the market value of the fee simple interest in the subject property as of December 19, 2011, subject to the definitions, limiting conditions and certifications set forth in the attached report is:

THREE MILLION FIVE HUNDRED THOUSAND (\$3,500,000) DOLLARS

This letter must remain attached to the report in order for the value opinion set forth to be considered valid.

Respectfully submitted,



Christopher H. Bowler, MAI, SRA
Massachusetts Certified General
Real Estate Appraiser #495



Jonathan H. Avery, MAI, CRE
Massachusetts Certified General
Real Estate Appraiser #26

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SUMMARY OF IMPORTANT FACTS AND CONCLUSIONS

PROPERTY ADDRESS: 241 Grove Street

OWNER OF RECORD: Thomas C. and Sara M. Wright

DATE OF VALUE ESTIMATE: December 19, 2011

TOTAL LAND AREA: 14.43 acres

EXISTING IMPROVEMENTS: There is a two story, wood frame antique farmhouse style dwelling containing 1,985 sq ft of living area, constructed in 1840 per municipal records. There is also a detached, multi level wood frame barn; a detached wood frame garage, and a wood frame shed.

ZONING: Residence RO 30,000 sq ft minimum lot size
150 feet minimum frontage

HIGHEST AND BEST USE: Subdivision of the land into 12 building lots with the installation of two small cul de sac roadways of 545' and 365'.

VALUE ESTIMATE: \$3,500,000

APPRAISED BY: Christopher H. Bowler, MAI, SRA
Jonathan H. Avery, MAI, CRE
Avery Associates
Post Office Box 834
282 Central Street
Acton, MA 01720

SUBJECT PROPERTY PHOTOGRAPHS

Wright Farm

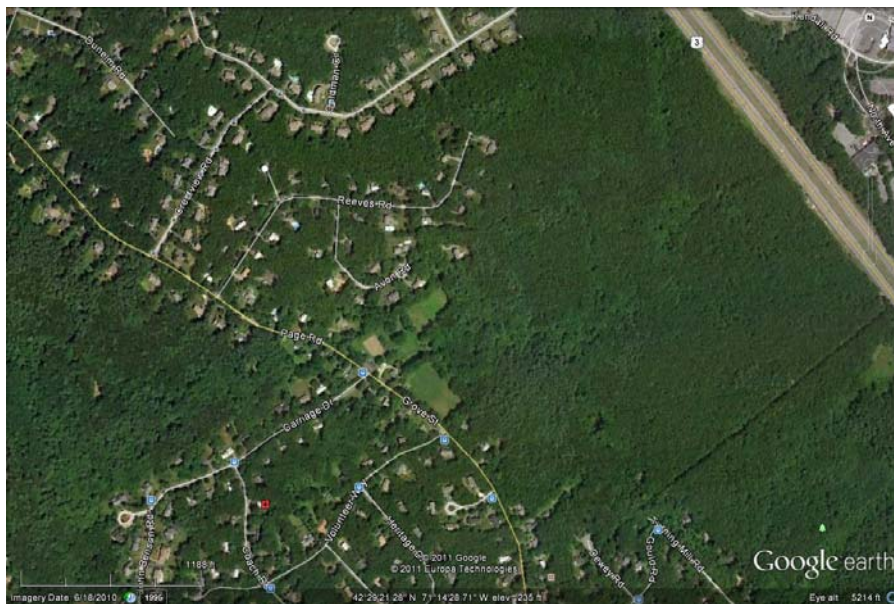
241 Grove Street

Lexington, MA

Taken by C.H. Bowler (12/19/11)



Aerial Photo of the Property Provided by Mass GIS/Google Earth. Photo Dated June 2010. The ‘Tan/Brown’ Square in Center of Photo is a Field That is Part of Wright Farm, as are the Two Larger Green Fields to the Right.



Additional Aerial View of the Property and the Larger Surrounding Area. Route 3 is to the Northeast Section of the Photo. Burlington’s 250 Acre “Landlocked Forest” is the Large Green Area Abutting Route 3 to the West in Photo.

SUBJECT PROPERTY PHOTOGRAPHS

Wright Farm

241 Grove Street

Lexington, MA

Taken by C.H. Bowler (12/19/11)



View Looking Northerly at Wright Farm. Photo Taken from the SW Corner of Site on Grove Street.



View Looking Easterly at the Dwelling on Site.

SUBJECT PROPERTY PHOTOGRAPHS

Wright Farm

241 Grove Street

Lexington, MA

Taken by C.H. Bowler (12/19/11)



Street Scene Looking SE Along Grove Street. Subject Property is to the Left.



Rear View of the Detached Garage and Detached Barn Looking SW.

SUBJECT PROPERTY PHOTOGRAPHS

Wright Farm

241 Grove Street

Lexington, MA

Taken by C.H. Bowler (12/19/11)



View Looking Northerly at the Northern Corner of the Land. Photo Taken from the Center of the Property.



View Looking NW at the Crop Field Behind the Barn on Site. This Crop Field is the 'Tan/Brown' Square in the Aerial Photo.

NARRATIVE APPRAISAL REPORT

PURPOSE OF THE APPRAISAL: The purpose of this appraisal is to estimate the market value of the fee simple interest in the subject property as of December 19, 2011. In estimating this value it has been necessary to make a careful physical inspection of the property, a review of existing zoning by-law, a review of recent land planning, and an analysis of current market conditions and how they relate to and affect the subject property.

The definition of market value and fee simple can be found in the Addenda section to this report.

INTENDED USE OF REPORT: The intended use of this appraisal is to estimate the market value of the subject property for its possible acquisition by the Town of Lexington.

INTEREST VALUE: Fee Simple.

DATE OF VALUATION: The effective date of valuation of this appraisal is December 19, 2011. All data, analysis, and conclusions are based upon facts in existence as of the date of valuation.

DATE OF REPORT: December 23, 2011.

SCOPE OF THE APPRAISAL: Christopher H. Bowler, MAI, SRA and Jonathan H. Avery, MAI, CRE inspected the subject property on December 14, 2011. Thomas Wright and Sara Wright accompanied the appraisers on an inspection of the site, the dwelling, the barn and the garage. A second inspection was made by Mr. Bowler on December 19th, at which time photos of the property were taken.

In addition to the inspections, Mr. Bowler:

- reviewed conceptual land planning completed on the 14.43 acres, prepared by Meridian Associates, dated October 2011, provided by Karen Mullins of the Town of Lexington.
- reviewed the *Rules & Regulations Governing the Subdivision of Land in Lexington*.
- obtained additional information regarding the property from the Lexington Assessor's Department, the Planning Department, and the Middlesex South Registry of Deeds.
- gathered information on comparable acreage and lot sales, and residential development activity in Lexington.
- confirmed and analyzed the data and applied the Sales Comparison Approach and a Cost of Development Analysis in order to estimate the market value of the subject property.

EXTRAORDINARY ASSUMPTION: This appraisal has been completed using the following *extraordinary assumption*:

- The estimated value of the property is based upon the extraordinary assumption that the property has the development potential stated herein. If additional engineering proves that this is not the case, then the value estimate may be subject to change.

DESCRIPTION OF REAL ESTATE APPRAISED

LEGAL DESCRIPTION - The subject of this report is 14.43 acres of RO zoned land improved with an antique farmhouse style dwelling, detached barn and garage. The property, known locally as *Wright Farm* is located on the northerly side of Grove Street in the northwest corner of Lexington adjacent to the Bedford and Burlington town lines.

The following are the address, assessors and legal references for the subject:

<u>Address</u>	<u>Assessors</u>		<u>Size of</u>	<u>Current</u>	<u>Legal</u>
	<u>Map</u>	<u>Lot</u>	<u>Parcel (ac)</u>	<u>Owner</u>	<u>Reference (Bk/Pg)</u>
241 Grove Street	91	1A-1	0.69	Thomas C. & Sara M. Wright	19065/52
241 Grove Street	91	1A-2	13.74	Thomas C. & Sara M. Wright	19065/52
Total			14.43		

There have been no arm’s length sales or listings of the property or portions of the property for sale in the past 10 years. The property has been under the ownership of the Wright Family and related entities for several decades.

A copy of the deed referenced above can be found in the Addenda to this report.

TAXES AND ASSESSMENT - The following is the current assessment and tax burden for the subject property. In addition please find the total assessment for the property for the previous 3 fiscal years listed as well:

<u>Address</u>	<u>Assessors</u>		<u>Size of</u>	<u>Fiscal</u>	<u>Current</u>	<u>Tax Rate</u>	<u>Annual</u>
	<u>Map</u>	<u>Lot</u>	<u>Parcel (ac)</u>	<u>Year</u>	<u>Assessment</u>	<u>(per 1000)</u>	<u>Taxes</u>
241 Grove Street	91	1A-1	0.69	2012	\$ 735,000	\$14.97	\$ 11,002.95
241 Grove Street	91	1A-2	13.74	2012	\$ 14,000	\$28.45	\$ 398.30
Totals					\$ 749,000		\$ 11,401.25
Previous 3 Years Total Assessments				2011	\$ 749,000		
				2010	\$ 749,000		
				2009	\$ 765,500		

Comment: The parcel 1A-2 portion of the subject land is under the restrictions of Massachusetts General Laws Chapter 61A. This is an agricultural land classification act which allows for the owners of larger parcels of land to receive significant real estate tax reduction/deferment, so long as a prescribed current use management plan is followed and the designated parcel is not developed. The \$14,000 current assessment for this parcel is reflective of the Chapter 61A reduction in assessment. The total, non 61A assessment for Parcel 1A-2 per the Lexington Assessors Office is \$292,000.

The restrictions on development may be lifted if a property owner pays the amount of the deferred taxes, or rollback tax, dating back through the period in which the property has been under Chapter 61A. The amount is calculated by taking the difference in the assessed value as if not participating in the program, and then multiplying this figure in each year by the tax rate for that year. Interest may also be due.

It should be noted that the property has been appraised free and clear of all municipal liens and/or encumbrances. The rollback tax amount due has, therefore, not been included in the calculation of the market value of the property. The amount owed is not considered part of the real property, but rather a personal debt owed by the current owner of the property, much the same way a mortgage debt is owed on most homes sold in the local market. While the amount of the rollback tax or mortgage on a property might reduce the 'net' amount due to the seller, it does not affect the market value of the property as defined herein.

LOCATION DESCRIPTION - Town - The subject property is located in the Middlesex County community of Lexington. Surrounding towns are Lincoln on the southwest; Bedford on the northwest; Burlington the northeast; Woburn, Winchester and Arlington on the east; and Belmont and Waltham on the south. Its population per the 2000 US Census is 30,355. This is up 4.77% from the 1990 population of 28,974. A 2008 census by the Mass Department of Revenue puts the population at 30,272. The city of Boston is 11 miles to the southeast.

Lexington is a thriving residential suburb, rich in civic history. The Lexington Green is the site of the start of the American Revolution. On Patriots' Day each April town residents rise at dawn to see a re-enactment of the battle. More than 100,000 tourists visit the town each year to see the "Green" and historic buildings such as the *Hancock Clark House*, the *Buckman Tavern* and the *Monroe Tavern*. *Minuteman National Park*, which extends to the *Old North Bridge* in Concord, starts in Lexington. *The Museum of Our National Heritage* is located on Marrett Road.

Despite its rich history, Lexington is far from being just a tourist attraction. It is a contemporary suburb with excellent public schools, municipal services and shopping. There are large office parks along Route 2, 128 and the Bedford town line.

Lexington has become a home to the affluent who covet the excellent public schools, the rich history and a location just 11 miles from Boston. The town ranks 15th in the Commonwealth in terms of median household income. The medium single family home price ranks in the top 10 in Massachusetts.

Economic Conditions: When completing an appraisal of real property it is necessary to have a proper perspective of economic conditions as of the date of valuation. Economic conditions play a significant role in the price paid for real estate at any given time.

As 2011 nears an end, the recovery from the “Great Recession”, which lasted over a year between 2008 and 2009, continues. But the recovery is stubbornly slow and is characterized by tepid job growth and continued high unemployment. We look at several key economic indicators to measure the health of the economy as of the date of valuation:

THE ECONOMY

The Gross Domestic Product (*total market value of the goods and services produced by a nation's economy during a specific period of time*) figures for the most recent six quarters and previous 7 years are shown below.

U.S. ECONOMIC GROWTH (growth in the GDP)

Annualized Growth Rate		
2011 Quarter 3	2.0%	3.9% MA-only
2011 Quarter 2	1.3%	3.4% MA-only
2011 Quarter 1	0.4%	
2010 Quarter 4	3.1%	
2010 Quarter 3	2.6%	
2010 Quarter 2	1.7%	
2010 Annual	3.0%	
2009 Annual	-2.4%	
2008 Annual	0.4%	
2007 Annual	2.2%	
2006 Annual	3.3%	
2005 Annual	3.2%	
2004 Annual	3.9%	

(Gross Domestic Product is the total market value of the goods and services produced by a nation's economy during a specific period of time).

Growth has been positive now for the past seven quarters. However, to recover from a recession and return to low unemployment, GDP growth typically must be in the 5%+ range on an annualized basis. Growth in the last 4 quarters has averaged 1.7%. This low growth is the reason that unemployment remains high as will be seen below.

It should be noted that these are national figures. Figures for just Massachusetts only over the past two quarters have been much better at 3.9% and 3.4% respectively. The Mass economy has been aided by a global technology boom and an expanded health care sector.

EMPLOYMENT/JOB GROWTH

<u>Unemployment Rate</u>	<u>Town of Lexington</u>	<u>Middlesex County</u>	<u>Boston-Camb- Quincy Metro NECTA</u>	<u>Mass.</u>
Nov-11	4.0%	5.1%	5.7%	7.0%
Oct-11	4.7%	5.6%	6.3%	7.3%
Nov-10	5.8%	6.7%	7.3%	8.3%

<u># Employed (000's)</u>	<u>Town of Lexington</u>	<u>Middlesex County</u>	<u>Boston-Camb- Quincy Metro NECTA</u>	<u>Mass.</u>
Nov-11	14.75	791.80	2,407.84	3,251.50
Oct-11	14.66	788.09	2,396.64	3,237.60
Nov-10	14.49	778.06	2,370.10	3,206.50

(Source: Mass Department of Employment & Training)

<u>United States</u>	<u>New Jobs Created</u>	<u>Unempl. Rate</u>
Nov-11	120,000	8.6%
Oct-11	100,000	9.0%
Sep-11	210,000	9.1%
Aug-11	104,000	9.1%
Jul-11	127,000	9.1%
Jun-11	20,000	9.2%
May-11	53,000	9.1%
Apr-11	210,000	9.0%
Mar-11	194,000	8.8%
Feb-11	235,000	8.9%
Jan-11	68,000	9.0%
Dec-10	152,000	9.4%
	132,750	(Per month average over past 12 months).

(Source: US Bureau of Labor Statistics)

As with the GDP figures the employment figures, while showing growth, are a disappointment coming out of a recession. Typically, post-recession job growth exceeding 300,000 per month is common. The average over the past 12 months is just 132,750 per month. Most economists indicate that job growth in the vicinity of 150,000 per month is needed just to keep up with population growth. Not only does the growth over the past 12 months not meet this, but it does not come close to reaching the reaching the 300,000 mark that would give a substantial positive boost to the economy.

CONSUMER SENTIMENT

CONSUMER CONFIDENCE INDEX

2011	Nov-11	56.0
	Aug-11	45.2
	Jan-11	64.8
2010	Oct-10	50.2
	Jul-10	48.5
	Apr-10	57.7
	Jan-10	56.5
2009	Oct-09	48.7
	Jul-09	46.6
	Apr-09	40.8
	Jan-09	37.4
2008	Oct-08	38.0
	Jul-08	51.9
	Apr-08	62.8
	Jan-08	87.3
2007	Oct-07	95.6
	Jul-07	111.9
	Apr-07	106.3
	Jan-07	110.2

(Source: The Conference Board)

The consumer confidence data shown above portrays the ups and downs of the economy over the past 4+ years. The index data is shown quarterly since January of 2007. The most recent figure is an increase after two straight months of small decreases. Per the Conference Board a reading above 90 translates into an economy on solid footing while a reading above 100 reflects strong economic growth. So with a current reading at 56 it is evident that the U.S. Consumer does not think the economy is healthy. Stubbornly high unemployment, the constant news of the debt crisis in Europe, and no signs of a strong recovery are the reasons cited by the Conference Board for the low confidence numbers.

STOCK MARKET, INTEREST RATE, & COMMODITY TRENDS

	Beginning Price <u>1-Jan-11</u>	Closing Price <u>19-Dec-11</u>	Change Since <u>1/1/2011</u>
Dow Jones Industrial	11,578	11,766	1.63%
S&P 500	1,258	1,205	-4.16%
NASDAQ	2,653	2,523	-4.90%
10 Year Treasury	3.31%	1.81%	(150.0) basis pts.
London Gold \$ fix/oz	1,422	1,602	12.62%
Crude Oil \$ per barrel	91.40	94.50	3.39%

In 2011, the stock market has been on a 'roller coaster'. Once up over 8% in terms of the S&P 500, the market is now down 4.16%. The high in the market for 2011 was reached in early 2011, and the low was reached in August of 2011 as the U.S. Congress threatened a shut down in the government if a deal was not reached to reduce the nation's debt and deficit.

THE RESIDENTIAL HOUSING MARKET

The housing market in Massachusetts during the first ½ of 2010 was showing signs of recovery from the downturn that began in mid 2005 and lasted into the first quarter of 2009. Historically low mortgage rates and the first time buyer federal tax credit were aids to this small surge in activity. However, activity in the 2nd half of 2010 slowed again. Developers we talked to who were quite ‘bullish’ in April and May of 2010 returned to a more ‘cautious’ viewpoint by year-end. As 2011 nears an end there is cautious optimism among developers and local brokers. Indeed there are pockets in the Massachusetts market that are thriving and there are individual developments enjoying rapid sales activity that give cause for optimism. Most of these communities and developments are inside the Route 128 belt of Greater Boston.

We review some statistics to get a quantitative view of current conditions. The following is the most recent release by the *Office of Federal Housing Enterprise Oversight* (OFHEO), which gives a broader view of price activity in Massachusetts and various regions within:

	Last	Last	Last
	1 Year	Quarter	5 Years
	<u>1 Year</u>	<u>Q3/2011</u>	<u>5 Years</u>
Boston-Quincy MSA	-1.10%	1.08%	-12.34%
Camb-Newton-Framingham MSA	-0.73%	0.26%	-8.48%
Springfield, MSA	-2.84%	-0.04%	-7.88%
Worcester MSA	-3.27%	0.51%	-17.64%
Massachusetts	-2.21%	-0.41%	-11.97%

(Source: Office of Federal Housing Enterprise Oversight)

In Massachusetts, prices were down 2.21% over the previous year and down 0.41% in the previous quarter. In the Camb-Newton-Framingham MSA where Lexington is located, the same statistics are -0.73% and +0.26% respectively.

An index considered more reliable by most is the Case-Shiller Home Price Index. This data includes only repeat sales of homes while the index above includes appraised value data. The most recent data from the Case-Shiller Home Price Index is as follows:

		% Change
		from Previous
		<u>Year</u>
Sep-06	176.34	-----
Sep-07	170.73	-3.18%
Sep-08	160.98	-5.71%
Sep-09	155.62	-3.33%
Sep-10	156.28	0.42%
Sep-11	154.39	-1.21%

Source: S&P/Case-Shiller Home Price Index
Greater Boston

Per this index, home prices in the Boston metropolitan area are down 15.38% since reaching a peak in September of 2005. Year over year the index is down 1.21%. However, since reaching a bottom in March of 2009, the index is up 5.87%. Although negative year over year, the last three of four months have shown positive numbers.

Overall, the residential downturn in Massachusetts has been mild in comparison to other parts of the country such as Arizona, Nevada, and parts of Florida. However, a solid rebound in prices and activity is not evident.

Lexington Market: The Lexington market has not escaped the downturn in the residential housing market recession that has plagued the entire nation since 2005. But to say that Lexington has fared better than almost any other town in Massachusetts or the U.S. for that matter is not an exaggeration.

Consider that under perhaps the worst economic conditions in the past 30 years, local developers still had enough confidence to pull building permits to construct over 120 new homes in town, priced from \$850,000 to \$2,500,000 since January 1, 2010. And those homes are selling, albeit at a slower pace than in 2004 or 2005. The following is a list of building permit activity in town over the past 6 years:

<u># of Single Family Building Permits Issued</u>				
		% Change from Previous		% Change from Previous
<u>Year</u>	<u>Lexington</u>	<u>Year</u>	<u>Massachusetts</u>	<u>Year</u>
2011	49	-10.91%	3407	-14.28%
2010	71	82.05%	4815	18.74%
2009	39	-25.00%	4055	-6.18%
2008	52	23.81%	4322	-40.42%
2007	42	-23.64%	7254	-20.71%
2006	55		9149	

** 2011 Data is thru October only.

The % change for 2011 vs 2010 is based upon comparing statistics thru October of each year only.

This activity is remarkable for a town that is essentially fully built out. In fact, there are only a couple of newer single family developments ongoing in town at the present. The majority of new construction activity is the result of the ‘tear down’ phenomena that has been going on in Lexington since the late 1990’s. Indeed, well over 750 smaller, older homes in Lexington have been razed over the past 12 years to make way for new larger homes/mansions. This underscores Lexington’s desirability from a residential standpoint.

Current Snapshot: To get a more defined look at current market conditions and where it may be headed, we have looked at MLS statistics for current listings, pending sales, and total sold relating to single family homes in Lexington and the State as a whole. The following is a breakdown of this data:

	<u>VOLUME OF SALES/LISTINGS TRENDS</u>				<u>PRICE TRENDS</u>		
		#		% Change	Average Price		% Change
<u>ACTIVE LISTINGS</u>							
Current Supply of SF Homes (12/19/2011)	Lexington	70	Down	-17.65%	\$ 1,248,541	Up	8.89%
Supply of SF Homes 1 Year Ago (12/19/2010)	Lexington	85	----	----	\$ 1,146,592	----	----
Current Supply of SF Homes (12/19/2011)	Massachusetts	20,772	Down	-0.04%	\$ 473,551	Down	-2.76%
Supply of SF Homes 1 Year Ago (12/19/2010)	Massachusetts	20,781	----	----	\$ 486,984	----	----
<u>PENDING SALES</u>							
# of SF Homes; Went Under Agrmnt; (YTD 2011)	Lexington	365	Up	7.99%	\$ 908,994	Up	0.72%
# of SF Homes; Went Under Agrmnt; (YTD 2010)	Lexington	338	----	----	\$ 902,510	----	----
# of SF Homes; Went Under Agrmnt; (YTD 2011)	Massachusetts	38,067	Down	-1.47%	\$ 411,090	Down	-2.19%
# of SF Homes; Went Under Agrmnt; (YTD 2010)	Massachusetts	38,633	----	----	\$ 420,306	----	----
<u>CLOSED SALES</u>							
Total Closed Sales of SF Homes (YTD 2011)	Lexington	332	Up	3.11%	\$ 866,586	Up	4.33%
Total Closed Sales of SF Homes (YTD 2010)	Lexington	322	----	----	\$ 830,584	----	----
Total Closed Sales of SF Homes (YTD 2011)	Massachusetts	33,860	Down	-1.50%	\$ 379,126	Down	-0.79%
Total Closed Sales of SF Homes (YTD 2010)	Massachusetts	34,376	----	----	\$ 382,135	----	----

SOURCE: MLS Statistics

From a developer's/seller's standpoint, the ideal results from these statistics would be: *decreasing* inventory, *increasing* sales activity, both pending and closed, and rising prices. In the case of just Lexington, the 'ideal' has been reached. It is apparent that the Lexington market has stabilized and returned to a healthy state. Was activity better in 2003-2005? Probably. But current conditions in town in relation to the State as a whole are very good.

And as far as the overall market in Massachusetts is concerned conditions are very similar to one year ago, but trending slightly below 2010.

CONCLUSIONS: We draw the following conclusions from a review of the data presented above and a review of market activity:

- As of the date of valuation, the economy is stable, but economic growth and job growth, 'fuel' for the residential real estate market, are tepid.
- In terms of the local residential real estate market, conditions in Massachusetts, like the economy, are stable but not strong. However, in Lexington conditions are very good in comparison to the State and overall U.S. market. Prices are up, sales activity is up, and the new construction/teardown activity referenced earlier continues.

Each of these factors has been taken into consideration with the valuation of the subject property.

Neighborhood - The subject property is located on the northerly side of Grove Street in the northwest corner of Lexington, adjacent to the Bedford and Burlington town lines. Lexington Center is 3.25 miles to the southeast. Bedford Center is 1.7 miles to the west. Access to I-95 is 1.6 miles to the southwest. Access to Routes 4/225 is 1.3 miles to the south.

The immediate area is residential in nature. The property is across Grove Street from a 1960's era residential neighborhood in Lexington. This neighborhood has seen the 'teardown' activity referenced earlier over the past dozen years. Recent prices in this neighborhood have range from \$625,000 for older colonial style homes, up to \$1,250,000 for a new construction colonial of 4,000 sq ft on a 22,000 sq ft lot.

The subject also abuts a residential neighborhood just over the line in Bedford. Prices in the Reeves Road and Avon Lane neighborhood have ranged from \$505,000 to \$961,000 over the past 5 years.

Adjacent to the subject property to the east and southeast is the Town of Burlington-owned 250+/- acre "Landlocked Forest". This property was at the center of a legal battle between an out of state developer and the town and neighbors over a decade ago. Although landlocked the developer sought to convert this parcel into a mixed use development that would have contained hundreds of new dwelling units. The Town of Burlington ended up buying the parcel and it will remain as conservation land. On the other side of the 250+/- acres is Route 3.

Overall, the location of the subject property is considered 'average to good' by Lexington standards. While the area is quiet, residential and even rural in nature, it is somewhat isolated from the rest of Lexington as it is separated from the town by Route 128/I-95 and nearly 3.5 miles in distance. In general, locations closer to the Lexington Center have been more desirable over the years.

PROPERTY DESCRIPTION: The subject of this report is 14.43 acres of RO zoned land improved with an antique farmhouse style dwelling, detached barn and garage. The property, known locally as *Wright Farm* is located on the northerly side of Grove Street in the northwest corner of Lexington adjacent to the Bedford and Burlington town lines.

The following are more details on the land and improvements:

Land Area	14.43 Acres
Frontage	845.6' on Grove Street
Access	From Grove Street only.
Shape	Trapezoid.
Topography	The land is comprised of open pasture, woodlands, and wetlands. Slopes are moderate to steep. Elevations on site range from 253' to 281' above sea level along the Grove Street frontage; to 239' at the geographic center of the land; to 230' to 238' at the rear property line abutting Town of Lexington strip and Burlington town line. Both roads that would need to be built for the 12 potential lots would slope down from Grove St into the subject land at the terminus of each road. The land generally slopes down from SW to NW and from NW to SE.
Flood Zone	The land is not located within a designated flood hazard zone per FEMA Panel #250 17C 401E dated 6/4/2010. A copy of this panel can be found in the Addenda to this report.
Wetlands	There are a total of approximately 3.8 acres of wetlands on site. The location of the wetlands are depicted well on the conceptual subdivision plan in the Addenda to this report. The wetlands are in the central and rear portions of the land.
Usable Area	Approximately 10.6 acres.
Utilities	Municipal water, sewer, electricity, and all telecommunication lines.
Soils	Soils on site, per the NRCS and USDA include; Whitman fine sandy loam with 0-5% slopes; Montauk fine sandy loam with 3-8% slopes; Scituate fine sandy loam with 3-8% slopes and Canton fine sandy loams with 8-25% slopes.

Because of the presence of municipal sewer, soil types are not of critical importance here regarding potential development.

Existing Dwelling: The existing dwelling is a wood frame, two story, antique farmhouse style dwelling containing 1,985 sq ft of living area. It was constructed in 1840 per municipal records. It contains 7 rooms, 4 bedrooms, and two bathrooms. It is heated via a forced hot water by oil system. The electric has been updated and features a 100 amp circuit breaker panel in the basement.

The overall condition of this dwelling is fair to average. Exterior walls and roof are worn. It needs to be repainted. The interior is outdated and worn as well. Kitchens and baths are older and need to be replaced. There is evidence of roof leaks.

Despite its age, the dwelling is of no significance from a historical or architectural standpoint. However, should a future developer decide to raze and remove the dwelling, a demolition delay of 6 months to 1 year is likely.

Detached Barn: The wood frame barn on site is of similar age to the dwelling. It contains approximately 2,300 sq ft over 3 levels. The barn has electricity, but no heat. It is in need of repair/updates as well.

Two Car Garage: There is a 440 sq ft, wood frame, 2 car garage on site of unknown age. It is in average overall condition.

Consideration of Hazardous Substances in the Appraisal Process

Although no specific geotechnical engineering data has been provided, it is our assumption that the property is free and clear of any hazardous wastes or contaminating substances, as specified in applicable municipal, state and federal regulations or laws. In the event that this is not the case, the value as estimated herein may vary to the extent of contamination and the cost of cleanup.

As of December 19, 2011, the subject property is not included as either a contaminated site or a location to be investigated by the Bureau of Waste Site Cleanup of the Department of Environmental Protection, Commonwealth of Massachusetts. It is our assumption in this report, therefore, that the subject site is not a contaminated site. However, if the subject site is found to be contaminated, the value estimate contained herein will change.

Zoning

The subject property is located within the *Residence RO* zoning district of the Town of Lexington. Permitted uses in this district include agriculture, conservation, single family dwellings, religious; municipal; or governmental uses.

Dimensional requirements include a minimum lot size of 30,000 sq ft, a minimum frontage of 150', and front, side, and rear setback requirements of 30, 15, and 15 feet respectively.

HIGHEST AND BEST USE

The Dictionary of Real Estate Appraisal, Fifth Edition, defines highest and best use as "the reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible and results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility and maximum profitability."

Given the uses allowed under zoning, combined with the price levels being achieved for land in Lexington, some form of single family residential development is the highest and best use of the 14.43 acre subject property.

As of today, the property has sufficient road frontage on Grove Street and enough area to be subdivided into 5 Approval Not Required (ANR) lots. This plan would simply need to be submitted to the town, which would have 30-60 days to sign off on said plan; no formal approvals needed, no roadway installation.

However, with 14.43 acres and a minimum lot size of 30,000 sq ft in the RO zone, there is ample land for many more lots with the installation of a road(s) to create new frontage. Each new lot would need 150 feet of frontage and minimum area of 30,000 sq ft. New road(s) for this development would require right of way areas of between 40' and 50' in width. Within this 40 to 50 feet a 24-26' wide paved road would be built with sidewalks on at least one side.

A conceptual subdivision plan of the 14.43 acres has been prepared by Meridian Associates. A copy can be found in the Addenda to this report. It indicates that 12 lots are possible with a conventional subdivision of the land. It requires the installation of two small cul de sac roadways of 545 and 365 linear feet. The average lot size is 44,977 sq ft. More description of the 12 lots is as follows:

	Lot	
	<u>Size (sf)</u>	<u>Description</u>
Lot 1	30,367	Corner of Grove & new road; all upland
Lot 2	30,348	Off new Road A. All uplands.
Lot 3	30,489	Cul de sac lot. All uplands.
Lot 4	70,000	End of cul de sac. 2/5 uplands.
Lot 5	105,929	End of cul de sac. 2/3 wetlands.
Lot 6	30,224	Off new Road A. All uplands.
Lot 7	30,316	Corner of Grove & new road; all upland
Lot 8	31,495	Corner of Grove & new road; all upland contains existing dwelling.
Lot 9	34,789	Off new Road B. 27,050 sf uplands.
Lot 10	83,399	End of cul de sac. 3/4 uplands; 1/4 wet.
Lot 11	31,368	Corner of Grove & new road; all upland; contains existing barn.
Lot 12	30,995	ANR lot on Grove Street abutting Bedford.
	44,977	Average Lot Size

We discussed this plan with Town of Lexington Planning and Conservation officials. Each indicated that the plan conforms to the rules and regulations regarding the subdivision of land and would likely be approved. In short, the 12-lot subdivision is *legally permissible* and *physically possible*.

The next step in this analysis is to consider whether or not a 12-lot subdivision of the property is *financially feasible* at this point. After all, the market did experience a downturn that started in 2005 and is just now beginning to turn around. But the Lexington new construction market has been fairly resilient. As mentioned, there have been 120+ permits issued since January 1, 2010 to construct new single family homes in town. However, there are essentially just 20-30 vacant lots for sale within 3-4 newer, small, ongoing developments in town. Builders must purchase properties with existing dwellings and raze them, to get the vacant lots they demand.

It is reasonable to assume that if 12 vacant lots at the subject property were to come on the market, at reasonable prices, they would be well received. Builders would choose lots in a new development in which the product they construct is located exclusively among new 'mansions' versus building in a neighborhood in which their new 4,000 sq ft home is next to a 40 year old, 1,200 sq ft ranch dwelling. Again, while the

overall U.S. and Massachusetts markets are down and slow respectively, the market is healthy and strong in Lexington. The 2010 and 2011 permit data suggest that there is demand for 5.5 lots per month in town, yet there exists only 20-30 *vacant* and available lots, and the number of ‘teardown’ possibilities is shrinking.

In short, in our opinion the potential 12-lot development is *financially feasible* as well.

From a maximally productive standpoint, it is our opinion that all existing structures on site, including the dwelling, should be razed and removed to allow for all 12 lots to be development with new, larger homes. None of the existing structures offer any historical or architectural significance that make them worthy of survival.

It is our conclusion that the highest and best use of the subject property is for the 12 lot subdivision described above.

ANALYSIS AND VALUATION

In order to estimate the value of the 14.43 acre subject property both a Cost of Development Analysis and a Sales Comparison Approach were utilized.

Cost of Development Analysis- The first method used to estimate the value of the 14.43 acre subject property is a Cost of Development technique. In summary, we will compare recently sold building lots to the 12 potential subject lots, resulting in a projection of the retail prices for each. We will then deduct the costs necessary to achieve these prices, including roadway installation, resulting in a net present value of the property.

First, a search for sales of single family building lots was conducted in Lexington. A summary and analysis of the data is as follows. Individual assessor's maps of each can be found in the Addenda to this report.

<u>LEXINGTON BUILDING LOT SALES SUMMARY</u>				Date of Valuation	19-Dec-11	Time Adjustment	0.0% (on an annualized basis)	Time Adj.		Seller/		Water/		"Tear-Down"	
#	Address	Sale Price & Date	Time Adjusted Price	Legal Reference (Bk/Pg)	Assessor's Map/Lot	Land Area (sf)	Price Per Sq Ft	Price Per	Sq Ft	Buyer	Sewer	Lot Sale(?)	Lot Sale(?)	Lot Sale(?)	Lot Sale(?)
1.	232 Grove Street	\$ 457,500 22-Oct-10	\$ 457,500	55652/417	89/64	25,940	\$ 17.64			Paul M. Doty/ Michael Martignetti	public/ public	Yes	Yes		
2.	2 Frost Road	\$ 640,000 18-Nov-11	\$ 640,000	57896/317	69/39A	29,875	\$ 21.42			Stone RT/ Deluca Builders	public/ public	Yes	Yes		
3.	138 Burlington St	\$ 500,000 27-Sep-11	\$ 500,000	57522/111	77/158	28,568	\$ 17.50			Pearl Takshoff/ Berglund Enterprises	public/ public	Yes	Yes		
4.	2652 Mass Ave	\$ 477,500 22-Aug-11	\$ 477,500	57329/23	51/50	25,954	\$ 18.40			Abrahamovich/ Naplex Constr.	public/ public	Yes	Yes		
5.	65 Munroe Road	\$ 580,000 4-Aug-11	\$ 580,000	LC 1403/117	25/84A	20,292	\$ 28.58			Susan Grady/ Westchester Hmes.	public/ public	Yes	Yes		
6.	8 Blossom St	\$ 480,000 7-May-11	\$ 480,000	LC 1399/119	9/19	31,182	\$ 15.39			F. Corazzini/ 8 Blossom St LLC	public/ public	Yes	Yes		
7.	17 Woodcliffe RD	\$ 500,000 4-Mar-11	\$ 500,000	LC 1397/12	17/11	24,212	\$ 20.65			Paul Keane/ Merek Franklin	public/ public	Yes	Yes		

Lot Sales Data Analysis: With each of the 7 sales presented above, as can be expected from the data and discussion presented earlier, all were “teardown” lot sales. This means that the buyer/builder not only paid for the existing property, but an additional \$10,000+/- in demolition costs to get the vacant lot.

Each sale is very recent, having occurred within 14 months of the date of valuation, but with 6 of the 7 having occurred within 9 months of the date of valuation. From the statistics and sales analyzed we see no to modest appreciation occurring during this time frame. Because of this, we made no adjustments for market conditions to these 7 sales.

Sale #1 is located across the street from the subject property at the corner of Grove Street and Volunteer Way. The buyer paid \$457,500 for the 25,940 sq ft site in October of 2010, plus an additional \$10,000+/- in demolition costs to get the vacant site. The sale was the result of a broker putting the property on the market via MLS. It received adequate exposure and is considered an excellent indication of the potential retail value of the 12 subject lots.

The other sales chosen for this analysis were of similar size and location to the subject. Lot prices in Lexington can be as low as \$275,000, but with more selling in the \$650,000 to \$800,000 range. That is not what we have here. We have good sized lots, in an 'average' Lexington location and our comparables should reflect that.

After reviewing and analyzing each of the 7 sales, we then went and stood in the spot of each of the 12 lots on site. Normally, lots at the end of the cul de sac in any development would be the most valuable. However, in this case these lots are at a lower elevation than street level and are heavily affected by wetlands.

Based upon a review of the lot sales and the location of each of the 12 within the potential development, retail projections for the potential subject lots are as follows:

	Lot		Projected	Projected
	Size (sf)	Description	Retail	Price Per
			Price	Sq Ft
Lot 1	30,367	Corner of Grove & new road; all upland	\$ 485,000	\$ 15.97
Lot 2	30,348	Off new Road A. All uplands.	\$ 490,000	\$ 16.15
Lot 3	30,489	Cul de sac lot. All uplands.	\$ 495,000	\$ 16.24
Lot 4	70,000	End of cul de sac. 2/5 uplands.	\$ 475,000	\$ 6.79
Lot 5	105,929	End of cul de sac. 2/3 wetlands.	\$ 475,000	\$ 4.48
Lot 6	30,224	Off new Road A. All uplands.	\$ 490,000	\$ 16.21
Lot 7	30,316	Corner of Grove & new road; all upland	\$ 485,000	\$ 16.00
Lot 8	31,495	Corner of Grove & new road; all upland contains existing dwelling.	\$ 495,000	\$ 15.72
Lot 9	34,789	Off new Road B. 27,050 sf uplands.	\$ 495,000	\$ 14.23
Lot 10	83,399	End of cul de sac. 3/4 uplands; 1/4 wet.	\$ 480,000	\$ 5.76
Lot 11	31,368	Corner of Grove & new road; all upland; contains existing barn.	\$ 485,000	\$ 15.46
Lot 12	30,995	ANR lot on Grove Street abutting Bedford.	\$ 475,000	\$ 15.33
Average Retail Price Projection			\$ 485,417	\$ 13.44

Up to the date of valuation, we made no adjustment to the comparable sales. Going forward, we project stability and small levels of appreciation. We adjust prices over the projected 2.5 year development to increase at an annualized rate of 3% (or 1.5% semi annually, as shown on the cash flow model).

Absorption: The pace of sales/receipt of proceeds is important in the valuation of the 12 lots to a single purchaser. We have projected a total 30-month approval, development, and sellout period for the 12-lot subdivision broken down as follows:

- Based upon past history and discussions with town officials, we project it will take 6-8 months to gain approvals for the development including site plan approvals and orders of conditions from the conservation commission.
- Once approvals are gained, we expect an initial road construction and infrastructure development period of 6-8 weeks. When the binder coat is down, sale and development of the lots can occur.
- Based upon a review of the sales paces at similar developments in the area, we project a sales pace of 0.50 per month which will push the final sale towards the 30th month on the cash flow sheet to follow.

Development Expense Analysis - It is now necessary to deduct expenses necessary to make each of the lots readily buildable. The following is an estimate and summary of these expenses.

Engineering/Approval Costs – In order to gain approvals for the 12-lot subdivision, we have projected engineering and approval costs at \$5,000 per lot based upon discussions with two greater Boston based engineering firms specializing in residential developments. This expense is expected to cover engineering, representation at numerous planning board meetings, definitive plans, Orders of Conditions from the local conservation commission, and final ‘as built’ plans.

Road Costs - In order to project the road costs for the two cul de sacs required of 545 and 365 linear feet required, we have reviewed the actual road costs at other developments in the area. The following is a summary of these developments and their costs:

<u>Town</u>	<u>Project</u>	<u>Road(lf)</u>	<u>Road</u>		<u>Date</u>	<u>Comments</u>
			<u>Cost</u>	<u>Price/LF</u>		
Holden	Stanhope Estates	506	\$300,770	\$594.41	2011	6 lots. Hilly location; public water/sewer.
Ashland	Hilcrest Estates	4,765	\$3,118,000	\$654.35	2005-08	68 lots, municipal water & sewer below ground, natural gas, 22'wide pavement.
Rutland	Bear Hill	5,364	\$2,145,600	\$400.00	2006-08	58 lots, municipal water & sewer below ground, 24' wide pavement, steep slps.
Acton	Robbins Mill Estates	8,066	\$3,250,000	\$402.93	2005	90 lots, sloping land, wetland crossings, below grnd utils, asphalt curbs, septic.
Bedford	Freedom Estates	3,057	\$1,350,000	\$441.61	2004,5	55 lots, flat terrain, sewer, water, gas all below ground. Granite curbs.
Bedford	Village @ Conc Farm	950	\$762,077	\$802.19	2002	Granite curbs, 22' pavement, sidewalks on 1 side, raised 6' with fill.
Groton	Surrenden Farm	10,150	\$3,111,200	\$306.52	2003-4	134 unit/lot development on 194 acres. Costs include on site only.
Andover	Greenwood Meadows	580	\$384,616	\$663.13	2003	Granite curbs, 26' pavement, sidewalks
Northboro	Stirrup Brook Estates	1,500	\$439,500	\$293.00	2004	Level site; sloped granite curbing Costly road specs, granite, muni utils.

In addition, we have consulted the Marshall Valuation Service, a national cost service. Based upon each of these sources we have projected a cost of \$450 per linear foot for the longer of the two roads and \$500 per foot for the shorter road.

Legal/Conveyance - The stamp tax alone on the sale of real estate in the Commonwealth of Massachusetts is \$4.56 per thousand dollars of sale price. We have taken a closing cost expense of \$4.56/\$1000, plus \$1,000 per sale to pay for the representation of an attorney at closings.

Marketing Expense – A marketing expense has been estimated for the purpose of allocating resources to the marketing and sale of the individual lots. The estimate of 5% of the retail sale price is based upon the going rate for brokerage commissions in the Lexington area.

Real Estate Taxes During Sellout – Although a change in use would take place, there is a significant lag period between the change and the time it takes the local assessors to recognize the new use and change the tax status. During the first 12 months of development, or Periods 1 and 2 on the cash flow to follow, there will be no change in the assessment and taxation of the subject due to the lag in the assessment process. However, we do think that the non Chapter 61 assessment and tax burden discussed earlier would be in effect. Therefore, the taxes in Periods 1 and 2 are the semi annual burden for the property under the non Chapter 61 assessment.

In Period 3 and beyond, we have projected a per lot assessment of \$485,417, which is the estimated average retail value per lot. The total tax burden in Period 3 and beyond is thus calculated as the semi annual burden for all lots remaining unsold after each period, plus ½ of the burden for the lots sold during the period, assuming a straight line sellout.

Discount Rate – The discount rate in this analysis includes a rate that recognizes the time value of money and compensation for the illiquidity of funds; it includes a factor for the risk associated with installing roadways, carrying costs and selling the various components of the development; and it includes overhead and entrepreneurial profit. The discount rate in this analysis will convert the net development proceeds over the 24 month period into a present value. And again, it will include a factor for developer's overhead and profit.

In order to project a rate commensurate with the subject property, we have first reconstructed three sales in Lexington recently, of land purchased for development in which the price was based upon the assumption of 'by right development' potential. The first example is 341 Marrett Road. This property sold for \$1,325,000 in July of 2008. It had the potential, 'as is' for development of 4 conventional lots with the installation of a 345 linear foot cul de sac. Assuming retail lot prices of \$550,000 on average, road cost of \$500 per linear foot, and a total development and sellout period of 18 months, the net proceeds over time, compared to the price paid, translated into a discount rate of 28%. This rate, again, took into consideration developers profit and risk. Yes, the developer eventually went for approval of an 8 unit condominium. But the price paid was based upon the 4 lot conventional subdivision scenario.

We completed the same exercise for the town's \$4.1 million purchase of the 7.93 acre Busa Farm property in December of 2009. This property had potential for 14 conventional lots with the installation of 855 linear feet of new roadway. Assuming a 30 month development and sellout, the price paid equates to a discount rate of 24%.

Finally, in January of 2011, the Town of Lexington paid \$3.8 million for the 4.2 acre "Cotton Farm" property off of Marrett Road. This property, at the time of sale, had potential for 9 lots with the installation of a 600+ foot long cul de sac roadway. Again, reconstructing this sale in the same manner as the two above, the discount rate produced was 22%.

We also viewed a developer's survey in order to derive a discount rate appropriate for the subject property. A copy of this survey can be found in the Addenda to this report. The range of discount rates from this survey, which does include overhead and profit in the rate, range from 15.64% to 32.42% for pro forma rates, with an average of 23.55%. This is for developments under 100 lots in size in the New England area.

Based on the three examples and a review of the survey, we have used a rate of 24% for this analysis.

SUMMARY - After making expense deductions, the net cash flows are derived and the present worth of the investment can be calculated. After applying an appropriate discount rate, it is our opinion that the market value of the subject 14.43 acre subject property as of December 19, 2011, via the Cost of Development Analysis, is **\$3,400,000**. The following is our Cost of Development model.

SUBDIVISION SELLOUT ANALYSIS

Subject Property

Wright Farm
14.43 Acres
241 Grove Street, Lexington, MA

Development Presumptions/Expenses

Date of Valuation 19-Dec-11
Average Vacant Lot Price \$485,417
Semi Annual Per Lot R.E. Tax (beg P3) \$7,117
Infrastructure Costs \$427,750
Semi Annual Price Change 1.5%
Semi Annual Cost Change infrastructure cost increases included in initial projections.
Discount Rate 24.0%
(includes overhead and entrepreneurial profit, time cost of money, risk)

Semi Annual Periods

		Period 1	Period 2	Period 3	Period 4	Period 5	Totals
Number of Vacant Lots to be Sold	12	0	3	3	3	3	
		12	9	6	3	0	
	Sales During Period	\$0	\$1,478,095	\$1,500,266	\$1,522,770	\$1,522,770	\$6,023,901
	Lots Remaining						
INCOME							
Proceeds from Lot Sales		\$0	\$1,478,095	\$1,500,266	\$1,522,770	\$1,522,770	\$6,023,901
EXPENSES							
Engineering/Approvals/Testing	@	\$30,000	\$30,000	\$0	\$0	\$0	\$60,000
Infrastructure; New Road; 545+/- linear feet	@	\$0	\$245,250	\$0	\$0	\$0	\$245,250
Infrastructure; New Road; 365+/- linear feet	@	\$0	\$0	\$182,500	\$0	\$0	\$182,500
Real Estate Taxes During Sellout		\$7,687	\$7,687	\$54,991	\$33,489	\$11,331	\$115,185
Legal Expense/Closing Costs		\$0	\$9,740	\$9,841	\$9,944	\$9,944	\$39,469
Advertising, brokerage	@	\$0	\$73,905	\$75,013	\$76,139	\$76,139	\$301,195
Total Expenses		\$37,687	\$366,582	\$322,345	\$119,572	\$97,413	\$943,599
Net Development Proceeds, Discounted @ 24%		(\$37,687)	\$1,111,513	\$1,177,921	\$1,403,198	\$1,425,357	\$5,080,302
PRESENT WORTH OF NET PROCEEDS		\$3,391,407	Rounded to				

Sales Comparison Approach- For the next valuation technique we searched for recent sales of residential acreage in the area for comparison to the subject. Because Lexington and abutting communities have very little acreage remaining for development, sales of this property type are rare. We did find six sales, however, that offer valid comparison to the subject.

The following are details of each sale followed by a comparison grid:

Land Sale No. 1

Property Identification

Record ID	978
Property Type	Residential, Residential land
Property Name	Cotton Farm
Address	Lot 1 Marrett Road, Lexington, Middlesex County, Massachusetts

Sale Data

Grantor	Thomas J. Cataldo, Trustee of Cotton Farm Realty Trust
Grantee	Town of Lexington
Sale Date	January 06, 2011
Deed Book/Page	56239/482
Property Rights	Fee Simple
Marketing Time	n/a
Conditions of Sale	Arms length
Financing	Cash
Sale History	No prior sale of property in previous 60 months
Verification	Town of Lexington; Karen Mullins; Confirmed by Christopher Bowler

Sale Price	\$3,800,000
Cash Equivalent	\$3,800,000

Land Data

Zoning	RS 15,000 sq ft, Residential
Topography	Gentle slopes
Utilities	All available
Shape	Irregular
Flood Info	Not in flood hazard zone

Land Size Information

Gross Land Size	4.200 Acres or 182,952 SF
Unusable Land Size	0.120 Acres or 5,227 SF , Wetlands
Allowable Units	9
Front Footage	324 ft Total Frontage: 324 ft Marrett Road

Indicators

Sale Price/Gross Acre	\$904,762
Sale Price/Gross SF	\$20.77
Sale Price/Unusable Acre	\$31,666,667
Sale Price/Unusable SF	\$726.97
Sale Price/Allowable Unit	\$422,222
Sale Price/Front Foot	\$11,728

Remarks

Purchase of 4.2 acres along Marrett Road (Route 2A) in Lexington, south of the town center and east of Waltham Street. The land had been engineered for a 9 lot conventional subdivision requiring the installation of a single 600' long cul de sac roadway. Town had been interested in land as it abuts other conservation tracts. Negotiations on price were based upon several appraisals. Seller had been an active developer in town for many years. Retail lot price potential in the mid \$600,000 range based upon sales in the area.

Land Sale No. 2

Property Identification

Record ID 777
Property Type Residential, Residential subdivision site
Property Name Lexington Gardens
Address 91, 93 Hancock Street, Lexington, Middlesex County, Massachusetts 02420

Sale Data

Grantor Lexington Gardens Realty Trust, Frederick Hess
Grantee Homes Development Corp, Marino, Esserian
Sale Date October 31, 2008
Deed Book/Page 51852/354,266
Recorded Plat 71/307,306
Property Rights Fee simple
Conditions of Sale Arms length, no contingencies
Financing Cash sale
Sale History No prior sale in previous 10 years
Verification Bill Roop, Selling Broker; 978-298-5626, Confirmed by Christopher Bowler

Sale Price \$4,050,000
Cash Equivalent \$4,050,000

Land Data

Zoning RO, Residential
Topography Generally level
Utilities All available
Shape Irregular
Flood Info Not in flood hazard area

Land Size Information

Gross Land Size 11.840 Acres or 515,750 SF
Useable Land Size 11.000 Acres or 479,160 SF , 92.91%
Unusable Land Size 0.840 Acres or 36,590 SF , wetlands
Allowable Units 9
Front Footage 523 ft Total Frontage: 523 ft Hancock

Indicators

Sale Price/Gross Acre \$342,061 Actual
Sale Price/Gross SF \$7.85 Actual
Sale Price/Useable Acre \$368,182 Actual
Sale Price/Useable SF \$8.45 Actual
Sale Price/Allowable Unit \$450,000 Actual
Sale Price/Front Foot \$7,744 Actual

Remarks

Sale of the Lexington Gardens greenhouse property. The site has 11 buildings totaling 62,000 square feet. A second parcel included in the sale contains a ranch style dwelling. Business closed. Site purchased for residential development use. The price was based upon a 'cash only', no contingency deal. Without any variances, parties agreed that there were 9 lots by right with a conventional subdivision. There was a chance that 11 lots were possible. However, it would have required variances and seller did not want to wait. Buyer said we will pay a higher price, if we can put a contingency for 11 lots in deal. Seller said no, and accepted price based upon assumption of 9 lots conventionally.

Land Sale No. 3

Property Identification

Record ID 840
Property Type Residential, Residential subdivision site
Address 341 Marrett Road, Lexington, Middlesex County, Massachusetts 02421

Sale Data

Grantor Christine & Michael Becker
Sale Date July 30, 2008
Deed Book/Page 51506/178
Recorded Plat 33/264 & 265
Property Rights Fee simple
Marketing Time 10 months
Conditions of Sale Arms length
Financing Conventional; non seller
Sale History No arms length transactions in prior 36 months
Verification Buyer; Ronald Lopez; 781-932-1776, Confirmed by Christopher Bowler

Sale Price \$1,325,000
Cash Equivalent \$1,325,000

Land Data

Zoning RS, Residential
Topography Slopes up from frontage
Utilities All available
Shape Irregular
Flood Info Not in designated flood hazard area

Land Size Information

Gross Land Size 2.376 Acres or 103,499 SF
Useable Land Size 2.376 Acres or 103,499 SF , 100.00%
Allowable Units 4
Front Footage 100 ft Total Frontage: 100 ft Marrett Road

Indicators

Sale Price/Gross Acre \$557,660
Sale Price/Gross SF \$12.80
Sale Price/Useable Acre \$557,660
Sale Price/Useable SF \$12.80
Sale Price/Allowable Unit \$331,250
Sale Price/Front Foot \$13,250

Remarks

Site located just west of Marrett Road, Waltham Street intersection abutting a commercial district. This site had an older wood frame dwelling that was razed prior to development. When purchased, site had by right potential, after site plan approval, for 4 conventional lots requiring installation of a 345' cul de sac roadway. After purchase, buyer pursued a special permit for a cluster/attached townhome development that allowed for 8 smaller units with an affordable component. Price paid based upon the by right, 4 lot potential.

Land Sale No. 4

Property Identification

Record ID 841
Property Type Residential, Residential land
Property Name Busa Farm
Address Lowell Street, Lexington, Middlesex County, Massachusetts 02420

Sale Data

Grantor Dennis Busa & Gay McGarvie
Grantee Town of Lexington
Sale Date December 04, 2009
Deed Book/Page LC Bk 1378/43
Recorded Plat 20/38, 40A, 43
Property Rights Fee simple
Marketing Time n/a
Conditions of Sale Arms length
Financing Cash sale
Sale History No prior arms length sales in previous 36 months
Verification Buyer; Town of Lexington; 781-862-0500, Confirmed by Christopher Bowler

Sale Price \$4,100,000
Cash Equivalent \$4,100,000

Land Data

Zoning RS, Residential
Topography Slopes down from street, then level
Utilities All available
Shape Irregular
Flood Info Not in designated flood hazard area

Land Size Information

Gross Land Size 7.930 Acres or 345,431 SF
Useable Land Size 7.930 Acres or 345,431 SF , 100.00%
Allowable Units 14
Front Footage 502 ft Total Frontage: 138 ft Lowell Street;364 ft Lowell Street

Indicators

Sale Price/Gross Acre \$517,024
Sale Price/Gross SF \$11.87
Sale Price/Useable Acre \$517,024
Sale Price/Useable SF \$11.87
Sale Price/Allowable Unit \$292,857
Sale Price/Front Foot \$8,167

Remarks

This is the purchase of Busa Farm in east Lexington by the Town of Lexington. At the time of sale the land had a highest and best use for subdivision into 14 conforming lots requiring the installation of 855 linear feet of new roadway. Town will let sellers complete the 2010 growing season. Older farm structures on site. Town considering multiple uses for site, but not as a 14 lot subdivision.

Land Sale No. 5

Property Identification

Record ID 778
Property Type Residential, Residential subdivision site
Address 69B Sudbury Road, Concord, Middlesex County, Massachusetts 01742

Sale Data

Grantor Estate of Mary C. Soutter
Grantee Concord Land Conservation Trust
Sale Date May 01, 2008
Deed Book/Page 51119/524
Property Rights Fee simple
Marketing Time 67 days
Conditions of Sale Arms length, no contingencies
Financing Cash sale
Sale History No prior sale of property in previous 10 years
Verification Buyer, Concord Land Conservation; Confirmed by Christopher Bowler

Sale Price \$3,250,000
Cash Equivalent \$3,250,000

Land Data

Zoning AA, Residential
Topography Rolling
Utilities Municipal water, private septic required
Shape Irregular
Flood Info Portions in flood plain

Land Size Information

Gross Land Size 17.730 Acres or 772,319 SF
Useable Land Size 12.730 Acres or 554,519 SF , 71.80%
Unusable Land Size 5.000 Acres or 217,800 SF , wetlands, flood
Allowable Units 5
Front Footage 670 ft Total Frontage: 670 ft Sudbury

Indicators

Sale Price/Gross Acre \$183,305 Actual
Sale Price/Gross SF \$4.21 Actual
Sale Price/Useable Acre \$255,302 Actual
Sale Price/Useable SF \$5.86 Actual
Sale Price/Allowable Unit \$650,000 Actual
Sale Price/Front Foot \$4,851 Actual

Remarks

Sale of the Hubbard Brook Farmfield just in off of Route 2 in Concord. By right, conventionally, all parties agreed that the land had potential for subdivision into 5 lots with the installation of a 600' cul de sac. Lot prices in area were \$750,000 to \$850,000. Although several offers by developers, the land was sold to the local conservation trust. Property on market for 67 days at an initial list price of \$3,550,000.

Land Sale No. 6

Property Identification

Record ID 734
Property Type Residential, Residential subdivision site
Property Name Arena Farms
Address 167 Fairhaven Road, Concord, Middlesex County, Massachusetts
01742

Sale Data

Grantor John J. and Josephine T. Arena
Grantee Concord Academy
Sale Date August 28, 2007
Deed Book/Page 50012-244
Recorded Plat 11G/409-1
Property Rights Fee Simple
Conditions of Sale Arms length, no contingencies
Financing Cash sale
Sale History No prior sale in previous 10 years
Verification Seller, and seller's lender; Other sources: Assessors Records and Registry of Deeds, Confirmed by Richard Bernklow

Sale Price \$3,600,000
Cash Equivalent \$3,600,000

Land Data

Zoning AA, Residential
Topography Rolling
Utilities Municipal water, private septic required
Shape Irregular
Flood Info Not in flood hazard area

Land Size Information

Gross Land Size 11.822 Acres or 514,966 SF
Useable Land Size 10.000 Acres or 435,600 SF , 84.59%
Unusable Land Size 1.822 Acres or 79,366 SF , wetlands
Allowable Units 9
Front Footage 1121.83 ft Total Frontage: 971.52 ft Route 2;125.31 ft Fairhaven Road;25 ft Adin Road

Indicators

Sale Price/Gross Acre \$304,517 Actual
Sale Price/Gross SF \$6.99 Actual
Sale Price/Useable Acre \$360,000 Actual
Sale Price/Useable SF \$8.26 Actual
Sale Price/Allowable Unit \$400,000 Actual
Sale Price/Front Foot \$3,209 Actual

Remarks

This was the sale of Arena Farm at the corner of Fairhaven Road and Route 2. There were substantial farm buildings on this site from the previous garden center operation that failed financially. By right, the property had potential for 9 building lots with a conventional subdivision of the land. Through a sealed bid auction that included mostly developers, the eventual buyer of the property was Concord Academy, who plans recreational facilities.

Comparison Grid

Date of Valuation
Annual Time Adjustment

19-Dec-11
-3.00% (not sale 1)

Address	SUBJECT	241 Grove Street Lexington	Sale Price Sale Date	Time Adj. Sale \$	Site Area (ac)	Total Lots Allowed	Price Per Total Units	Usable Land Area (ac)	Price Per Usable Acres	Adverse Site Conditions	Expected Cost to Develop	Overall Comparison to Subject
1. Lot 1 Marrett Road Lexington			\$ 3,800,000 6-Jan-11		4.2	9	\$ 422,222	4.2	\$ 904,762	None signif.	Average	Superior
2. Lexington Gardens 91, 93 Hancock Street Lexington			\$ 3,800,000 31-Oct-08		11.8	9	\$ 407,678	11.0	\$ 333,555	None signif.	Average	Slightly Sup.
3. 341 Marrett Road Lexington			\$ 1,325,000 30-Jul-08		2.4	4	\$ 297,564	2.4	\$ 500,950	Demolition, Sip	Above Aver.	Slightly Inf.
4. Busa Farm Lowell Street Lexington			\$ 1,190,256 4-Dec-09		7.9	14	\$ 274,921	7.9	\$ 485,358	Low, fill req.	Above Aver.	Similar
5. Hubbard Brook Farmfield 69B Sudbury Road Concord			\$ 3,848,890 1-May-08		17.7	5	\$ 579,090	12.7	\$ 227,451	Wetlands, flood-plain	Below Aver.	Slightly Sup.
6. Arena Farms 167 Fairhaven Road Concord			\$ 2,895,450 27-Aug-07		11.8	9	\$ 348,208	10.0	\$ 313,387	None signif.	Average	Similar
			\$ 3,133,870									

Sales Analysis (cont).

The 6 sales have been compared to the subject on both a 'price per allowable lot' and a 'price per usable acre' basis. These are the two most common units of comparison by buyers/sellers of this property type in the Lexington area. In the subject case the units of comparison are 12 lots and 10.6 usable acres.

Because all but Sale #1 are older, we have made adjustments to Sales #2 through #6 for declining market conditions at a rate of 3% annually.

Sale #1 is the aforementioned "Cotton Farm" off of Marrett Road in Lexington, close to the Town Center. This property had limited wetlands and is approximately 1/3 the size of the subject. However, a different zoning district allowed for a much higher density of 9 lots on 4.2 acres versus 12 lots on 14.43 acres for the subject. Our analysis indicates the "Cotton Farm" lots had retail price potential in the mid \$600,000 range, while the same for the subject is \$475,000+/- . The location and site conditions for Sale #1 are superior to the subject.

Sale #2, also in Lexington, offers the most reasonable comparison to the subject. It is the sale of a former greenhouse/garden center on Hancock Street. It sold, without contingency, and with no approvals for \$4,050,000. Buyer and Seller agreed that 9 conventional lots were possible with a subdivision of the land. However, post sale additional planning yielded more than 9 lots. This property is slightly superior, however, in location and site conditions when compared to the subject. As such, the indicators for the subject should be lower than the time adjusted indicators for Sale #2 on the previous grid.

Sales #3 and #4 are both in Lexington as well and have been discussed earlier pertaining to the implied discount rate for each. The Busa Farm property is similar to the subject, in our opinion, in terms of location and appeal. The subject is superior in location when compared to #4. However, this property, being significantly smaller than the subject, does not offer a great comparison.

Sales #5 and #6 are both located off of Route 2 in Concord. #5 was in an area that had potential for retail lot prices between \$750,000 and \$850,000. Both locations are more rural than the subject. Both offer lower density development potential than the subject, but likely lower development costs as well.

Because of the varying development densities allowed between the subject and the comparables, 'exact' comparisons are not possible here. However, these sales certainly provide a range from which the value of the subject should fall. And after further review of the sales, we have given more emphasis to the price per potential lot indicator from this analysis and less to the price per acre.

SUMMARY: After the analysis, it is our opinion that an appropriate **price per potential lot** for the subject is **\$325,000**. It is also our opinion that an appropriate **price per usable acre** for the subject is **\$325,000**. The value of the 14.43 acre subject property via the Sales Comparison Approach as of December 19, 2011, is as follows:

			Price Per <u>Unit</u>	Indicated <u>Price</u>
Per Potential Lot	12	x	\$ 325,000 =	\$ 3,900,000
Per Usable Acre	10.60	x	\$ 325,000 =	\$ 3,445,000
			Reconciled	\$ 3,700,000

RECONCILIATION AND VALUE CONCLUSION

The final step in estimating the market value of the subject property is a correlation of the value from each of the approaches utilized in the appraisal process. Based upon our opinion of the highest and best use of the property for residential development, we have not presented the Income Approach nor Cost Approach to value in this report. A Sales Comparison and a Cost of Development Analysis were utilized in order to estimate the value of the 14.43 acre subject property.

The Cost of Development is considered a reliable indicator of the market value of the 14.43 acres. Retail price projections for the 12 potential lots were made based upon an analysis of 7 recent lot sales in Lexington. Expenses necessary to sell the lots, including roadway installation, engineering and approval costs, taxes due during development, brokerage, and legal and recording were deducted from gross sale proceeds to produce net cash flows for each of the 5 periods projected for development. These net cash flows were then discounted at a 24% rate, which does include overhead and profit, to produce an indication of value of \$3,400,000.

The Sales Comparison Approach was considered less reliable. The 6 sales found were not 'exactly' similar to the subject and differed enough in overall size to prevent a very good comparison to the subject from being made. The estimated value via this approach was also \$3,700,000.

We gave more consideration to the indicator from the Cost of Development Analysis in this appraisal than the Sales Comparison Approach. The sales data, costs, and discount rate information available for the former was very good, while the sales data for the latter was less comparable.

Based upon the methods of valuation used in this report, and our opinion of the highest and best use of the property (that use producing the highest value), it is our opinion that the market value of the fee simple interest in the subject property, as of December 19, 2011, is:

THREE MILLION FIVE HUNDRED THOUSAND (\$3,500,000) DOLLARS

CERTIFICATION

We certify that, to the best of our knowledge and belief,...

- the statements of fact contained in this report are true and correct.
- the reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal unbiased professional analyses, opinions, and conclusions.
- we have no present or prospective interest in the property that is the subject of this report, and we have no personal interest or bias with respect to the parties involved.
- our compensation is not contingent on an action or event resulting from the analyses, opinions, or conclusions in, or the use of this report.
- our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Practice of the Appraisal Institute.
- the use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- Mr. Bowler and Mr. Avery are currently certified under the voluntary continuing education program of the Appraisal Institute.
- we have made a personal inspection of the property that is the subject of this report.
- no one provided significant professional assistance to the persons signing this report.
- the appraisal assignment was not based on a requested minimum valuation, a specific valuation, or the approval of a loan.

Based upon the data presented in this report, it is our opinion that the market value of the fee simple interest in the subject property, subject to the definitions, limiting conditions and certifications set forth in the attached report, as of December 19, 2011 is:

THREE MILLION FIVE HUNDRED THOUSAND (\$3,500,000) DOLLARS



Christopher H. Bowler, MAI, SRA
Massachusetts Certified General
Real Estate Appraiser #495



Jonathan H. Avery, MAI, CRE
Massachusetts Certified General
Real Estate Appraiser #26

ADDENDA

SUBJECT PROPERTY DEED

Quitclaim Deed

We, Thomas C. Wright and Sara M. Wright, both of Lexington, Middlesex County, Massachusetts, husband and wife, as tenants by the entirety (the "Grantors"), for no consideration, grant to Thomas C. Wright and Sara M. Wright, of 241 Grove Street, Lexington, Middlesex County, Massachusetts 02173, as tenants in common (the "Grantees"), with QUITCLAIM COVENANTS, that certain parcel of land with improvements thereon in the towns of Bedford, Lexington, and Burlington, in the County of Middlesex, bounded and described as follows:

A certain parcel of land with buildings thereon known as the Daniel Cummings Farm, originally containing 68+ acres, and situated on both sides of the road leading from Shawsheen Road in Bedford to Lexington, and known as Page Road in Bedford and Grove Street in Lexington, that portion on the Easterly side of the road is bounded:

Westerly: by said Grove Street;
 Southerly: by the range line and a wall now or formerly of Henry Simonds;
 Easterly: by land formerly of Susan Cummings and land formerly of Charles Robinson, and
 Northerly: by a road leading to Burlington and land formerly of Trask.

That portion of the farm on the Westerly side of the road is bounded:

Northerly: by the town line between Bedford and Lexington;
 Westerly: by land formerly of David Reed;
 Southerly: by land formerly of David Simonds and land formerly of Nathan Reed;
 Easterly: by land formerly of Trask and by said Grove Street.

The parcel is shown on the following plans:

"Plan of Land in Lexington, Mass." dated October 6, 1941, recorded with Middlesex South Registry of Deeds at Book 6557, Page 290;

"Plan of Lots in Lexington, Mass." dated March 8, 1952, recorded with said Registry at Book 7885, end;

25.00

157

MED 05/23/88 09:48:22

Grantee's Address : 241 Grove Street, Lexington

Property Address : 241 Grove Street, Lexington

"Plan of Land in Lexington, Mass." dated April 13, 1961, recorded with said Registry at Book 9838, Page 297.

This parcel does not include that parcel conveyed by Thomas Pearce to Thomas Jackson by deed dated March 20, 1915, recorded with said Registry at Book 3962, Page 436.

Excepting and excluding from the above-described premises so much thereof as was conveyed by Thomas C. Wright by deeds recorded at Middlesex South Registry of Deeds as follows:

<u>Grantee</u>	<u>Date of Deed</u>	<u>Book & Page</u>	<u>Description (1941 Plan)</u>
Raymond Carchia, et ux.	11-15-41	6557.289	22.4a.
Dominic Iovino, et ux.	11-29-43	6726.598	lots 12, 25, 26, 27, 28, 29
Town of Lexington-Taking	12-6-46	6990.463	13,300 sq.ft.
Richard J. Volpicelli, et ux.	10-8-51	7809.368	lot 5
Svend H. Nielson, et ux.	4-8-52	7885.364	28,390 sq.ft. lot 6 (1952 plan)
David P. Wilfirt	5-14-52	7903.484	25,940 sq.ft. lots 3 & 4 (1952 plan)
Leslie St. George, et ux.	6-23-52	7923.411	55,379 sq.ft. lot 7 (1952 plan)
William E. Viau, Jr., et ux.	4-21-54	8244.157	16,980 sq.ft. lot 8 (1952 plan)
Charles L. Merrill, Jr. et ux.	5-25-55	8478.553	28,430 sq.ft. lot 1 (1952 plan)
Hazel H. Johnson, et al.	5-25-55	8478.554	lot 2 (1952 plan)
R. A. Wood, et ux.	6-19-61	9838.297	20,750 sq.ft. Parcel 1 (1961 plan)
Town of Lexington	9-10-73	12520.52	15.78 a. 22,924 sq.ft.
Town of Burlington	7-1-86	Inst. 831	
Town of Bedford	11-17-86	17585.334	5702 sq.ft.

The consideration for this deed being less than \$100.00, no deed stamps are affixed as none are required.

For Grantors' title see deed from Thomas C. Wright, dated September 16, 1965, and recorded with the Middlesex South Registry of Deeds at Book 10932, Page 437.

WITNESS our hands and seals this 3rd day of May, 1988.

Thomas C. Wright
Thomas C. Wright

Sara M. Wright
Sara M. Wright

COMMONWEALTH OF MASSACHUSETTS

Middlesex, ss.

May 3, 1988

Then personally appeared the above-named Thomas C. Wright and acknowledged the foregoing instrument to be his free act and deed, before me

Charles A. [Signature]
Notary Public
My commission expires: June 18, 1993

COMMONWEALTH OF MASSACHUSETTS

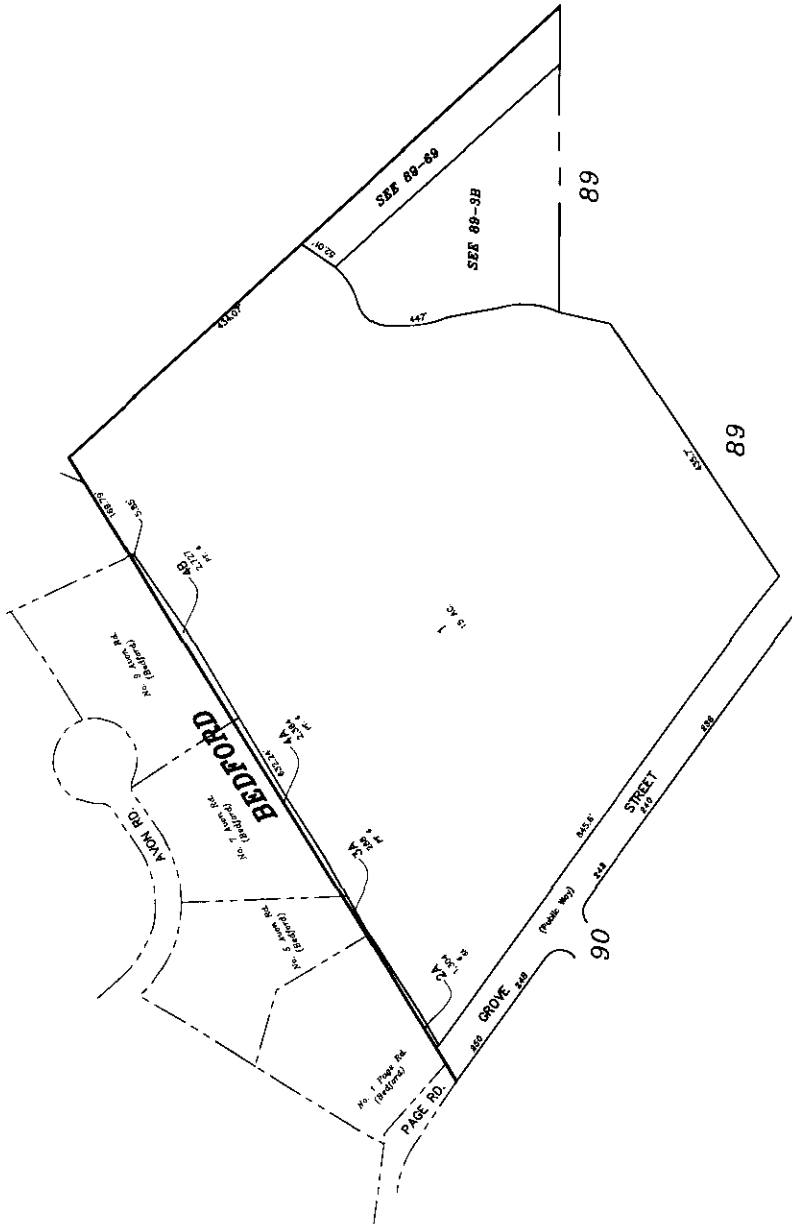
Middlesex, ss.

May 3, 1988

Then personally appeared the above-named Sara M. Wright and acknowledged the foregoing instrument to be her free act and deed, before me

Charles A. [Signature]
Notary Public
My commission expires: June 18, 1993

ASSESSOR'S MAP



LEGEND

LOT LINE DIMENSION	114'
STREET NUMBER	114
PARCEL NO. & AREA	114
ADJACENT MAPS	32
MATCH LINE	---
OLD LOT LINE	---

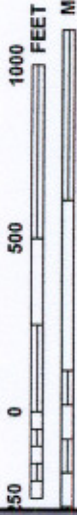
PROPERTY MAP
TOWN OF LEXINGTON
 MIDDLESEX COUNTY, MASSACHUSETTS
 PETER KARALEIS
 ENGINEERING DIVISION
 SCALE: 1"=200'
 DATE: JAN. 2007
 REVISED: AUG. 9, 2011

CONCEPTUAL SUBDIVISION PLAN

FLOOD MAP



MAP SCALE 1" = 500'



NATIONAL FLOOD INSURANCE PROGRAM

PANEL 0401E

FIRM
FLOOD INSURANCE RATE MAP
MIDDLESEX COUNTY,
MASSACHUSETTS
(ALL JURISDICTIONS)

PANEL 401 OF 656
(SEE MAP INDEX FOR FIRM PANEL LAYOUT)

CONTAINS:

COMMUNITY	NUMBER	PANEL	SUFFIX
BELFORD, TOWN OF	250200	0401	E
PERU, TOWN OF	250100	0401	E
LEXINGTON, TOWN OF	250198	0401	E

Notice to User: This Map Number should be used when making rate orders. The Community Number shown above should be used on insurance applications for the subject community.



MAP NUMBER
25017C0401E
EFFECTIVE DATE
JUNE 4, 2010

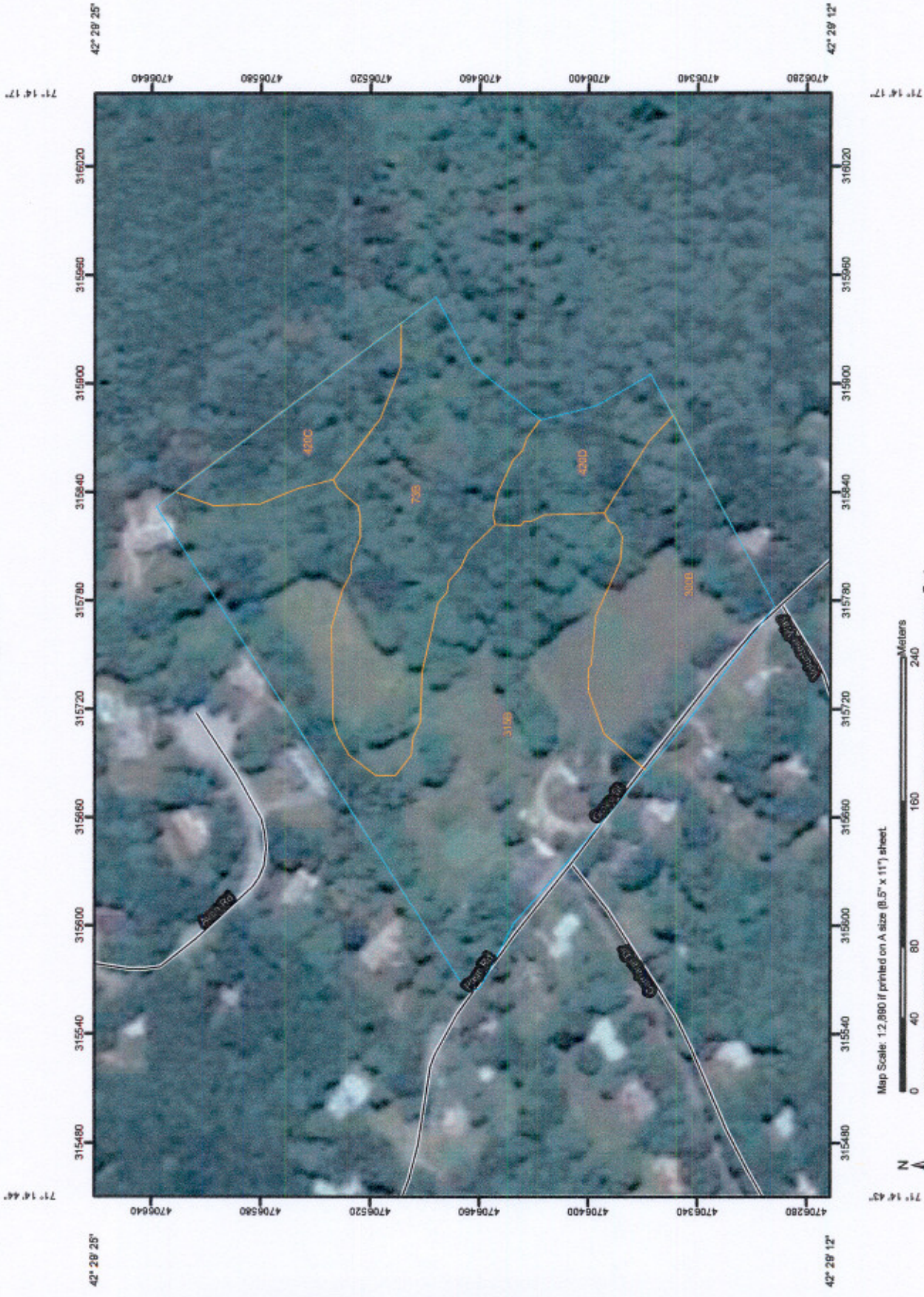
Federal Emergency Management Agency

This is an official copy of a portion of the above referenced flood map. It was extracted using F-MIT On-Line. This map does not reflect changes or amendments which may have been made subsequent to the date on the title block. For the latest product information about National Flood Insurance Program flood maps check the FEMA Flood Map Store at www.msc.fema.gov

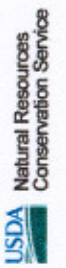
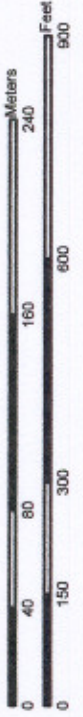


SOILS MAP AND DESCRIPTIONS

Soil Map—Middlesex County, Massachusetts
(Wright Farm)



Map Scale: 1:2,880 if printed on A size (8.5" x 11") sheet.



Web Soil Survey
National Cooperative Soil Survey

MAP LEGEND

- | | | | |
|---|------------------------|---|---------------------|
|  | Area of Interest (AOI) |  | Very Stony Spot |
|  | Soils |  | Wet Spot |
|  | Special Point Features |  | Other |
|  | Blowout |  | Gully |
|  | Borrow Pit |  | Short Steep Slope |
|  | Clay Spot |  | Other |
|  | Closed Depression |  | Political Features |
|  | Gravel Pit |  | Cities |
|  | Gravelly Spot |  | Water Features |
|  | Landfill |  | Streams and Canals |
|  | Lava Flow |  | Transportation |
|  | Marsh or swamp |  | Rails |
|  | Mine or Quarry |  | Interstate Highways |
|  | Miscellaneous Water |  | US Routes |
|  | Perennial Water |  | Major Roads |
|  | Rock Outcrop |  | Local Roads |
|  | Saline Spot | | |
|  | Sandy Spot | | |
|  | Severely Eroded Spot | | |
|  | Sinkhole | | |
|  | Slide or Slip | | |
|  | Sodic Spot | | |
|  | Spoil Area | | |
|  | Stony Spot | | |

MAP INFORMATION

Map Scale: 1:2,900 if printed on A size (8.5" x 11") sheet.
The soil surveys that comprise your AOI were mapped at 1:25,000.

Warning: Soil Map may not be valid at this scale.

Enlargement of maps beyond the scale of mapping can cause misunderstanding of the detail of mapping and accuracy of soil line placement. The maps do not show the small areas of contrasting soils that could have been shown at a more detailed scale.

Please rely on the bar scale on each map sheet for accurate map measurements.

Source of Map: Natural Resources Conservation Service
Web Soil Survey URL: <http://websoilsurvey.nrcs.usda.gov>
Coordinate System: UTM Zone 19N NAD83

This product is generated from the USDA-NRCS certified data as of the version date(s) listed below.

Soil Survey Area: Middlesex County, Massachusetts
Survey Area Data: Version 12, Feb 26, 2010

Date(s) aerial images were photographed: 7/10/2003

The orthophoto or other base map on which the soil lines were compiled and digitized probably differs from the background imagery displayed on these maps. As a result, some minor shifting of map unit boundaries may be evident.

Middlesex County, Massachusetts (MA017)

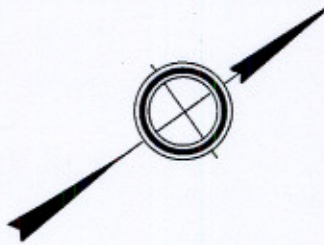
Map Unit Symbol	Map Unit Name	Acres in AOI	Percent of AOI
73B	Whitman fine sandy loam, 0 to 5 percent slopes, extremely stony	3.7	22.1%
300B	Montauk fine sandy loam, 3 to 8 percent slopes	2.8	16.6%
420C	Canton fine sandy loam, 8 to 15 percent slopes	1.2	7.1%
420D	Canton fine sandy loam, 15 to 25 percent slopes	1.1	6.5%
Totals for Area of Interest		16.7	100.0%



**LOT SALES LOCATION MAP & ASSESSOR'S
PLANS**

Lot Sales Location Map





BY *N/A*
FEE \$200

REGISTER

Attest: *John T. Spauld*

Recorded, Book 2776 Page 207

TOWN OF LEXINGTON

With ORDER Doc No. 172

Rec'd APRIL 2 1975

Plan Number 210

Address: Registry of Deeds, So. Dist. CAMBRIDGE, MASS.

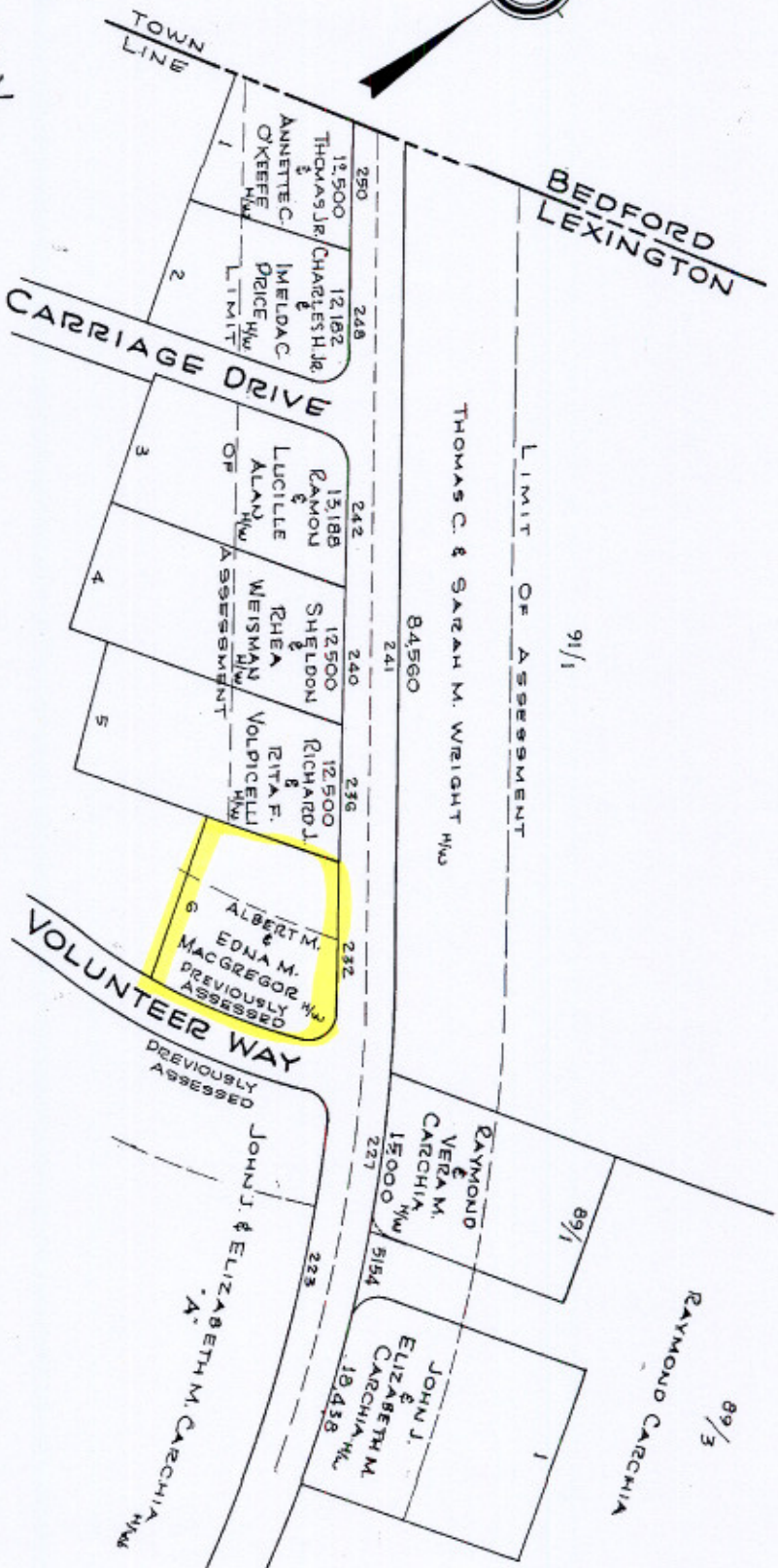


GROVE STREET LEXINGTON, MASS. SCALE 1"=100' MARCH 3, 1975

PLAN OF PROPOSED SEWER IN

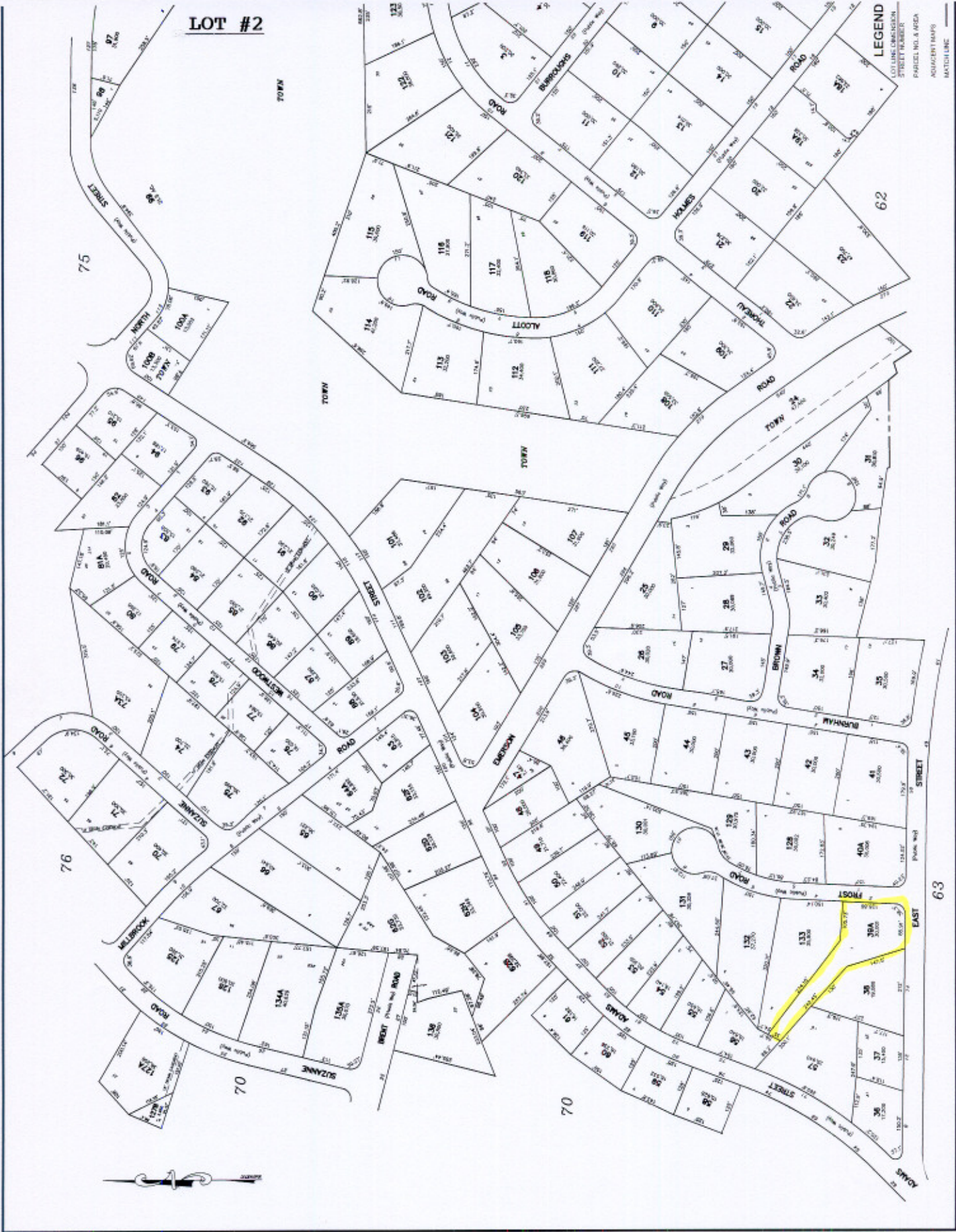
James E. Chase
Town Engineer

James E. Chase

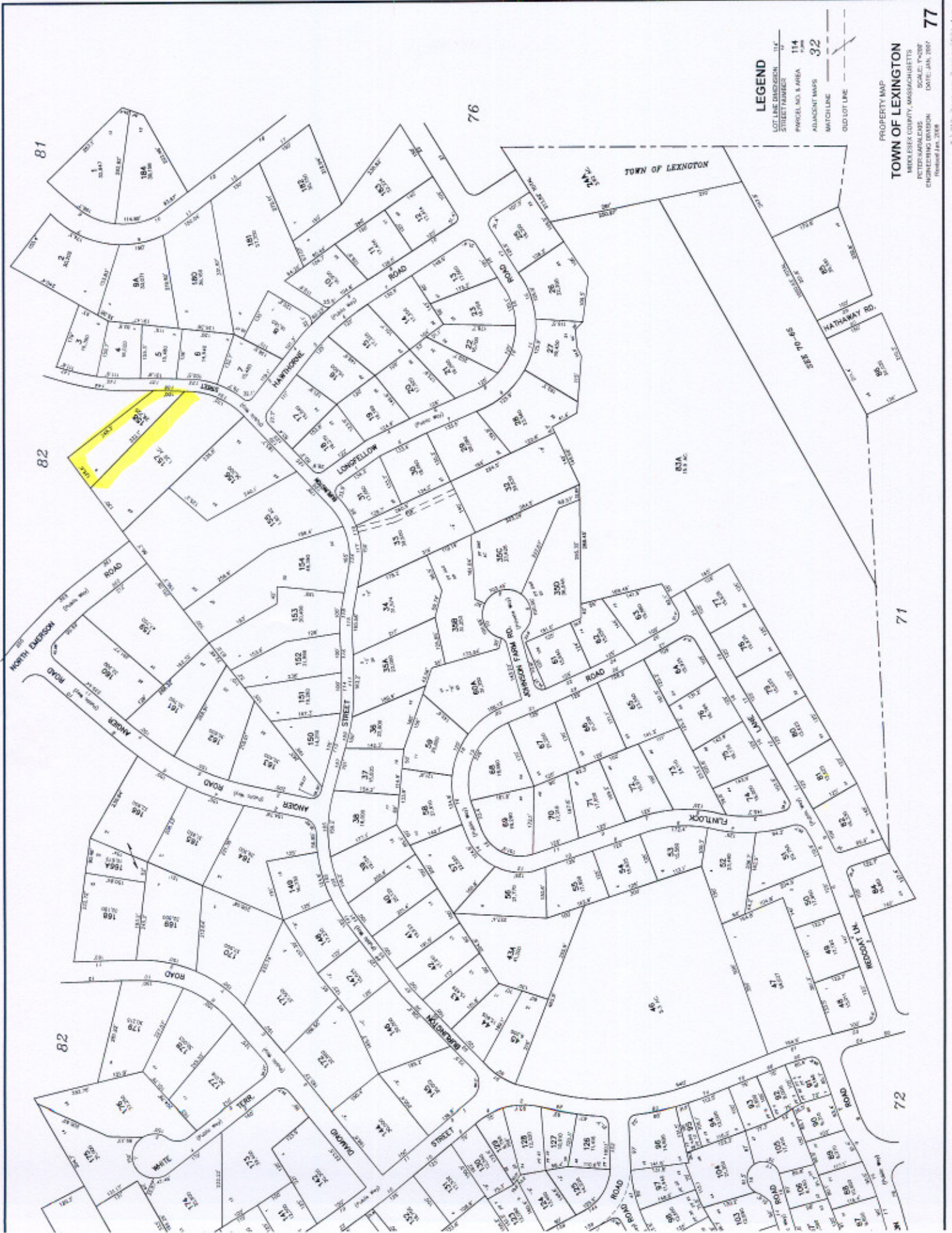


LOT #2

LEGEND
COLLINS CEMETERY
STREET NUMBER
PARCEL NO. & AREA
ADJACENT MAPS
MATCHLINE



LOT #3



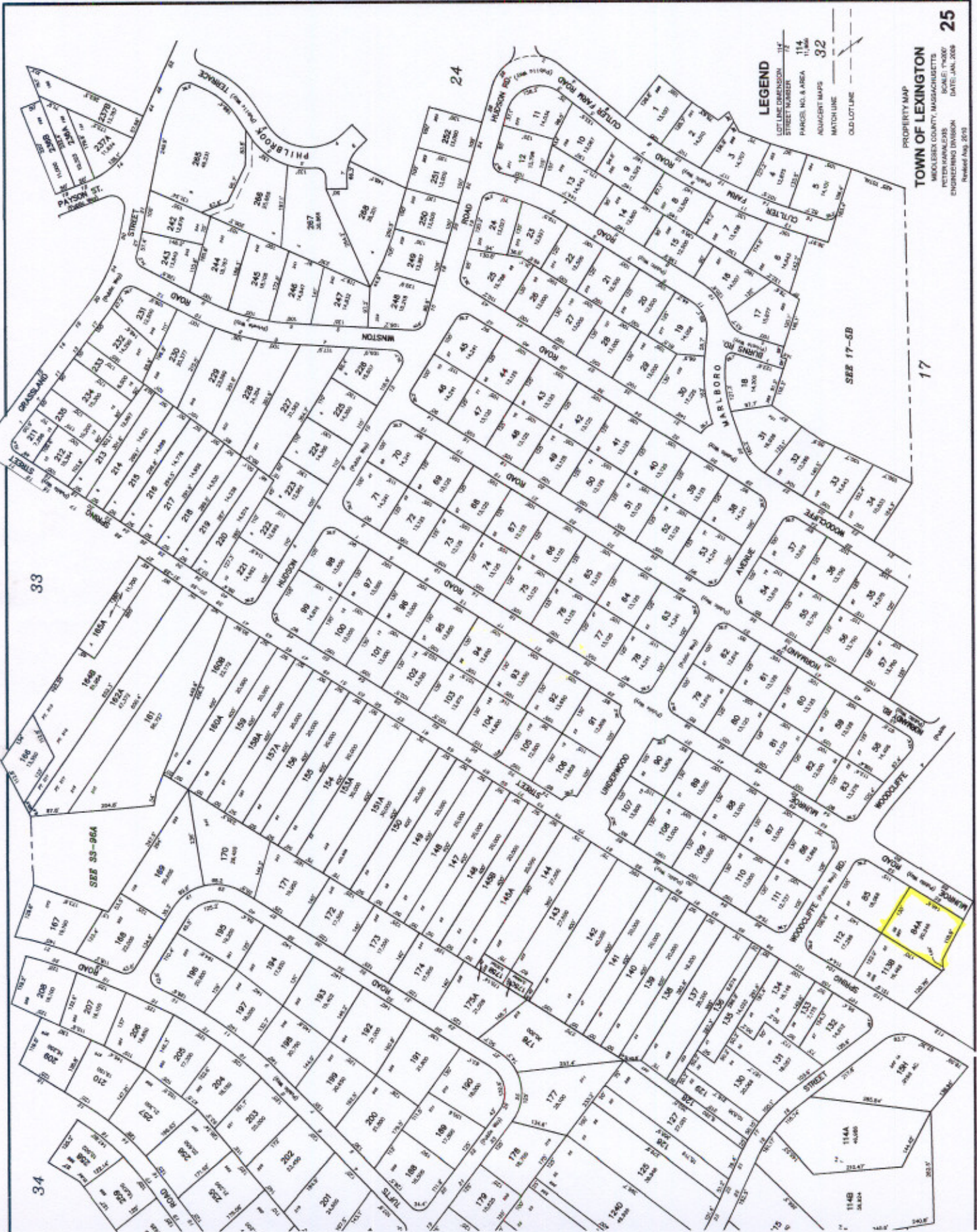
LOT #4



LOT LINE DIMENSION	1/8"
STREET NAME	1/4"
PARCEL NO. & AREA	1/4" 114
ADJACENT MAPS	3.2
MATCHLINE	---
OLD LOT LINE	---

PROPERTY MAP
MIDDLESEX COUNTY, MASSACHUSETTS
ENGINEERED BY
DATE: JAN. 2007
Revised Jan. 2003

LOT #5



LEGEND
LOT LINE DIMENSION
STREET NUMBER 14
PARCEL NO. & AREA 114
ADJACENT MAPS 32
MATCH LINE
OLD LOT LINE

PROPERTY MAP
TOWN OF LEXINGTON
MIDDLESEX COUNTY, MASSACHUSETTS
PETER HANALEYS
ENGINEERING DIVISION
Revised May, 2018
SCALE: 1"=100'
DATE: JAN. 2008
25

110239pgrs01040804Map_01020801 140227 PM

LOT #6



LEGEND

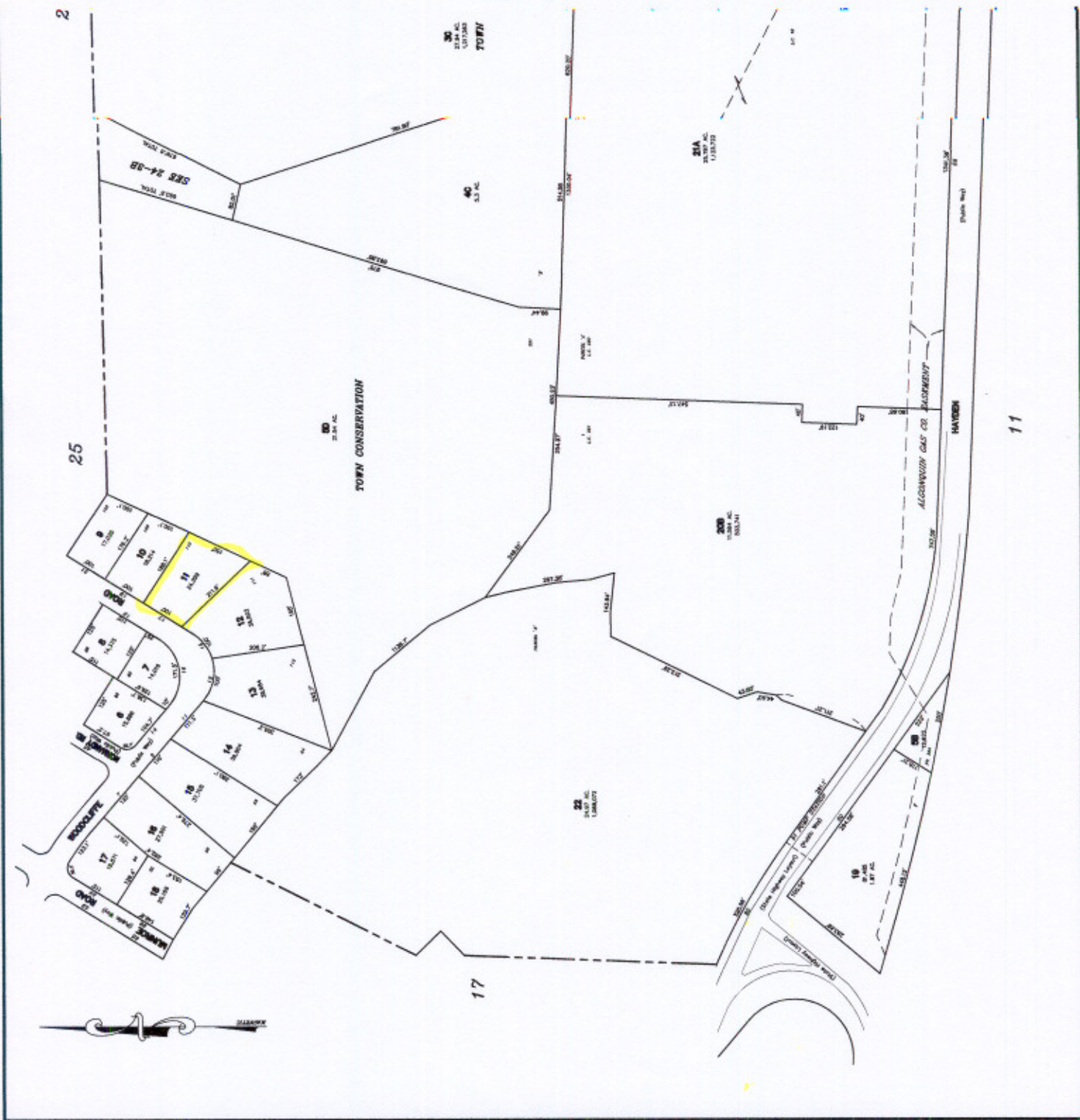
- LOT LINE DIMENSION 1/4"
- STREET NUMBER 1/4"
- PARCEL NO. & AREA 1/1648"
- ADJACENT MAPS 3/2"
- MATCHLINE - - -
- OLD LOT LINE - - -

PROPERTY MAP
TOWN OF LEXINGTON
MIDDLESEX COUNTY, MASSACHUSETTS
PETER KARVALENS SCALE: 1"=50'
ENGINEERING DIVISION DATE: JAN. 2007
Revised Jan. 2009

LOT #7

2

11

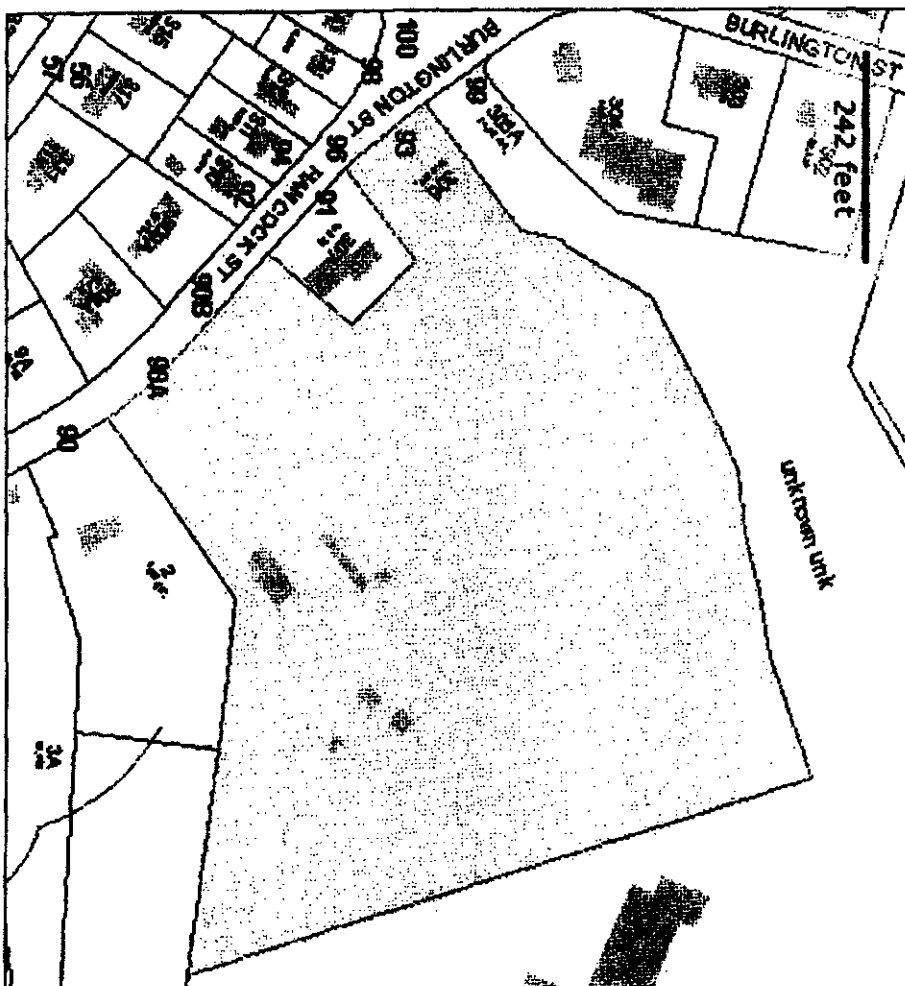


**COMPARABLE RESIDENTIAL ACREAGE SALES
LOCATION MAP & SITE PLANS**

Comparable Acreage Sales Location Map



Acreage Sale #2

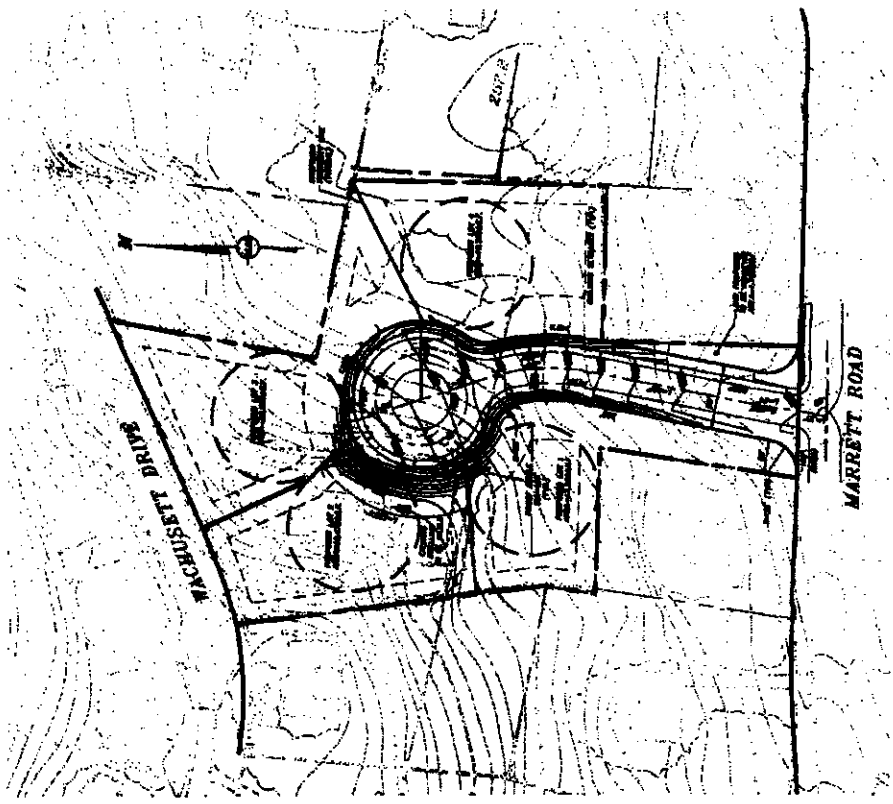
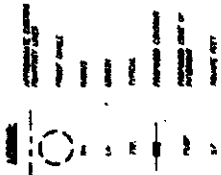


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Acreage Sale #3

PROPERTY INFORMATION:
 LOT NO. 100
 ACRES 1.15
 AREA 11.15 AC.
 TOTAL ACRES 11.15 AC.
 DATE OF SALE 10/10/00
 SALE PRICE \$1,115,000.00
 SALE TO MERIDIAN ASSOCIATES, INC.
 1000 WASHINGTON STREET, SUITE 200
 LEWISTON, MA 01841

1. THE PROPERTY IS SUBJECT TO THE EASEMENTS AND ENCUMBRANCES SHOWN ON THE RECORD MAPS.
2. THE PROPERTY IS SUBJECT TO THE EASEMENTS AND ENCUMBRANCES SHOWN ON THE RECORD MAPS.
3. THE PROPERTY IS SUBJECT TO THE EASEMENTS AND ENCUMBRANCES SHOWN ON THE RECORD MAPS.
4. THE PROPERTY IS SUBJECT TO THE EASEMENTS AND ENCUMBRANCES SHOWN ON THE RECORD MAPS.
5. THE PROPERTY IS SUBJECT TO THE EASEMENTS AND ENCUMBRANCES SHOWN ON THE RECORD MAPS.
6. THE PROPERTY IS SUBJECT TO THE EASEMENTS AND ENCUMBRANCES SHOWN ON THE RECORD MAPS.



THIS PLAN IS SUBJECT TO A CONDEMNAT DATE
 THIS PLAN IS SUBJECT TO A CONDEMNAT OF ACTION DATED
 THIS PLAN IS SUBJECT TO A SPECIAL PERMIT DATED

MARRETT ROAD CONDOMINIUMS
 DEFINITIVE SUBDIVISION
 (IN ACCORDANCE WITH SECTION 179C-117)

PROOF PLAN
 LOCATED IN
 LEWISTON, MASSACHUSETTS
 (MIDDLESEX COUNTY)

PREPARED FOR
 NORTH SHORE CONSTRUCTION & DEVELOPMENT, INC.
 SCALE: 1" = 40' DATE: DECEMBER 3, 2000

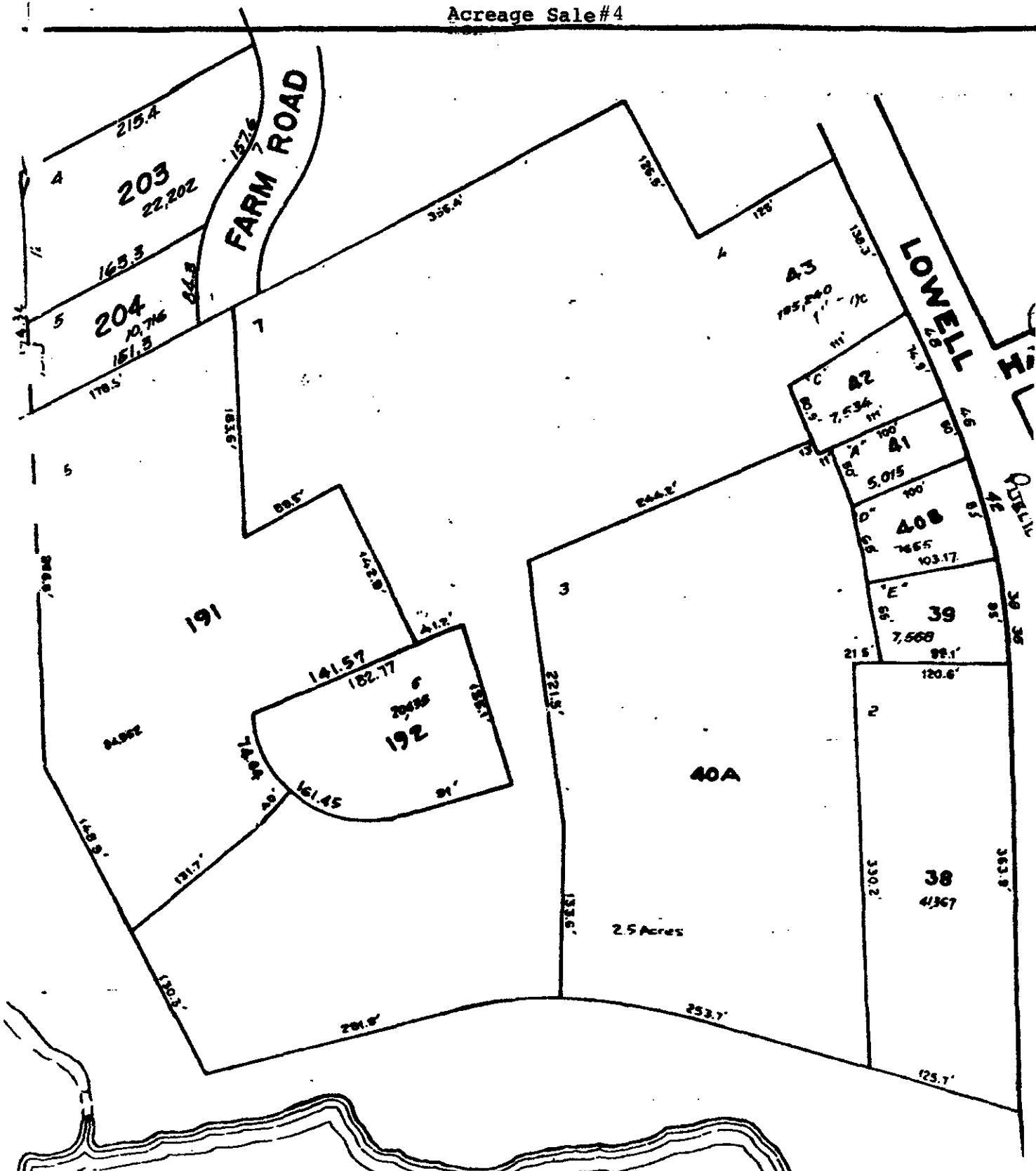
MERIDIAN ASSOCIATES
 1000 WASHINGTON STREET, SUITE 200
 LEWISTON, MA 01841
 PHONE: 978-238-0000
 FAX: 978-238-0001
 WWW.MERIDIANASSOCIATES.COM

PROJECT NO. 4890
 SHEET NO. 70 OF 110

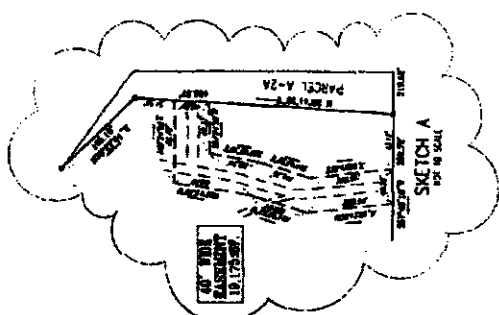
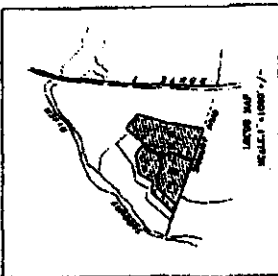
REVISIONS

NO.	DATE	DESCRIPTION
1	12/03/00	ISSUED FOR PERMIT
2	12/03/00	ISSUED FOR PERMIT
3	12/03/00	ISSUED FOR PERMIT

Acreeage Sale#4



Acreeage Sale #5



- 1) OWNER OF LANDS SHOWN SHALL BE RESPONSIBLE FOR
- 2) PROVIDING ALL NECESSARY RECORDS AND RECORDS AS NECESSARY
- 3) PROVIDING ALL NECESSARY RECORDS AND RECORDS AS NECESSARY
- 4) PROVIDING ALL NECESSARY RECORDS AND RECORDS AS NECESSARY
- 5) PROVIDING ALL NECESSARY RECORDS AND RECORDS AS NECESSARY

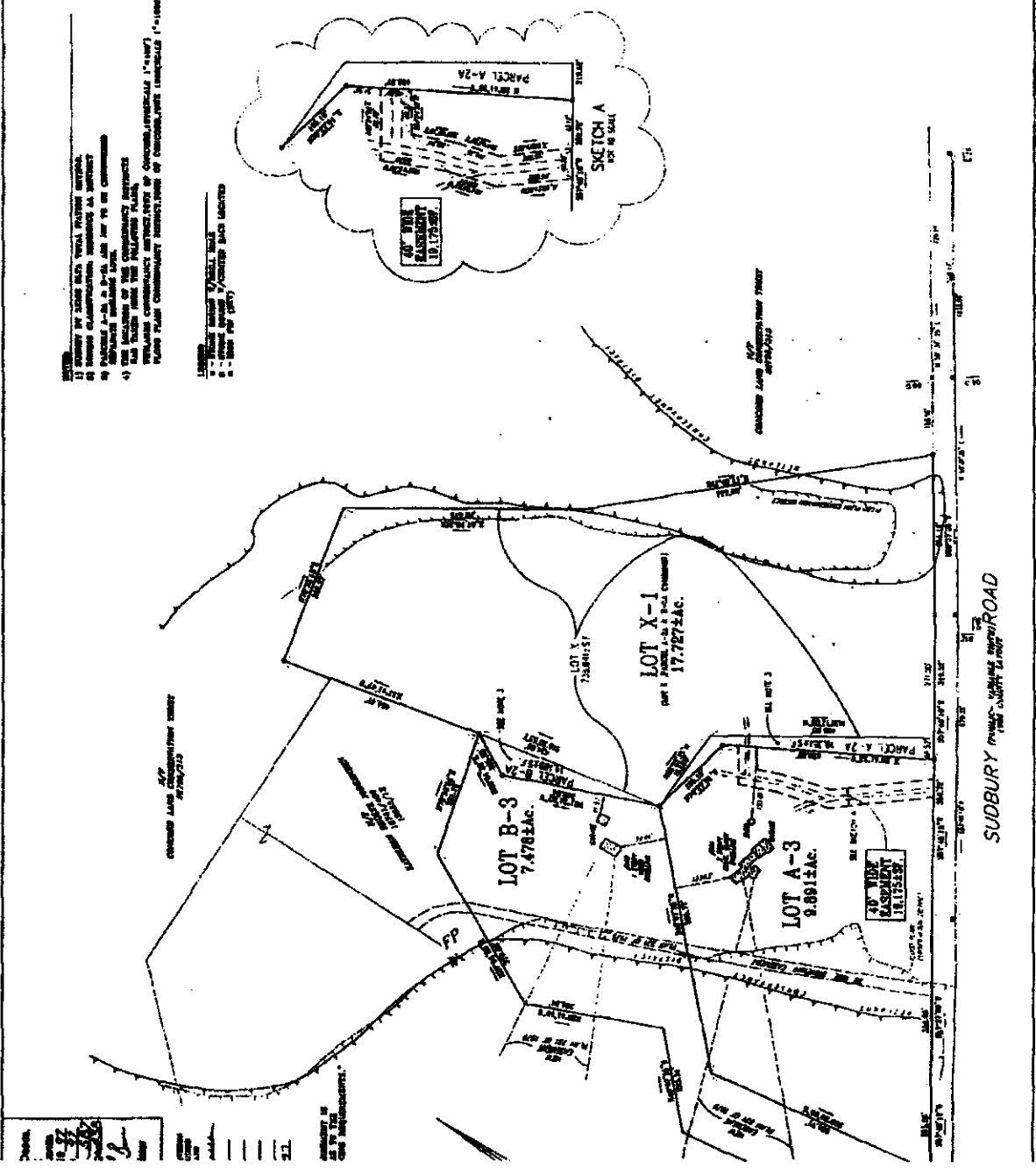
- 1) THESE ARE THE ONLY LOTS
- 2) THESE ARE THE ONLY LOTS
- 3) THESE ARE THE ONLY LOTS

I HEREBY CERTIFY THAT THE PLAN AND THE INFORMATION CONTAINED HEREON ARE TRUE AND CORRECT TO THE BEST OF MY KNOWLEDGE AND BELIEF.



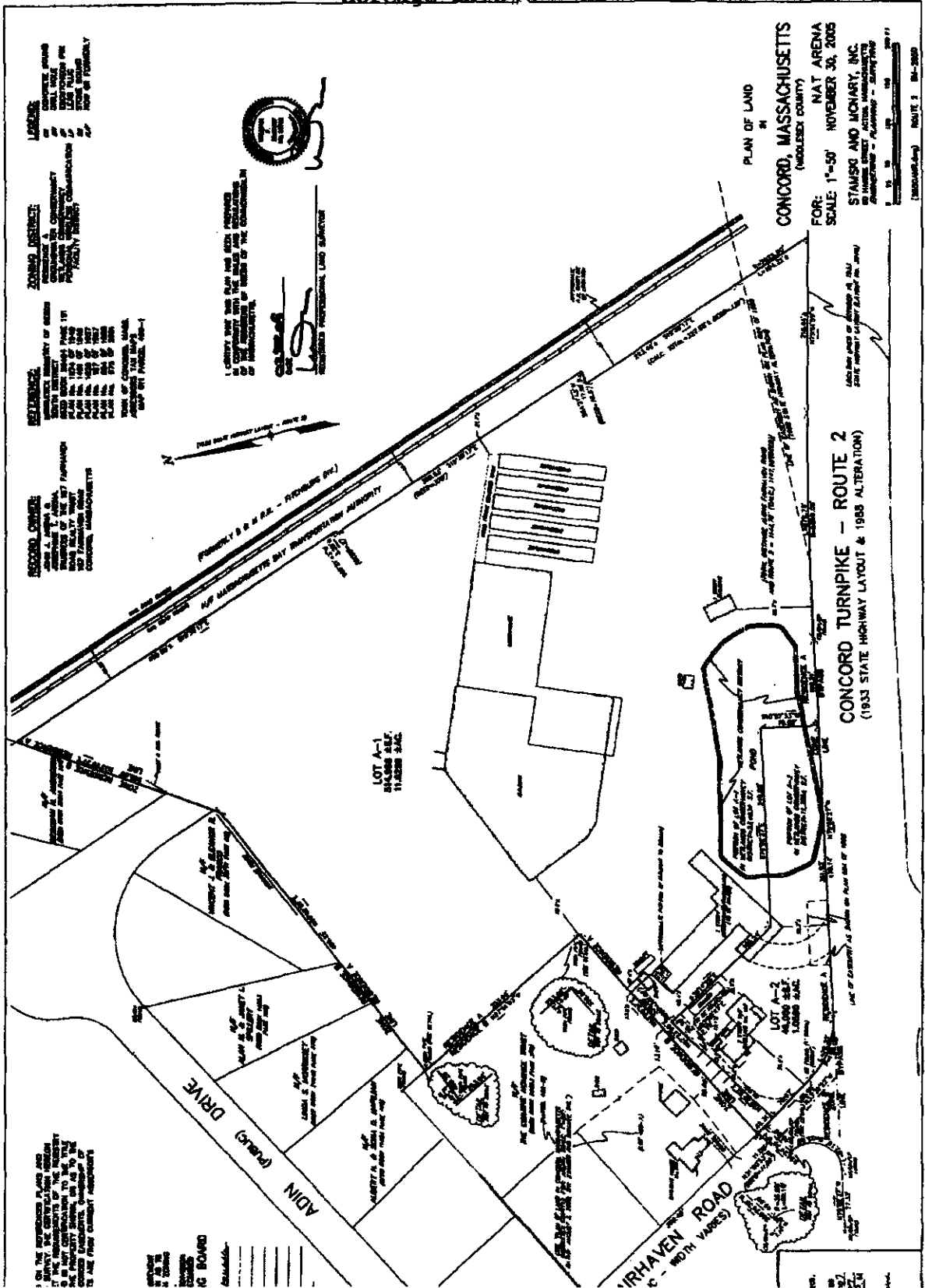
DATE: _____
 SURVEYOR'S SIGNATURE: _____
 SURVEYOR'S NAME: _____

OWNERS:	
LOT 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100	LOT 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100
PLAN OF LAND CONCORD, MA WINDHAM COUNTY	
MADE 1 MONTH AND MORE DATE APPROVED 11, 1988 BY THE BOARD OF SUPERVISORS OF WINDHAM COUNTY, MA	
SEAS AND THOMAS, INC. 100 WINDHAM STREET WINDHAM, MA 01095 TEL: 508-753-2222	



DATE: _____
 SURVEYOR'S SIGNATURE: _____
 SURVEYOR'S NAME: _____

Acreeage Sale #6



LEGEND:
 SHOWN AS SHOWN ON THE RECORD MAPS
 SHOWN AS SHOWN ON THE RECORD MAPS
 SHOWN AS SHOWN ON THE RECORD MAPS
 SHOWN AS SHOWN ON THE RECORD MAPS
 SHOWN AS SHOWN ON THE RECORD MAPS

ZONING DISTRICT:
 CONCORD, MASSACHUSETTS
 ZONING DISTRICT NO. 1
 COMMERCIAL DISTRICT

REFERENCE:
 1. MAP OF CONCORD, MASSACHUSETTS
 2. MAP OF CONCORD, MASSACHUSETTS
 3. MAP OF CONCORD, MASSACHUSETTS
 4. MAP OF CONCORD, MASSACHUSETTS
 5. MAP OF CONCORD, MASSACHUSETTS

RECORD CHANGE:
 1. CONCORD, MASSACHUSETTS
 2. CONCORD, MASSACHUSETTS
 3. CONCORD, MASSACHUSETTS
 4. CONCORD, MASSACHUSETTS
 5. CONCORD, MASSACHUSETTS



I HEREBY CERTIFY THAT THIS PLAN AND SPECIFICATIONS WERE PREPARED BY ME OR UNDER MY CLOSE PERSONAL SUPERVISION AND THAT I AM A LICENSED PROFESSIONAL LAND SURVEYOR IN THE STATE OF MASSACHUSETTS.

PLAN OF LAND
 IN
 CONCORD, MASSACHUSETTS
 (MIDDLESEX COUNTY)

FOR: NAT ARENA
 SCALE: 1"=50' NOVEMBER 30, 2005
 STAMBUK AND MONARY, INC.
 100 WASHINGTON STREET, SUITE 200
 CONCORD, MASSACHUSETTS 01742

1"=50'
 0 25 50 75 100 125 150 175 200
 FEET
 (SEE PLAN FOR SCALE)

CONCORD TURNPIKE - ROUTE 2
 (1933 STATE HIGHWAY LAYOUT & 1988 ALTERATION)

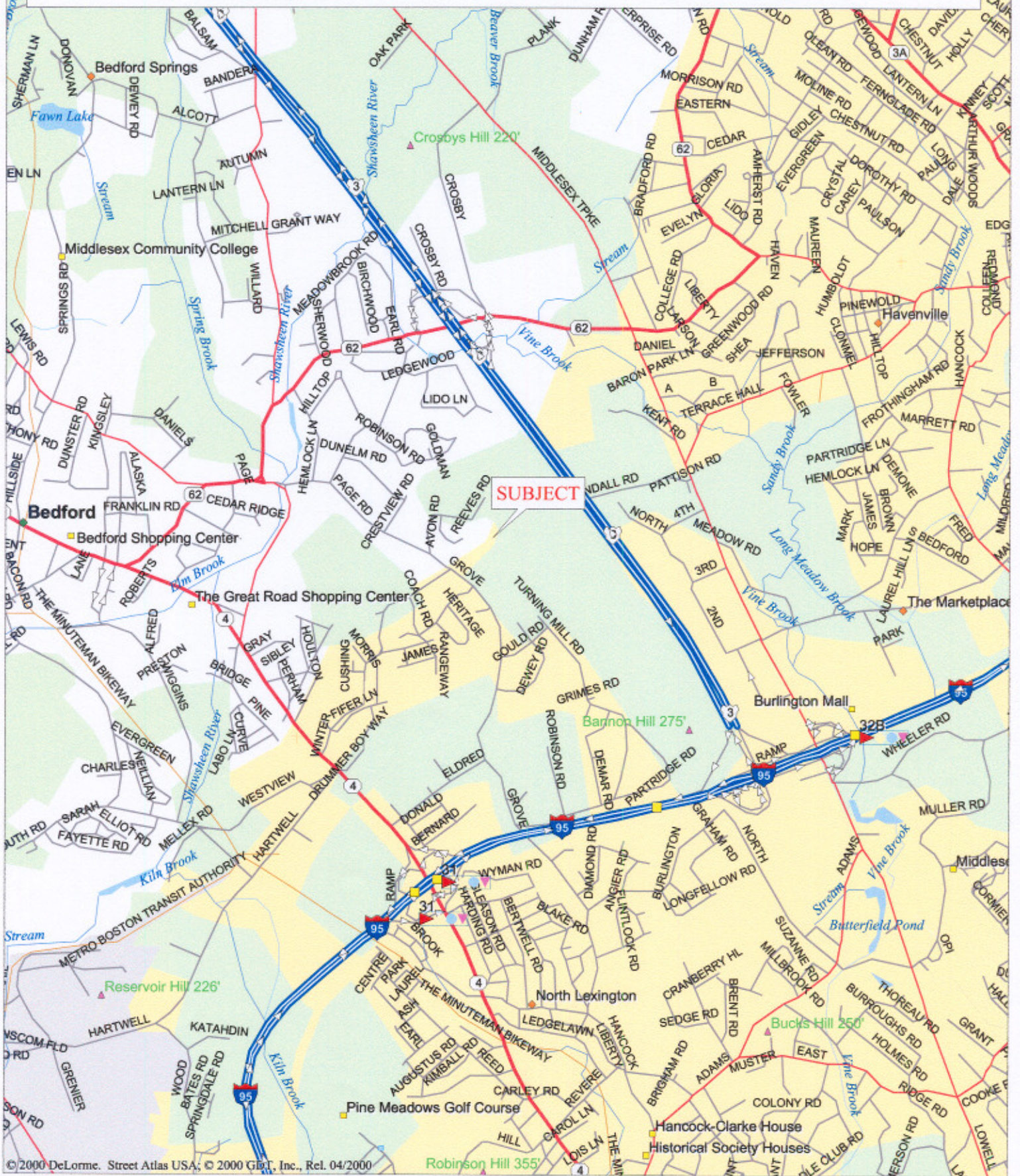
LAND AND AIR RIGHTS OF ADJACENT PROPERTY OWNERS TO BE ACQUIRED BY THE STATE OF MASSACHUSETTS UNDER CHAPTER 268B, SECTION 20B.

**REGIONAL AND NEIGHBORHOOD LOCATION
MAPS**

Regional Location Map



Neighborhood Location Map



DEVELOPER SURVEY EXCERPTS

 RealtyRates.com

Developer Survey



4th Quarter 2011

 **RealtyRates.com - Developer Survey**™

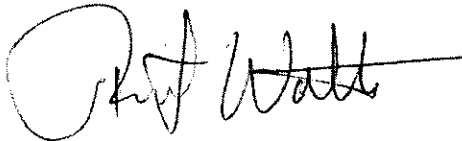
Welcome to the 4th Quarter, 2011 edition (3rd Quarter 2011 data) of the RealtyRates.com™ *Developer Survey*.

The *Developer Survey* tracks actual and pro-forma discount rates on 22 sell-out property types including residential subdivisions and PUDs, business and industrial parks, and residential and commercial/industrial condominiums and co-ops. The data is presented on both a national and regional basis and covers all 50 states as well as Puerto Rico, Guam and the U.S. Virgin Islands.

The *Developer Survey* represents a polling of 366 commercial appraisers (8%), lenders (26%), and local, regional and national developers (66%). The bulk of the data is comprised of individual tables for each region that include surveyed actual (historical) and pro-forma (forward looking) minimum, maximum and average discount rates for each property type. In the case of subdivisions and PUDs, rates incorporate developer's profit, while condominium and co-op rates do not.

RealtyRates.com™ is the Trade Name and a Trademark of Robt. G. Watts (RGW). Founded in Honolulu, Hawaii as Pacific Research Company and now headquartered in Bradenton, Florida, RGW has provided professional analytical, advisory and development management services to investors, property owners, major corporations, lenders and government agencies worldwide since 1973.

We hope you find the *Developer Survey* useful and informative.



Robert Watts



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Market Commentary

RealtyRates.com™ Developer Survey Reports Subdivision Discount Rates Mostly Up, Condo Rates Mostly Down During 3rd Quarter 2011

Subdivisions and PUD's of all types nationwide recorded an average five basis point increase in discount rates during the 3rd Quarter of 2011, while Condominiums and Co-Ops of all types recorded an average 31 basis point decrease during the same period.

All Subdivision and PUD categories except Industrial Parks (down two basis points) recorded increased average discount rates during the 3rd Quarter. Likewise, all Condominium and Co-Op categories except Commercial/Industrial (up four basis points) recorded decreases.

Once again, actual discount rates continued to exceed pro-forma rates with regard to most sell-out property types across most markets, although the margin between them likewise continued to tighten somewhat during the 3rd Quarter of 2011. A dearth of available bulk residential condominiums was noted in virtually all of the most active markets.

RealtyRates.com DEVELOPER SURVEY - 4th Quarter 2011*						
Average Comparative (Quarter-Over-Quarter) National Rates						
Subdivisions & PUDs	Actual Rates			Pro-Forma Rates		
	3Q11	2Q11	Basis Point Change	3Q11	2Q11	Basis Point Change
Site-Built Residential	37.18%	37.10%	9	35.70%	35.61%	8
-100 Units	33.03%	32.96%	8	31.71%	31.84%	7
100-500 Units	35.80%	35.72%	8	35.06%	34.97%	8
500+ Units	37.28%	37.19%	9	37.21%	37.12%	9
Mixed Use	37.71%	37.63%	9	37.65%	37.56%	9
Manufactured Housing	38.10%	37.99%	10	35.86%	35.76%	10
-100 Units	34.08%	33.99%	9	32.08%	31.99%	8
100-500 Units	36.94%	36.84%	10	35.46%	35.37%	9
500+ Units	38.46%	38.36%	10	37.64%	37.54%	10
Business Parks	36.91%	36.87%	4	34.74%	34.70%	4
-100 Acres	33.05%	33.02%	3	31.11%	31.08%	3
100-500 Acres	35.81%	35.77%	4	34.37%	34.34%	4
500+ Acres	37.28%	37.24%	4	36.48%	36.44%	4
Industrial Parks	33.44%	33.46%	-2	32.16%	32.18%	-2
-100 Acres	30.04%	30.05%	-2	28.33%	28.34%	-2
100-500 Acres	32.49%	32.51%	-2	31.25%	31.27%	-2
500+ Acres	33.80%	33.83%	-2	31.88%	31.90%	-2
Condominiums & Co-Ops						
Primary Residential	21.93%	22.48%	-55	21.09%	21.62%	-53
Hi-Rise/Urban Townhouse	22.30%	22.77%	-47	21.41%	21.86%	-45
Garden/Suburban Townhouse	21.36%	22.03%	-67	20.50%	21.15%	-64
Mixed Use	22.61%	22.99%	-39	21.49%	21.86%	-36
Resort & Second Home	24.60%	25.03%	-43	23.16%	23.56%	-41
Hi-Rise	24.19%	24.60%	-41	23.22%	23.62%	-40
Garden/Townhouse	22.05%	22.55%	-50	21.17%	21.65%	-48
Commercial/Industrial	21.79%	21.76%	4	20.92%	20.89%	3
Urban Office	20.57%	20.14%	44	19.75%	19.33%	42
Suburban Office	20.34%	20.27%	7	19.53%	19.46%	7
Retail	22.20%	22.03%	17	21.32%	21.15%	17
Industrial	20.94%	21.11%	-18	20.10%	20.27%	-17

*3rd Quarter 2011 Data

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National Sell-Out Property Discount Rates

Subdivisions and PUDs

The following summarizes discount rates for conventionally financed (interest-only interim or construction financing) subdivisions and planned unit developments (PUDs) nationwide. Actual Rates are historical rates achieved by survey respondents, while Pro-Forma Rates reflect forward-looking revenue and expenses. Developer's profit is not treated as a line item expense.

RealtyRates.com DEVELOPER SURVEY - 4th Quarter 2011*						
National - Subdivisions & PUDs						
	Actual	Pro-Forma	Actual	Pro-Forma	Actual	Pro-Forma
Site-Built Residential	14.11%	59.89%	37.18%	13.54%	57.49%	35.70%
-100 Units	14.11%	51.63%	33.03%	13.54%	49.56%	31.71%
100-500 Units	14.46%	56.79%	35.80%	13.88%	54.52%	35.06%
500+ Units	14.81%	59.37%	37.28%	14.22%	57.00%	37.21%
Mixed Use	15.16%	59.89%	37.71%	14.56%	57.49%	37.65%
Manufactured Housing	14.27%	60.06%	38.10%	13.70%	57.66%	35.86%
-100 Units	14.27%	52.23%	34.08%	13.70%	50.14%	32.08%
100-500 Units	14.63%	57.45%	36.94%	14.04%	55.15%	35.46%
500+ Units	14.98%	60.06%	38.46%	14.38%	57.66%	37.64%
Business Parks	14.27%	57.75%	36.91%	13.70%	55.44%	34.74%
-100 Acres	14.27%	50.22%	33.05%	13.70%	48.21%	31.11%
100-500 Acres	14.63%	55.24%	35.81%	14.04%	53.03%	34.37%
500+ Acres	14.98%	57.75%	37.28%	14.38%	55.44%	36.48%
Industrial Parks	14.36%	50.88%	33.44%	13.78%	48.85%	32.16%
-100 Acres	14.36%	44.25%	30.04%	13.78%	42.48%	28.33%
100-500 Acres	14.72%	48.67%	32.49%	14.13%	46.72%	31.25%
500+ Acres	15.08%	50.88%	33.80%	14.47%	48.85%	31.88%

*3rd Quarter 2011 Data

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Condominiums and Co-Ops

The following summarizes discount rates for conventionally financed condominium and co-op projects nationwide. Actual Rates are historical rates achieved by survey respondents, while Pro-Forma Rates reflect forward-looking revenue and expenses and developer's profit is treated as a line item expense.

RealtyRates.com DEVELOPER SURVEY - 4th Quarter 2011*						
National - Condominiums & Co-Ops						
	Actual	Pro-Forma	Actual	Pro-Forma	Actual	Pro-Forma
Primary Residential	9.55%	34.09%	21.93%	9.17%	32.72%	21.09%
Hi-Rise/Urban Townhouse	10.30%	34.09%	22.30%	9.88%	32.72%	21.41%
Garden/Suburban Townhouse	9.55%	32.13%	21.36%	9.17%	30.84%	20.50%
Mixed Use	10.21%	33.91%	22.61%	9.39%	32.55%	21.49%
Resort & Second Home	10.98%	37.02%	24.60%	10.54%	35.54%	23.16%
Hi-Rise	11.11%	37.02%	24.19%	10.67%	35.54%	23.22%
Garden/Townhouse	10.98%	32.05%	22.05%	10.54%	30.76%	21.17%
Commercial/Industrial	8.88%	33.64%	21.79%	8.53%	32.29%	20.92%
Urban Office	9.41%	31.53%	20.57%	9.03%	30.27%	19.75%
Suburban Office	9.00%	30.69%	20.34%	8.64%	29.47%	19.53%
Retail	9.69%	33.64%	22.20%	9.30%	32.29%	21.32%
Industrial	8.88%	31.97%	20.94%	8.53%	30.69%	20.10%

*3rd Quarter 2011 Data

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Financial Indicators

Relevant financial indicators, many of which are utilized as indices for the pricing of various mortgage products, are summarized on the following table.

RealtyRates.com™ - Investor & Developer Surveys					
FINANCIAL INDICATORS					
	Aug-11	May-11	Quarterly Change (BP)	Aug-10	Yearly Change (BP)
Effective Fed Funds Rate	0.10%	0.09%	1	0.19%	-9
Prime Rate	3.25%	3.25%	0	3.25%	0
Commercial Paper (Financial)					
1-Month	0.13%	0.12%	1	0.21%	-8
2-Month	0.18%	0.14%	4	0.23%	-5
3-Month	0.21%	0.18%	3	0.27%	-6
CD Rates (Secondary Market)					
1-Month	0.20%	0.16%	4	0.25%	-5
3-Month	0.29%	0.21%	8	0.32%	-3
6-Month	0.42%	0.30%	12	0.44%	-2
LIBOR					
1-Month	0.21%	0.20%	1	0.28%	-7
3-Month	0.29%	0.26%	3	0.36%	-7
6-Month	0.46%	0.41%	5	0.58%	-12
1-Year	0.78%	0.74%	4	0.94%	-16
Treasury Bills (Secondary Market)					
4-Week	0.02%	0.02%	0	0.15%	-13
3-Month	0.02%	0.04%	-2	0.16%	-14
6-Month	0.06%	0.09%	-3	0.19%	-13
1-Year	0.11%	0.17%	-6	0.25%	-14
Treasury Note Constant Maturity					
1-Month	0.02%	0.02%	0	0.15%	-13
3-Month	0.02%	0.04%	-2	0.16%	-14
6-Month	0.06%	0.09%	-3	0.19%	-13
1-Year	0.11%	0.19%	-8	0.26%	-15
2-Year	0.23%	0.56%	-33	0.52%	-29
3-Year	0.36%	0.94%	-56	0.78%	-40
5-Year	1.02%	1.84%	-82	1.47%	-45
7-Year	1.63%	2.51%	-88	2.10%	-47
10-Year	2.30%	3.17%	-87	2.70%	-40
20-Year	3.24%	4.01%	-77	3.52%	-28
30-Year	3.65%	4.29%	-64	3.80%	-15
Commercial Mortgage Constant Maturity					
30-Year	4.27%	4.64%	-37	4.43%	-16
Commercial Mortgage Constant Maturity					
Aaa	4.37%	4.96%	-59	4.49%	-12
Baa	5.36%	5.78%	-42	5.66%	-30

Source: Federal Reserve; British Bankers' Association

Interim Financing

The following represent lender-quoted interim (construction) financing rates and terms for conventionally financed subdivisions and planned unit developments (PUDs) and residential and commercial/industrial condominiums and co-ops nationwide.

RealtyRates.com DEVELOPER SURVEY - 4th Quarter 2011*							
Interim (Construction) Financing							
PROPERTY TYPE	STARTUP COSTS (%)	INTEREST RATE	LOAN LOSS (%)	LOAN TO VALUE (%)	LOAN TO COST (%)	LOAN TERM (MONTHS)	AMORTIZATION
Residential Subdivisions & PUDs							
Minimum	1.00%	4.25%	1.00%	50%	70%	12	Interest Only
Maximum	6.00%	9.25%	4.00%	100%	100%	60	Interest Only
Average	3.24%	6.49%	2.24%	74%	84%	41	Interest Only
Commercial/Industrial Subdivisions & PUDs							
Minimum	1.00%	4.25%	2.00%	60%	70%	12	Interest Only
Maximum	6.00%	9.25%	4.50%	90%	100%	36	Interest Only
Average	3.24%	6.49%	2.99%	74%	84%	26	Interest Only
Residential Condominiums & Co-Ops							
Minimum	1.00%	4.25%	2.00%	65%	70%	12	Interest Only
Maximum	7.00%	10.25%	4.50%	80%	100%	36	Interest Only
Average	3.74%	6.99%	2.99%	72%	84%	26	Interest Only
Commercial/Industrial Condominiums							
Minimum	1.00%	4.25%	2.00%	60%	70%	12	Interest Only
Maximum	6.00%	9.25%	4.50%	80%	100%	24	Interest Only
Average	3.24%	6.49%	2.99%	69%	84%	19	Interest Only

*3rd Quarter 2011 Data

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Regional Discount Rates

The following tables summarize discount rates for, conventionally financed (interest-only interim or construction financing) subdivisions and planned unit developments (PUDs) and condominium and co-op projects. Actual Rates are historical rates achieved by survey respondents, while Pro-Forma Rates reflect forward-looking revenue and development costs. Subdivision and PUD rates do include provision for developer's profit, i.e., profit is not treated as a line item expense, while condominium and co-op rates do not, i.e., profit is treated as a line item expense.

Data presented in the *Developer Survey* are provided by 362 commercial appraisers (4%), lenders (52%), and local, regional and national developers (44%).

New England - CT, MA, ME, NH, RI, VT

RealtyRates.com DEVELOPER SURVEY - 4th Quarter 2011*						
New England - Subdivisions & PUDs						
	MA	CT	RI	NH	VT	Avg
Site-Built Residential	19.64%	46.25%	30.53%	15.64%	35.73%	23.91%
-100 Units	19.64%	39.87%	29.16%	15.64%	32.42%	23.55%
100-500 Units	20.13%	43.86%	30.71%	15.69%	34.92%	24.29%
500+ Units	20.62%	45.85%	31.24%	15.72%	35.73%	24.18%
Mixed Use	21.11%	46.25%	30.99%	16.10%	35.26%	23.62%
Manufactured Housing	19.87%	46.39%	30.73%	15.87%	36.15%	24.31%
-100 Units	19.87%	40.34%	29.50%	15.99%	32.80%	23.91%
100-500 Units	20.36%	44.37%	31.07%	15.87%	35.33%	24.57%
500+ Units	20.86%	46.39%	31.61%	15.90%	36.15%	24.46%
Business Parks	19.87%	44.60%	29.92%	15.82%	34.76%	23.65%
-100 Acres	19.87%	38.78%	28.74%	15.82%	31.54%	23.20%
100-500 Acres	20.36%	42.68%	30.25%	15.87%	33.97%	23.92%
500+ Acres	20.86%	44.60%	30.77%	15.90%	34.76%	23.81%
Industrial Parks	19.99%	39.30%	27.58%	15.92%	30.62%	21.79%
-100 Acres	19.99%	34.17%	26.54%	15.92%	27.79%	21.42%
100-500 Acres	20.49%	37.59%	27.88%	15.97%	29.93%	22.03%
500+ Acres	20.99%	39.30%	28.33%	16.00%	30.62%	21.91%

*3rd Quarter 2011 Data

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RealtyRates.com DEVELOPER SURVEY - 4th Quarter 2011*						
New England - Condominiums & Co-Ops						
	MA	CT	RI	NH	VT	Avg
Primary Residential	13.29%	26.32%	19.20%	10.36%	25.14%	16.32%
Hi-Rise/Urban Townhouse	14.33%	26.32%	19.92%	11.17%	21.40%	15.96%
Garden/Suburban Townhouse	13.29%	24.81%	18.29%	10.36%	20.18%	14.66%
Mixed Use	14.21%	26.18%	19.39%	13.07%	25.14%	18.34%
Resort & Second Home	15.29%	28.53%	20.40%	11.92%	23.25%	16.34%
Hi-Rise	15.47%	28.53%	21.59%	12.05%	23.25%	17.30%
Garden/Townhouse	15.29%	24.75%	19.22%	11.92%	20.12%	15.38%
Commercial/Industrial	12.37%	25.98%	18.12%	9.64%	21.12%	14.52%
Urban Office	13.10%	24.35%	18.35%	10.21%	19.80%	14.71%
Suburban Office	12.52%	23.70%	17.39%	9.76%	19.28%	13.94%
Retail	13.49%	25.98%	18.94%	10.51%	21.12%	15.18%
Industrial	12.37%	24.63%	17.79%	9.64%	20.08%	14.26%

*3rd Quarter 2011 Data

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ENGAGEMENT LETTER

Avery Associates

Real Estate Appraisers – Counselors

282 Central St.
P.O. Box 834
Acton, MA 01720
Tel: 978-263-5002
Fax: 978-635-9435
jon@averyandassociates.com
www.averyandassociates.com

November 18, 2011

Karen M. Mullins
Office of Community Development
1625 Massachusetts Avenue
Lexington, MA 02420

Re: Proposal for Appraisal Services
Wright Farm
241 Grove Street
Lexington, MA

Dear Ms. Mullins,

I have reviewed the information provided in your recent Request for Quotes pertaining to appraisal of the above referenced property. As a result of this review, I am pleased to submit the following proposal for professional services.

SUBJECT PROPERTY

The property which is the subject of this proposal approximately 13.6 acres of land located on Grove Street in the northwest corner of Lexington. This land is improved with a single family home and a wood frame barn. The land consists of open pasture land, wooded areas and wetlands.

The purpose of the appraisal is to provide an estimate of the current market value in support of possible acquisition by the town of Lexington. The appraisal will be prepared in conformance with the specifications of the RFQ.

SCOPE OF SERVICES

I propose to prepare an appraisal estimating the current market value of the subject property. This appraisal will be presented in the self contained report format. The appraisal will be prepared in conformance with the Uniform Standards of Professional Appraisal Practice, the Code of Professional Ethics of the Appraisal Institute and the Massachusetts EOEEA Specifications for analytical Narrative Appraisal Reports.

Page 2
November 18, 2011
Karen M. Mullins
Office of Community Development

The appraisers at Avery Associates are uniquely experienced and qualified members of the Appraisal Institute with individually awarded designations of MAI and/or SRA. All appraisers are certified by the Commonwealth of Massachusetts. Staff assignments are made with consideration of applicable experience and availability. All complex appraisals are prepared with the assistance and review/concurrence of Jonathan H. Avery, MAI, SRA.


COST/PAYMENT

The fee for the preparation of this appraisal will not exceed Four Thousand Five Hundred (\$4,500) Dollars. This fee will be due and payable upon delivery of the completed appraisal report to you in duplicate. I anticipate delivery of this completed appraisal to you within 5 weeks from the date of receipt of your written acceptance of this proposal. This fee is for preparation and delivery of the appraisal. Post appraisal services, including but not limited to, preparation for or appearance at formal or informal hearings proceedings or trials, will incur additional charges at a rate of \$300 per hour.

This proposal is valid for a period of 5 days from the date hereof and may be withdrawn at any time prior to your acceptance. If you have any questions regarding this proposal, please feel free to contact me.

If this proposal meets with your approval, please so indicate below and return your acceptance to me.

Respectfully submitted,



Jonathan H. Avery, MAI, CRE

JHA/j
By email only – kmullins@lexingtonma.gov

ACCEPTED BY: _____

DATE: _____



Town of Lexington

Community Development

Phone: (781) 862-0500 Fax: (781) 861-2780

REQUEST FOR QUOTES

The Town of Lexington seeks Requests for Quotes from qualified appraisers for appraising the fee interests in the following parcel of land in accordance with the attached Scope of Services:

<u>Location</u>	<u>Town Assessor's Map/Lot</u>
241 Grove Street (Wright Farm)	Map 91, Lot 1

The parcel of land is located off Grove Street in the northwest corner of the Town of Lexington adjacent to the town lines of Bedford and Burlington. The parcel is approximately 13.6 acres consisting of single-family dwelling, wood frame barn, open pasture areas, wooded areas, and conservation jurisdictional resource areas. The parcel is presently under Ch. 61A status.

A Proof Plan of Land has been prepared and provided to the Town that shows the property can be developed into 12 lots. 3 of the 12 lots have adequate frontage on Grove Street while 9 of the 12 lots would be created by construction of two cul-de-sac roadways. (This by right plan is in process of being verified by Planning Department staff. The bordering vegetated wetland line has been reviewed and approved by the Conservation Commission through an Order of Resource Area Delineation.)

At this point in time, it is the intent for the owners to sell the property at fair market value with the potential for one of the owners to maintain ownership over Lot 8 where the house presently exists and where the existing barn would be relocated.

Enclosures to assist in developing your quote and conducting the appraisal include:

- Scope of Services
- Town GIS Map
- Proof Plan of Land Option 1A (12-lot development)

Quotes Submission Deadline: Friday, November 18, 2011

Submit to: Karen M. Mullins
Office of Community Development
1625 Massachusetts Avenue, Lexington, MA 02420

Please address all correspondence and questions to:
Karen M. Mullins (781) 862-0500 x227 or kmullins@lexingtonma.gov

SCOPE OF SERVICES

The Contractor shall provide appraisal services to the Town for a parcel of land as follows:

241 Grove Street (Wright Farm) Map 91, Lot 1

Information for this parcel can be obtained on-line at the following locations:

<http://host.appgeo.com/LexingtonMA/Search.aspx>

Appraisal Services required by the Town under this contract include:

- 1) preparation of appraisal for fee simple transactions

Additional appraisal services may include:

- 1) updates of appraisals due to new site or market information
- 2) pre-trial preparation and in-court testimony in the case of eminent domain takings
- 3) appraisal consultation services as needed

These additional services should be included in the price quote as hourly rates.

The appraisal reports for all parcels of land shall be completed no later than 4 weeks from the Notice To Proceed.

A. Report Format

1. All appraisals shall be submitted to the Town in the form of reports, which shall in form and substance conform to recognized appraisal practice standards of the American Institute of Real Estate Appraisers.

2. The report shall also include a description of the purpose of the appraisal, definitions of the real property interests being appraised, and a statement of the assumptions and limiting conditions affecting the appraisal.

3. The report for Wright Farm parcel of land shall conform to State "EOEEA Specifications for Analytical Narrative Appraisal Reports". The Town may pursue federal and state grants, such as the Local Acquisition for Natural Diversity (LAND) Grant where appraisals must meet specified standards.

4. The Contractor is required to submit one electronic (pdf) copy of the appraisal and one reproducible (unbound and free of perforations) copy of the appraisal. In addition, the Contractor shall submit five bound copies of the appraisal.

B. Property Appraisals

1. The Contractor shall submit a report on the findings regarding the fair market value of each subject property.

2. In calculating the appraised value of an acquisition which is part of a whole property, the Contractor shall state his/her opinion of the fair market value of the whole property, the fair market value of the part not bought or taken, and the value of any special benefits accruing to the part not bought or taken. The Contractor shall also give his/her opinion and analysis of the value of the part bought or taken and that part represented in the diminished value of the remainder, giving due consideration under local law to the value of such special benefits, if any.

4. The Contractor shall consider all relevant and reliable approaches to value consistent with commonly accepted professional appraisal practices including the market data or comparable sales approach, income approach, and cost approach. If an approach is not considered applicable, the Contractor shall state the rationale for not using such approach in the report and the approach shall not be used. The Contractor shall provide an analysis and reconciliation of approaches to value that are sufficient to support the Contractor's opinion of value.

5. The appraised value of the property shall take into consideration all improvements, structures, appurtenances and other recognized elements of value relevant to the appraisal. In the event that a property is improved, Contractor shall state the age, dimensions, kind, character and conditions of each of the various structures, improvements or fixtures pertaining to the property.

6. The appraisal report shall contain color photographs of the subject properties, including all principal above-ground improvements or unusual features affecting the value of each property. In the case of unimproved property, the appraisal report shall include photographs showing typical topography and surface conditions. Also, photographs of properties used as comparable properties shall be included.

7. The Town will supply the Contractor with the necessary title information, as needed, and existence of any easements, encumbrances, rights of way or other factors which would affect the value of each property acquisition. The appraisal report shall include the names and addresses of the owners of the property, and the place of recording the instrument of conveyance under which the owners claim title, including book and page or certificate number. Descriptions of any and all easements on the subject parcel should be included.

8. The appraisal report shall describe the soil and topography for each property. The Town will provide the Contractor with reports, data or information pertinent to issues related to MGL Chapter 21E, as available. The Contractor must review this information and incorporate it, as appropriate, into the appraisal report.

9. The appraisal report shall describe the zoning for each property and for properties used as comparables.

10. The appraisal report shall include a statement describing existing utilities (and the adequacy thereof) which are available to each property; a brief description of the character of street improvements approximate to each property and a statement showing transportation, schools, commercial establishments, and other similar facilities such as churches, parks, playgrounds and public libraries.

11. The appraisal report shall include a statement regarding all factors taken into consideration by the Contractor and believed by them to influence either favorably or unfavorably the market value of each property, a statement concerning the activity of the real estate market in the immediate area within and surrounding each property during the past five years, and a description of current market conditions. The Contractor shall present a statement of the present use of the property and the highest and best use of the property.

12. The appraisal report shall include the assessed value of each property for three (3) years prior to the date of the report and the current real estate tax levy.

13. The Contractor shall provide a statement showing all recent (ten years) sales of each property, if any exist. Contractor shall also provide a statement of the sales within the past three years of comparable properties which the Contractor has considered in estimating the fair market value of each property appraised. The statement covering sales of comparable properties shall indicate the factors of comparability (including any relevant physical, legal, or economic factors) and shall include the name of the grantor or grantee, a general description of the property and its condition, date of transfer, place of recording of the conveyance, location map, diagram or other information indicating the location of such sales in relation to the subject property, and shall state how the Contractor obtained such information.

14. The Contractor shall group like categories of information requested herein where appropriate and efficient.

15. The Contractor shall retain all notes and memoranda made in connection with the appraisal and shall keep a written record of times and dates when they inspected each property, as well as the effective date of valuation and signature and certification of the Contractor.

16. The Contractor shall give the owner or the owner's designated representative the opportunity to accompany the Contractor during the inspection.

17. Corrections: The Contractor shall, without additional compensation, correct or revise any of its errors or deficiencies in its appraisal reports or other services.

C. Pre-Trial Preparation and In-Court Testimony

1. Pre-trial preparation and/or in-court testimony as necessary.

INSURANCE REQUIREMENTS

WORKMEN'S COMPENSATION: As required by the laws of The Commonwealth of Massachusetts.

GENERAL LIABILITY: Bodily Injury and Property Damage Liability \$500,000.00 each occurrence and \$500,000.00 aggregate, combined single limit or \$500,000.00/\$500,000.00 with a \$500,000.00 aggregate

AUTOMOBILES & TRUCKS: Including hired and non-owned vehicles. Bodily injury liability \$500,000.00 each person and \$500,000.00 each accident.

PROPERTY DAMAGE LIABILITY: \$100,000.00

**LEXICON, DEFINITIONS
AND
ASSUMPTIONS**

APPRAISAL LEXICON

MARKET VALUE

"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, knowledgeably and assuming the price is not affected by undue stimulus. Implicit in this definition is consummation of a sale as of a specified date and passing of title from seller to buyer under conditions whereby:

1. Buyer and seller are motivated;
2. Both parties are well informed or well advised and each acting in what he considers his own best interest;
3. A reasonable time is allowed for exposure in the open market;
4. Payment is made in terms of cash in U.S. dollars, or in terms of financial arrangements comparable thereto; and
5. 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." (1)

FEE SIMPLE ESTATE

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. (2)

HIGHEST AND BEST USE

The reasonably probable and legal use of vacant land or an improved property, that 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. Alternatively, the probable use of land or improved property – specific with respect to the user and timing of the use – that is adequately supported and results in the highest present value. (3)

LEASED FEE INTEREST

A freehold (ownership interest) where the possessory interest has been granted to another party by creation of a contractual landlord-tenant relationship (i.e., a lease). (4)

MARKETING TIME

An opinion of the amount of time it might take to sell a real or personal property interest at the concluded market value level during the period immediately after the effective date of an appraisal. Marketing time differs from exposure time, which is always presumed to precede the effective date of an appraisal. (5)

(1) FIRREA 12 CFR Part 323.2.

(2) The Dictionary of Real Estate Appraisal, Appraisal Institute, Chicago, IL, 2010, Fifth Edition - Page 78.

(3) Ibid. - 93.

(4) Ibid. - 111.

(5) Ibid. - 121.

MARKET RENT

The most probable rent that a property should bring in a competitive and open market reflecting all conditions and restrictions of the lease agreement, including permitted uses, use restrictions, expense obligations, term, concessions, renewal and purchase options, and tenant improvements (TIs). (6)

EXPOSURE TIME

1. The time a property remains on the market.
2. 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 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. (7)

PROSPECTIVE OPINION OF VALUE

A value opinion effective as of a specified future date. The term does not define a type of value. Instead, it identifies a value opinion as being effective at some specific future date. An opinion of value as of a prospective date is frequently sought in connection with projects that are proposed, under construction, or under conversion to a new use, or those that have not yet achieved sellout or a stabilized level of long-term occupancy. (8)

RETROSPECTIVE OPINION OF VALUE

A value opinion effective as of a specified historical date. The term does not define a type of value. Instead, it identifies a value opinion as being effective at some specific prior date. Value as of a historical date is frequently sought in connection with property tax appeals, damage models, lease renegotiation, deficiency judgments, estate tax, and condemnation. Inclusion of the type of value with this term is appropriate, e.g., “retrospective market value opinion.” (9)

(6) Ibid. - 121.

(7) Ibid. – 73.

(8) Ibid. – 153.

(9) Ibid. – 171.

ASSUMPTIONS AND LIMITING CONDITIONS

This appraisal report has been made with the following general assumptions:

1. This is a Summary Appraisal Report which is intended to comply with the reporting requirements set forth under Standards Rule 2-2b of the Uniform Standards of Professional Appraisal Practice for a Summary Appraisal Report. As such, it might not include full discussions of the data, reasoning, and analyses 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 information contained in this report is specific to the needs of the client and for the intended use stated in this report. The appraisers are not responsible for the unauthorized use of this report.
2. No responsibility is assumed for the legal description or for matters including legal or title considerations. Title to the property is assumed to be good and marketable unless otherwise stated.
3. The property is appraised free and clear of any or all liens or encumbrances unless otherwise stated.
4. Responsible ownership and competent property management are assumed.
5. The information furnished by others is believed to be reliable. However, no warranty is given for its accuracy.
6. All engineering is assumed to be correct. The plot plans and illustrative material in this report are included only to assist the reader in visualizing the property.
7. It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures that render it more or less valuable. No responsibility is assumed for such conditions or for arranging for engineering studies that may be required to discover them.
8. It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless noncompliance is stated, defined, and considered in the appraisal report.
9. It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a nonconformity has been stated, defined, and considered in the appraisal report.

10. It is assumed that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, or national government or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
11. 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.

This appraisal report has been made with the following general limiting conditions:

1. The distribution, if any, of the total valuation in this report between land and improvements applies only under the stated program of utilization. The separate allocation of land and building must not be used in conjunction with any other appraisal and are invalid if used.
2. Possession of this report, or a copy thereof, does not carry with it the right of publication.
3. The appraiser, by reason of this appraisal, is not required to give further consultation, testimony, or be attendance in court with reference to the property in question unless arrangements have been previously made.
4. Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of the appraiser, or the firm with which the appraiser is connected) 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.
5. Any value estimates provided in the report apply to the entire property, and any proration or division of the total into fractional interests will invalidate the value estimate, unless such proration or division of interests has been set forth in the report.
6. The forecasts, projections, or operating estimates contained herein are based upon current market conditions, anticipated short-term supply and demand factors, and a continued stable economy. These forecasts are, therefore, subject to changes in future conditions.

QUALIFICATIONS

<p style="text-align: center;">QUALIFICATIONS OF CHRISTOPHER H. BOWLER REAL ESTATE APPRAISER</p>
--

EDUCATION

- BA Economics, Union College, Schenectady, New York 1987

- Appraisal Institute
 - Course SPP Standards of Professional Practice
 - Course 1A-1 Basic Appraisal Principles, Methods and Techniques
 - Course 1A-2 Basic Valuation Theory and Techniques
 - Course 8-1 Residential Valuation
 - Course 1B-A Capitalization Theory & Techniques Part A
 - Course 1B-B Capitalization Theory & Techniques Part B
 - Course 550 Advanced Applications
 - Course 410 Standards of Professional Practice Part A
 - Course 420 Standards of Professional Practice Part B
 - Course 540 Report Writing & Valuation Analysis

- Argus Software
 - Valuation DCF 2 Day Training; 11/09

PROFESSIONAL AND TRADE AFFILIATIONS

- Appraisal Institute
 - 1992 - Senior Residential Appraiser - SRA Designation
 - 2000 - Member of Appraisal Institute - MAI Designation #11564
 - 2002-4 Director, Massachusetts Chapter
 - 2005 Secretary, Massachusetts Chapter
 - 2006 Treasurer, Massachusetts Chapter
 - 2007 Vice President, Massachusetts Chapter
 - 2008 President, Massachusetts Chapter

- Massachusetts Certified General Real Estate Appraiser License #495

BUSINESS EXPERIENCE

Presently an associate member of the firm of Avery Associates, Acton, Massachusetts. Avery Associates handles a wide variety of real estate appraisal and consulting assignments. Mr. Bowler has prepared appraisals on the following types of real property: office buildings, industrial buildings, research and development facilities, hotels/motels, golf courses, restaurants, laboratory-life sciences buildings, medical office buildings, auto dealerships, truck terminals, warehouses, bank branches, shopping centers, apartment complexes, commercial and industrial condominium units and buildings, lumber yards, service stations, industrial mill buildings, and cranberry bogs.

Mr. Bowler's experience also includes the appraisal of one to four family dwellings, condominium units, proposed residential subdivisions and condominium projects. Also, Mr. Bowler has prepared market studies and feasibility analyses for proposed developments of both residential and commercial projects. Prior to joining Avery Associates in 1992, Mr. Bowler was employed in the following manner:

1987-1992 Real Estate Appraiser
 Edward W. Bowler Associates
 Waltham, Massachusetts

1987 Research Associate, New York State Department of Transportation
 Albany, New York

BUSINESS ADDRESS

Avery Associates
282 Central Street
Post Office Box 834
Acton, MA 01720-0834
Tel: 978-263-5002
Fax: 978-635-9435
chris@averyandassociates.com

QUALIFICATIONS OF JONATHAN H. AVERY REAL ESTATE APPRAISER AND CONSULTANT

EDUCATION

- BBA University of Massachusetts, Amherst, Massachusetts
- Graduate of Realtors Institute of Massachusetts - GRI
- American Institute of Real Estate Appraisers
 - Course 1-A Basic Appraisal Principles, Methods and Techniques
 - Course 1A-B Capitalization Theory and Techniques
 - Course 2 Basic Appraisal of Urban Properties
 - Course 6 Real Estate Investment Analysis
 - Course 410/420 Standards of Professional Practice

PROFESSIONAL AND TRADE AFFILIATIONS

- The Counselors of Real Estate
 - 1985 - CRE Designation #999
 - 1993 - Chairman, New England Chapter
 - 1995 - National Vice President
 - 1999 - National President
- Appraisal Institute
 - 1982 - Member Appraisal Institute - MAI Designation #6162
 - 1975 - Residential Member - RM Designation #872
 - 1977 - Senior Residential Appraiser - SRA Designation
 - 1981 - Senior Real Property Appraiser - SRPA Designation
 - 1986-1987 - President, Eastern Massachusetts Chapter
 - 1992 - President, Greater Boston Chapter
 - 1995 - Chair, Appraisal Standards Council
 - 1996-1998 - Vice Chair, Appraisal Standards Council
- Massachusetts Board of Real Estate Appraisers
 - 1972 - MRA Designation
 - 1981 - President of the Board
- Royal Institution of Chartered Surveyors
 - 2005 - FRICS Designation
- Affiliate Member, Greater Boston Real Estate Board
- Licensed Real Estate Broker - Massachusetts 1969
- Massachusetts Certified General Real Estate Appraiser #26
- New Hampshire Certified General Real Estate Appraiser #NHGC-241

BUSINESS EXPERIENCE

Mr. Avery is Principal of the firm of Avery Associates located in Acton, Massachusetts. Avery Associates is involved in a variety of real estate appraisal and consulting activities including: market value estimates, marketability studies, feasibility studies, and general advice and guidance on real estate matters to public, private and corporate clients. Mr. Avery has served as arbitrator and counselor in a variety of proceedings and negotiations involving real estate. During 1993, he served as an appraisal consultant for the Eastern European Real Property Foundation in Poland. He has been actively engaged in the real estate business since 1967 and established Avery Associates in 1979. Prior to his present affiliation, Mr. Avery served in the following capacities:

- 1978-1979 Managing Partner, Avery and Tetreault,
Real Estate Appraisers and Consultants
- 1975 -1978 Chief Appraiser, Home Federal Savings and Loan Association
Worcester, Massachusetts
- 1972-1975 Staff Appraiser, Northeast Federal Saving and Loan Association
Watertown, Massachusetts
- 1971-1972 Real Estate Broker, A. H. Tetreault, Inc.
Lincoln, Massachusetts

TEACHING EXPERIENCE

- Instructor, Bentley College, Continuing Education Division, 1976-1982;
Appraisal Methods and Techniques
Computer Applications for Real Estate Appraisal
- Approved Instructor Appraisal Institute - since 1982
- Chapter Education Chairman 1986-1987
- Seminar Instructor; Massachusetts Board of Real Estate Appraisers since 1981
- Certified Appraisal Standards Instructor-Appraiser Qualifications Board

PROFESSIONAL EXPERIENCE

Qualified expert witness; Middlesex County District Court and Superior Court, Essex County Superior Court, Norfolk County Superior Court, Worcester County Probate Court, Federal Tax Court, Federal Bankruptcy Court, Appellate Tax Board of Massachusetts and Land Court of Massachusetts. Member, Panel of Arbitrators - American Arbitration Association, National Association of Securities Dealers Regulation, Counselors of Real Estate ADR.

Property Assignments Include:

Land (Single Lots and Subdivisions)
One to Four Family Dwellings
Apartments
Residential Condominiums
Office Buildings
Restaurants
Industrial Buildings
Racquet Club
Petroleum Fuel Storage Facility
Lumber Yard
School Buildings

Historic Renovations
Movie Theater
Conservation Easements
Hotels and Motels
Shopping Centers
Golf Courses
Churches
Gasoline Service Stations
Farms
Office Condominiums
Automobile Dealerships

BUSINESS ADDRESS

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Post Office Box 834
Acton, MA 01720-0834
Tel: 978-263-5002
Fax: 978-635-9435
jon@averyandassociates.com

**EVERY ASSOCIATES
REPRESENTATIVE LIST OF CLIENTS**

FINANCIAL INSTITUTIONS

Beverly National Bank
Brookline Savings Bank
Cambridge Savings Bank
Century Bank & Trust
Citizens Financial Group
Danversbank
Eastern Bank & Trust
Enterprise Bank & Trust
First Pioneer Farm Credit
Marlborough Savings Bank
Medford Savings Bank
Medford Savings Bank
Middlesex Savings Bank
North Middlesex Savings
Norwood Cooperative Bank
Salem Five Cent Savings Bank
Southern New Hampshire B&T
TD BankNorth Group
Webster Bank

PUBLIC SECTOR/NONPROFIT

Acton Housing Authority
City of Gloucester
Emerson Hospital
Federal Deposit Insurance Corp.
Harvard Conservation Commission
Massachusetts Highway Dept.
Massachusetts Water Resources Authority
Mass. Div. of Conservation/Recreation
MassHousing
Stow Planning Board
Sudbury Valley Trustees
The Nature Conservancy
The Trust for Public Land
Town of Acton
Town of Cohasset
Town of Natick
Town of Concord
Trustees of Reservations
U.S. Forest Service
Walden Woods Project
Water Supply District of Acton

CORPORATIONS

Boston Golf Club, Inc.
Boston Medflight
Bovenzi, Inc
Column Financial
Concord Lumber Corporation
Dow Chemical Company
Exxon Mobil Company
Fidelity Real Estate
MassDevelopment
Monsanto Chemical
PriceWaterhouseCoopers
Robert M. Hicks, Inc.
Ryan Development
Sun Life Assurance Company
Toyota Financial Services
U.S. Postal Service
VeryFine Corporation
Westinghouse Broadcasting

LAW FIRMS & FIDUCIARIES

Anderson & Kreiger LLP
Brown Rudnick
Choate, Hall & Stewart
Esdaile, Barrett & Esdaile
Foley Hoag, LLP
Hemenway & Barnes
Holland & Knight
Kirkpatrick Lockhart Nicholson Graham
Kopelman & Paige, P.C.
Lee & Levine. LLP
Loring, Wolcott & Coolidge
Lynch, Brewer, Hoffman & Fink, LLP
Nutter, McClennen & Fish, LLP
Office of Stephen Small
Palmer & Dodge
Peabody & Arnold, LLP
Rackemann, Sawyer & Brewster
Riemer & Braunstein, LLP
Rope & Gray
Stern, Shapiro, Weissberg & Garin
WilmerHale