

SUMMARY APPRAISAL REPORT

of the

Single-Family Dwelling

**Located at:
31-35 Richardson Street
Somerville, Massachusetts 02145**

**Mark S. Reenstierna
Appraiser**

**Date of Value:
February 5, 2018**

**T.H. Reenstierna LLC
Real Estate Appraisers and Consultants
22 Mill Street, Suite 102
Arlington, Massachusetts 02476**

**Prepared for:
Emily E. Hedeman
Urban Revitalization Specialist
Mayor's Office of Strategic Planning & Community Development
Somerville City Hall
93 Highland Avenue
Somerville, MA 02143**

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February 20, 2018

Emily E. Hedeman
Urban Revitalization Specialist
Mayor's Office of Strategic Planning & Community Development
Somerville City Hall
93 Highland Avenue
Somerville, MA 02143

RE: 31-35 Richardson Street, Somerville, MA 02145

Dear Ms. Hedeman:

In accordance with your request, we have made an inspection, prepared a **Complete Appraisal** of the above-referenced property and herein submit our **Summary Appraisal Report**. The subject is known and numbered as 31-35 Richardson Street, City of Somerville, County of Middlesex, Massachusetts.

This report is issued to you in compliance with the minimum standards prescribed in the Uniform Standards of Professional Appraisal Practice (USPAP) adopted by the Appraisal Standards Board of The Appraisal Foundation, as well as any additional policies expressed to us in your engagement letter.

The purpose of this report is to express an opinion of the market value of the fee simple interest of the property under review, subject to normal limiting assumptions and conditions, as well as, if any, specific non-standard limitations that have been disclosed or expressed to us and are outlined in the accompanying report. We have been informed that the function of this report is to assist the property owner in valuation of an asset in association with estate tax administration purposes. The appraiser inspected the property on February 5, 2018. The appraisal has not been based on a requested minimum valuation.

We have not been provided with a list or informed of any personal or other property associated with the realty and improvements thereon, or given any instructions thereto in our engagement. Therefore, the reported value of this appraisal is an estimate of the worth of the rights in the realty. These include all of the physical improvements to the property, but is separate and apart from any other value attributed to any other interest including, but not limited to, any furniture, fixtures, equipment, construction or maintenance materials or supplies, any other personal property, or good will or business associated with the realty.

We have been asked to consider the property under the following scenarios:

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Holland Property

31-35 Richardson Street
Somerville, Massachusetts

1. The two parcels as they stand today as an unofficially combined lot with the possibility of highest and best use. This is essentially a highest and best use analysis of a potential development site.
2. Preserving 35 as open space and adding another unit to 31. This analysis requires the adoption of an assumption that a covenant/restriction has been placed upon 35 Richardson. The analysis of 31 Richardson is as a single-family dwelling with development potential.
3. Developing 2 units on 35 Richardson and keeping 31 as is. The analysis for 35 Richardson is as a development site and the analysis of 31 Richardson is as a single-family dwelling.

In preparing this appraisal report, Mark Reenstierna last inspected the property on February 5, 2018, reviewed local and regional market conditions, and made inquiries regarding the most recent comparable sales and rental rates in the market. We considered all generally accepted approaches to valuation and as discussed in the report have relied on the Sales Comparison approach in developing our opinion. Also, as noted in the Final Reconciliation section of this report, given current market conditions and specifics relating to the subject property, an exposure time to the market less than three months is considered likely at the indicated value estimates.

It is, therefore, our opinion that the market value of the fee simple interest of the property under review, 31-35 Richardson Street, in accordance with the assumptions and limiting conditions prescribed in the report, and considered for its most productive use as of February 5, 2018, is:

1. The two parcels as they stand today as an unofficially combined lot with the possibility of highest and best use: \$1,410,000
2. Preserving 35 as open space and adding another unit to 31: \$1,150,000
3. Developing 2 units on 35 Richardson and keeping 31 as is: \$53,000

Respectfully submitted,



Mark S. Reenstierna
MA Certified General
Real Estate Appraiser #3803

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Photograph of 31-35 Richardson Street, Somerville



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31-35 Richardson Street
Somerville, Massachusetts

CERTIFICATE OF VALUE

I hereby certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- Mark S. Reenstierna made personal inspections of the property appraised in this report.
- My analyses, opinions, and conclusions were developed, and this report has been prepared in conformity with the Uniform Standards of Professional Appraisal Practice.
- The reported 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 Appraisal 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.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved.
- I have not performed any services regarding this property within the past three years.
- My compensation is not contingent on any action or event resulting from the analyses, opinions, conclusions, or the use of, this report, and is not based on a requested minimum valuation, a specific valuation, or the approval of a loan.
- The appraisal was not based on a requested minimum valuation, a specific valuation, or the approval of a loan.
- No one provided significant professional assistance to the persons signing this report.

It is, therefore, my opinion that the market value of the fee simple interest of the property under review, 31-35 Richardson Street, in accordance with the assumptions and limiting conditions prescribed in the report and considered for its most productive use as of February 5, 2018, is:

1. The two parcels as they stand today as an unofficially combined lot with the possibility of highest and best use: \$1,410,000
2. Preserving 35 as open space and adding another unit to 31: \$1,150,000
3. Developing 2 units on 35 Richardson and keeping 31 as is: \$53,000

Appraiser,



Mark S. Reenstierna
MA Certified General Real Estate Appraiser #3803

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31-35 Richardson Street
Somerville, Massachusetts

GENERAL ASSUMPTIONS & LIMITING CONDITIONS

1. This is a Summary Appraisal Report that is intended to comply with the reporting requirements set forth under Standard Rule 2 of the Uniform Standards of Professional Appraisal Practice for a Summary Appraisal Report. As such, it presents only summary 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 depth of discussion contained in this report is specific to the needs of the client and for the intended use stated below. The appraiser is not responsible for unauthorized use of this report.
2. As agreed upon with the client prior to the preparation of this appraisal, this is a Complete Appraisal, and has been completed in conformance with the Uniform Standards of Professional Appraisal Practice.
3. No responsibility is assumed for legal or title considerations. Title to the subject property is assumed to be good and marketable unless otherwise stated in this report.
4. The property is appraised free and clear of any or all liens and encumbrances unless otherwise stated in this report.
5. Responsible property ownership and competent property management are assumed unless otherwise stated in this report.
6. The information furnished by others is believed to be reliable. However, no warranty is given for its accuracy.
7. All engineering is assumed to be correct. Any plot plans and illustrative material in this report are included only to assist the reader in visualizing the property.
8. 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.
9. It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless otherwise stated in this report.
10. It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless nonconformity has been stated, defined, and considered in this appraisal report.
11. It is assumed that all required licenses, certificates of occupancy or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimates contained in this report are based.
12. Any sketch in this report may show approximate dimensions and is included to assist the reader in visualizing the property. Maps and exhibits included in this report are provided for reader reference purposes only. No guarantee as to accuracy is expressed or implied

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unless otherwise stated in this report. No survey has been made for the purpose of this report.

13. 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 otherwise stated in this report.
14. The appraiser is not qualified to detect hazardous waste and/or toxic materials. Any comment by the appraiser that might suggest the possibility of the presence of such substances should not be taken as confirmation of the presence of hazardous waste and/or toxic materials. Such determination would require investigation by a qualified expert in the field of environmental assessment. The presence of substances such as asbestos, urea-formaldehyde foam insulation, or other potentially hazardous materials may affect the value of the property. The appraiser's value estimate is predicated on the assumption that there is no such material on or in the property that would cause a loss in value unless otherwise stated in this report. No responsibility is assumed for any environmental conditions or for any expertise or engineering knowledge required discovering them. The appraiser's descriptions and resulting comments are the result of the routine observations made during the appraisal process.
15. Unless otherwise stated in this report, the subject property is appraised without a specific compliance survey having been conducted to determine if the property is or is not in compliance with the requirements of the Americans with Disabilities Act. The presence of architectural and communications barriers that are structural in nature that would restrict access by disabled individuals may adversely affect the property's value, marketability, or utility.
16. Any proposed improvements are assumed to be completed in a good workmanlike manner in accordance with the submitted plans and specifications unless otherwise stated in this report.
17. The distribution, if any, or the total valuation in this report between land and improvements applies only under the stated program of utilization. The separate allocations for land and buildings must not be used in conjunction with any other appraisal and are invalid if so used.
18. Possession of this report, or a copy thereof, does not carry with it the right of publication. It may not be used for any purpose by any person other than the party to whom it is addressed without the written consent of the appraiser, and in any event, only with proper written qualification, and only in its entirety.
19. 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 prior consent and approval of the appraiser.

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Extraordinary Assumptions and Hypothetical Conditions

HYPOTHETICAL CONDITION: that which is contrary to what exists but is supposed for the purpose of analysis. Hypothetical conditions assume conditions contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis.

EXTRAORDINARY ASSUMPTION: an assumption, directly related to a specific assignment, which, if found to be false, could alter the appraiser's opinions or conclusions. Extraordinary assumptions presume as fact otherwise uncertain information about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis.

This appraisal is subject to any hypothetical conditions or extraordinary assumptions.

1. The two parcels as they stand today as an unofficially combined lot with the possibility of highest and best use. This is essentially a highest and best use analysis of a potential development site and does not require any hypothetical conditions or extraordinary assumptions.
2. Preserving 35 as open space and adding another unit to 31. **This analysis requires the adoption of a hypothetical condition that a covenant/restriction has been placed upon 35 Richardson.** The analysis of 31 Richardson is as a single-family dwelling with development potential and does not require any hypothetical conditions or extraordinary assumptions.
3. Developing 2 units on 35 Richardson and keeping 31 as is. The analysis for 35 Richardson is as a development site with a **hypothetical condition that only 2 units could be permitted.** The analysis of 31 Richardson is as a single-family and dwelling does not require any hypothetical conditions or extraordinary assumptions.

It is important to note that the Appraiser's inspection of the subject property is done only as part of the appraisal assignment's scope of work, which is one of the recognized and required steps in the appraisal process, as required by the lender/client. The Appraiser is NOT a qualified property inspector and makes no representation or warranty about the current or future condition, quality or adequacy of the structural and/or mechanical components of the subject property. The borrower(s)/owner(s) should not rely upon any representation or description contained in the appraisal report concerning these aspects of the subject property. It is recommended that the borrower(s)/owner(s) obtain an inspection report from a qualified expert such as a property inspector.

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31-35 Richardson Street
Somerville, Massachusetts

SUMMARY OF IMPORTANT FACTS AND CONCLUSIONS _____

Subject Property: Single-Family Dwelling

Property Address: 31-35 Richardson Street, Somerville, Massachusetts 02145

Property Owner: Five Squares LLC

Appraisal Objectives: Estimate market value of the subject property

Appraisal Function: Valuation of an asset in association with a possible acquisition of the property.

Effective Valuation Dates: February 5, 2018

Special Assumptions: None

Important Locational Economic Factors: Magoun Square

Property Rights Appraised: Fee simple

31 Richardson

Land: 5,700 square feet

Improvements: 1,334 square feet of living area

35 Richardson

Land: 5,933 square feet

Zoning: **RB - Residence B**

Highest and Best Use: As Improved: Redevelopment with additional dwelling units

Highest and Best Use: As Vacant: Residential development

Valuation Analysis Conclusions:

Sales Comparison Approach:

31-35	Richardson	as is		\$1,410,000
31	Richardson	as is		\$650,000
35	Richardson	as 2 units		\$500,000
35	Richardson	open space		\$53,000

Anticipated Market Exposure: Less than three months

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APPRAISAL REPORT INTRODUCTION

Address and Legal References

The subject's locus is the Magoun Square neighborhood of the City of Somerville, Massachusetts. The subject property is known and numbered as 31-35 Richardson Street, Somerville, Massachusetts. The City of Somerville Assessors further identifies it as being parcels 32-D-39 and 40.

Property Ownership

As of February 5, 2018, title to the subject property, as described above, is vested in Five Squares LLC as shown in a deed recorded at the Middlesex County Registry of Deeds in Book 70245 at Page 196.

Tax Assessment & Real Estate Taxes

The assessing authorities have assessed the subject property for FY 2018 as follows:

Parcel	Land Value	Xtra Features Value	Building Value	Total Assessed Value
32-D-39	\$407,300	\$0	\$232,900	\$640,200
			FY18 Tax Rate:	\$11.31
			Real Estate Taxes:	\$7,240.66

Parcel	Land Value	Xtra Features Value	Building Value	Total Assessed Value
32-D-40	\$223,300	\$0	\$0	\$223,300
			FY18 Tax Rate:	\$11.31
			Real Estate Taxes:	\$2,525.52

Assessed values are not reliable indicators of Fair or Market Value and are used by municipalities for tax purposes only. The assessed values appear low when compared to our estimate of market value. The city offers owner occupants a discount of 35% of the property taxes in the form of a residential exemption.

Effective Date of Appraisal

The effective date of this appraisal is February 5, 2018. We last inspected the subject property on February 5, 2018.

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31-35 Richardson Street
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Scope of Assignment

This appraisal report is prepared at the request of Emily E. Hedeman for the City of Somerville, to value an asset for a possible acquisition of the property under the following scenarios:

1. The two parcels as they stand today as an unofficially combined lot with the possibility of highest and best use. This is essentially a highest and best use analysis of a potential development site.
2. Preserving 35 as open space and adding another unit to 31. This analysis requires the adoption of an assumption that a covenant/restriction has been placed upon 35 Richardson. The analysis of 31 Richardson is as a single-family dwelling with development potential.
3. Developing 2 units on 35 Richardson and keeping 31 as is. The analysis for 35 Richardson is as a development site and the analysis of 31 Richardson is as a single-family dwelling.

This assignment calls for an appraisal report in conformity with the Uniform Standards of Professional Appraisal Practice, (a Summary Report of a Complete Appraisal, as these terms are defined by The Appraisal Foundation) including an inspection of the property, a complete highest and best use analysis, and application of the three traditional approaches to valuation. The appraisal is made in conformity with the standards and conditions cited in the contract between the appraisers and Ms. Hedeman and the City of Somerville. The appraisers are competent to perform this assignment, with experience in the appraisal of residential properties throughout the Greater Somerville area.

Mark Reenstierna last inspected the property on February 5, 2018. The data in this report are derived from numerous other sources including the following.

- Deed and Plans at Middlesex Registry of Deeds
- Assessments at the City of Somerville Assessors
- Somerville zoning maps and by-laws
- Personal inspection
- Site plans from Assessors
- U.S.G.S. maps
- Flood plain maps
- Published data sources (The Warren Group, Banker & Tradesman, MLS)
- Deeds for comparable properties
- Conversations with brokers or principals for sales and leases, as noted
- Inspection of comparable sales and rentals

In all cases, participants or brokers involved in sales were contacted for verification. In some cases, verification was not possible; in others, participants in sales revealed information, which is described in the "Comment" section for each sale.

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Appraisal Development and Reporting Process

In preparing this appraisal, the appraiser:

1. inspected the subject site and building;
2. gathered information on land and improved sales,
3. confirmed and analyzed the data and applied the Market Approach to value.

To develop the opinion of value, the appraiser performed a complete appraisal process, as defined by the Uniform Standards of Professional Appraisal Practice. This Summary Appraisal Report is a brief recapitulation of the appraiser's data, analyses, and conclusions. Supporting documentation is retained in the appraiser's file.

Definition of Market Value

Courts and appraisal organizations make use of different definitions of "Market Value" or "Fair Market Value." All refer to a hypothetical sale in which the seller offers property in a competitive market and accepts the highest price offer made. That price, as estimated by the appraisers, is the highest selling price and the Market Value. An exchange of property for cash to the seller is typically presumed, unless other terms are standard in the market and are available for the subject property. If seller financing, an assumable mortgage, tax credits, or other such terms are taken into account, these are made explicit in this report.

The definition of Market Value applied here follows.

The fair market value is the price at which the property would change hands between a willing buyer and a willing seller, neither being under any compulsion to buy or to sell and both having reasonable knowledge of relevant facts. (IRS Regulation §20.2031-1)

Definition of Fee Simple Estate

“A fee simple estate is 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.” (*The Dictionary of Real Estate Appraisal*, Sixth Edition, The Appraisal Institute, Chicago, 2015, p. 90)

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DESCRIPTION OF REAL ESTATE APPRAISED

Location Overview – Magoun Square

31-35 Richardson Street is located in the community of Somerville, within Middlesex County.

The following has been excerpted from Wikipedia: 31-35 Richardson Street is in the Magoun Square neighborhood of the City of Somerville. Magoun Square is a neighborhood centered on the intersection of Broadway and Medford Streets on the border of Medford and Somerville, Massachusetts. It is located between the neighborhoods of Ball Square and Winter Hill. It is a mixed-use urban business district, with commercial sites in the square and residential areas surrounding it. Trum Field, a park featuring baseball diamonds and basketball courts, is near Magoun Square, as are the headquarters of the Somerville Department of Public Works. Notable residents include playwright John Shea.

History

Magoun Square was named after the family of John Calvin Magoun (1797–1882). Magoun was an assessor for the town of Somerville, served on the school committee as an overseer of the poor, and was a captain in the militia. His family owned a farm between Broadway and Vernon Streets and lived in the Adams-Magoun House, built circa 1783.

Transportation

Magoun Square is located at the intersection of Broadway and Medford Streets, two major thoroughfares. The square is a six-way intersection, with signals for Dexter Street and a municipal parking lot as well as the two major through streets. Lowell Street meets Medford Street just south of the square at a separate light. In 2009, the city requested and received \$3 million in stimulus funding to improve the safety and accessibility of the crash-prone intersection. The project, which totaled \$3.1 million in work, included new traffic signals, raised pedestrian islands and accessible curb cuts, bicycle racks, improved sidewalks, and street furniture. The project was initially completed in 2011, though some work had to be redone in 2012.

Two MBTA bus routes run through the square and an additional route follows Main Street.

The Medford Branch of the under-construction Green Line Extension will pass near Magoun Square along the Lowell Line tracks, and two stations are planned to provide service to the area. The Magoun Square station will be located on Lowell Street 0.3 miles south of the actual square, and the Ball Square station will be located in Ball Square 0.4 miles to the west.

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Housing

from the Greater Boston Association of Realtors

Home Sales Soften Slightly Amid Rising Prices in Greater Boston

The detached single-family home market saw a slight decline in sales in January as 828 homes were sold last month compared to 843 homes sold in January 2016, which is a 1.8 percent drop. Despite the drop, the 828 homes sold is the second highest total for the month on record. Additionally, this is well above the January historical average of 693 homes sold, and is the second consecutive month that sales have dropped slightly on a monthly basis. The condo market experienced similar changes in January, as condo sales declined just 1 percent last month from 604 condos sold in January 2016 to 598 sold last month. This is the second consecutive month that condo sales have softened slightly, however this total was comfortably above the monthly average of 530 sold condos.

The median sales price of single-family homes increased to \$520,000 last month, up 6.1 percent from the January 2016 median sales prices of \$490,000. Likewise, the condo median sale price jumped 12.5 percent from \$443,250 in January 2016 to \$498,750 this year. These are both record-high median sales prices for the month of January, as well as the 39th consecutive month (single-family) and 12th consecutive month (condos) that prices have increased or remained stable on a monthly basis.

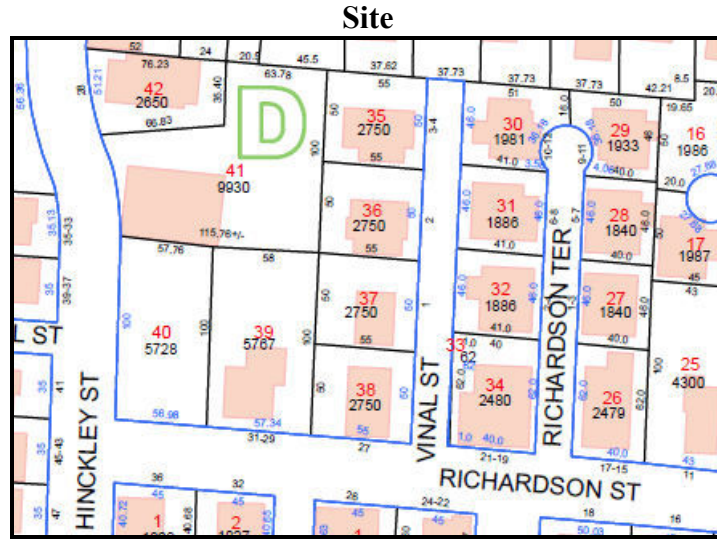
New listings of single-family homes saw a modest decrease of 2.3 percent year-over-year in January, 928 to 907; however, we experienced a 129 percent increase from December 2016 when there were just 396 new listings. New condo listings saw a slight increase of 1.8 percent, from 814 to 829, and increased 88.4 percent from the December new listings total of 440.

In summary, the subject's neighborhood represents an assortment of improvements that are in fair to average to good to very good overall condition, and conform to one another and the subject. This neighborhood is convenient to the area's major arteries and is accessible from several secondary roads. There are significant changes being proposed for the area, including extension of the MBTA Green Line, and overall, the subject's neighborhood should remain stable and well occupied. The strength of the economy, the diversity of the area, and the proximity to several of the area's major arteries, suggest positive long-term prospects for the neighborhood.

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Property Description



The subject property consists of two parcels of land of approximately 11,633 square feet with frontage along both Richardson Street and Hinkley Street. The site is nearly rectangular in shape and is generally level. Water, sewer and gas service are installed underground; electric and cable are above ground. The site is landscaped with grass, mature trees and plantings.

The dwelling, situated on parcel 39, is a wood-frame, old-style, two-story residence consisting of approximately 1,334 square feet of living area. We have not been able to inspect the interior of the dwelling.

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Photographs, Taken by Mark S. Reenstierna, February 5, 2018



Richardson Street



Richardson Street

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Somerville, Massachusetts



Hinckley Street



Hinckley Street

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31-35 Richardson Street
Somerville, Massachusetts



Right façade and garage for 31 Richardson



Richardson Street façade of 31 Richardson

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31-35 Richardson Street
Somerville, Massachusetts



View of 31 Richardson and land



View of both lots from corner

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View of 35 Richardson, 31 is in background



View of Hinckley Street frontage along 35 Richardson

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Zoning

The subject property is situated within the RB Residential B Zoning District which permits single- to multi-units on a 7,500-square foot minimum site. The density is 1,500 square feet of site per dwelling unit. In Residence A and Residence B districts, where developments include a minimum of twenty percent (20%) affordable housing units on-site, but in no case less than one (1) affordable unit, as defined by Section 2.2.4, the above standards may be waived by the SPGA through application for special permit with site plan review. In all cases, the minimum lot size, the minimum lot area per dwelling unit and other dimensional and parking requirements of Article 8 and Article 9 shall be met. No incentives for provision of additional affordable housing units as set forth under Article 13, Section 13.5, shall be available for those applications requiring a special permit with site plan review under this section.

Flood Zone

The subject unit does not appear to fall within a flood plain.

Current Use and Occupancy – Single-Family Dwelling

Highest and Best Use - The subject's highest and best use as vacant would be for residential development. As improved, the highest and best use of the subject is for redevelopment with additional dwelling units. Under the existing zoning dimensional requirements this property could yield a development of 7 dwelling units. However, without a special permit the maximum would be 6 units, with three developed on each parcel.

History & Recent Use

In accordance with the Standards of Professional Appraisal Practice of the Appraisal Institute, for a property such as the subject, the appraiser must consider and analyze any sales of the property, which have occurred within the past three years.

The subject property was acquired in November 2017 for consideration of \$1,050,000. The seller granted a mortgage in the amount of \$550,000.

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APPRAISAL PROCESS

The purpose of this report is to arrive at an estimate of the Market Value of the subject property. This is achieved by a systematic gathering, classification, and analysis of data required in the development of the three basic approaches to value: the Cost Approach, the Sales Comparison Approach, and the Income Capitalization Approach.

The *Cost Approach* consists of estimating the replacement cost of all improvements, deducting accrued depreciation from all sources, and adding the value of the land. This is estimated by comparison of the subject to recent sales of similar land. This approach has its strongest reliability in applications involving real estate with new or fairly new structures or with improvements that are designed for a special purpose and which could not be readily converted to other uses.

The *Sales Comparison Approach* involves a comparison of the subject property to similar properties that have actually sold in arms-length transactions or are offered for sale. Sale and asking prices are adjusted to reflect the significant differences, if any, which exist between the sale property and the subject property and the adjusted prices are correlated into a final, indicated subject value. This approach demonstrates what buyers have been willing to pay (and sellers willing to accept) for similar properties in an open and competitive market and is particularly useful in estimating the value of land and properties that are typically owner-occupied. The value generated by analysis of sales typically embraces fee simple interests, as in the case of owner-users, or fee simple interests at or near market rent levels.

The *Income Capitalization Approach* involves an analysis of the income earning capabilities of the subject property by estimating the Market Rent and deducting the operating expenses necessary to support the estimated rent. The net income remaining after expenses is converted into an indication of Market Value through capitalization. This approach is particularly applicable to estimating the value of properties that are normally rented to provide a return on investment (acquisition cost) and that are typically purchased for investment purposes.

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The Sales Comparison Approach

This approach provides a useful analytical tool that attempts to abstract from actual realty conveyances a common denominator, typically expressed as sale price per physical or economic unit, and is subsequently adjusted to reflect the characteristics of the subject, which serve as the standard. Adjustments to the comparable sales are made for such factors as time, location, unit size and room count, condition of the property, as well as parking and other economic factors affecting market value. It is typical for buyers and sellers of this property type to rely on the Sales Comparison Approach to value. Their buy/sell decision is typically based upon a value per sale or economic unit; in this case we have utilized a price per square foot of gross living area.

31 – 35 Richardson Street As Is

Our research has uncovered several sales and offerings of dwellings in the subject neighborhood.

STNUM	STREET	DATE	PRICE	Yr Blt	GLA	GBA	\$/sf gba	Land SF	poss units	\$/unit
28	Hawthorne St	10/12/2016	\$950,000	1920	2,069	2,901	\$327.47	5,744	3.00	\$316,667
37	Allen St	5/2/2017	\$1,400,000	1920	2,805	2,805	\$499.11	6,000	3.00	\$466,667
9	Oak St	7/17/2017	\$547,000	1955	1,714	3,171	\$172.50	6,840	3.00	\$182,333
39	Murdock St	7/21/2017	\$945,000	1965	968	2,120	\$445.75	6,014	3.00	\$315,000
14	Pearl St	9/22/2017	\$1,000,000	1920	1,104	1,976	\$506.07	6,625	3.00	\$333,333
31	Richardson St	11/16/2017	\$1,050,000	1910	1,334	2,369	\$443.22	11,495	6.00	\$175,000
42	Flint St	1/17/2018	\$700,000	1890	2,372	3,985	\$175.66	5,175	3.00	\$233,333
		Average	\$941,714		1,767	2,761	\$367.11	6,842	3	\$288,905
		Median	\$950,000		1,714	2,805	\$443.22	6,014	3	\$315,000

The sales used here consist of recent transfers in the geographical area competitive with the subject and include properties of similar size and nature. All of the sales are located within Somerville and are within the RB zoning district. Each has in excess of 5,000 square feet of land. The sales occurred between October 2016 and January 2018. The sales present an unadjusted range of values from \$175,000 to \$466,667 (rounded) per potential dwelling unit, with an average of \$288,905. Adjustments have been calculated utilizing market indications of variation and the appraisers' judgment when necessary. Differences that account for the range are primarily in terms of location, building quality and condition, building size, land area, room counts and sale terms.

Market Conditions (Date of Sale) – The sales of Single-Family Dwellings with development potential have been relatively stable to increasing over the period reviewed.

Emily E. Hedeman
Holland Property

31-35 Richardson Street
Somerville, Massachusetts

We have applied slight upward time adjustments to those sales that occurred prior to the effective date of this appraisal.

Sale Terms - Unusual sale terms, such as sales at foreclosure auction, can affect price. None of the sales presented here are affected by unusual terms. No adjustments are applied.

Financing – Seller financing at a high loan value ratio or a low rate of interest can have the effect of increasing the price for a property above the level that would be achieved without the special financing. The value that is estimated for the subject property is the value presuming no special financing. No adjustments for this factor are required or applied to the sales.

Property Rights - The property rights available at the subject are the fee simple rights. The rights at the sales are fee simple or are subject to leases that, to the knowledge of the appraisers, are at rates consistent with the current market. No adjustments are applied.

Zoning – The subject and all of the sales are within the RB zoning district. The maximum allowed developed, without consideration for inclusionary housing would be for three units on each of the subject parcels for a total of 6 units. The sales are within the same zoning district and are considered equal.

The sales indicate a value of \$235,000 per potential dwelling unit (6) for the subject and a value through the Sales Comparison Approach of \$1,410,000.

Emily E. Hedeman
Holland Property

31-35 Richardson Street
Somerville, Massachusetts

31 Richardson Street As Is – Single-Family Dwelling

Our research has uncovered several sales and offerings of dwellings in the subject neighborhood.

STNUM	STREET	DATE	PRICE	Yr Blt	GLA	GBA	\$/sf gba	Land SF	poss units	\$/unit
28	Hawthorne St	10/12/2016	\$950,000	1920	2,069	2,901	\$327.47	5,744	3.00	\$316,667
37	Allen St	5/2/2017	\$1,400,000	1920	2,805	2,805	\$499.11	6,000	3.00	\$466,667
9	Oak St	7/17/2017	\$547,000	1955	1,714	3,171	\$172.50	6,840	3.00	\$182,333
39	Murdock St	7/21/2017	\$945,000	1965	968	2,120	\$445.75	6,014	3.00	\$315,000
14	Pearl St	9/22/2017	\$1,000,000	1920	1,104	1,976	\$506.07	6,625	3.00	\$333,333
42	Flint St	1/17/2018	\$700,000	1890	2,372	3,985	\$175.66	5,175	3.00	\$233,333
		Average	\$923,667		1,839	2,826	\$354.43	6,066	3	\$307,889
		Median	\$947,500		1,892	2,853	\$386.61	6,007	3	\$315,833

The sales used here consist of recent transfers in the geographical area competitive with the subject and include properties of similar size and nature. All of the sales are located within Somerville and are within the RB zoning district. Each has in excess of 5,000 square feet of land. The sales occurred between October 2016 and January 2018. The sales present an unadjusted range of values from \$172.50 to \$506.00 (rounded) per square foot of gross building area, with an average of \$354.43. Adjustments have been calculated utilizing market indications of variation and the appraisers' judgment when necessary. Differences that account for the range are primarily in terms of location, building quality and condition, building size, land area, room counts and sale terms.

Market Conditions (Date of Sale) – The sales of Single-Family Dwellings with development potential have been relatively stable to increasing over the period reviewed. We have applied slight upward time adjustments to those sales that occurred prior to the effective date of this appraisal.

Sale Terms - Unusual sale terms, such as sales at foreclosure auction, can affect price. None of the sales presented here are affected by unusual terms. No adjustments are applied.

Financing – Seller financing at a high loan value ratio or a low rate of interest can have the effect of increasing the price for a property above the level that would be achieved without the special financing. The value that is estimated for the subject property is the value presuming no special financing. No adjustments for this factor are required or applied to the sales.

Emily E. Hedeman
Holland Property

31-35 Richardson Street
Somerville, Massachusetts

Property Rights - The property rights available at the subject are the fee simple rights. The rights at the sales are fee simple or are subject to leases that, to the knowledge of the appraisers, are at rates consistent with the current market. No adjustments are applied.

Location/View – The subject is in a good location. The sales are in locations considered equal to the subject.

Quality and Condition – The subject property is a Single-Family Dwelling in average condition (we were unable to inspect the interior and have assumed this condition based upon our view of the exterior). The sales are all generally similar in terms of overall condition, with some variations. We have adjusted the sales for differences in condition.

Building Size and Room Count – The subject property has approximately 1,334 square feet of living area and a gross building area of 2,369 square feet. The sales range in size from 1,976 square feet to 3,985 square feet of gross building area. The range for gross living area is from 968 square feet to 2,805 square feet. The sales do require limited adjustments for building size.

The sales indicate a value of \$275.00 per square foot of gross building area for the subject and a value through the Sales Comparison Approach of \$650,000, as follows.

$$2,369 \text{ SF gross building area} \times \$275/\text{square foot} = \$651,475$$

Rounded to \$650,000

Emily E. Hedeman
Holland Property

31-35 Richardson Street
Somerville, Massachusetts

35 Richardson Street limited to 2 dwelling units

Our research has uncovered several sales and offerings of land in the subject market.

#	Street	Town	Date	List \$	Sale \$	DOM	Land SF
84	Franklin St	Somerville, MA	5/11/2017	\$85,000	\$85,000	96	2,300
0	Fremont	Somerville, MA	4/4/2017	\$199,000		120	5,630
35	Moreland St	Somerville, MA	2/18/2018	\$975,000		5	5,543
0	Middlesex Ave	Medford, MA	8/9/2016	\$225,000	\$223,500	20	5,607
25	Winthrop Place	Medford, MA	8/22/2017	\$550,000	\$315,000	15	16,340
17	Florence Ave	Medford, MA	2/20/2018	\$675,000		3	15,237
19	Suffolk St	Chelsea, MA	8/13/2017	\$150,000		82	3,000
255	ARLINGTON STREET	Chelsea, MA	1/12/2018	\$249,900	\$250,000	25	2,822
227	Walnut Street	Chelsea, MA	2/22/2018	\$249,000		61	3,000
57	Kimball Rd	Chelsea, MA	2/2/2018	\$999,990		21	16,037
8	Browning Road	Arlington, MA	5/31/2016	\$579,000	\$565,000	12	11,260
	Average			\$448,808	\$287,700	42	7,889
	Median			\$249,900	\$250,000	21	5,607

The sales used here consist of recent transfers in the geographical area competitive with the subject and include properties of similar size and nature. The sales are located within Somerville and surrounding communities. The sales occurred between May 2016 and January 2018 and also include current offerings. The sales present an unadjusted range of values from \$85,000 to \$565,000 (rounded), with an average of \$287,700. Adjustments have been calculated utilizing market indications of variation and the appraisers' judgment when necessary. Differences that account for the range are primarily in terms of location, building quality and condition, building size, land area, room counts and sale terms.

Market Conditions (Date of Sale) – The sales of residential land with development potential have been relatively stable to increasing over the period reviewed. We have applied slight upward time adjustments to those sales that occurred prior to the effective date of this appraisal.

Sale Terms - Unusual sale terms, such as sales at foreclosure auction, can affect price. None of the sales presented here are affected by unusual terms. No adjustments are applied.

Financing – Seller financing at a high loan value ratio or a low rate of interest can have the effect of increasing the price for a property above the level that would be achieved without the special financing. The value that is estimated for the subject property is the value

Emily E. Hedeman
Holland Property

31-35 Richardson Street
Somerville, Massachusetts

presuming no special financing. No adjustments for this factor are required or applied to the sales.

Property Rights - The property rights available at the subject are the fee simple rights. The rights at the sales are fee simple or are subject to leases that, to the knowledge of the appraisers, are at rates consistent with the current market. No adjustments are applied.

Development Potential – The subject and the sales are available for potential development. Of the sales presented, those located in Somerville are considered the most comparable. The Franklin Street parcel was listed as unbuildable due to land area. We have not placed any weight on this transaction for this analysis, even though it has been permitted for development by the abutter.

The sales indicate a value of \$250,000 per potential dwelling unit (2) for the subject and a value through the Sales Comparison Approach of \$500,000.

Emily E. Hedeman
Holland Property

31-35 Richardson Street
Somerville, Massachusetts

35 Richardson Street limited to Open Space

Our research has uncovered several sales and offerings of land considered unbuildable, and comparable to the subject.

#	Street	Town	Status	Sold Date	List \$	Sale \$	Land
45	Dale St	Boston, MA	SLD	8/31/2012	\$20,000	\$15,000	2,864
84	Franklin	Somerville	SLD	5/11/2017	\$85,000	\$85,000	2,300
0	Yale	Medford, MA	SLD	11/20/2013	\$60,000	\$62,000	3,980
61	Woolson St	Boston, MA	SLD	11/2/2012	\$9,900	\$12,000	4,874
39	Woolson St	Boston, MA	SLD	9/7/2012	\$45,000	\$45,000	5,227
332	Talbot Ave	Boston, MA	SLD	7/19/2013	\$159,900	\$140,000	5,542
81	Delaware Ave	Lowell, MA	ACT		\$7,000		7,200
22-24	Woodbine St	Boston, MA	SLD	4/30/2013	\$30,000	\$30,809	7,589
181	Old Middlesex Canal	Lowell, MA	SLD	1/20/2015	\$14,900	\$6,000	8,484
off	Phillips	Watertown, MA	SLD	2/6/2015		\$35,000	3,485
		AVERAGE			\$47,967	\$47,868	5,155
		MEDIAN			\$30,000	\$35,000	5,051

The sales used here consist of recent transfers in the geographical area competitive with the subject and include properties of similar size and nature. The sales are located within areas considered comparable to the subject. The sales occurred between August 2012 and May 2017 and includes one currently active. The sales present an unadjusted range of values from \$6,000 to \$140,000, with an average of \$47,868. Adjustments have been calculated utilizing market indications of variation and the appraisers' judgment when necessary. Differences that account for the range are primarily in terms of location, building quality and condition, building size, land area, room counts and sale terms.

Market Conditions (Date of Sale) – The market for unbuildable land is limited and unbuildable lots rarely transfer, unless to an abutter for assemblage purposes. The overall residential market has been increasing over the period covered by the comparable sales. Unbuildable land is impacted by the general market. We have applied an upward adjustment of 5% per year to each of the sales, to reflect market appreciation.

Conditions of Sale – All of the sales listed above are arm's length transactions with both buyer and seller acting out of self-interest.

Location - The subject property is located in Somerville, on Hinckley and Richardson Streets. The sales are located in the cities of Boston, Medford, Lowell, Watertown and

Emily E. Hedeman
Holland Property

31-35 Richardson Street
Somerville, Massachusetts

Somerville. Differences between the communities vary. The sales have been adjusted for locational differences.

Frontage and access and abutters - The subject site has frontage on two streets. The sales are a mix of landlocked and frontage parcels. Those sales that had no usable frontage are considered inferior to the subject and were adjusted upward.

Land Area – Land area and price per acre are inversely proportional. That is, the larger the site, the lower the price per acre. The cause of this trend is the larger competitive market of buyers capable of making the purchase of a smaller site; the larger market results in higher price per acre. The trend is borne out in a number of analyses conducted by this office. Studies indicate that as size doubles, price per square acre declines by 5% to 10%. For adjustment of the sales, adjustments of up to 5% are applied here for each doubling or halving that is required to make a property equal in size to the subject.

Conclusion – After adjustments, the comparable sales indicate a range of values from about \$25,000 to \$50,000 (rounded). The assignment of influence in each case is based on the appraiser's judgment of the reliability of that sale as an indicator of the value of the subject. It depends on such factors as the amount of adjustments required to produce the value indicator from a given sale, its similarity to the subject, the proximity in time, and other such factors. We have concluded to a value indication near the middle of the range. We have considered the sale at 84 Franklin Street in Somerville as the best indicator of value for the subject.

Therefore, based on the foregoing analysis, an overall value of \$53,000 is concluded for the subject.

This assignment is limited in the reporting of descriptions, analyses, and conclusions to a summary format. I have retained in my files the information necessary for the completion of a self-contained narrative appraisal report, should one be required.

Emily E. Hedeman
Holland Property

31-35 Richardson Street
Somerville, Massachusetts

Reconciliation and Final Value Estimate

As Is

The following market value conclusions assume a market exposure of about three months. The sales comparison approach to value was developed in this appraisal. The sales comparison approach was felt to be the more reliable method of valuation employed in this appraisal, as it closely approximates the actions taken by buyers in this market.

The indicated value for the subject property, based on the Sales Comparison Approach to value is as follows:

1. The two parcels as they stand today as an unofficially combined lot with the possibility of highest and best use: \$1,410,000
2. Preserving 35 as open space and adding another unit to 31: \$1,150,000
31 Richardson - \$650,000
35 Richardson - \$500,000
3. Developing 2 units on 35 Richardson and keeping 31 as is: \$53,000

The Cost Approach was not employed because participants in the market do not generally consider the cost approach in their buying/selling decisions for property like the subject property. Employing this approach would likely lead to a misleading value indication for the subject.

The Sales Comparison Approach most closely reflects the way the market would view the subject property. The sales comparison approach is judged by the appraisers to be the most reliable method of analysis for the subject property.

Addenda
Qualifications of Appraiser
Demographics

T.H. REENSTIERNA LLC

Real Estate Appraisers and Consultants

22 Mill Street, Suite 102

Arlington, Massachusetts 02476

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www.threenstierna.com

Qualifications of Mark S. Reenstierna
Certified General Real Estate Appraiser
Massachusetts #3803
New Hampshire #801
Pennsylvania #004337

Education

Suffolk University - Bachelor of Science

The Appraisal Institute: Courses and Seminars

Uniform Appraisal Standards for Federal Land Acquisition, 2017

Advanced Concepts, 2014

General Appraiser Report Writing and Case Studies, 2013

Valuation Case Studies, 2013

Hotel Valuations and Transaction Trends, 2012

Market Outlook and Real Estate Trends, 2012

Cool Tools, New Technology for Appraisers, Seminar 2011

Site Use and Valuation Analysis, Seminar 2010

Eminent Domain and Condemnation, Seminar 2010

National USPAP Update, Seminar 2009, 2011, 2013, 2015, 2017

Business Practices and Ethics, Seminar 2009

Valuation of Detrimental Conditions; Seminar 2007

Internet Search Strategies, Seminar 2007

Appraising Convenience Stores; Seminar 2006

National USPAP Update, Course I400; 2006

General Demonstration Report Writing; 2005

Appraisal Consulting, Seminar 2004

Economic Outlook and Real Estate Trends, 2004

Appraisal of Nursing Facilities, Seminar 2003

Feasibility, Market Value, Investment Timing: Option Value, Seminar 2003

National USPAP, Course I410N; 2003

Rates and Ratios; 2003

Analyzing Operating Expenses; Seminar 2003

Appraisal of Non-Conforming Uses; 1999

Standards of Professional Practice, Part C; 1999

Attacking & Defending an Appraisal in Litigation; 1999

Highest & Best Use and Market Analysis, Course II520; 1998

Advanced Income Capitalization, Course II510; 1994

Standards of Professional Practice, Part B, Course II420; 1993

Capitalization Theory & Techniques, Part A, Course IBA; 1992

Standards of Professional Practice, Part A, Course SPPA; 1992

Appraising Contaminated Properties, Seminar; 1992

Understanding the World of International Appraisal, Seminar; 1992

An Introduction to Appraising Real Property, Course 101; 1991
Professional Practice Seminar, Course 413; 1989

American Law Institute – American Bar Association ALI-ABA
Condemnation 101: Fundamentals of Condemnation Law and Land Valuation,
Eminent Domain and Land Value Litigation, January 2007

American Institute of Real Estate Appraisers
Introduction to the Uniform Residential Appraisal Report, Seminar; 1987

Massachusetts Continuing Legal Education Seminars
Zoning: A Walk Through The Basics; February 1996
Recovering Damages for Contaminated Properties; January 1994

Massachusetts Board of Real Estate Appraisers
Restaurant Valuation Issues, July 2013
Financial Institutions Guide to Commercial Appraisal, January 2013
New England Appraisers Expo, Commercial Program, October 2012
New England Appraisers Expo, Commercial Program, October 2011
Appraisal of 2-4 Family and Multi-Family Properties, March 2011
Mortgage Fraud, A Dangerous Business, March 2011
Appraisal Research, Technology, and the Internet; March 1997

OPIS Executive Education Series
OPIS Site School, How to Buy, Sell, Finance, Value and Refurbish Petroleum
Properties; October 2007

Appraisal University
Retail Center Analysis for Financing, Seminar 2012
Site Analysis and Land Valuation, Seminar 2012
Appraising Historic Property, Seminar 2012

JMB Real Estate Academy
Supervising Beginning Appraisers, 2015

Seminars and Lectures Presented
Massachusetts Association of Assessing Officers: July 2000, October 2001, August 2005
Appraising Gasoline Service Stations

Employment

T. H. Reenstierna, LLC, Arlington, Massachusetts
President 2011-
Partner 2000-2010
Senior Appraiser, 1992-2000
Real Estate Appraiser, 1985 – 1992

Affiliations and Associations

Appraisal Institute: Candidate for Designation

International Association of Assessing Officers
Town of Nahant Board of Assessors, 1995-present, Chair 1998-2004, 2010-
Essex County Assessors Association, Executive Board 2000-2003

Qualifications

Qualified as an Expert to give appraisal testimony in Massachusetts Superior Courts: Bristol County, Hampden County, Middlesex County, Norfolk County, Plymouth County, Land Court

Qualified as an Expert to give appraisal testimony in New York Superior Courts: Erie County

Qualified as an Expert to give appraisal testimony in New Hampshire, before the Bureau of Tax and Land Appeals

Qualified as an Expert to give appraisal testimony: Appellate Tax Board, Boston

Qualified as an Expert to give appraisal testimony: Arbitration Hearings (AAA)

Appraisal Experience

Massachusetts: Counties of Suffolk, Middlesex, Norfolk, Essex, Plymouth, Bristol, Barnstable, Worcester, Franklin, Hampden, Berkshire, Hampshire, Nantucket, Dukes

New Hampshire: Counties of Grafton, Hillsborough, Merrimack, Rockingham and Strafford

Connecticut: Counties of Hartford, Fairfield, Middlesex, New Haven, Tolland and New London

Maine: County of Cumberland

Rhode Island: Counties of Kent, Washington and Providence

Illinois: Counties of St. Clair and Cook

Ohio: Counties of Ashtabula, Franklin and Richland

Pennsylvania: Counties of Philadelphia, Bucks, Northumberland and Berks

New Jersey: Counties of Burlington, Ocean, Essex, Hudson, May, Morris, Somerset, Bergen, Passaic and Middlesex

New York: Counties of Monroe, Niagara, Richmond, Putnam, Suffolk, Westchester, Orange, Albany, Saratoga, Kings, Queens, Bronx, New York, Nassau, Warren, Erie and Cayuga

Virginia: County of Fairfax

Maryland: County of Montgomery

Missouri: County of Boone

Wisconsin: Counties of Ozaukee and Milwaukee

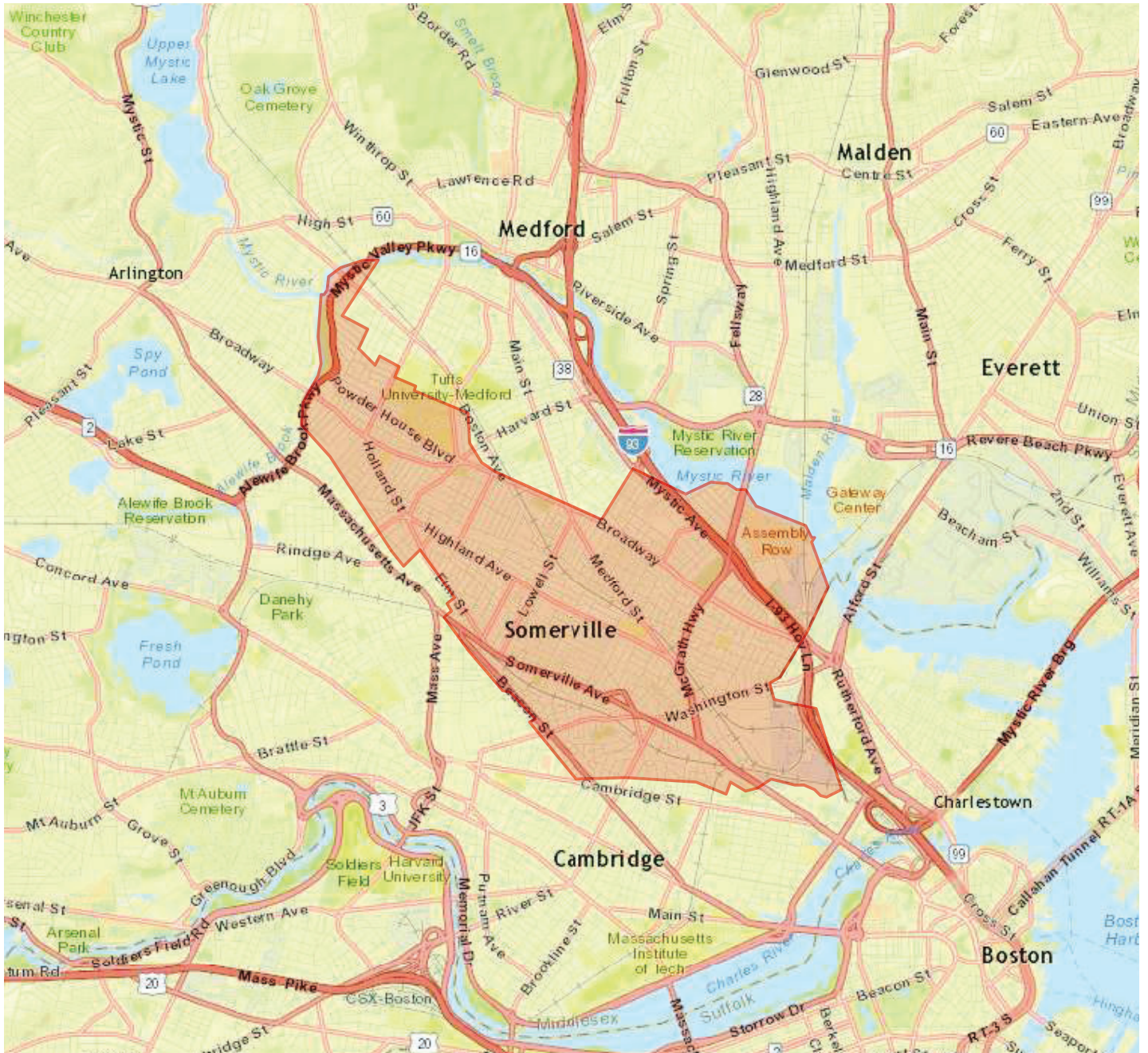
Kansas: Counties of Sedgwick and Reno

Work performed in appraisal field includes market studies, consulting, and feasibility assignments. Property rights appraisals include fee interests, leasehold and leased fee estates, life-tenancies, partial takings, rental values, and other fractional interests in connection with the sale of real estate, financing, eminent domain takings (for both owners and taking authorities), estate valuations, probate court proceedings and municipal assessments. Experience in the valuation of various kinds of real estate including:

- Land: acreage, farmland and wetlands, planned unit developments and mobile home parks, residential lots, commercial and industrial sites
- Residential: one-, two-, and three-family homes, condominiums and townhouses, multi-unit apartment buildings, manufactured housing communities, rooming houses
- Commercial: gasoline service stations, banks, fast food restaurants, golf courses, medical condominiums, office parks, office buildings, office condominiums, parking lots, shopping mall, skating rinks, mixed-use properties, store blocks, taverns, restaurants, automobile dealerships, self-storage facilities, communications towers
- Industrial: factories, warehouses, distribution facilities, seafood processing facilities, garages, industrial parks, laboratories, research & development facilities
- Non-Profit: lodge facilities, municipal buildings, schools
- Easements: construction (permanent & temporary), conservation, roadway, sewer

A Partial List of Clients:

- Corporate: ExxonMobil Corporation
Faulkner Hospital
Cumberland Gulf Group
- Governmental: Town of Arlington
Town of Brewster
Town of Lexington
Town of Nantucket
National Park Service
Town of Wrentham
Town of Millbury
City of Woburn
- Banks: Belmont Savings Bank
Winchester Savings Bank
Danvers Savings Bank
- Law Firms: Foley, Hoag & Eliot
Goodwin, Procter & Hoar
Hale and Dorr/WilmerHale
LaTanzi, Spaulding & Landreth
Widett, Slater and Goldman
Masterman, Culbert & Tully
Peabody and Arnold
Seyfarth Shaw
Tyler & Reynolds
Greenberg Traurig
Kopelman & Paige
- First General Realty Corporation
Tenneco, Inc.
Guilford Transportation
- City of Medford
City of Newton
Brookline Housing Authority
Town of Mashpee
City of Springfield
Town of Stoughton
Town of Winchester
- Marblehead Savings Bank
Lexington Savings Bank
Cambridge Savings Bank
- Palmer and Dodge
Rackeman, Sawyer, & Brewster
Rubin and Rudman
Warner and Stackpole
Bernkopf, Goodman & Baseman
Marcus, Errico, Emmer & Brooks
Nutter McClennen & Fish
Gesmer Updegrove
Nixon Peabody
Posternak Blankstein & Lund
McLane



Demographic & Income Profile

SUMMARY	CENSUS 2010	2017	2022
Population	75,754	80,043	83,370
Households	32,105	33,562	34,913
Families	13,404	13,894	14,401
Average Household Size	2.29	2.32	2.32
Owner Occupied Housing Units	10,395	10,020	10,269
Renter Occupied Housing Units	21,710	23,542	24,644
Median Age	31.7	33.0	33.9

TRENDS: 2017 - 2022 ANNUAL RATE	AREA	STATE	NATIONAL
Population	0.82%	0.67%	0.83%
Households	0.79%	0.63%	0.79%
Families	0.72%	0.58%	0.71%
Owner HHs	0.49%	0.58%	0.72%
Median Household Income	3.91%	2.22%	2.12%

HOUSEHOLDS BY INCOME	2017		2022	
	NUMBER	PERCENT	NUMBER	PERCENT
<\$15,000	3,689	11.0%	3,541	10.1%
\$15,000 - \$24,999	2,449	7.3%	2,210	6.3%
\$25,000 - \$34,999	2,339	7.0%	2,015	5.8%
\$35,000 - \$49,999	3,594	10.7%	2,977	8.5%
\$50,000 - \$74,999	5,856	17.4%	4,971	14.2%
\$75,000 - \$99,999	4,310	12.8%	4,531	13.0%
\$100,000 - \$149,999	5,980	17.8%	7,402	21.2%

HOUSEHOLDS BY INCOME	2017		2022	
	NUMBER	PERCENT	NUMBER	PERCENT
\$150,000 - \$199,999	2,629	7.8%	3,624	10.4%
\$200,000+	2,714	8.1%	3,640	10.4%
Median Household Income	\$68,529		\$83,022	
Average Household Income	\$92,941		\$110,860	
Per Capita Income	\$39,195		\$46,640	

POPULATION BY AGE	CENSUS 2010		2017		2022	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
0 - 4	3,499	4.6%	3,428	4.3%	3,650	4.4%
5 - 9	2,344	3.1%	2,584	3.2%	2,568	3.1%
10 - 14	1,958	2.6%	2,235	2.8%	2,175	2.6%
15 - 19	3,451	4.6%	3,373	4.2%	3,257	3.9%
20 - 24	9,222	12.2%	7,871	9.8%	7,140	8.6%
25 - 34	23,805	31.4%	25,013	31.2%	25,725	30.9%
35 - 44	10,766	14.2%	12,202	15.2%	14,262	17.1%
45 - 54	7,771	10.3%	7,897	9.9%	8,050	9.7%
55 - 64	6,029	8.0%	7,054	8.8%	7,078	8.5%
65 - 74	3,523	4.7%	4,745	5.9%	5,450	6.5%
75 - 84	2,310	3.0%	2,422	3.0%	2,801	3.4%
85+	1,076	1.4%	1,219	1.5%	1,214	1.5%

Market Profile

HOUSING UNIT SUMMARY	2010	2017	2022
Housing Units	33,720	35,218	36,641
Owner Occupied Housing Units	30.8%	28.5%	28.0%
Renter Occupied Housing Units	64.4%	66.8%	67.3%
Vacant Housing Units	4.8%	4.7%	4.7%
Median Home Value		\$502,703	\$565,007
Per Capita Income		\$39,195	\$46,640
Median Age	31.7	33.0	33.9
OWNER OCCUPIED HOUSING UNITS BY VALUE		2017	2022
Total		10,020	10,269
<\$50,000		0.7%	0.3%
\$50,000 - \$99,999		0.4%	0.2%
\$100,000 - \$149,999		0.6%	0.4%
\$150,000 - \$199,999		1.8%	1.0%
\$200,000 - \$249,999		2.5%	1.4%
\$250,000 - \$299,999		5.3%	3.3%
\$300,000 - \$399,999		15.9%	11.6%
\$400,000 - \$499,999		22.3%	20.2%
\$500,000 - \$749,999		39.7%	44.4%
\$750,000 - \$999,999		7.6%	11.2%
\$1,000,000 +		3.2%	6.0%
Average Home Value		\$534,479	\$596,127

POPULATION BY SEX	2010	2017	2022
Males	37,158	39,579	41,447
Females	38,596	40,464	41,923

POPULATION 15+ BY MARITAL STATUS	2017
Total	71,796
Never Married	58.7%
Married	31.8%
Widowed	3.5%
Divorced	6.0%

CIVILIAN POPULATION 16+ IN LABOR FORCE	2017
Civilian Employed	96.1%
Civilian Unemployed	3.9%

EMPLOYED POPULATION 16+ BY INDUSTRY	2017
Total	51,521
Agriculture/Mining	0.3%
Construction	3.4%
Manufacturing	6.0%
Wholesale Trade	0.8%
Retail Trade	7.0%
Transportation/Utilities	1.8%
Information	3.3%
Finance/Insurance/Real Estate	6.2%
Services	68.7%
Public Administration	2.5%

EMPLOYED POPULATION 16+ BY OCCUPATION

2017

Total	51,521
White Collar	72.9%
Management/Business/Financial	17.4%
Professional	39.1%
Sales	6.8%
Administrative Support	9.6%
Services	17.9%
Blue Collar	9.1%
Farming/Forestry/Fishing	0.0%
Construction/Extraction	3.1%
Installation/Maintenance/Repair	1.4%
Production	2.1%
Transportation/Material Moving	2.5%

HOUSEHOLDS BY TYPE

Total	32,105	100%
Households with 1 Person	10,276	32.0%
Households with 2+ People	21,829	68.0%
Family Households	13,404	41.8%
Husband-wife Families	9,339	29.1%
With Own Children	3,467	10.8%
Other Family (No Spouse Present)	4,065	12.7%
With Own Children	1,602	5.0%
Nonfamily Households	8,425	26.2%
All Households with Children	5,633	17.5%
Multigenerational Households	720	2.2%
Unmarried Partner Households	3,281	10.2%
Male-female	2,777	8.6%
Same-sex	504	1.6%

HOUSEHOLDS BY TYPE

Average Household Size

2.29

FAMILY HOUSEHOLDS BY SIZE

Total	32,105
1 Person	32.0%
2 People	34.5%
3 People	16.9%
4 People	10.3%
5 People	3.9%
6 People	1.4%
7+ People	1.0%

POPULATION 25+ BY EDUCATIONAL ATTAINMENT

Total	60,552
Less than 9th Grade	5.0%
9th - 12th Grade, No Diploma	5.0%
High School Graduate	15.1%
GED/Alternative Credential	3.1%
Some College, No Degree	9.4%
Associate Degree	3.9%
Bachelor's Degree	29.0%
Graduate/Profesional Degree	29.4%

TOP TAPESTRY SEGMENTS	PERCENT	SUMMARY DEMOGRAPHIC	2017	2022
1. Trendsetters (3C)	52.1%	Population	80,043	83,370
2. Metro Renters (3B)	17.0%	Households	33,562	34,913
3. Laptops and Lattes (3A)	15.6%	Families	13,894	14,401
4. International Marketplace (13A)	5.2%	Median Age	33.0	33.9
5. Emerald City (8B)	2.3%	Median Household Income	\$68,529	\$83,022

	SPENDING POTENTIAL INDEX	AVERAGE AMOUNT SPENT	TOTAL
Apparel and Services	122	\$2,637.52	\$88,520,461
Men's	123	\$519.60	\$17,438,750
Women's	122	\$902.59	\$30,292,570
Children's	121	\$406.24	\$13,634,264
Footwear	120	\$554.89	\$18,623,262
Watches & Jewelry	132	\$157.13	\$5,273,664
Apparel Products and Services (1)	119	\$97.07	\$3,257,952
Computer			
Computers and Hardware for Home Use	125	\$215.29	\$7,225,496
Portable Memory	132	\$7.03	\$236,101
Computer Software	133	\$15.39	\$516,411
Computer Accessories	122	\$21.97	\$737,341
Entertainment & Recreation	111	\$3,468.60	\$116,413,048
Fees and Admissions	120	\$763.79	\$25,634,447
Membership Fees for Clubs (2)	117	\$246.18	\$8,262,224
Fees for Participant Sports, excl. Trips	107	\$106.32	\$3,568,444
Tickets to Theatre/Operas/Concerts	126	\$75.06	\$2,519,171

	SPENDING POTENTIAL INDEX	AVERAGE AMOUNT SPENT	TOTAL
Tickets to Movies/Museums/Parks	135	\$104.19	\$3,496,774
Admission to Sporting Events, excl. Trips	122	\$67.90	\$2,278,901
Fees for Recreational Lessons	122	\$162.68	\$5,459,957
Dating Services	180	\$1.46	\$48,976
TV/Video/Audio	113	\$1,450.71	\$48,688,694
Cable and Satellite Television Services	110	\$1,045.06	\$35,074,304
Televisions	117	\$140.00	\$4,698,774
Satellite Dishes	111	\$1.61	\$53,959
VCRs, Video Cameras, and DVD Players	127	\$8.32	\$279,108
Miscellaneous Video Equipment	105	\$10.07	\$337,880
Video Cassettes and DVDs	126	\$19.20	\$644,450
Video Game Hardware/Accessories	131	\$38.14	\$1,279,908
Video Game Software	137	\$21.16	\$710,014
Streaming/Downloaded Video	138	\$35.38	\$1,187,388
Rental of Video Cassettes and DVDs	132	\$20.10	\$674,689
Installation of Televisions	88	\$0.78	\$26,186
Audio (3)	118	\$105.47	\$3,539,641
Rental of TV/VCR/Radio/Sound Equipment	136	\$1.86	\$62,562
Repair of TV/Radio/Sound Equipment	134	\$3.57	\$119,832
Pets	98	\$584.40	\$19,613,628
Toys/Games/Crafts/Hobbies (4)	118	\$142.59	\$4,785,550
Recreational Vehicles and Fees (5)	83	\$84.26	\$2,827,801
Sports/Recreation/Exercise Equipment (6)	121	\$206.59	\$6,933,720
Photo Equipment and Supplies (7)	123	\$68.20	\$2,289,013
Reading (8)	110	\$137.55	\$4,616,290
Live Entertainment for Catered Affairs	86	\$10.56	\$354,345
Rental of Party Supplies for Catered Affairs	110	\$19.95	\$669,558
Food	118	\$9,854.08	\$330,722,693
Food at Home	116	\$5,839.73	\$195,992,977

	SPENDING POTENTIAL INDEX	AVERAGE AMOUNT SPENT	TOTAL
Bakery and Cereal Products	115	\$762.12	\$25,578,257
Meats, Poultry, Fish, and Eggs	115	\$1,309.18	\$43,938,652
Dairy Products	116	\$619.20	\$20,781,676
Fruits and Vegetables	120	\$1,175.72	\$39,459,677
Snacks and Other Food at Home (10)	115	\$1,973.50	\$66,234,715
Food Away from Home	120	\$4,014.35	\$134,729,717
Alcoholic Beverages	130	\$721.66	\$24,220,299
Financial			
Value of Stocks/Bonds/Mutual funds	85	\$5,243.10	\$175,968,895
Value of Retirement Plans	87	\$21,145.72	\$709,692,491
Value of Other Financial Assets	78	\$1,007.45	\$33,811,957
Vehicle Loan Amount excluding Interest	96	\$2,625.44	\$88,114,925
Value of Credit Card Debt	114	\$663.02	\$22,252,405
Health			
Nonprescription Drugs	104	\$132.80	\$4,457,031
Prescription Drugs	91	\$352.85	\$11,842,223
Eyeglasses and Contact Lenses	103	\$97.26	\$3,264,337
Home			
Mortgage Payment and Basics (11)	87	\$7,461.00	\$250,405,973
Maintenance and Remodeling Services	82	\$1,584.02	\$53,162,974
Maintenance and Remodeling Materials (12)	76	\$307.07	\$10,305,958
Utilities, Fuel, and Public Services	105	\$5,268.06	\$176,806,654
Household Furnishings and Equipment			
Household Textiles (13)	117	\$111.27	\$3,734,360
Furniture	113	\$644.18	\$21,620,078
Rugs	120	\$27.92	\$937,067
Major Appliances (14)	88	\$281.27	\$9,439,987
Housewares (15)	109	\$103.92	\$3,487,708
Small Appliances	124	\$60.03	\$2,014,650

	SPENDING POTENTIAL INDEX	AVERAGE AMOUNT SPENT	TOTAL
Luggage	127	\$15.09	\$506,309
Telephones and Accessories	124	\$85.53	\$2,870,605
Household Operations			
Child Care	138	\$660.03	\$22,152,075
Lawn and Garden (16)	82	\$345.44	\$11,593,630
Moving/Storage/Freight Express	154	\$98.60	\$3,309,247
Housekeeping Supplies (17)	108	\$766.04	\$25,709,949
Insurance			
Owners and Renters Insurance	77	\$399.39	\$13,404,322
Vehicle Insurance	110	\$1,300.42	\$43,644,675
Life/Other Insurance	92	\$393.39	\$13,202,912
Health Insurance	100	\$3,650.29	\$122,510,912
Personal Care Products (18)	120	\$564.72	\$18,953,172
School Books & Supplies for College	142	\$83.93	\$2,816,878
School Books & Supplies for Elementary/High School	105	\$20.95	\$703,163
School Books & Supplies for Vocational/Technical School	128	\$1.65	\$55,391
School Books & Supplies for Preschool/Other Schools	104	\$2.18	\$73,002
Other School Supplies	111	\$80.34	\$2,696,281
Smoking Products	107	\$445.01	\$14,935,555
Transportation			
Payments on Vehicles excluding Leases	100	\$2,255.05	\$75,683,969
Gasoline and Motor Oil	106	\$2,952.17	\$99,080,653
Vehicle Maintenance and Repairs	107	\$1,144.45	\$38,410,109
Travel			
Airline Fares	127	\$649.01	\$21,782,037
Lodging on Trips	106	\$557.69	\$18,717,148
Auto/Truck Rental on Trips	112	\$29.57	\$992,441
Food and Drink on Trips	111	\$549.22	\$18,433,068
Financial			

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