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New Hampshire DOT
Department of Transportation

THE STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION

Victoria F. Sheehan
Commissioner

William Cass, P.E.
Assistant Commissioner

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

Bureau of Right-of-Way
December 15, 2020

REQUESTED ACTION

Pursuant to RSA 4:39-c and 228:31, authorize the New Hampshire Department of Transportation (Department) to sell 0.06 +/- of an acre of State-owned land on the northeasterly side of Acorn Lane at the corner of Woodbury Avenue in the Town of Pelham. The sale would be directly to the abutter, Nathan Boutwell (Grantee), for $2,600.00 which includes an $1,100.00 administrative fee.

The Department's Bureau of Finance and Contracts has determined the parcel was originally purchased with 89% Federal Funds and 11% Highway Funds.

Funding is to be credited as follows:

04-096-096-960015-0000-UUU-402156 Administrative Fee	FY 2021 $1,100.00
04-096-096-960015-0000-UUU-409279 Sale of Parcel (11% of $1,500.00)	FY 2021 $165.00
04-096-096-963515-3054-401771 Consolidated Federal Aid (89% of $1,500.00)	FY 2021 $1,335.00

EXPLANATION

The Department received a request from the Grantee to acquire approximately 0.06 +/- of an acre of land on the northeasterly side of Acorn Lane at the corner of Woodbury Avenue in the Town of Pelham. The intent of the Grantee is to make his non-conforming lot conform with the Town of Pelham's zoning regulations.

Pursuant to RSA 4:39-c, this sale has been reviewed by the Department and determined to be surplus to our operational needs and interests. The sale will include the following conditions:

- The Department assumes no responsibility for maintenance of the property subject to this sale. It is the Grantee's responsibility to contact the town for any restrictions or maintenance issues.

- Drainage and utility easements will be retained. It is the Grantee's responsibility to consult with the appropriate utility companies for recommended easement information.
- The Grantee is responsible for submitting a right-of-way adjustment plan prepared at their expense by a land surveyor licensed in the State of New Hampshire, describing the requested parcel. The Department will use this plan to prepare the deed for the sale of this parcel.

At the October 7, 2020 Long Range Capital Planning and Utilization Committee meeting, this request (LRCP 20-045), was approved for sale to Nathan Boutwell for $2,600.00 which includes an administrative fee of $1,100.00.

Pursuant to RSA 4:39-c, the Department has offered the property to the Town of Pelham with no response. Pursuant to RSA 204-D:2, the Department also offered the parcel to the New Hampshire Housing Finance Authority with no response.

The Department is respectfully requesting authorization for the sale of land as noted above.

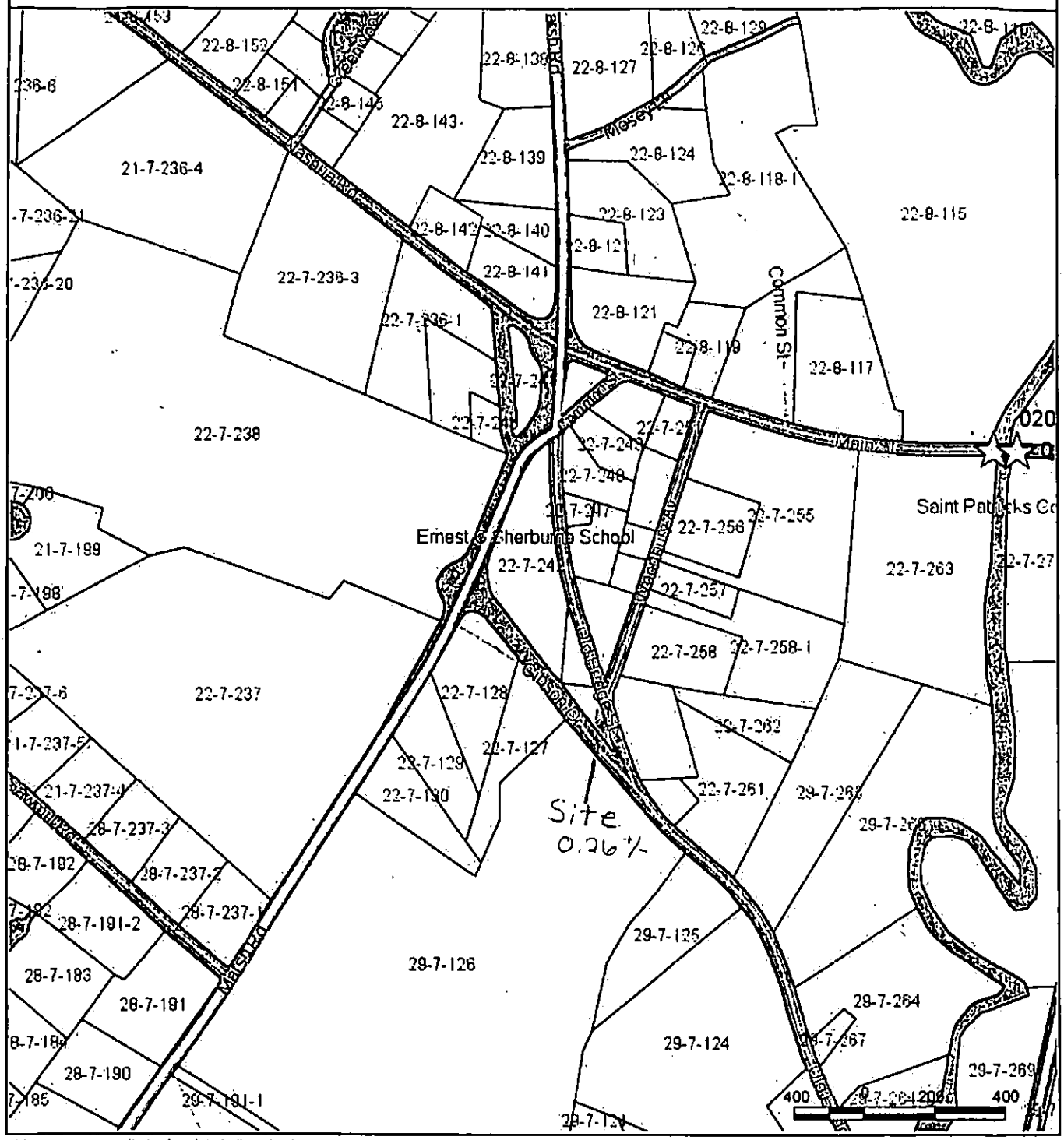
Respectfully,

Victoria F. Sheehan
Commissioner

VFS/SJN
Attachments

STATE OF NEW HAMPSHIRE
DEPARTMENT OF REVENUE
ADMINISTRATION

MOSAIC PARCEL
MAP SHARING
POOL



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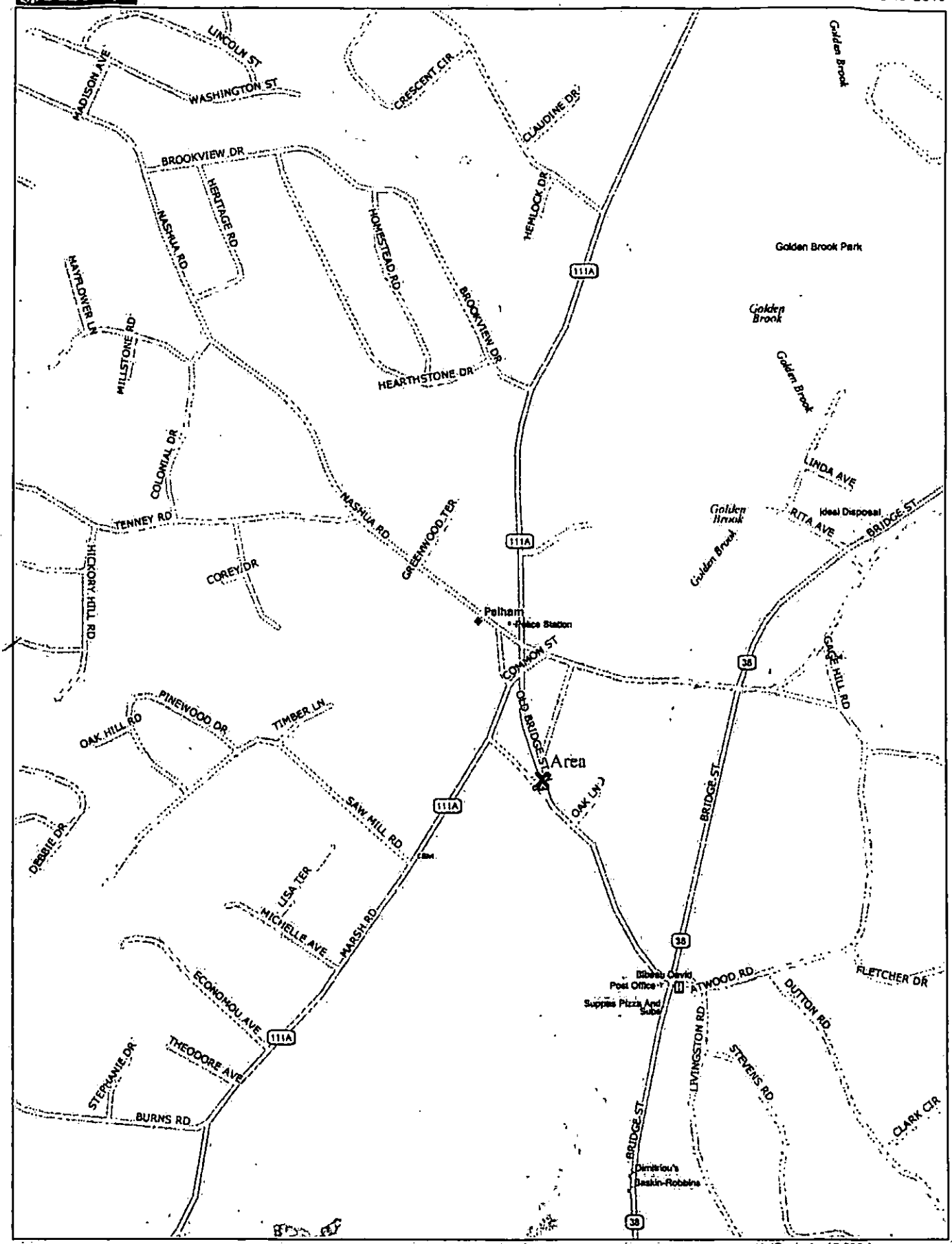

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Scale 1 : 12,800

1" = 1,066.7 ft

Data Zoom 14-0

STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION

RIGHT-OF-WAY PLANS
FEDERAL AID PROJECT

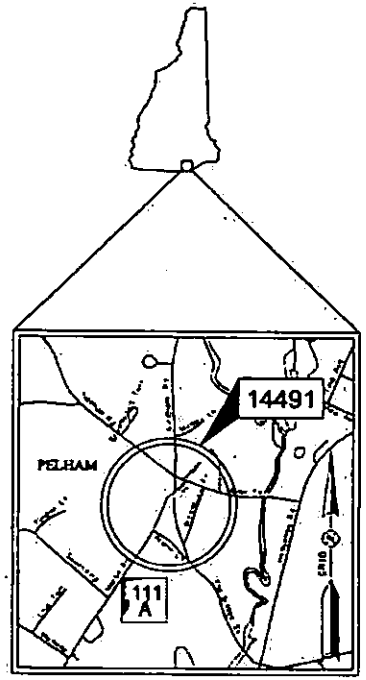
X-A000(415)
N.H. PROJECT NO. 14491
N.H. ROUTE 111A

STA. 403+00
LIMIT OF
RIGHT-OF-WAY

STA. 403+13
BEGIN
CONSTRUCTION

STA. 303+00
END
CONSTRUCTION

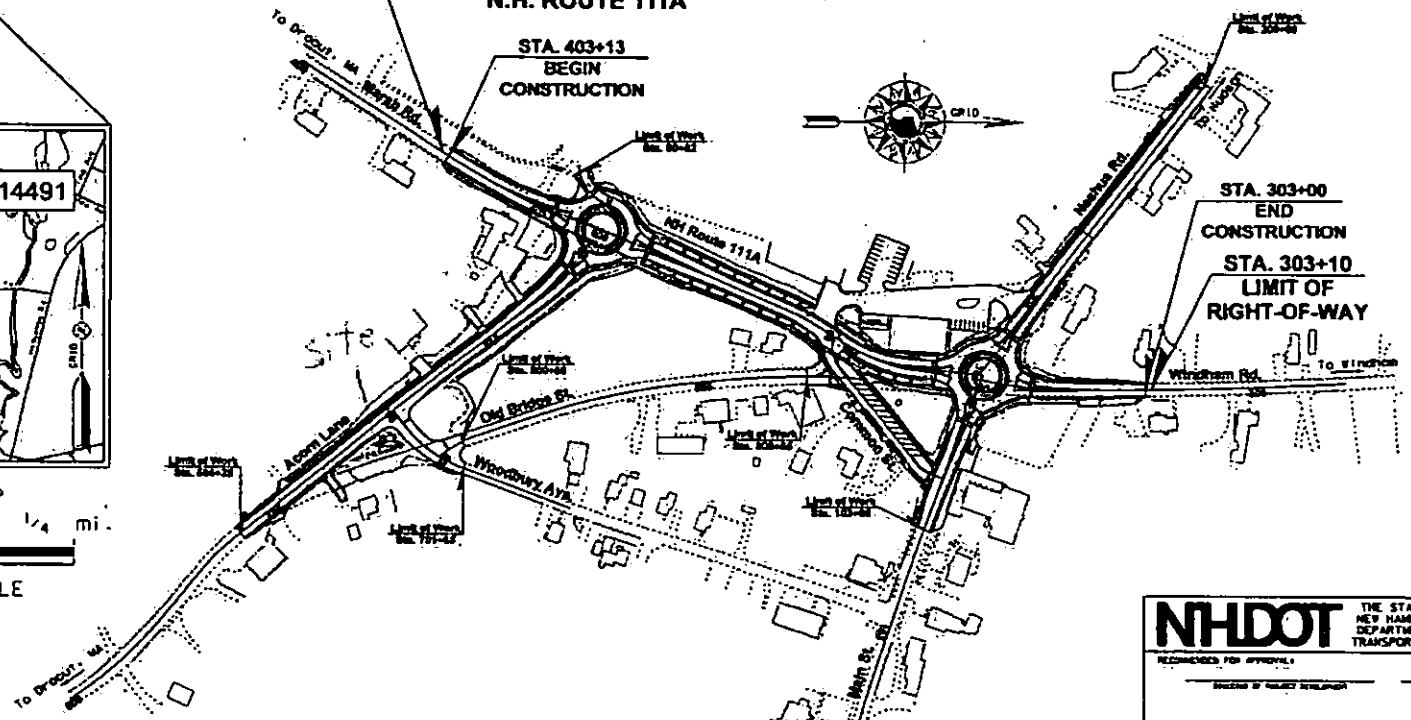
STA. 303+10
LIMIT OF
RIGHT-OF-WAY



LOCATION MAP

1/8 0 1/4 mi.

GRAPHIC SCALE



PLAN INTENT

NOTES

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16-23	EXISTING DETAIL PLANS

TOWN OF PELHAM
COUNTY OF HILLSBOROUGH
SCALE 1" = 100'

FOR CONSTRUCTION DETAILS - SEE CONSTRUCTION PLANS

ROW PURCHASE PLANS

NHDOT THE STATE OF NEW HAMPSHIRE DEPARTMENT OF TRANSPORTATION

RECOMMENDED FOR APPROVAL:

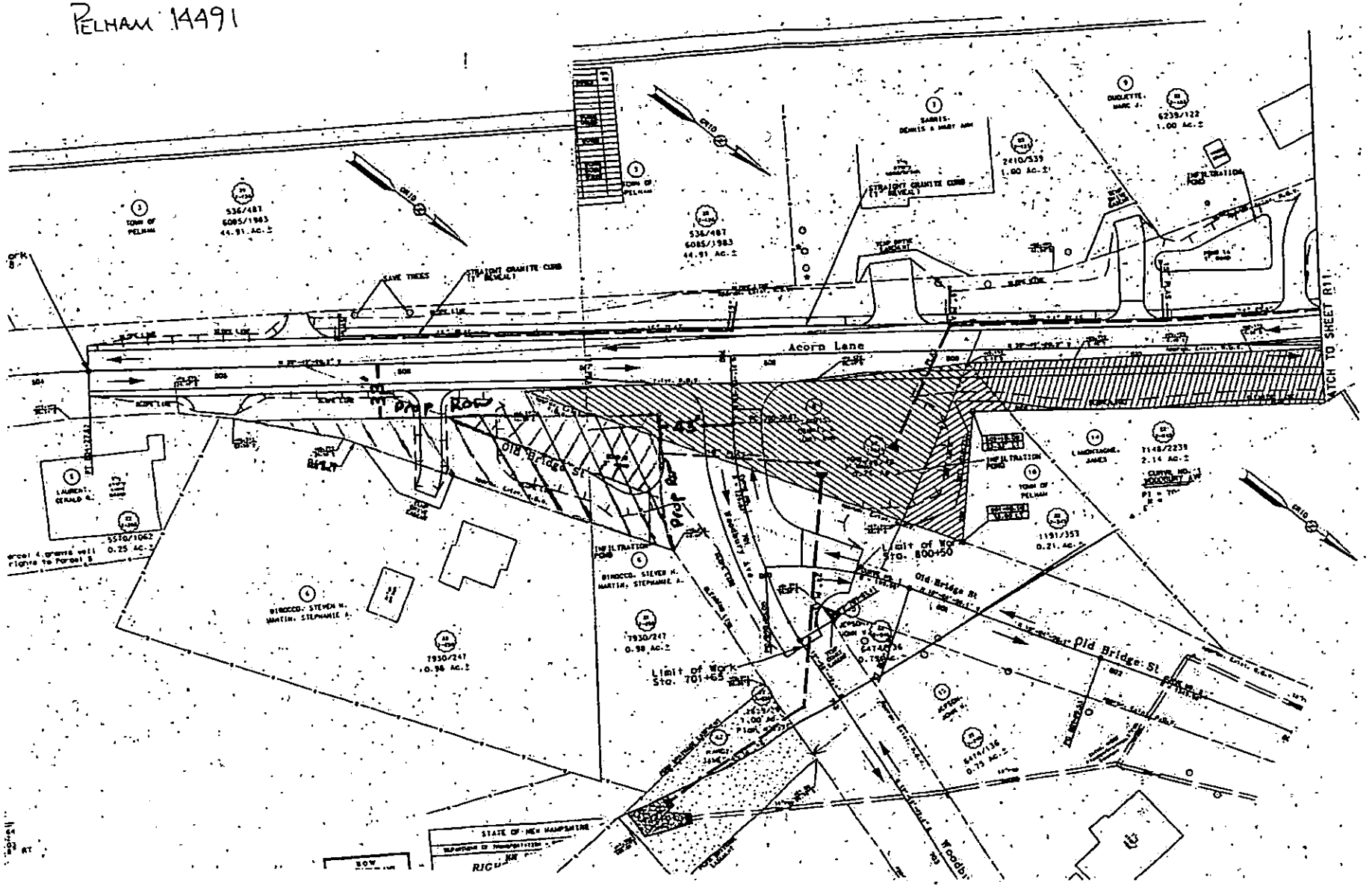
APPROVED:

APPROVED BY BUREAU OF RIGHT-OF-WAY

APPROVED:

PROPOSED PROJECT NO.	STATE PROJECT NO.	SHEET NO.	TOTAL SHEETS
X-A000(415)	14491	1	23

PELHAM 14491



\\\ : Highway Easement

/// : State Owned Parcel and Underlying Fee of Old Bridge St

LRCP 20-045

MICHAEL W. KANE, MPA
Legislative Budget Assistant
(603) 271-3161

CHRISTOPHER M. SHEA, MPA
Deputy Legislative Budget Assistant
(603) 271-3161

State of New Hampshire

OFFICE OF LEGISLATIVE BUDGET ASSISTANT
State House, Room 102
Concord, New Hampshire 03301

STEPHEN C. SMITH, CPA
Director, Audit Division
(603) 271-2785

October 7, 2020

Stephen G. LaBonte, Administrator
Department of Transportation
Bureau of Right-of-Way
John O. Morton Building
Concord, New Hampshire 03301

Dear Mr. LaBonte,

The Long Range Capital Planning and Utilization Committee, pursuant to the provisions of RSA 4:39-c, on October 7, 2020, approved the request of the Department of Transportation, Bureau of Right-of-Way, to sell 0.06 +/- of an acre parcel of State owned land, located on the northeasterly side of Acorn Lane at the corner of Woodbury Avenue in the Town of Pelham directly to Nathan Boutwell (Grantee) for $2,600, which includes an $1,100 Administrative Fee, subject to the conditions as specified in the request dated August 25, 2020.

Sincerely,

/s/ Michael W. Kane

Michael W. Kane
Legislative Budget Assistant

MWK/pe
Attachment

Cc: Adam Smith, Assistant Administrator
Bureau of Right-of-Way

(ROWMA 14491 parcel 8, 6322-8)

STATE OF NEW HAMPSHIRE
INTER-DEPARTMENT COMMUNICATION

LRCP 20-045

FROM: Stephen G. LaBonte
Administrator

DATE: August 25, 2020

AT: Dept. of Transportation
Bureau of Right-of-Way

SUBJECT: **Sale of State Owned Land in Pelham**
RSA 4:39-c

TO: Representative John Cloutier, Chairman
Long Range Capital Planning and Utilization Committee

REQUESTED ACTION

The New Hampshire Department of Transportation (Department), pursuant to RSA 4:39-c, requests authorization to sell 0.06 +/- of an acre parcel of State owned land, located on the northeasterly side of Acorn Lane at the corner of Woodbury Avenue in the Town of Pelham. This sale would be directly to Nathan Boutwell (Grantee) for $2,600.00, which includes an $1,100.00 Administrative Fee. The conditions of this sale as specified in this request.

EXPLANATION

The Grantee wishes to acquire the subject parcel to adjust his non-conforming lot, to conform with the Town of Pelham's zoning regulations. The subject parcel is a portion of a larger parcel acquired in 2012 for the Pelham 14491 intersection reconstruction project.

After a departmental review, it was determined that the subject parcel is surplus to the Department's operational needs and available for disposal. The sale will include the following conditions:

- The Department assumes no responsibility for maintenance of the property subject to this sale. It is the Grantee's responsibility to contact the town for any restrictions or maintenance issues.
- Drainage and utility easements will be retained. It is the Grantee's responsibility to consult with the appropriate utility companies for recommended easement information.
- The Grantee is responsible for submitting a right-of-way adjustment plan prepared at their expense, by a land surveyor licensed in the State of New Hampshire, describing the requested parcel. The Department will use this plan to prepare the deed for the sale of this parcel.

An appraiser from the Department determined a contributory value for the subject parcel. The appraiser used three sales, in surrounding area as comparable properties. Based upon the analysis and adjustments of those sales, the appraiser's opinion of contributory value for the subject parcel, as of May 14, 2020, is $1,500.00.

Pursuant to RSA 4:39-c, the Department will offer the property to the Town of Pelham. Pursuant to RSA 204-D:2, the Department will also offer the property to the New Hampshire Housing Finance Authority.

The Department is requesting authorization to sell the subject parcel as outlined above.

SGL/SJN/jl
Attachments

DEPT. OF TRANSPORTATION
BUREAU OF RIGHT OF WAY

JUL 29 2020

RECEIVED

JUL 29 2020

RECEIVED

07-27-2020

From: Nathan G Boutwell
Owner - 57 Old Bridge St Pelham, NH 03076

To: Sandra J. Newman
Property Management - NH DOT Bureau of Right Of Way PO Box 0483 Concord, NH 03302-0483

Re: **Sale of State Owned Land in Pelham**
Pelham, X-A000(415), 14491

Dear Sandra J Newman:

This letter is to confirm my continued interest in this property. The contributory value and conditions listed in the letter to me from NH DOT dated July 23, 2020 are acceptable to me.

Sincerely,

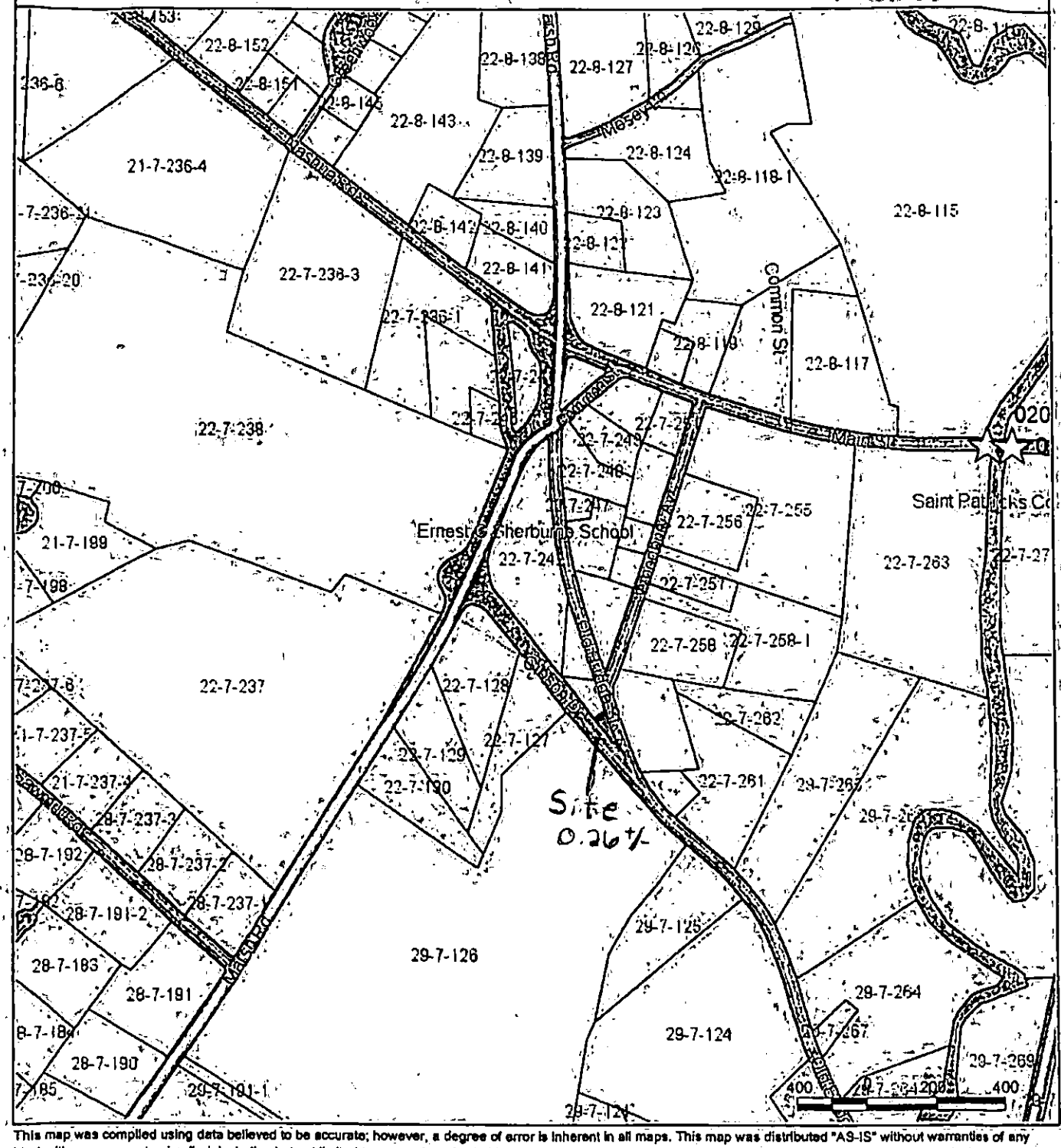
Nathan G Boutwell

Owner- 57 Old Bridge Street Pelham, NH 03076

Tel. 603-321-0386

STATE OF NEW HAMPSHIRE
DEPARTMENT OF REVENUE
ADMINISTRATION

MOSAIC PARCEL
MAP SHARING
POOL



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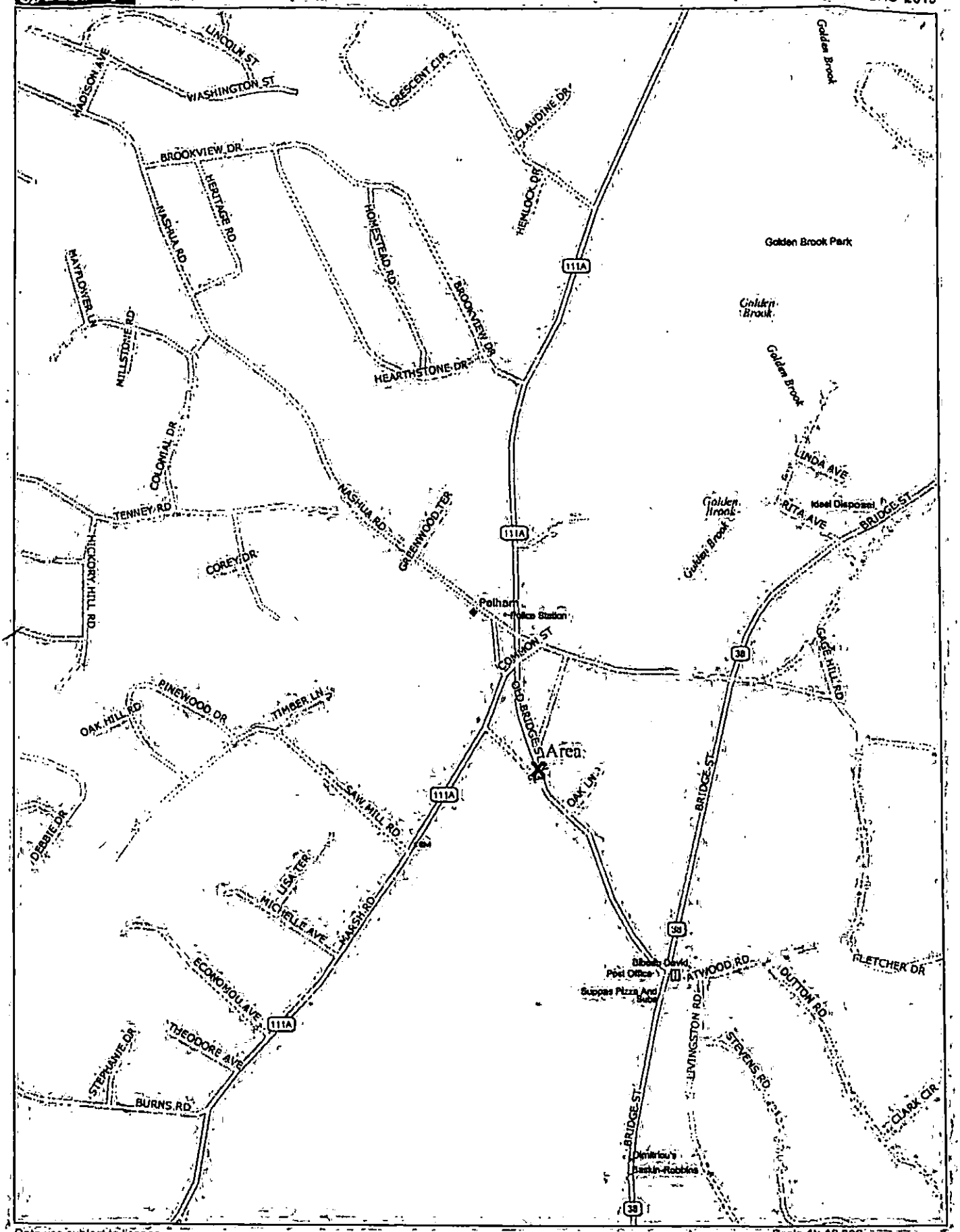
DeLorme Street Atlas USA® 2015



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MN (14.6°W)

Scale 1": 12,800

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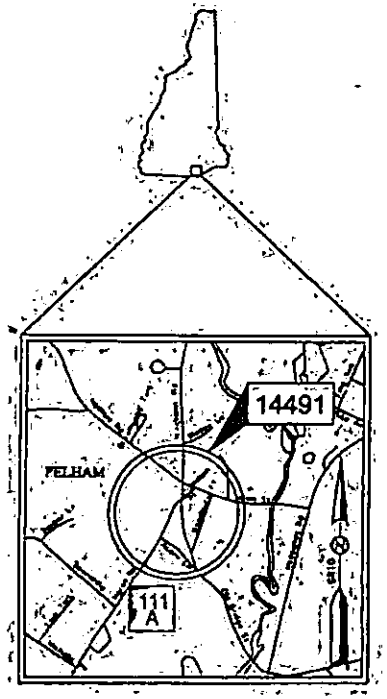
Data Zoom 14-0

STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION

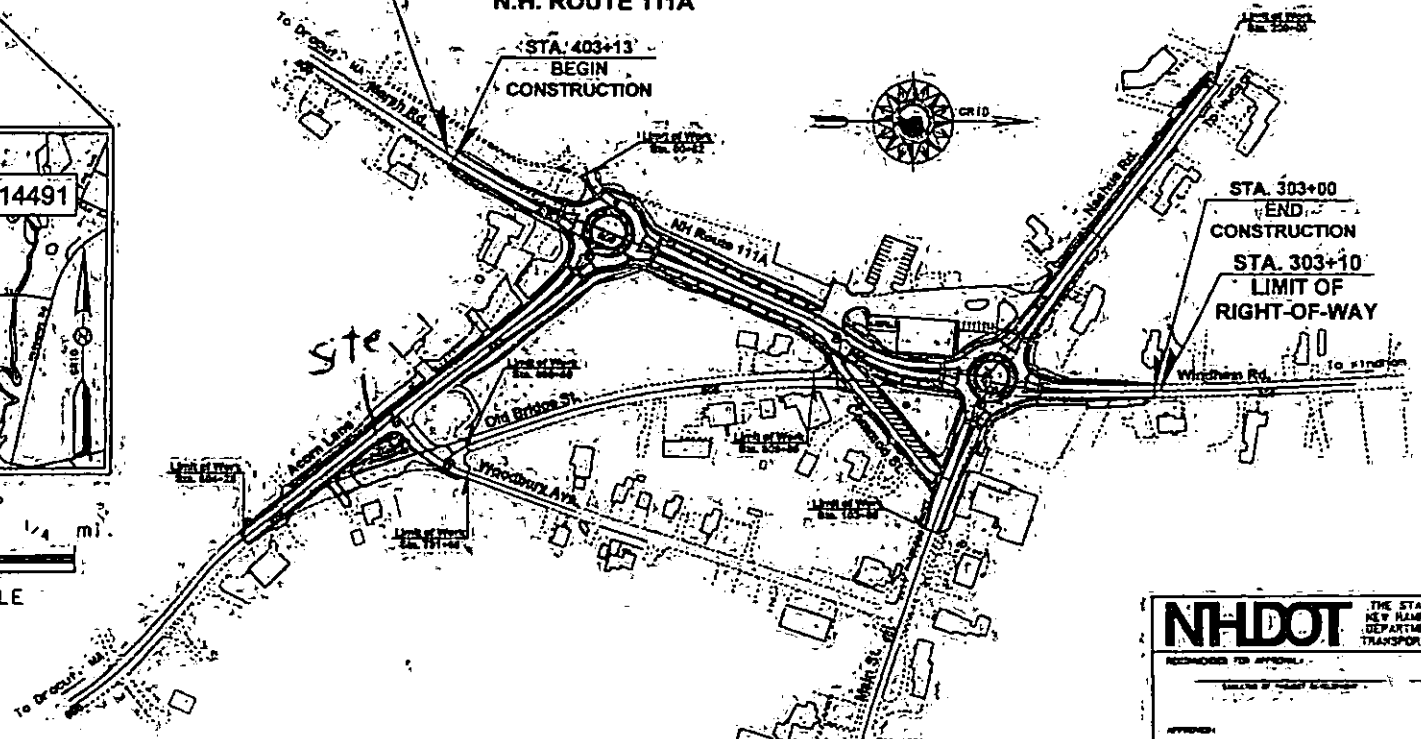
RIGHT-OF-WAY PLANS
FEDERAL AID PROJECT

X-A000(415)
N.H. PROJECT NO. 14491
N.H. ROUTE 111A



LOCATION MAP

GRAPHIC SCALE



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TOWN OF PELHAM
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ROW PURCHASE PLANS

NHDOT THE STATE OF NEW HAMPSHIRE DEPARTMENT OF TRANSPORTATION

RECOMMENDED FOR APPROVAL

APPROVED

APPROVED BY BUREAU OF RIGHT-OF-WAY

ADMINISTRATOR

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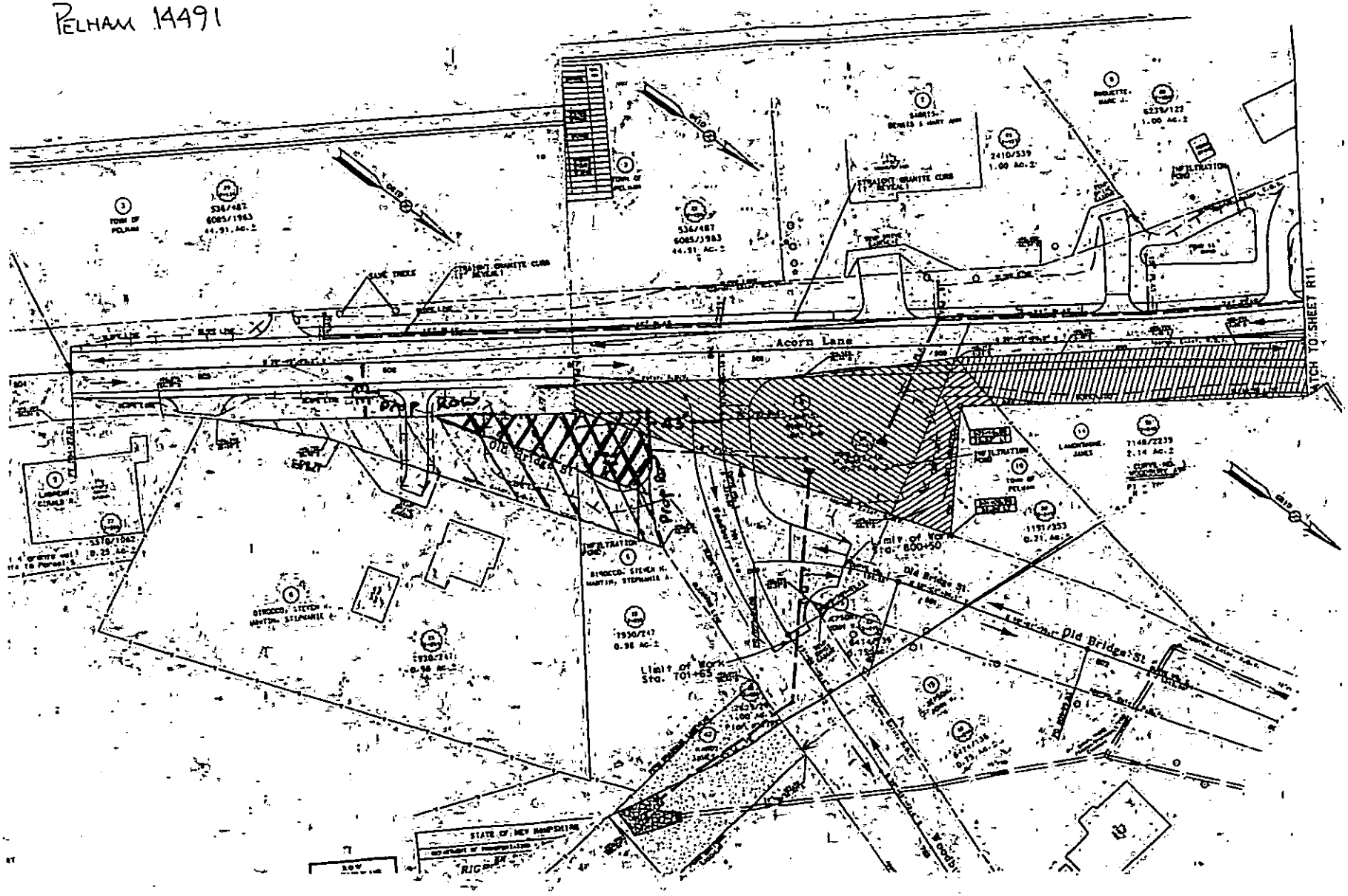
PELHAM 14491



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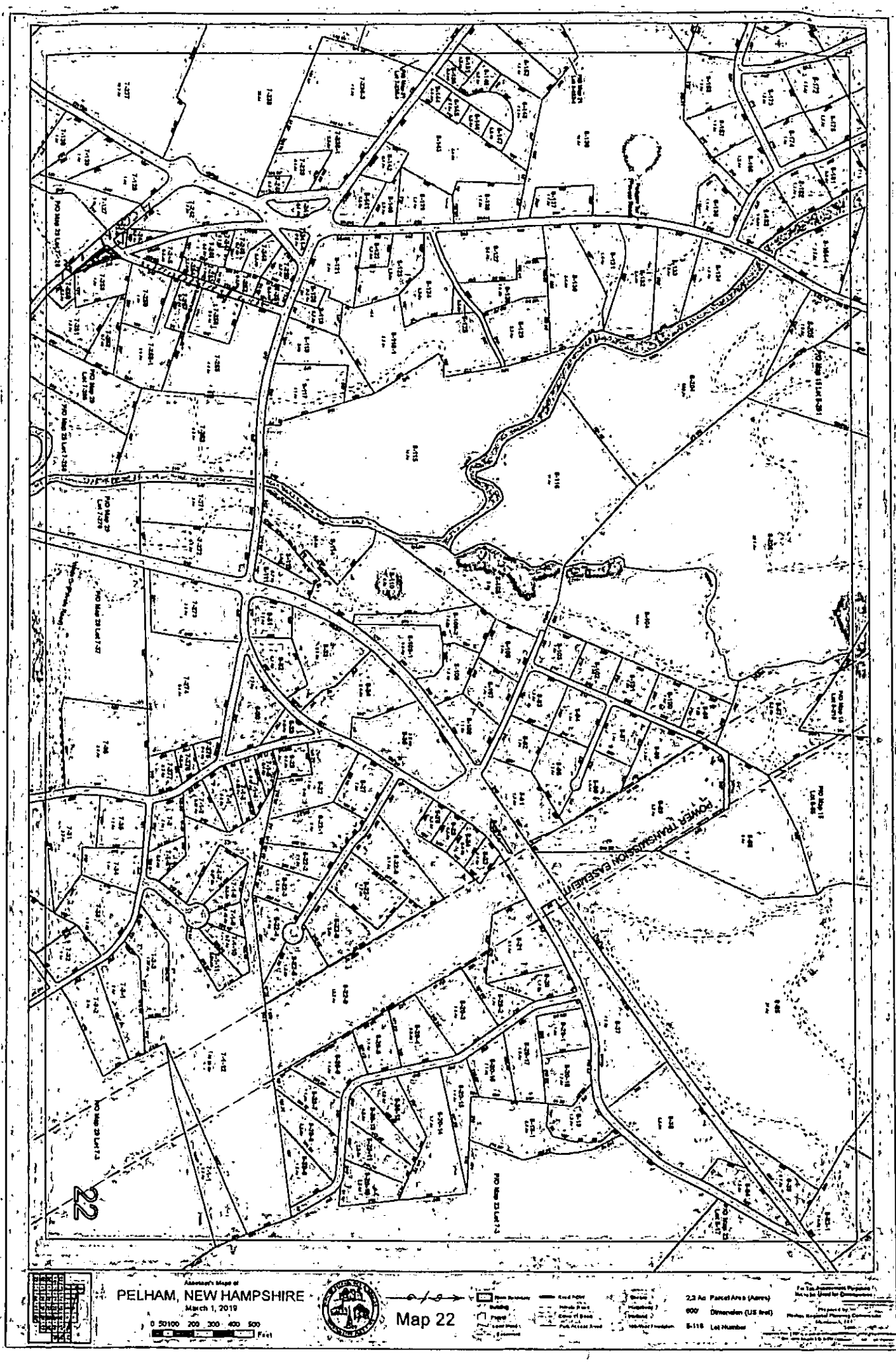

Assessor's Map of
PELHAM, NEW HAMPSHIRE
March 1, 2019
0 50 100 200 300 400 500
Feet
Map 22
POWER TRANSMISSION EASEMENT
22

Surplus Property Appraisal Report

Location/Address:	2,600± SF (0.06±-acres) of State-owned land, Old Bridge Road, Pelham, NH		
Effective Date:	May 14, 2020	**Date of Report:**	July 1, 2020
Appraiser:	Christopher L. Fonda	**Contributory Value:**	$1,500

About this Appraisal

The Client for this appraisal is the New Hampshire Department of Transportation (NHDOT). Intended users of this appraisal report include the client's agents and officials, and members of the Long Range Capital and Utilization Committee. I have not prepared this appraisal report for any other use, nor do I intend any other users to be able to rely on it. The intended use of this appraisal is to support making informed decisions about potential real estate agencies' listing proposals. The purpose of the analysis is to develop a value estimate of the fee simple interest in the subject property.

In this case, the subject property does not have an independent highest and best use due to its size and shape. Per the New Hampshire Department of Transportation, Right of Way Manual[1], I have therefore appraised the subject's contributory value[2]. The Department of Transportation is proposing to deed this parcel to its abutting parcel at 57 Old Bridge Road.

This appraisal has been based on a number of assumptions and conditions outlined at the end of this report.

This appraisal is also based on the extraordinary assumption[3] that the plan of the subject and abutting properties provided by the State is correct.

It has been based on the hypothetical condition[4] that the subject property has been assembled with its abutter at 57 Old Bridge Road in the "As-Assembled" scenario and that the old ROW is discontinued and is now owned by the abutter. It is also based on the hypothetical condition that the abutting property is being appraised as vacant. The extraordinary assumptions and hypothetical conditions used might have affected the results of this appraisal.

---

[1] The relevant portion of the Right of Way Manual reads, "remnant parcels that, because of size, shape or access, do not have an independent value will be appraised as to their contributory value to abutting parcels."

[2] Contributory Value is "1. A type of value that reflects the amount a property or component of a property contributes to the value of another asset or to the property as a whole. 2. The change in the value of a property as a whole; whether positive or negative, resulting from the addition or deletion of a property component. Also called *deprival value* in come countries." – The Dictionary of Real Estate Appraisal, 6th edition, the Appraisal Institute:

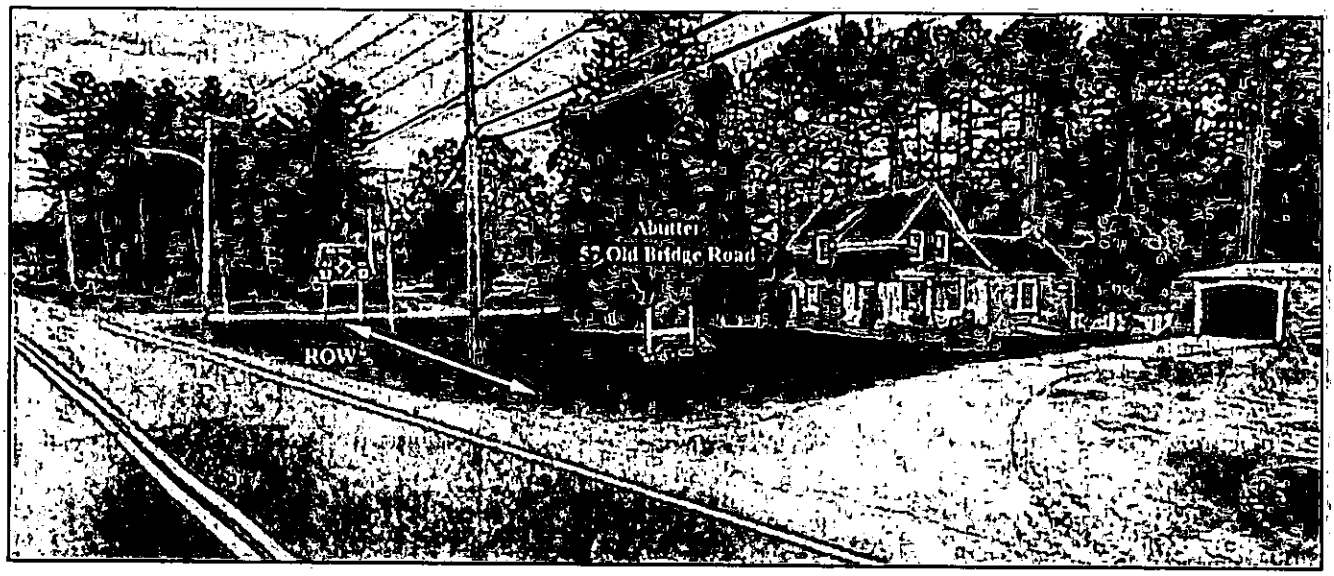
[3] Extraordinary Assumption is "The Uniform Standards of Professional Appraisal Practice (USPAP) defines an extraordinary assumption as: "An assumption, directly related to a specific assignment, as of the effective date of the appraisal results, which, if found to be false, could alter the appraiser's opinions or conclusions." Uniform Standard of Professional Appraisal Practice (USPAP).

[4] Hypothetical Condition is "A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis" Uniform Standard of Professional Appraisal Practice (USPAP).

About the Subject

The Subject is located to the west of 57 Old Bridge Road in Pelham, Hillsborough County, New Hampshire. It consists of a narrow, 2,600±-square foot (0.06±-acre) triangular-shaped section of right-of-way. The Subject has 197±-linear feet of road frontage located directly west of its abutter at 57 Old Bridge Road (Town of Pelham Tax Map 29, Lot 7-259). The Subject is located in the Mixed-Use Zoning District (MUZD). The subject land is several feet below grade, and is part of a drainage swale controlled by the Town of Pelham with catch basins designed to drain water runoff from abutting roads. The vegetation is primarily grass.

SUBJECT PARCEL R.O.W. AND ABUTTER



Abutting Property

57 Old Bridge Road: The property abutting the subject is identified as 57 Old Bridge Road; it abuts the subject property to the east and consist of 0.98±-acres (42,689±-square feet) of land in the Mixed-Use Zoning District. The old ROW consists of 0.12± acres (5,227-square feet); the total area of the abutting property including the discontinued ROW is 1.10± acres (47,916-square feet). The abutter has frontage on Old Bridge Street as well as non-access frontage on Woodbury Avenue. It has an estimated 200-feet of frontage on Old Bridge Street and 50-feet of frontage on Woodbury Avenue. A portion of the abutting property is part of a drainage swale controlled by the Town of Pelham with catch basins designed to drain water runoff from abutting roads that will likely be subject to easements by the Town to perpetuate the drainage.

As assembled, the abutting property will contain 1.16±-acres (50,516± square feet). A portion of the abutting property as assembled is part of a drainage swale controlled by the Town of Pelham with catch basins designed to drain water runoff from abutting roads. It will likely be subject to easements by the Town to perpetuate the drainage.

The abutter is improved with a 1,206-square foot, 5-room, 2-bedroom, 1-bathroom single family residence built in 1896. It was sold through foreclosure on February 17, 2015 to Nathan G. Boutwell from Steven H. DiRocco, JR. and Stephanie A. Martin (HCRD Book 8728, Page 1025). The abutting parcel is rectangular in shape with an average depth of 337±-linear feet and an average width of 105±-feet. It does not have The average daily traffic volume on Old Bridge Road 0.4 miles south of subject is 7,268 (2019). It does not have road frontage on Old Bridge Street; its driveway passes through the ROW.

Assessment Information

VALUATION YEAR	IMPROVEMENTS	LAND	TOTAL ASSESSMENT
2019	$90,100	$120,400	$210,500
2018	$79,200	$120.400	$199,600
2017	$79,200	$120.400	$199,600
2016	$91,300	$120.400	$211,700

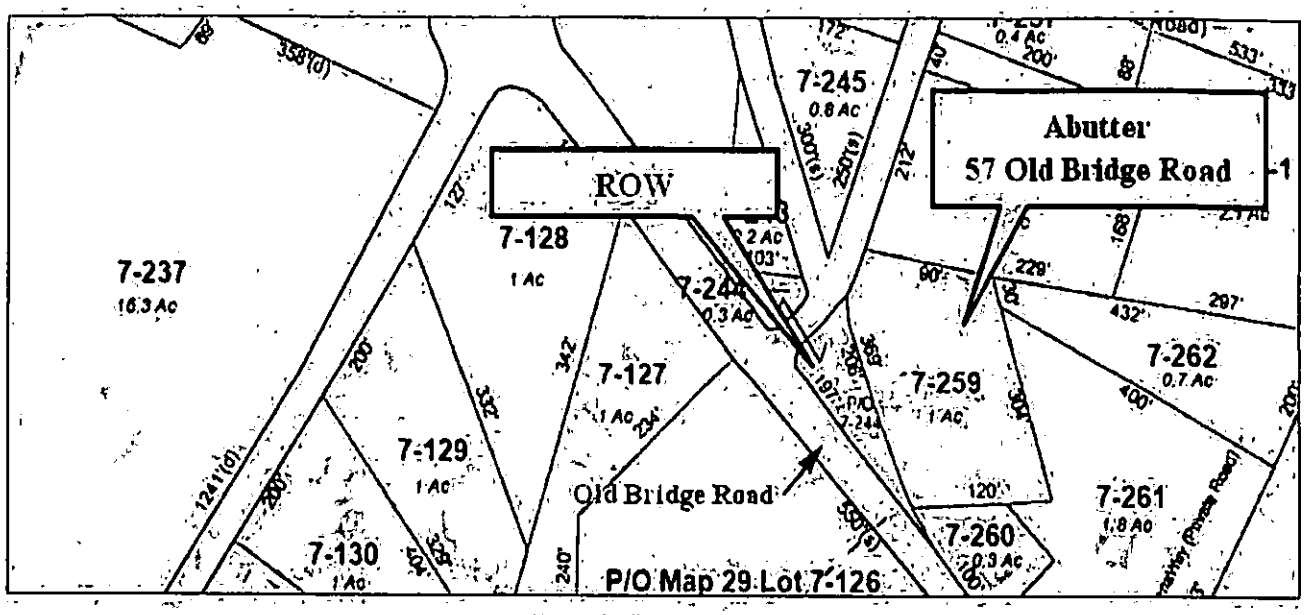
Easements

A Grant of Easement dated March 22, 2019 was given by Nathan G. Boutwell to Gerald R. Laurent, owner of the property directly south of the abutter at 67 Old Bridge Road for, "the purpose of passing and repassing and ingress and egress to property of Grantee and for parking of Grantee's customer and employee vehicles, and for plowing and storage of snow in the operation of his business" (HCRD Book 9155, Page 256).

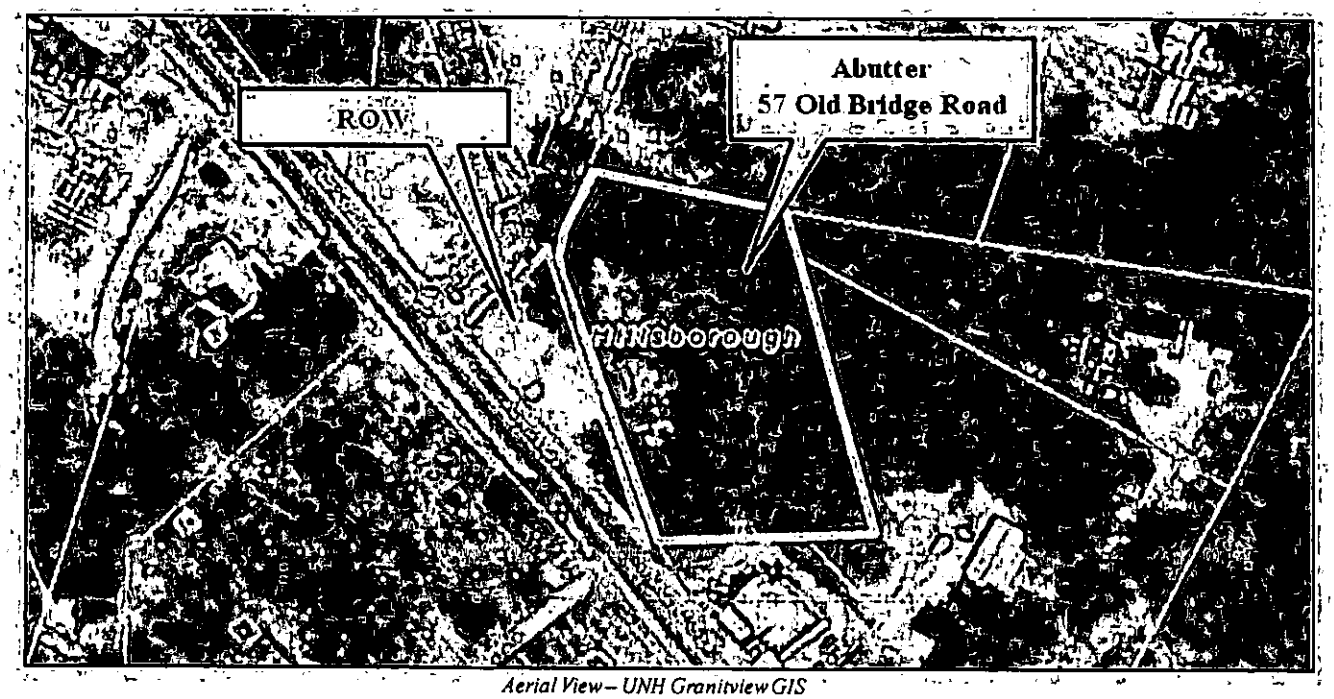
Soils and Flood Zone

The soil composition is made up of 100% Hinckley loamy sand which consists primarily of sand, loam, stone and fragmented rock. The abutter's soil is considered "excessively well-drained" and is not considered Farmland of Importance, (*United States Department of Agriculture, Web Soil Survey, 2019*). The topography is mostly level with grass, low-growth vegetation and several mature trees. According to FEMA, the abutting parcel located at 57 Old Bridge Road is in Zone X, or an Area of Minimal Flood Hazard, (*FEMA Map #33015C0677D; September 25, 2009*).

SUBJECT AND ABUTTER MAPS

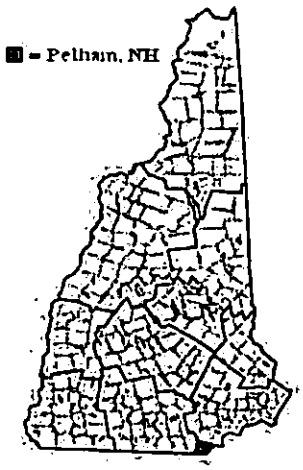


Town of Pelham Tax Map 29



Aerial View – UNH Granitview GIS

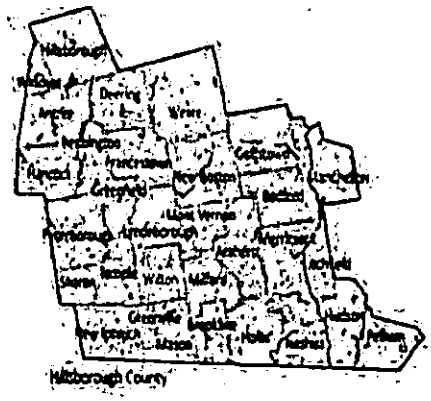
Neighborhood



The Town of Pelham is located in Hillsborough County, New Hampshire . approximately 27 miles southeast of Manchester, 2.5 miles north of the Massachusetts border and 34 miles northwest of Boston, MA. The population as of 2017 was 13,681 residents. Pelham consists of 26.2-square miles of land area and 0.5-square miles of inland water and has a population density of 520.6 persons per square mile. The area is served by NH 38, NH111A, NH 128 and Interstate-93 (six-miles. The Manchester-Boston Regional Airport is 25 miles northeast of Pelham.

According to the July 2019 report from the Economic & Labor Market Information Bureau, 16.3% of Pelham residents work within the community, 33.1% commute to another NH community and 50.6% commute out-of-state (*Economic & Labor Market Information Bureau*). With over 50% of its residents commuting out-of-state for employment, Pelham benefits from its close commuting distance to Massachusetts. The absence of a sales tax in New Hampshire attracts many out-of-state residents for service and retail purchases.

The subject property's neighborhood consists predominantly of residential and retail developments. There are 4,866 total housing units in Pelham, 4,280 single-family units, 335 two-to-four unit structures, 233 five or more unit structures and 18 mobile homes and other housing units.



The subject property is located 1,500±-feet southeast of NH RT 111A and 0.3± miles northwest of NH 38. Traffic counts on Old Bridge Road, o.4 miles south of the subject from 2019 show an average of 7,268 vehicles per day. Publically available utilities in Pelham include electricity, water and communications available at the street. A private septic system and private propane are required.

Town of Pelham Property Valuations and Assessor Data

The 2019 Property Tax Rate in the Town of Pelham was set at $19.40 per thousand dollars of property valuation, a decrease of $2.06 or 10% from $21.46 in 2019. The Median Assessment Ratio for was 0.82 in 2018 and 0.97 in 2019. The percent of locally assessed property by type in 2017 was, 91.1% Residential Land and Building, 6.4% Commercial Land and Buildings and 2.7% Public Utilities, Current Use and Other.

The last full revaluation in Pelham was conducted in 2016. For perspective on the broader real estate market in Pelham, in 2016, the median sale price for a single family home was $388,000 and $300,000 for a condominium unit. By comparison, the median sale price for a single-family in 2019 is $425,000 and the median sale price for a condominium is $379,000. Since 2016, the median sales price in the overall Pelham real estate market has risen 10% for single family and 26% for condominium units.

The overall increase in property valuation for the Town of Pelham in 2019 is estimated at $212,965,514 or a 12% increase from 2018's total valuation.

Land Sales

With only 6.4% of properties in Pelham classified as Commercial Land and Buildings, there were an insufficient number of sales in the town of Pelham to extract reliable data from. Therefore, a sales history of Hillsborough and surrounding counties was necessary.

Median sales prices of vacant commercial land between 2017 and 2019 in Hillsborough County increased by approximately 4.5%, with sales below listing price decreasing by 8.0%. Median sales prices of vacant commercial land between 2017 and 2019 in neighboring Rockingham County increased by approximately 6.5% with sales below listing price decreasing by 10.0%, (*New England Commercial Property Exchange and New England Real Estate Network*).

According to data from the New England Commercial Real Estate Exchange and the New England Real Estate Network, the median increase in commercial land sale prices between 2017 and 2019 in Rockingham and Merrimack Counties was 5.5%. A market adjustment of 5.5% per year, or 0.46% per month was used for market appreciation.

Zoning

Mixed-Use Zoning Overlay District (MUZD): The abutter is located in the Mixed-Use Zoning Overlay District, the provisions of the Mixed-Use Zoning Overlay District are (*Article IV, Town of Pelham Zoning Ordinance)*:

> "To allow by conditional use permit a mix of business and residential uses within the same building or on the same parcel of land. The district is intended to accommodate a physical pattern of pedestrian-friendly, mixed-use development that is traditionally found in neighborhoods within town centers throughout New England.",

307-25-1 Purpose (Spirit and Intent):

1) Allow the traditional mix of residential, business, governmental and institutional uses within the district.
2) Accommodate retail, service, and other business uses on the ground floor and residential units above or adjacent to the non-residential space.
3) Promote Pelham Center as a vibrant community gathering place.
4) Implement sidewalks or pathways to provide for pedestrian access, connectivity and safety.
5) Provide increased and more varied housing types and business opportunities.

307-25-3 Permitted Uses – Mixed-Use Zoning Overlay District:

- Single, Duplex or Multi-Family
- Accessory Dwellings
- Bed and Breakfast
- Assisted Living or Group Home
- Professional Offices
- Book stores
- Artist Live/Work/Gallery space
- Research and Development
- Artisan/Craft/Antique/Consignment
- Educational Facilities
- Museums
- Child Care Facilities
- Medical Offices
- Parks
- Veterinarians' Offices
- Bakeries
- Financial Services
- Churches
- Civic Institutions
- Family Entertainment
- Retail (under 10K sq. ft.)
- Parking
- Health/Fitness Clubs
- Spas
- Banks/Stand-alone ATM's
- Banquet/function halls
- Farm stands
- Restaurants
- Lodges/clubs
- Existing accessory dwelling units within the MUZD may be used as market rentals without limitation to family members or caregivers, subject to demonstration of septic capacity necessary to support increased use.

307-25-6 Town of Pelham Setback Requirements:

Minimum lot size is 43,560-square feet for a single-family residence. The minimum road frontage is 200-feet. The front building setback for new structures shall be a minimum of thirty (30) feet, to provide adequate room for sidewalks and planting strips along Town roads which are mandatory in the MUZD. Side and rear setbacks shall be a minimum f fifteen (15) feet, except when property abuts R-zoned property, in which case the minimum setbacks required in the district shall be the same as required for a residential use within the abutting R-zoned lot.

Zoning Conclusion: The abutting property in the As-Is scenario has 1.10± acres (47,916±square feet) and therefore conforms to the dimensional requirements set forth in the Town of Pelham Zoning Ordinance for a minimum of 43,560 (1-acre) square feet. In the As-Assembled scenario, the lot size would be 1.16±-acres (50,530±-square feet) which would satisfy the dimensional requirements.

About the Valuation

Scope of Work

To do this assignment, I inspected the exterior of the property. I examined town and county property records including assessment data and taxes, zoning regulations, USDA Web Soil Survey data, FEMA flood zone data and reviewed available plans and deeds. I consulted with the Town of Pelham's Assessing Department and Town Clerk/Tax Collector and formed an opinion of the site's highest and best use based on legal, physical, and neighborhood land use characteristics.

I compiled comparable sales data[3], verified and analyzed the data, estimated the value of the subject, and prepared this appraisal report to summarize and convey my findings, the market data, and the analyses used. I prepared this appraisal report in compliance with USPAP Standards Rule #2-2(a) governing appraisal reports. Economically, development of the subject site would be cost prohibitive due to its size and shape.

Highest and Best Use - Abutter

Highest and Best Use "*As-Is*":

The abutting property at 57 Old Bridge Road consists of 1.10± acres which includes the 5,227± square feet gained from the old ROW located in the Mixed-Use Zoning District.

There are legally permissible uses permitted by the Town of Pelham Zoning Ordinance which would be physically possible and financially feasible to construct such as residential, professional offices, child care, medical offices, veterinarian offices, financial services, spas, family entertainment and retail establishments. Given the mix of residential, service, retail and office space in the immediate area, and the legally permitted uses allowed, mixed-use development would be maximally productive.

Given the economic trends and uses permitted by zoning, its highest and best use "As-Is" would be its current use as professional office space in the Mixed-Use Zoning District.

Highest and Best Use "After Assemblage":

The abutting property as-assembled at 57 Old Bridge Road consists of 1.16± acres which includes the 5,227± square feet gained from the old ROW located in the Mixed-Use Zoning District. Of the uses that are legally permissibly, physically possible, financially feasible and maximally productive, the highest & best use as-assembled would be its current use as professional office space in the Mixed-Use Zoning District.

[3] Property data was collected and compiled from several sources, including the town of Pelham, and surrounding towns, Rockingham County Registry of Deeds, New England Commercial Property Exchange (MLS), and local real estate professionals.

Land Valuation & Potential Approaches to Value

I performed an extensive search for commercial or similarly zoned vacant lot sales in Hillsborough, Merrimack and Rockingham Counties. Both the Cost Approach and the Income Approach to value were given consideration for this assignment. Of the three methods of valuation, I have relied on the sales comparison approach exclusively. The other methods of valuation would not produce as reliable results given the nature of the subject, the nature of this assignment, or the market data available.

The three comparable properties shown in the following grid were the most comparable sales known to me. The description includes dollar and percent adjustments, reflecting market reaction to those items of significant variation between the subject and comparable properties. If a significant item in the comparable property is superior to, or more favorable than, the subject site, a negative (-) adjustment is made, thus reducing the indicated value for the subject; if a significant item in the comparable property is inferior to, or less favorable than, the subject site, a positive (+) adjustment is made, thus increasing the indicated value for the subject.

It is important to note that as of the effective date of this report, the novel coronavirus 2019 (COVID 19) pandemic was already beginning to impact the US economy due to market uncertainty, most States issuing stay-at-home orders and many businesses closing down. While the full effect of the pandemic on real estate values is unknown, it is reasonable to assume that current restrictions on market activity due to the virus extend marketing times. There is currently insufficient data to determine the extent of the pandemic's disruption to the real estate market or if there will be a long-term shift in supply and demand resulting in a change in market values.

SALES GRID ABUTTER AS-IS

Abutting Property	Comparable Sale 1		Comparable Sale 2		Comparable Sale 3	
57 Old Bridge Road	81 Rte. 125 (1 West Shore Park)		47A Roulston Road		7 Martins Ferry Road	
Pelham	Kingston		Windham		Hooksett	
Wells Fargo Bank, N/A	Richard P. Early		Andrew & Nancy Costa		Joyland Associates, LLC	
Nathan G. Boutwell	JNJ Development 81 Rt 125 LLC		Paul R. Taylor		Simon Development, LLC	
	5992/274 RCRD		5900/143 RCRD		3662/2633 MCRD	
		$ 300,000		$ 175,000		$ 120,000
	Fee Simple	0	Fee Simple	0	Fee Simple	0
	$225,000 Mortgage	0	Cash	0	$125,000 Mortgage	0
	Arm's Length	0	Arm's Length	0	Arm's Length	0
	None	0	None	0	None	0
	4/12/2019	6.03%	2/22/2018	12.33%	1/15/2020	1.84%
	13.1 months	$ 18,090	26.8 months	$ 21,360	4.0 months	$ 2,208
		$ 318,090		$ 196,360		$ 122,208
		$ 123,770		$ 91,757		$ 91,200
Inspection, Registry of Deeds, State NH	Registry of Deed, Broker, Assessor		Registry of Deeds, Broker, Assessor		Registry of Deeds, Broker, Assessor	
DESCRIPTION	DESCRIPTION	ADJUSTMENTS	DESCRIPTION	ADJUSTMENTS	DESCRIPTION	ADJUSTMENTS
1.10 acres	2.57	-30%	2.14	-30%	1.34	0%
Good	Good	0%	Inferior	-15%	Good	0%
250'±	709±	-10%	395±	-5%	178±	0%
MUZD	Commercial-3	0%	Business-Commercial	0%	Performance Zone	0%
Municipal Water & Sewer	Well & Septic	5%	Well & Septic	5%	Municipall	0%
Level, clear	Rolling/Part Cleared	0%	Seasonal Pond	-10%	Rolling/Part Cleared	0%
		-35%		-5%		0%
INDICATED VALUE OF SUBJECT		$ 88,496		$ 95,886		$ 100,320
PRICE PER ACRE		$ 80,451		$ 87,169		$ 91,200

LOW: $80,451/ac MEAN: $86,273/ac HIGH: $91,200/ac

Sale 1 sold on April 12, 2019 for $300,000 after 636 days on the market. According to data from the New England Commercial Real Estate Exchange and the New England Real Estate Network, the median increase in commercial land sale prices between 2017 and 2019 in Rockingham and Merrimack Counties was 5.5%. A market adjustment of 5.5% per year, or 0.46% per month was used for market appreciation. Sale 1 was adjusted upward 6.03% ($18,090) for market appreciation.

In comparing the adjusted sales price per acre of Sale 1 with Sale 3, I calculated a price per acre of $26,480; ($123,770 - $91,200 = $32,570for a difference of 1.23 acres; $32,570 ÷ 1.23 acres = $26,480 per acre). The adjustment for lot size for Sale 1 was calculated to be -30%; (1.47-acre difference x $26,480= $38,925 ÷ $123,770 = 31% rounded to -30%). Sale 1 is exposed to 11,000 cars per day, whereas the subject is exposed to 6,000 cars per day. However, exposure to Sale 1 is limited due to its location on the corner of NH Route 28 and Roulston Road, therefore, the location for Sale 1 is considered good and no adjustment was necessary for Location/Visibility.

A -10% adjustment was applied to the additional 459± feet of road frontage based on my comparison of market data from the NEREN MLS and NECRE MLS. According to information from local brokers, municipal water hookups range from $8,000 to $15,000; therefore, an adjustment of 5% was applies to Utilities for the lack of municipal water and sewer.

The net total percent adjustment for Sale 1 was -35%. The indicated value of the subject is $88,496. The indicated price per acre of Sale 1 is $80,451.

Sale 2 sold on February 22, 2018 for $175,000 after 844 days on the market. According to data from the New England Commercial Real Estate Exchange and the New England Real Estate Network, the median increase in commercial land sale prices between 2017 and 2019 in Rockingham and Merrimack Counties was 5.5%. A market adjustment of 5.5% per year, or 0.46% per month was used for market appreciation. Sale 2 was adjusted upward 12.33% ($21,360) for market appreciation.

In comparing the adjusted sales price per acre of Sale 1 with Sale 3, I calculated a price per acre of $26,480; ($123,770 - $91,200 = $32,570for a difference of 1.23 acres; $32,570 ÷ 1.23 acres = $26,480 per acre). The adjustment for lot size for Sale 2 was calculated to be -30%; (1.04-acre difference x $26,480= $27,539 ÷ $91,757 = 30%). The inferior location and visibility of Sale 2 being located slightly off of NH 28 on Roulston Road was adjusted by 15% based on my interpretation of the market data available on the NEREN MLS and NECRE MLS.

A -5% adjustment was applied to the additional 145± feet of road frontage based on my comparison of market data from the NEREN MLS and NECRE MLS. According to information from local brokers, municipal water hookups range from $8,000 to $15,000; therefore, an adjustment of 5% was applies to Utilities for the lack of municipal water and sewer. The seasonal pond/wetlands present at Sale 2 are adjusted for 10%.

The net total percent adjustment for Sale 2 was -5%. The indicated value of the subject is $95,886. The indicated price per acre of Sale 2 is $87,169.

Sale 3sold on January 15, 2020 for $120,000 after 544 days on the market. According to data from the New England Commercial Real Estate Exchange and the New England Real Estate Network, the median increase in commercial land sale prices between 2017 and 2019 in Rockingham and Merrimack Counties was 5.5%. A market adjustment of 5.5% per year, or 0.46% per month was used for market appreciation. Sale 3 was adjusted upward 1.84% ($2,208) for market appreciation.

Sale 3 is most similar to the subject in lot size and therefore did not require a lot size adjustment. Sale 3's location is considered good due to its proximity to the McDonald's on the corner of NH Route 3 and Martin's Ferry Road, which shares its western lot line with Sale 3. Traffic accessing McDonalds from Martin's Ferry Road is not represented in the traffic count from NH 28 near this location. Therefore, no adjustment was necessary for the location of location. Sale 3 is most similar to the subject in road frontage and therefore did not require a road frontage adjustment.

The net total percent adjustment for Sale 3 was 0%. The indicated value of the subject is $100,320 The indicated price per acre of Sale 3 is $91,200.

Reconciliation and Conclusion for Abutting Site – As Is

The adjusted sales indicate a range from $80,451/ac to $91,200/ac with a mean of $86,273/ac. The abutting site warrants a value opinion between these indicators. Each of the sales provides a meaningful indication of value for the abutting site after adjustments. Sale 3 is the most similar to the subject; Sale 3 also has no net adjustments. Sale 2 has the next lowest net percent adjustment at -5% and Sale 1 has the highest percent adjustment at -35%. Therefore, Sale 3 has been given the most weight; Sale 1 and Sale 2 are considered supportive.

The most weight has been given to Sale 3, with Sale 1 and Sale 2 given consideration as supportive resulting in a price per acre conclusion of **$86,000** per acre.

Based on the foregoing, I estimate the market value of the abutting site "As Is" as of July 1, 2020 to be $94,500 calculated as follows:

$86,000 per acre X 1.10±-acres = $94,600

Rounded: = $94,500

Land Sales Analysis

I have relied on the sales comparison approach exclusively. The other methods of valuation would not produce as reliable results given the nature of the subject, the nature of this assignment, or the market data available.

The three comparable properties shown in the following grid were the most comparable sales known to me. The description includes a dollar adjustment, reflecting market reaction to those items of significant variation between the subject and comparable properties. If a significant item in the comparable property is superior to, or more favorable than, the subject site, a negative (-) adjustment is made, thus reducing the indicated value for the subject; if a significant item in the comparable property is inferior to, or less favorable than, the subject site, a positive (+) adjustment is made, thus increasing the indicated value for the subject. One condition of the sale is "*the buyer will have a Right of Way Adjustment Survey prepared by a licensed land surveyor, which will describe the parcel being sold*".

SALES GRID ABUTTER AS-ASSEMBLED

Abutting Property	Comparable Sale 1		Comparable Sale 2		Comparable Sale 3	
57 Old Bridge Road	81 Rte. 125 (1 West Shore Park)		47A Roulston Road		7 Martins Ferry Road	
Pelham	Kingston		Windham		Hooksett	
Wells Fargo Bank, N/A	Richard P. Early		Andrew & Nancy Costa		Joyland Associates, LLC	
Nathan G. Boutwell	JNJ Development 81 Rt 125 LLC		Paul R. Taylor		Sirron Development, LLC	
	5992/274 RCRD		5900/143 RCRD		3662/2633 MCRD	
		$ 300,000		$ 175,000		$ 120,000
	Fee Simple	0	Fee Simple	0	Fee Simple	0
	$225,000 Mortgage	0	Cash	0	$125,000 Mortgage	0
	Arm's Length	0	Arm's Length	0	Arm's Length	0
	None	0	None	0	None	0
	4/12/2019	6.03%	2/22/2018	12.33%	1/15/2020	1.84%
	13.1 months	$ 18,090	26.8 months	$ 21,360	4.0 months	$ 2,208
		$ 318,090		$ 196,360		$ 122,208
		$ 123,770		$ 91,757		$ 91,200
Inspection, Registry of Deeds, State NH	Registry of Deed, Broker, Assessor		Registry of Deeds, Broker, Assessor		Registry of Deeds, Broker, Assessor	
DESCRIPTION	DESCRIPTION	ADJUSTMENTS	DESCRIPTION	ADJUSTMENTS	DESCRIPTION	ADJUSTMENTS
1.16 acres	2.57	-30%	2.14	-30%	1.34	0%
Good	Good	0%	Inferior	15%	Good	0%
250'	709±	-10%	395±	-5%	178±	0%
MUZD	Commercial-3	0%	Business-Commercial	0%	Performance Zone	0%
Municipal Water & Sewer	Well & Septic	5%	Well & Septic	5%	Municipall	0%
Required	Not Needed	-2%	Not Needed	-3%	Not Needed	-3%
Level, clear	Rolling/Part Cleared	0%	Seasonal Pond	10%	Rolling/Part Cleared	0%
		-37%		-8%		-3%
		$ 90,451		$ 97,923		$ 102,618
		$ 77,975		$ 84,416		$ 88,464

LOW: $77,975/ac MEAN: $83,618/ac HIGH: $88,464/ac

Sale 1 sold on April 12, 2019 for $300,000 after 636 days on the market. According to data from the New England Commercial Real Estate Exchange and the New England Real Estate Network, the median increase in commercial land sale prices between 2017 and 2019 in Rockingham and Merrimack Counties was 5.5%. A market adjustment of 5.5% per year, or 0.46% per month was used for market appreciation. Sale 1 was adjusted upward 6.03% ($18,090) for market appreciation.

In comparing the adjusted sales price per acre of Sale 1 with Sale 3, I calculated a price per acre of $26,480; ($123,770 - $91,200 = $32,570for a difference of 1.23 acres; $32,570 ÷ 1.23 acres = $26,480 per acre). The adjustment for lot size for Sale 1 was calculated to be -30%; (1.41-acre difference x $26,480= $37,337 ÷ $123,770 = 30%. Sale 1 is exposed to 11,000 cars per day, whereas the subject is exposed to 6,000 cars per day. However, exposure to Sale 1 is limited due to its location on the corner of NH Route 28 and Roulston Road, therefore, the location for Sale 1 is considered good and no adjustment was necessary for Location/Visibility.

A -10% adjustment was applied to the additional 459± feet of road frontage based on my comparison of market data from the NEREN MLS and NECRE MLS. According to information from local brokers, municipal water hookups range from $8,000 to $15,000; therefore, an adjustment of 5% was applies to Utilities for the lack of municipal water

and sewer. Research indicates a cost of approximately $2,500 for a survey; it is my opinion that a -2% adjustment is warranted for the cost of a survey for Sale 1.

The net total percent adjustment for Sale 1 was -37%. The indicated value of the subject is $90,451. The indicated price per acre of Sale 1 is $77,975.

Sale 2 sold on February 22, 2018 for $175,000 after 844 days on the market. According to data from the New England Commercial Real Estate Exchange and the New England Real Estate Network, the median increase in commercial land sale prices between 2017 and 2019 in Rockingham and Merrimack Counties was 5.5%. A market adjustment of 5.5% per year, or 0.46% per month was used for market appreciation. Sale 2 was adjusted upward 12.33% ($21,360) for market appreciation.

In comparing the adjusted sales price per acre of Sale 1 with Sale 3, I calculated a price per acre of $26,480; ($123,770 - $91,200 = $32,570for a difference of 1.23 acres; $32,570 ÷ 1.23 acres = $26,480 per acre). The adjustment for lot size for Sale 2 was calculated to be -30%; (0.98-acre difference x $26,480= $25,950 ÷ $91,757 = 28% rounded to 30%). The inferior location and visibility of Sale 2 being located slightly off of NH 28 on Roulston Road was adjusted by 15% based on my interpretation of the market data available on the NEREN MLS and NECRE MLS.

A -5% adjustment was applied to the additional 145± feet of road frontage based on my comparison of market data from the NEREN MLS and NECRE MLS. According to information from local brokers, municipal water hookups range from $8,000 to $15,000; therefore, an adjustment of 5% was applies to Utilities for the lack of municipal water and sewer. Research indicates a cost of approximately $2,500 for a survey; it is my opinion that a -3% adjustment is warranted for the cost of a survey for Sale 2. The seasonal pond/wetlands present at Sale 2 are adjusted for 10%.

The net total percent adjustment for Sale 2 was -8%. The indicated value of the subject is $97,923. The indicated price per acre of Sale 2 is $84,416.

Sale 3sold on January 15, 2020 for $120,000 after 544 days on the market. According to data from the New England Commercial Real Estate Exchange and the New England Real Estate Network, the median increase in commercial land sale prices between 2017 and 2019 in Rockingham and Merrimack Counties was 5.5%. A market adjustment of 5.5% per year, or 0.46% per month was used for market appreciation. Sale 3 was adjusted upward 1.84% ($2,208) for market appreciation.

Sale 3 is most similar to the subject in lot size and therefore did not require a lot size adjustment. Sale 3's location is considered good due to its proximity to the McDonald's on the corner of NH Route 3 and Martin's Ferry Road, which shares its western lot line with Sale 3. Traffic accessing McDonalds from Martin's Ferry Road is not represented in the traffic count from NH 28 near this location. Therefore, no adjustment was necessary for the location of location. Sale 3 is most similar to the subject in road frontage and therefore did not require a road frontage adjustment. Research indicates a cost of approximately $2,500 for a survey; it is my opinion that a -3% adjustment is warranted for the cost of a survey for Sale 3.

The net total percent adjustment for Sale 3 was -3%. The indicated value of the subject is $102,618 The indicated price per acre of Sale 3 is $88,464.

Reconciliation and Conclusion for Abutting Site – As Assembled

The abutting property after assemblage with the subject will consist of 1.16-acres. The three commercial land sales used are considered the best available comparable sales. The abutting site remains in the same general size range of the sales; however, an adjustment was made to recognize the market value of the increased size. The assemblage brings the abutting site closer to the comparable sales in size.

The adjusted sales indicate a range from $77,975/ac to $88,464/ac with a mean of $83,618/ac. The abutting site warrants a value opinion between these indicators. Each of the sales provides a meaningful indication of value for the abutting site after adjustments. Sale 3 is the most similar to the subject; Sale 3 also has the lowest percent net adjustment at-3%. Sale 2 has the next lowest net percent adjustment at -8% and Sale 1 has the highest percent adjustment at -37%. Therefore, Sale 3 has been given the most weight; Sale 1 and Sale 2 are considered supportive. However, the price per acre estimate should be tempered due to the fact that the additional land acquired contains a drainage system and will likely have future easements to maintain the drainage system.

The most weight has been given to Sale 3, with Sale 1 and Sale 2 given consideration as supportive resulting in a price per acre conclusion of **$83,000** per acre.

Based on the foregoing, I estimate the market value of the abutting site "As Is" as of July 1, 2020 to be $96,000 calculated as follows:

$83,000 per acre X 1.16±-acres = $96,280

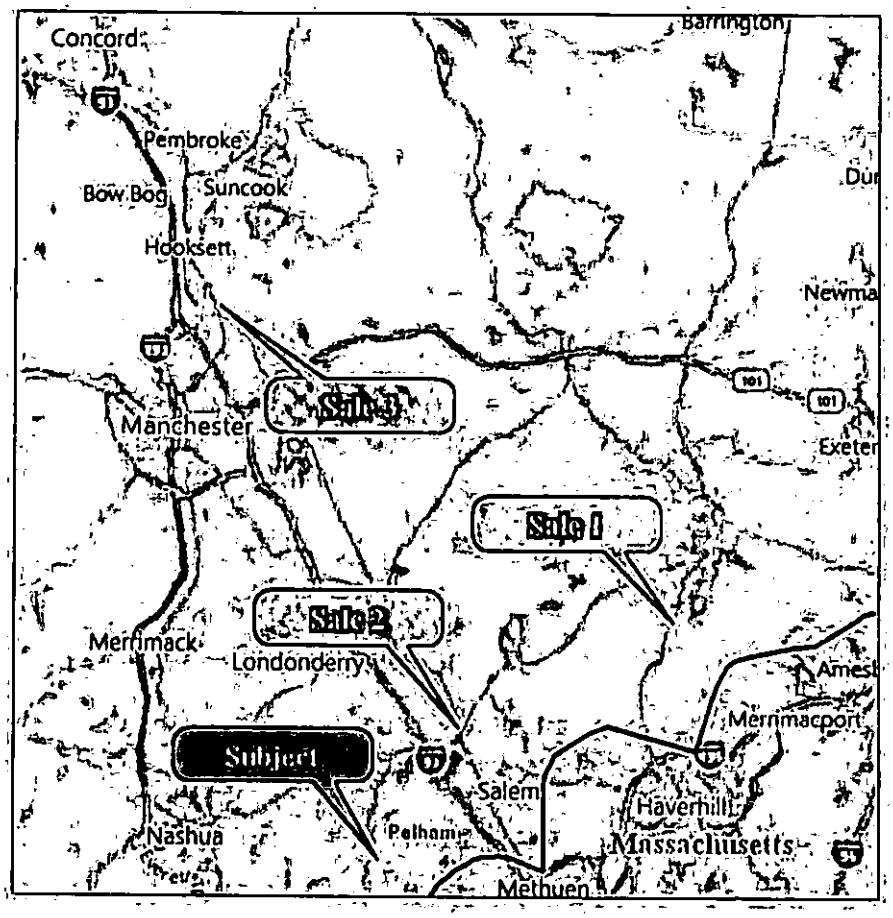
Rounded: = $96,000

Contributory Value of the Subject Property

The contributory value of the subject property is the difference between the difference between the "As Is" value of the abutting property and the "As Assembled" value, calculated as follows:

Abutting Property "As Assembled"	$96,000
Less: Abutting Property "As Is"	$94,500
Contributory Value of Subject Property	**$1,500**

COMPARABLE SALES MAP



Comparable Sales

Subject	57 Old Bridge Road, Pelham
Sale 1	81 NH RT 125 (1 West Shore Park), Kingston
Sale 2	47A Roulston Road, Windham
Sale 3	7 Martins Ferry Road, Hookset

Comparable Sale 1

81 NH Route 125 (1 West Shore Park), Kingston

Parcel ID:	Tax Map R-9, Lot 20-2
Land Size:	2.57± acres
Road Frontage:	709± feet
Zoning:	Commercial-3

Asking Price:	$300,000
Sales Price:	$300,000
Sales Date:	04/12/2019
DOM:	636

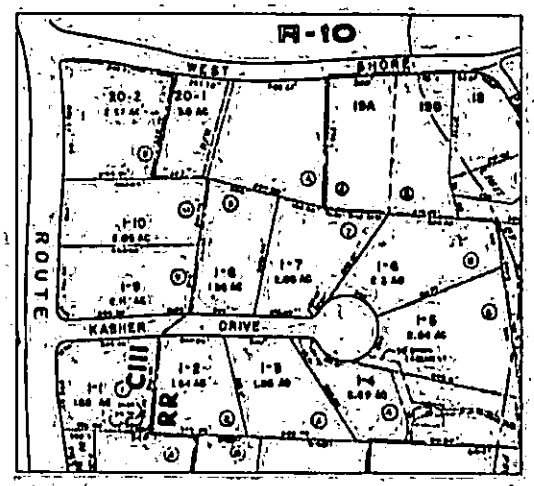
Condition of Sale:	Arm's Length
Confirmation:	RCRD
	NECRE ID# 2296368

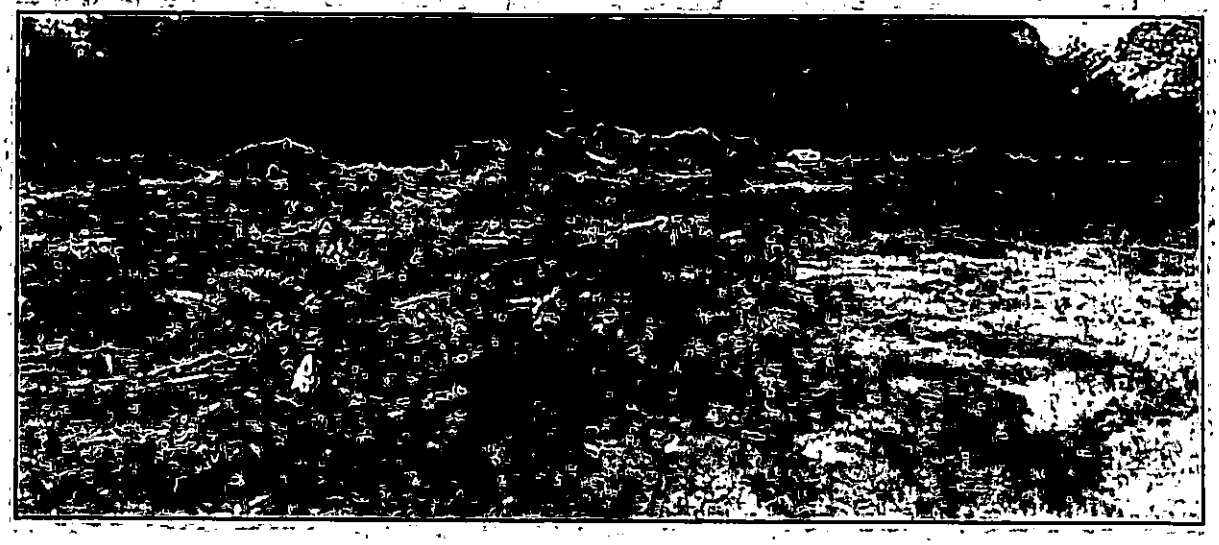
Tax Stamps:	$4,500.00
Financing:	Cash/Mortgage $225,000
Rights:	Fee Simple
2019 Assessment:	$122,800

Grantor:	Richard P. Early
Grantee:	JNJ Development 81 Rt. 125, LLC
Book/Page:	5992/274 RCRD

Lot Shape:	Square
Lot Description:	Rolling, mostly cleared

Available Utilities:	Electric at road; well & septic required Communication utilities at road
Easements:	A search of RCRD found no easements





Comparable Sale 2

47A Roulston Road, Windham

Parcel ID:	Tax Map 8, Lot C-101
Land Size:	2.14± acres
Road Frontage:	395± feet
Zoning:	CDA – Business Commercial District A

Asking Price:	$199,000
Sales Price:	$175,000
Sales Date:	02/22/2018
DOM:	844

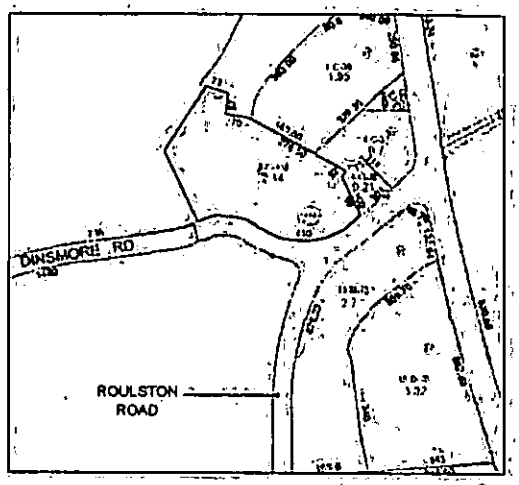
Condition of Sale:	Arm's-length
Confirmation:	MCRD, NECRE

Tax Stamps:	$2,625.00
Financing:	Cash
Rights:	Fee Simple
2019 Assessment:	Unknown

Grantor:	Andrew & Nancy Costa
Grantee:	Paul R. Taylor
Book/Page:	5900/143 RCRD

Lot Shape:	Irregular
Lot Description:	Rolling uphill from road; road frontage partially wooded, small wetland

Available Utilities:	Electric at road; well & septic needed; communication utilities at road
Easements:	A search of RCRD found no easements



Comparable Sale 3

7 Martins Ferry Road, Hookset

Parcel ID:	Tax Map 30, Block 24
Land Size:	1.30± acres
Road Frontage:	177.50± feet
Zoning:	PZ – Performance Zone

Asking Price:	$135,000
Sales Price:	$120,000
Sales Date:	1/15/2020
DOM:	540

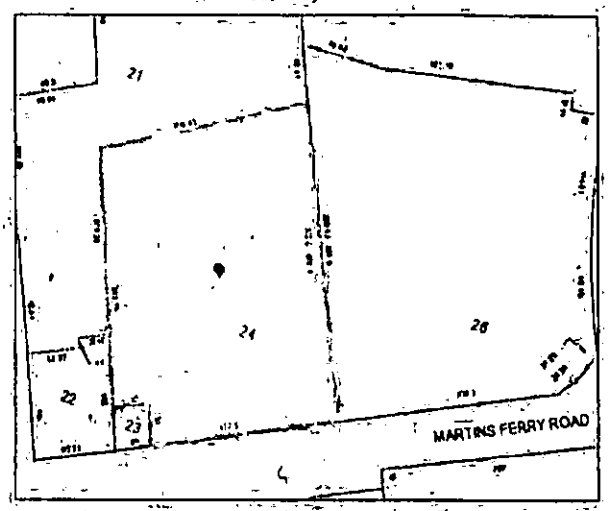
Condition of Sale:	Arm's-length; no financial concessions
Confirmation:	NEREN and MCRD

Tax Stamps:	$1,800
Financing:	Mortgage $125,000 3662/2635 MCRD
Rights:	Fee Simple
2019 Assessment:	$201,900

Grantor:	Joyland Associates, LLC
Grantee:	Sirron Development, LLC
Book/Page:	3662/2633 MCRD

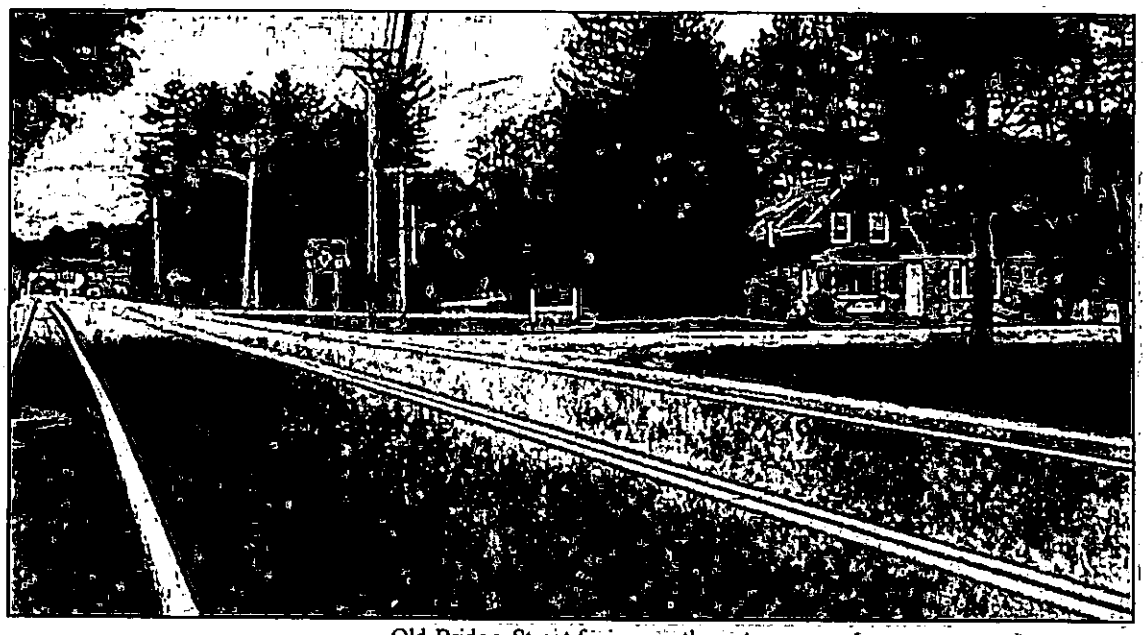
Lot Shape:	Rectangular
Lot Description:	Rolling; partially cleared; partially wooded

Available Utilities:	Electric at road; municipal water sewer; communication utilities
Easements:	A search of MCRD found no easements



Subject Property Photographs

Taken by Christopher Fonda, June 4, 2020

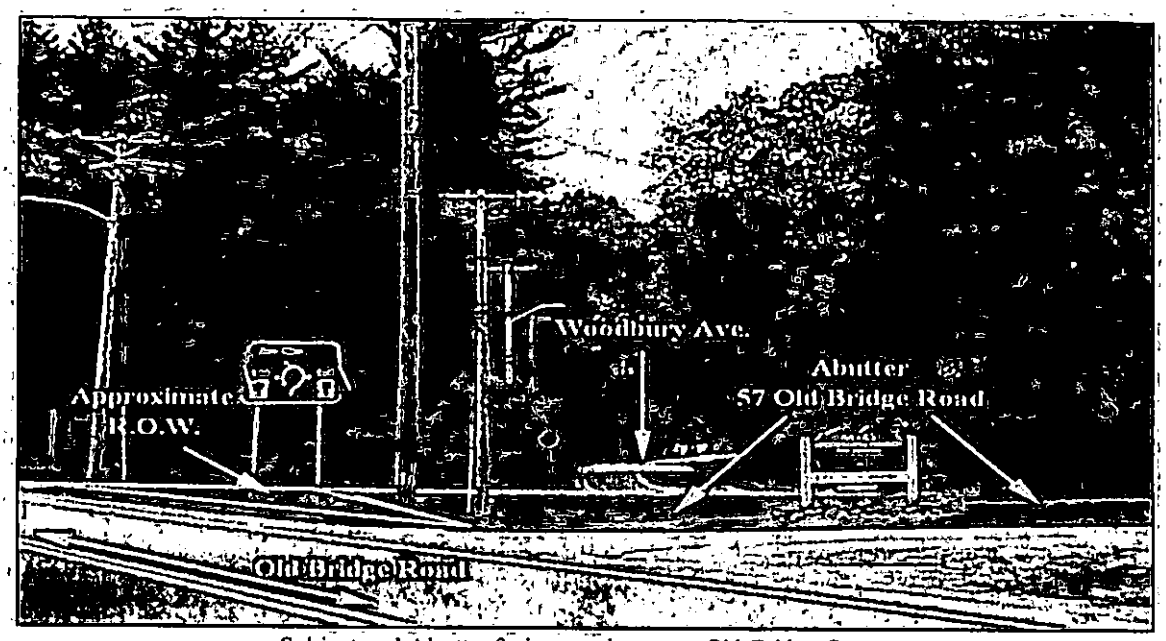


Old Bridge Street facing northwest

Old Bridge Street facing southeast

Subject Property Photographs

Taken by Christopher Fonda, June 4, 2020

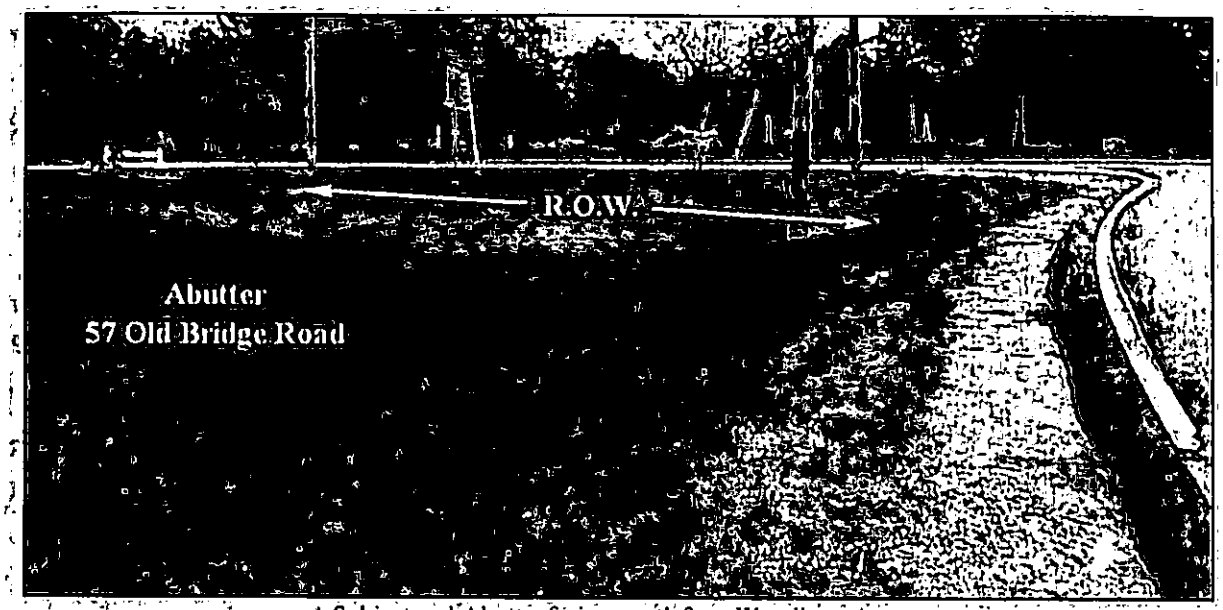


Subject and Abutter facing northwest on Old Bridge Street

Subject and Abutter facing south from Woodbury Avenue

Subject Property Photographs

Taken by Christopher Fonda, June 4, 2020



Subject and Abutter facing south from Woodbury Ave.

Appraisal Certification

I certify that to the best of my 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 my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have not revealed the findings and results of this appraisal to anyone other than the proper officials of the Department of Transportation of the State of New Hampshire and I will not do so until so authorized by State officials, or until I am either required to do so by due process of law or until I am released of this obligation by having publicly testified as to such findings.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I have not appraised nor performed any services for the subject property in the past three years.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
- I have personally inspected the subject property.
- No one provided significant real property appraisal assistance to me.

Christopher Fonda	7/10/2020
Christopher Fonda	Date

Addenda

General Assumptions: For this report I have also assumed:

1. all maps, plans, and photographs I used are reliable and correct;
2. the legal interpretations and decisions of others are correct and valid;
3. the parcel area given to me has been properly calculated;
4. broker and assessor information is reliable and correct;
5. the abstracts of title and other legal information available are accurate;
6. there are no encumbrances or mortgages other than those reported in the abstracts;
7. information from all sources is reliable and correct unless otherwise stated;
8. there are no hidden or unapparent conditions on the property, in the subsoil (including hazardous waste or ground water contamination), or within any of the structures which would render the property more or less valuable.
9. all personal property is excluded; and
10. all non-compensable items are excluded.

Limiting Conditions: This report is bound by the following limiting conditions:

1. Sketches and photographs in this report are included to assist the reader in visualizing the property. I have not performed a survey of the property or any of the sales, and do not assume responsibility in these matters.
2. I assume no responsibility for any hidden or unapparent conditions on the property, in the subsoil (including hazardous waste or ground water contamination), or within any of the structures, or the engineering that may be required to discover or correct them.
3. Possession of this report (or a copy) does not carry with it the right of publication. It may not be used for any purpose other than by the party to whom it is addressed without the written consent of the State of New Hampshire and in any event only with the proper written qualification and only in its entirety. Neither all nor any part of the contents (or copy) shall be conveyed to the public through advertising, public relations, news, sales, or any other media without written consent and approval of the State of New Hampshire.
4. Acceptance and / or use of this report constitutes acceptance of the foregoing underlying limiting conditions and underlying assumptions.

Legal Description

No Legal Description available.

APPRAISER QUALIFICATIONS

Business Address:

New Hampshire Department of Transportation
Right-of-Way Bureau
John O. Morton Building – Room 100
7 Hazen Drive
PO Box 483
Concord, NH 03302-0483
Telephone: (603) 271-6918
https://www.nh.gov/dot/org/projectdevelopment/rightofway/index.htm

Experience:

10/2017 : **New Hampshire Department of Transportation**
Right-of-Way Bureau
Concord, NH
Position: Right-of-Way Appraiser II

2014-2017: **La Paz County Assessor's Office**
Parker, AZ
Position: Appraiser II

2008-2014: **San Bernardino County Assessor's Office**
Big Bear Lake, CA
Position: Appraiser I

2006-2008: **Southern California Appraisers, Inc.**
Rancho Cucamonga, CA
Position: Residential Appraiser Trainee

Education:

1996 - **State University of New York at Brockport, Brockport, NY**
Bachelor of Science, *Biological Sciences*

2005 - **Allied Business School, Irvine, CA**
Real Estate Appraisal

2006 – **State of California Office of Real Estate Appraisers, Sacramento, CA**

California State Board of Equalization, County Assessed Property Division: Sacramento, CA

- Certified Property Tax Appraiser, 10/2008
- Appraising for Property Tax Purposes, 11/2008
- Residential Appraisal Procedures, 4/2009
- Taxable Possessory Interests, 11/2009
- Manufactured Homes and Parks, 7/2010
- Obsolescence for Personal Property and Fixtures, 1/2011
- Replacement Cost: Estimating of Residential Structures, 9/2012

State of Arizona, Department of Revenue
Phoenix, AZ

- Introduction to Arizona Property Tax, 2/2014
- Valuation Concepts, 2/2014
- Personal Property Valuation, Level I, 3/2014
- Land Valuation, 4/2014
- Personal Property Valuation, Level II & III, 5/2015
- Basic Ad Valorem Concepts, 6/2014

JMB Real Estate Academy, Inc.
Chelmsford, MA

- Basic Appraisal Principles, January 2018
- Basic Appraisal Procedures, January 2018
- Residential Sales Comparison and Income Approach, March 2018
- Residential Site Valuation and The Cost Approach, March 2018
- Uniform Standards of Professional Appraisal Practice (USPAP), May 2018
- Residential Market Analysis and Highest & Best Use, June 2018
- Residential report Writing and Case Studies, June 2018
- Advanced Residential Applications and Case Studies, September 2018
- Mastering Unique and Complex Properties, October 2018
- Statistics, Modeling and Finance, January 2019

International Right of Way Association (IRWA)
Irvine, CA / Concord, NH

- 225 – Social Ecology, May 2018
- 421 – The Valuation of Partial Acquisitions, September 2018

ABUTTER FORECLOSURE DEED 8728/1025

Doc# 5036653 Feb 17, 2015 11:45 AM
Book 8728 Page 1025 Page 1 of 3
Register of Deeds, Hillsborough County

C/H
1-4HTP
HN294431

FORECLOSURE DEED

Wells Fargo Bank, NA, a national association duly established under the laws of the United States and having a usual place of business at 3476 Stateview Blvd, Ft. Mill, SC 29715, holder of the following mortgage given by.

> Steven H. DiRocco, Jr. and Stephanie A. Martin to Mortgage Electronic Registration Systems, Inc. as nominee for Premier Mortgage Capital, Inc., dated April 24, 2009 and recorded with the Hillsborough County Registry of Deeds at Book 8083, Page 173

By power conferred by said Mortgage and the laws of the State of New Hampshire and in consideration of the sum of ONE HUNDRED FIFTEEN THOUSAND AND 00/100 ($115,000.00) DOLLARS grants to Nathan G. Boutwell of 107 Bridge Street, Pelham, NH 03076, that portion of the Premises conveyed by said Mortgage and described more particularly in Exhibit "A" attached hereto.

Property Address: 57 Old Bridge Street, Pelham, NH 03076

ABUTTER GRANT OF EASEMENT

Book 9155 Page 0255 Page 1 of 2 Register of Deeds, Hillsborough County

Return to:

#J56

GRANT OF EASEMENT

FOR CONSIDERATION PAID, JONATHAN BOLTWELL of 107 Bridge Street, Pelham, Hillsborough County, New Hampshire, his heirs, successors and assigns, hereby grants to GERALD R. LAURENT, his heirs, successors and assigns of 67 Old Bridge Street, Pelham, Hillsborough County, New Hampshire, an easement located on property of the Grantor located at 57 Bridge Street, Pelham, County of Hillsborough and State of New Hampshire. Said easement area is for the purpose of passing and repassing and ingress and egress to property of Grantee and for parking of Grantee's contractor and employee vehicles, and for plowing and storage of snow in the operation of his business.

Grantee will not store or park vehicles that leak fluids, and if any are discovered he shall remove them and remedy the leak area. No structures, fixtures or septic systems will be placed within the easement area by Grantor or Grantee.

The easement area is more particularly bounded and described as follows:

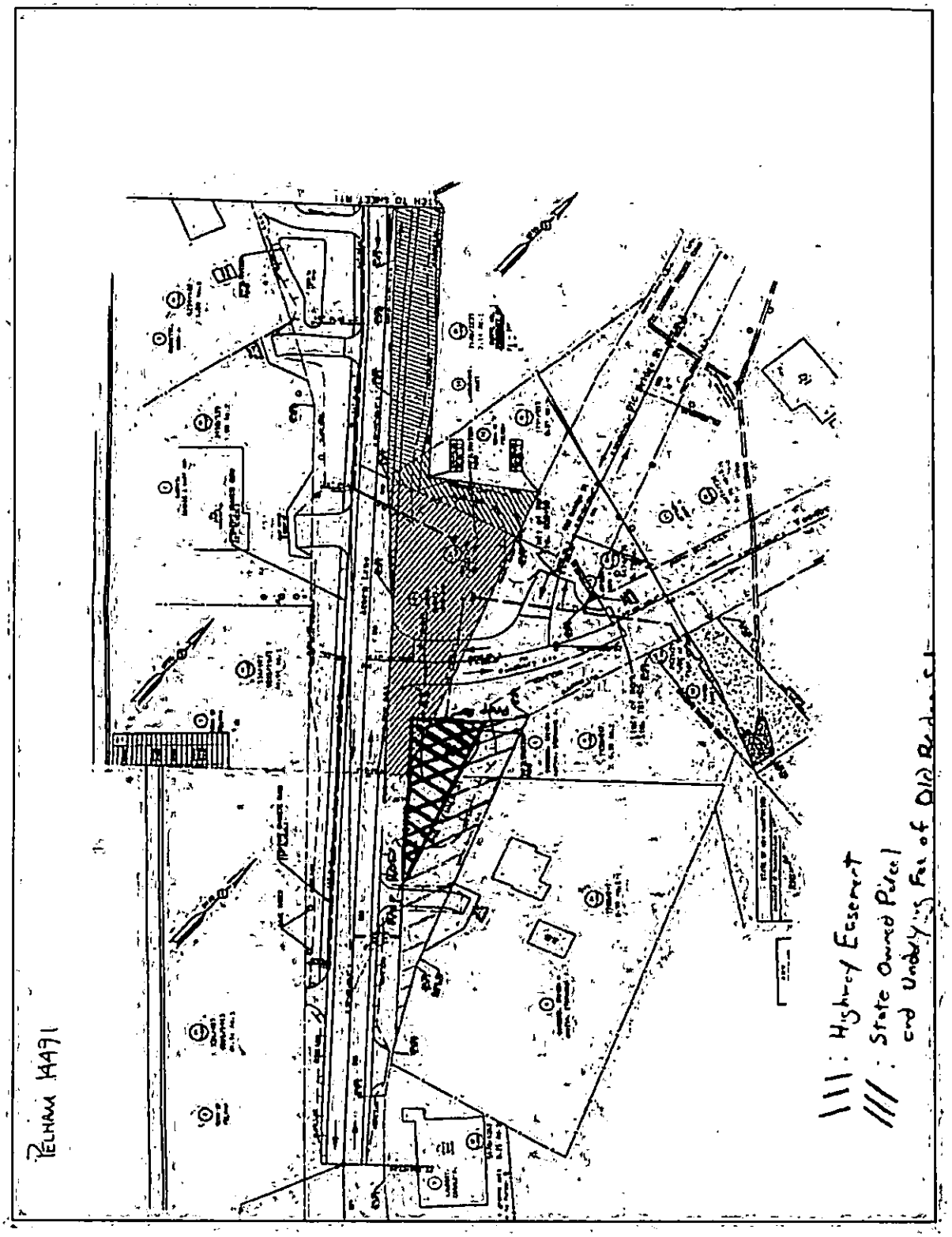
Beginning at a point on the northerly line of Old Bridge Street North as said point abuts the southwesterly corner of land of the grantee known as 57 Bridge Street North, Pelham, New Hampshire,
thence:

N 85° 53' 45" E a distance of 80.17 feet along the northerly line of property of the within grantee known as 67 Old Bridge Street North, Pelham, New Hampshire, to a point, thence;

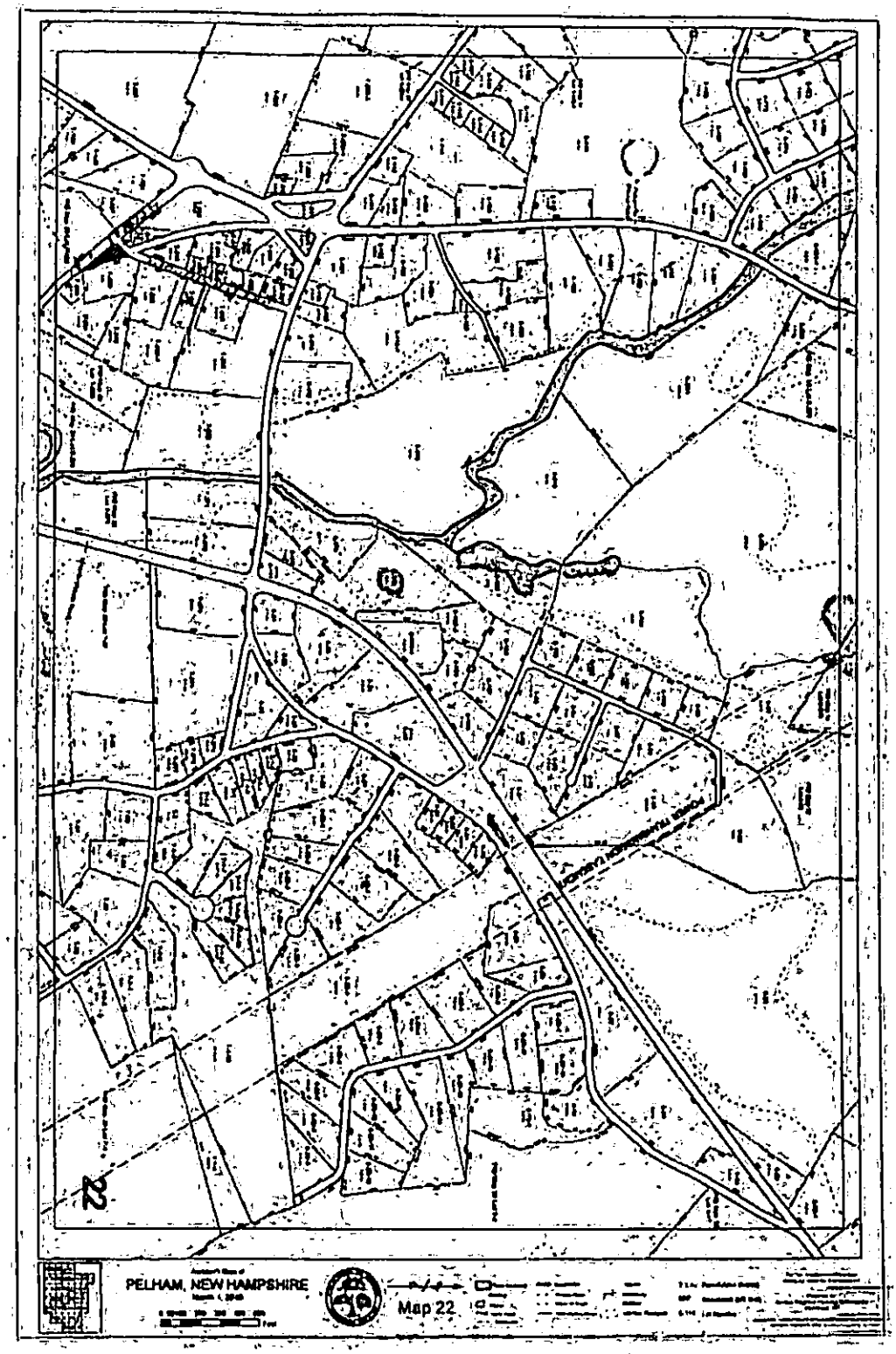
N 84° 57' 54" E a distance of 18.85 feet along the easterly line of property of the grantor, thence;

N 5° 17' 23" E a distance of 15.25 feet to a point, thence;
N 29° 32' 50" W a distance of 9.00 feet to a point, thence;

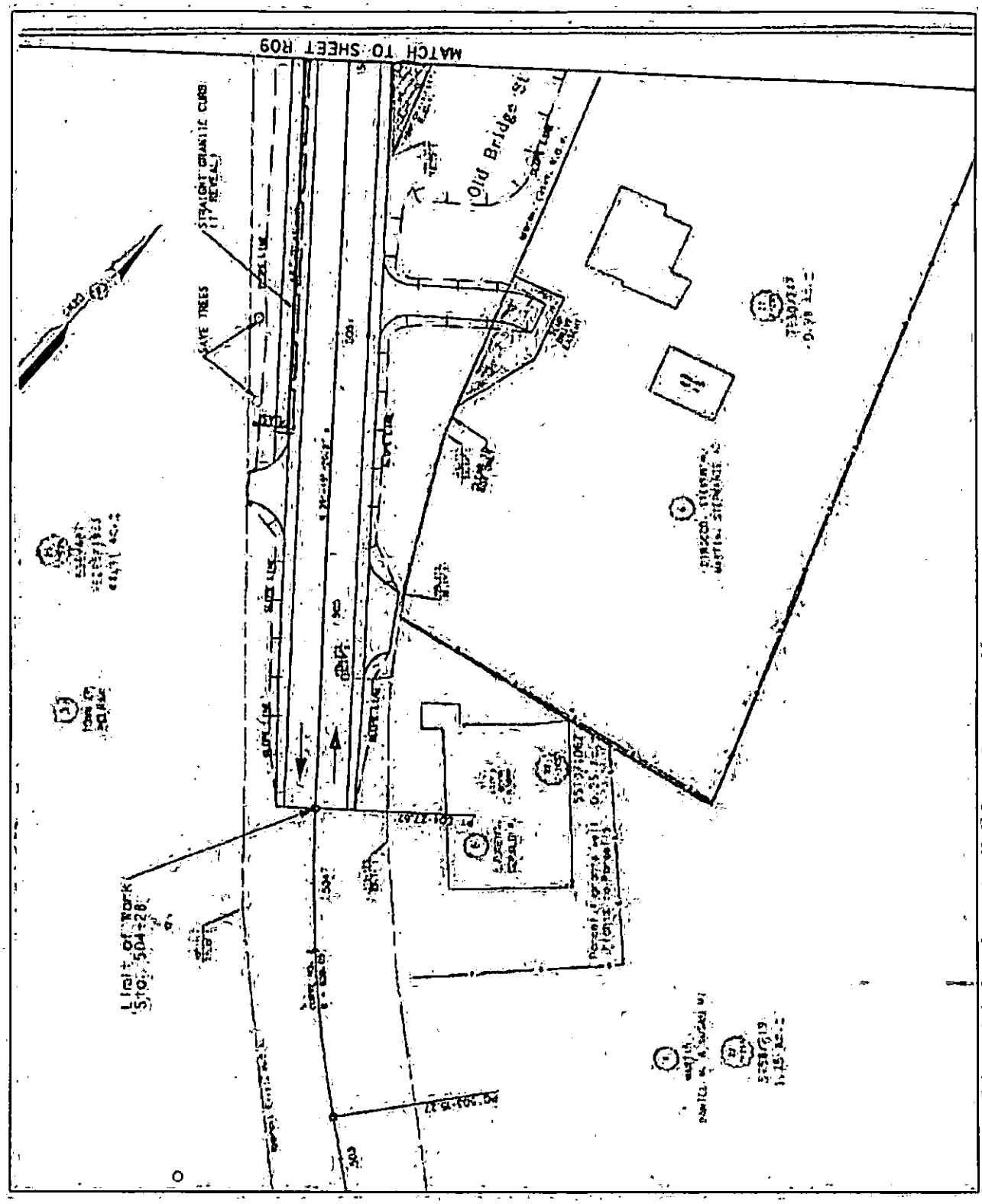
OLD BRIDGE ROAD ROW PLAN 14491



PELHAM TAX MAP SHOWING ROW



PLANS


MATCH TO SHEET R09
Old Bridge St
STRAIGHT GRANITE CURB
SAVE TREES
Limit of Work
Sta. 504+28