

## EASTHAM COMMUNITY PRESERVATION ACT COMMITTEE

Meeting: January 21, 2010

Attendance: Members: Glenn Collins, Lucy Cookson, Hank Curtis, Cheryl Gayle, Bob Mumford and Liz Simmons.

Meeting was called to order at 5:30 PM by chairman Hank.

There was discussion of the meeting minutes of 12/17/09. There was a motion by Liz and a second by Lucy to accept the minutes with a vote of 6-0-0.

There was discussion of the meeting minutes of 01/07/10. After a minor change in wording there was a motion by Liz and a second by Lucy to accept the minutes with a vote of 5-0-1 with Cheryl abstaining.

Hank spoke with the Town Administrator about the 11/23 letter from JDB. She is to speak with the Eastham Cons Comm and look into getting the work done on the Bridge.

There was general discussion of the application for the Restoration of Historic Cemetery Fences. There was question of what material was going to be used for the pipe rails. Liz will contact the applicant.

There was general discussion of the application for the Historic Signage for the CCRT and the Old Town Centre and Historic Signage and Preservation Awards. Hank will contact Stuart at the CPC to determine if the requested funds meet the Law.

There was general discussion of the application for the Eastham Historical Society Low Humidity Room. It is not clear as to the scope of the project, ie size of room and how it might meet their needs now and in the future. Lucy will ask the applicants to come to the next meeting to discuss.

The next meeting for the Committee was scheduled for 02/04/10 at 5:30 PM.

Another meeting for the Committee was scheduled for 02/18/10 at 5:30 PM.

There was general discussion of the application for the Eastham Affordable Housing Trust. Hank will contact the Town administrator with our general questions and they will be invited to the 02/04 meeting. Cheryl will contact Wellfleet to see how their established housing partner functions.

There was general discussion of the application by the Eastham Housing Authority Real Estate Purchase. Hank will speak with Tim from the housing authority about getting an appraisal for the property and Hank will also speak with Stuart from the CPC for his input on income guidelines.

There was a motion by Cheryl and a second by Liz to adjourn. The vote was 6-0-0.

Respectfully submitted,



Glenn Collins, Clerk

**TOWN OF EASTHAM • COMMUNITY PRESERVATION COMMITTEE**  
**PROJECT APPLICATION and INFORMATION FORM**

PROJECT TITLE: Eastham Affordable Housing Trust, Herring Brook Rd

DATE: January 27, 2010

PURPOSE (*check appropriate category*):

Open Space

Affordable Housing

Historic Preservation

Recreation

NAME OF APPLICANT: Eastham Affordable Housing Trust

Check one:  Town Committee or Department     Public Charity/Not-for-profit     Private Group/Individual

ADDRESS: 2500 State Highway, Eastham, MA 02642

TELEPHONE: contact: Leedara Zola 508-430-4499x3 FEDERAL TAX ID NBR (*if not-for-profit*): 043-222-474

EMAIL: lzola@baileyboyd.com WEBSITE: www.eastham-ma.gov

NAMES OF GOVERNING BOARD, TRUSTEES, DIRECTORS, OR MEMBERS:

Mr. William Burt, Dr. Andrew Cederbaum, Ms. Kyle Hinkle, Mr. John Knight, Rev. Matthew Wissell

SUBMITTER or PROJECT DIRECTOR (Name, address, phone number): Dr. Andrew Cederbaum, Chairman

Eastham Affordable Housing Trust and Leedara Zola, Bailey Boyd Associates, Consultant to the Trust

**FUNDING AMOUNT REQUESTED FROM CP FUNDS: \$345,000**

**Please address the following questions (*see Guidelines for Project Submission, over*):**

1. Project description and specific objectives for the project.
2. How does this project accomplish the goals of the CPA?
3. How is it compatible with the Town's Comprehensive Long Range Plan?
4. How does this project impact Eastham's citizens and address current need(s)?
5. What is the estimated or target number of people this project will benefit/affect?
6. How will you measure the success of this project?
7. Projected Action Plan and Timeline: List the steps needed to complete the project.
8. Provide a full budget including the following information, as applicable:
  - a. Total budget for the project.
  - b. Additional revenue sources including private/ public/ in-kind.
  - c. Annual costs/ expenditures once the project is operational.
  - d. Annual cost to the town once the project is operational.
  - e. Potential revenue from the project on an annual basis.
  - f. What is the basis for your budget? What are the sources of information you used? Include three (3) cost estimates/competitive bids.
  - g. Financial sustainability -- how will the continuation of the project be secured after the grant?
9. Are there any legal ramifications/impediments to this project? What permits/variances will be needed?
10. If this project entails work done on property owned/controlled by another entity, do you have the authorization of the property owner?

Please submit **12 copies** of all project materials to the attention of the Chairperson of the Community Preservation Committee, Eastham Town Hall, 2500 State Highway, Eastham, MA. 02642

*(see over for additional information)*

Updated 10/14/10

## Mary Beth O'Shea

---

**From:** leedara [lzola@baileyboyd.com]  
**Sent:** Friday, January 21, 2011 9:45 AM  
**To:** 'Kyle Hinkle'; 'Anne and Andy'; eastham clerk; 'William Burt'; Lorraine Speros; 'Matthew Wissell'; 'john knight'; Sheila Vanderhoef  
**Cc:** tim.buhler@verizon.net  
**Subject:** RE: Housing Trust, Herring Brook Property, CPC application

Hello Eastham Affordable Housing Trust – attached is the one page budget summary. I would recommend presenting this to the CPC, but also attaching the full multi-page, “One Stop” spreadsheet. The One Stop is the professional standard, and must accurately portrays the project/ project details. - leedara

Leedara Zola  
Bailey Boyd Associates  
508-430-4499 phone  
508-430-4498 fax  
508-280-6144 cell

---

**From:** leedara [mailto:lzola@baileyboyd.com]  
**Sent:** Thursday, January 20, 2011 5:01 PM  
**To:** 'Kyle Hinkle'; 'Anne and Andy'; 'Mary Beth O'Shea'; 'William Burt'; 'administrator 2 2'; 'Matthew Wissell'; 'john knight'; 'sheila vanderhoef vanderhoef'  
**Cc:** 'tim.buhler@verizon.net'  
**Subject:** RE: Housing Trust, Herring Brook Property, CPC application

Here are some of the attachments / supplements for the CPC application. The one-page budget summary to come.

Leedara Zola  
Bailey Boyd Associates  
508-430-4499 phone  
508-430-4498 fax  
508-280-6144 cell

---

**From:** leedara [mailto:lzola@baileyboyd.com]  
**Sent:** Thursday, January 20, 2011 4:59 PM  
**To:** 'Kyle Hinkle'; 'Anne and Andy'; 'Mary Beth O'Shea'; 'William Burt'; 'administrator 2 2'; 'Matthew Wissell'; 'john knight'; 'sheila vanderhoef vanderhoef'  
**Cc:** 'tim.buhler@verizon.net'  
**Subject:** Housing Trust, Herring Brook Property, CPC application

Hello Eastham Affordable Housing Trust –

Attached please find a revised CPC application presenting the Herring Brook Road property as a specific project, instead of just a blanket request for funds. CPC is meeting January 27.

Included in the project budget are funds for the Trust to perform their own, independent appraisal. Sheila has brought to light some concerns about the value, and as a prudent business practice, I would strongly recommend the Trust hire your own appraiser well versed in local properties and in the requirements of municipal appraisals. It's definitely a difficult property to appraise, as there aren't sufficient similar properties for comparables. One of the ways I look at these types of projects from a feasibility standpoint is to ask the

question: to create this type of affordable housing by purchasing land and building, how much would it cost? It will be interesting to see the new appraisal. Unfortunately, from Tim I get the feeling that the sellers may not be comfortable going too much below the \$620,000 price.

Please note that the pro-formas are in draft stage. At Tim's suggesting, I will be preparing a simplified, summary one-page budget format that doesn't contain all the details. I have some minor question to Tim/Eastham Housing Authority regarding operating expenses. The structure (assuming a purchase price of \$620,000, which may change) includes \$300,000 from the Housing Authority (their previously approved CPC grant) and \$345,000 from the Trust (current Trust CPC application). No bank borrowing or outside funding. The project creates enough net operating income (rental income less management/maintenance expenses) to support not just a solid level of reserves (future capital improvements, etc) but also to support a small yearly payment to the Trust, so I recommend the Trust structure its funding in part as a grant and in part as a loan. This is a positive, in that it starts to create a modest income source (\$5,476 per year) for the Trust, which can be used for future affordable housing programs .

I would like to get these materials to the CPC by Monday end of day or Tuesday morning, so, if you have comments, please e-mail me before then .

- leedara

Leedara Zola  
**Bailey Boyd Associates**  
508-430-4499 phone  
508-430-4498 fax  
508-280-6144 cell

## 3150 HERRING BROOK - Budget Summary, 01/21/2011 draft

### Sources of Funds

Housing Authority, previous CPC award	\$ 300,000.00
Eastham Affordable Housing Trust, current CPC request	\$ 345,000.00
	<u>\$ 645,000.00</u>

### Use of Funds

Acquisition / Purchase Price	\$ 620,000.00
Rehab Reserves	\$ 19,950.00
Transaction Costs	
Legal - purchase	\$ 2,500.00
Legal - loan/regulatory documents	\$ 1,250.00
Appraisal	\$ 500.00
Inspections	\$ 800.00
	<u>\$ 645,000.00</u>
Total Development Cost per unit:	\$ 161,250.00

### Operating, Yearly

Rental Income (less 10% Vacancy Allowance)	\$ 27,000.00
Expenses	
Management Fee (per contract - \$70/unit/month)	\$ 3,360.00
Accounting	\$ 600.00
Landscaping	\$ 2,250.00
Trash Removal	\$ 750.00
Snow Removal	\$ 1,500.00
Other	\$ 600.00
Electric (common areas, laundry, well)	\$ 700.00
Gas (common areas, laundry)	\$ 300.00
Septic Pumping	\$ 550.00
Insurance	\$ 2,000.00
Replacement Reserves	\$ 4,000.00
Operating Reserves	\$ 4,000.00
	<u>\$ 20,610.00</u>
Net Operating Income	\$ 6,390.00
Debt Service	\$ 5,476.00
Debt Service Coverage Ratio	1.17

---

## EASTHAM AFFORDABLE HOUSING TRUST PROJECT FUNDS

---

### GENERAL TRUST DESCRIPTION:

The Eastham Affordable Housing Trust (a municipal entity) was established in May 2008, pursuant to a Town Meeting Vote as provided for by the Municipal Affordable Housing Trust Fund bill, Chapter 491 of the Acts of 2004 (MGL c. 44 Sec 55C). The purpose of the Trust, by statute, is to provide for the creation and preservation of affordable housing in municipalities for the benefit of low and moderate income households. MGL c. 44 Sec 55C Trust may have the ability, among other powers, to accept/receive real property, personal property and money; to purchase and retain real or personal property; to sell, lease exchange, transfer or convey personal, mixed or real property; to execute acknowledge and deliver deeds, assignments, etc.; to employ advisors and agents; and to manager or improve real property. For Eastham specifically, the Trust looks to take advantage of the flexibility inherent in a Housing Trust by creating and funding housing opportunities that need action more quickly than a yearly Community Preservation Grant Cycle may allow. Examples of such projects could include taking advantage of traditional real estate market opportunities, purchasing real property in a short sale or foreclosure, as well as exercising a municipality right of first refusal on a already deed restricted property.

The Eastham Affordable Housing Trust is comprised of the five members: Mr. William Burt, Dr. Andrew Cederbaum, Ms. Kyle Hinkle, Mr. John Knight, Rev. Matthew Wissell; the Town Administrator also attends meetings. The Trust, while new, has already made significant strides, including:

- **Housing Production Plan** – the Trust completed a Housing Production Plan (HPP), which encompassed both a Housing Needs Assessment as well as a Housing Action Plan. The HPP was approved by the Department of Housing and Community Development (DHCD) pursuant to 760 CMR 56.03(4) effective August 17, 2010. This means that Eastham may request DHCD “Certification of Municipal Compliance” if Eastham meets the production goal of 13 affordable units in a given year (.5% of year round housing stock). Certification of Municipal Compliance then allows Eastham more local control over Chapter 40B Comprehensive Permit applications.
  
- **Roach Property/Habitat for Humanity Homes** – The Trust issued a Request for Proposal (RFP) to seek a developer to take title to property (a portion of the Roach property, approximately 80,000 square feet) and build homes that would then be sold affordably to income qualified households. Habitat for Humanity for Cape Cod was the selected responder. Habitat proposes building two affordable three-bedroom homes using their tried-and-true “sweat equity” model. Habitat will also be leveraging over \$250,000 in funds, including the Christopher Lovelock bequest of over \$150,000. Habitat’s schedule

has family selection occurring in early 2011, build starting Summer 2011 and project completion Spring 2012. Currently the Trust is working with Town Administration on the legal conveyancing documents, and working through endangered plant species issues with Massachusetts Natural Heritage and Endanger Species (NHESP). Outcome of the species assessment (broom crowberry) cannot be certain until spring, the approved time for the plant viewing, however based on preliminary work by Town Administration, it is believed that there is ample area on the lot for a sufficient build envelope, and if not, there are mitigation measures that do not appear to be financially onerous.

- **Preserving Affordability** – Eastham has an inventory of affordable, deed restricted homes that have the potential to come up for re-sale (affordable homebuyer now looking to sell the home they purchased affordable). With some of the older deed riders, there is a set window of time for the affordable re-sale process. If a sale is not completed within this time, there may be an avenue where the home can be sold on the open market, free of the deed rider, and so no longer part of Eastham’s affordable housing inventory (note, the newer, updated deed rider, the “Local Initiative Program Affordable Housing Deed Rider, for Projects in which Affordability Restrictions Survive Foreclosure” has provisions that prevent this escape). The situation may also arise where an affordable home goes into foreclosure, and may be in danger losing its affordability if the deed rider was not designed to survive foreclosure. It is a critical role of the Trust to work to preserve affordability, and “save” these units if/when they come on the market, by stepping in and purchasing, using the flexibility of the Trust structure to move quickly and acquire real property. It is typically much more cost effective to preserve a unit’s affordability than it is to create a new affordable unit. The Trust may also examine creating a “Deed Rider Inventory” which would detail the different possible scenarios with existing deed restricted units, so the Trust could be educated, ready and prepared for all possibilities.

#### PROJECT SPECIFICS:

**Purchase of Land for Rental Housing** – The Trust is actively working on a project in collaboration with the Eastham Housing Authority where the Trust would assist the Eastham Housing Authority in purchasing an Eastham property, and the Housing Authority would then own/manage/lease out, adding four units of affordable rental housing to Eastham’s inventory.

The property being examined is 3150 Herring Brook Road. The structure is a two story building, built in 1973, on a lot that is slightly larger than a half acre. The building has a total of 3,906 sq feet of living area and a full basement. It contains four two-bedroom units ranging from 961 square feet to 992 square feet; each with separately metered utilities. The property includes a two car garage with loft storage. Septic was installed in 2004 and has capacity for eight bedrooms. The home is listed on the State’s database as a “lead safe home” (property had lead paint, but appropriate mitigation was performed and all units are now in full “deleading compliance”). The property is listed for sale at \$678,000. It is assessed at \$375,800. An appraisal previously prepared for the Eastham Housing Authority valued the property at \$620,000 (appraisal dated March, 2010). The Trust, if it pursues this project, will have its own,

independent, qualified appraisal prepared by an appraiser well versed in municipal appraisal standards. The Trust's funding of this project will be contingent on the purchase price being at or below this new appraisal. For more information on the property, please see the following documents:

- Town of Eastham, Assessor Data
- Multiple Listing Service Listing Sheet
- Previous Appraisal
- Photos, Floor Plan

Also included with this application is a budget analysis prepared using the Massachusetts Housing Investment Corporation's "One Stop2000 Affordable Housing Finance Application." This is a standard format for funding applications, and provides a comprehensive pro-forma. Numbers are based on the (old) appraisal of \$620,000. If this changes with the new appraisal the Trust would update budget figures accordingly. Of note:

- Rehab of \$20,000 is estimated. We will know more on this after having done a series of inspections as part of the purchase (home inspection, pest inspection, energy efficiency, etc). If rehab is not needed, either some optional upgrades could be performed (for instance, creating additional storage areas in the basement for tenants) or funds could be allocated to a reserve account for future needs.
- Funds are a combination of Eastham Housing Authority funds (funds from a previous Community Preservation award) and this current Eastham Affordable Housing Trust request. Other funds are not being sought as the Eastham Housing Authority prefers projects with the flexibility to rent at rates affordable to households earning up to 80% of area median income, and the currently available funds would limit occupancy to households earning up to 60%.
- Rents are initially set at \$625 (this number does not include utilities). This is slightly below the maximum for affordability to a household earning 60% of area median income. As the property has existing tenants, and the Housing Authority and Trust would do all within their abilities to keep these tenants and not displace year-round families, initial rents may need to be adjusted (one of the reasons behind the desire for flexibility in the 60% - 80% range)
- The Housing Authority will be committing \$300,000 towards this purchase. The Trust anticipates providing the remaining \$345,000. These funds would be structured in part as a grant and in part as a loan, as the property operations will provide some net cash flow after expenses to support borrowing.
- There is no annual cost to the Town for this project; all ongoing expenses, including replacement reserves and operating reserves, have been accounted for in the budget (see page 15 of the "one stop")
- The project is financially sustainable as rental income in the future will support all future expenses

### ACCOMPLISHES GOALS OF THE CPA:

The Eastham Affordable Housing Trust goals and CPA goals are congruent. The Trust looks to create and preserve affordable housing in Eastham for the benefit of low and moderate income households. This meets the Community Preservation Act “core community concerns [of] creation and support of affordable housing.” Specifically, the Herring Brook project, a project that takes an existing building and turns it into affordable housing, fits squarely into the concepts outline in the Community Preservation legislation, Section 5(b)(2):

*With respect to community housing, the community preservation committee shall recommend, wherever possible, the reuse of existing buildings or construction of new buildings on previously developed sites.*

### COMPATIBLE WITH TOWN PLANNING:

The Eastham Affordable Housing Trust goals and projects are compatible with the Town’s Comprehensive Long Range Plan and the Town’s Housing Production Plan. The Comprehensive Plan calls for efforts to purchase existing housing units. The Housing Production Plan calls for creation of rental units. The Herring Brook property meets both these goals.

### IMPACT ON EASTHAM CITIZENS/ADDRESSING CURRENT NEEDS:

The Eastham Affordable Housing Trust will impact Eastham citizens as a whole because a town with ample affordable housing is a strong and vibrant community. The Herring Brook project will directly impact four households/families by providing safe, stable and high-quality affordable housing.

### NUMBER OF BENEFICIARIES:

As noted, the Herring Brook project will assist four households/families by providing affordable housing. The hope is that the tenants currently residing in the property will be able to remain.

### MEASUREMENTS OF SUCCESS:

Success for the Herring Brook project will be the purchase of the property, the performance of any rehabilitation/upgrades necessary, the income-qualification of families, and the leasing of the units to the qualified families.

### ACTION PLAN/TIMELINE:

The following list outlines a general action plan/timeline. Note that times may change.

- Jan/Feb: Preliminary Funding commitments secured
- Feb: Housing Authority issues RFP (Request for Proposal) for Real Property Acquisition
- March: property purchase due diligence, inspections
- March/April: entities enter into P&S (Purchase and Sale Agreement)
- Inter-municipal Agreement between Eastham Affordable Housing Trust and Eastham Housing Authority (to authorize fund disbursement)
- May: Housing Authority takes title
- May: Housing Authority seeks new tenant for vacant unit
- May/June: Housing Authority works to determine eligibility of existing tenants

### BUDGET:

See attached pro-forma.

### LEGAL IMPEDIMENTS:

Not an impediment, but there must be an RFP issued by the Housing Authority for purchase, and the Housing Authority will examine all suitable properties submitted. There's a working assumption that the Herring Brook property will be pursued, but the process must be followed and it is possible that another more suitable property may become evident.

### WORK ON PROPERTY OWNED/CONTROLLED BY ANOTHER:

The project is intended to be a joint project, Eastham Housing Authority and Eastham Affordable Housing Trust. The Trust would be providing funds for purchase; Housing Authority would be performing any necessary work, and if performing work, would do so once title is in the Housing Authority's name.

### Goals of CPA

1. How does this project accomplish the goals of the CPA?
2. How is it compatible with the Town's Comprehensive Long Range Plan?
3. How does this project impact Eastham's citizens and address current need(s)?
4. What is the estimated or target number of people this project will benefit/affect?
5. How will you measure the success of this project?
6. Projected Action Plan and Timeline: List the steps needed to complete the project.
7. Provide a full budget including the following information, as applicable:
  - a. Total budget for the project.
  - b. Additional revenue sources including private/ public/ in-kind.
  - c. Annual costs/ expenditures once the project is operational.
  - d. Annual cost to the town once the project is operational.
  - e. Potential revenue from the project on an annual basis.
  - f. What is the basis for your budget? What are the sources of information you used? Include three (3) cost estimates/competitive bids.
  - g. Financial sustainability -- how will the continuation of the project be secured after the grant?
8. Are there any legal ramifications/impediments to this project? What permits/variances will be needed?
9. If this project entails work done on property owned/controlled by another entity, do you have the authorization of the property owner?

## GUIDELINES FOR PROJECT SUBMISSION

In order to be considered for recommendation at the Annual Town Meeting in **May 2011**, applications must be received by the close of business on **December 2, 2010**. The Community Preservation Committee (CPC) reserves the right to reject an application received after December 2, 2010.

Funds become available on July 1 following the Annual Town Meeting. Projects may have timelines extending to a maximum of five years.

Be sure to include any maps, diagrams, photos, bids, cost estimates and other supporting documentation that pertains to your project. Also indicate any permits, variances, etc. which may be required under Eastham's Zoning By-law. *It is the responsibility of the applicant to ensure the completeness of the application.*

Please consider the following category-specific factors, as applicable. A project need only address some of the factors in a specific category: For additional information, please view "Project Criteria and Guidelines" on the Eastham CPC website.

### OPEN SPACE:

- Protects water supply/aquifer
- Protects or borders wetlands
- Linkage with existing conservation lands
- Wildlife preserve/plant habitat
- Open, visible space along roadway
- Enhances or creates a scenic vista
- Preserves a threatened resource

### AFFORDABLE HOUSING:

- Reuses existing buildings
- Involves construction of new buildings on a previously developed site
- Helps people become first-time home buyers
- Promotes/maintains diversity in housing
- Creates rental housing

### HISTORIC PRESERVATION:

- Long-term historical significance
- Preserves a significant historical Eastham feature
- Available for public use
- Has long-term multi-generational benefits
- Provides educational component

### RECREATION:

- Acquires land suitable as is for recreation
- Creates recreational facilities (The Act prohibits CP funds from being used to acquire or create or preserve facilities or land for a stadium, gymnasium, or similar structures.)
- Preserves or restores existing recreational facilities (The Act prohibits funds from being used for maintenance.)

If you have any questions, please contact the Community Preservation Committee well in advance of the project submission date. For your guidance, the Town Clerk's office maintains copies of prior successful projects.

### Eastham Community Preservation Committee

Lucy Cookson, Chair	Historical Commission	508-255-5206
Robert Mumford, Clerk	Open Space Committee	508-255-3689
Lorraine Giovinazzo	Conservation Commission	508-255-7063
Howard Sandler	Planning Board	508-255-4902
Edward Brookshire	Eastham Housing Authority	508-255-4061
Robert Finlay	At Large	774-722-4414
<i>(member to be named)</i>	At Large	
<i>(member to be named)</i>	At Large	
<i>(member to be named)</i>	Recreation Commission	
John Knight	Board of Selectmen Liaison	508-240-5054

## Section 3 SOURCES AND USES OF FUNDS

Sources of Funds							
<b>Private Equity:</b>				<i>Optional user calculations</i>			
81 . Developer's Cash Equity		\$300,000					
82 . Tax Credit Equity (net amount) <i>(See line 360, Section 5, page 18.)</i>		\$					
83 . Developer's Fee/Overhead, Contributed or Loaned		\$					
84 . Other Source:		\$					
<b>Public Equity:</b>							
85 . HOME Funds, as Grant		\$					
86 . Grant:		\$260,000					
87 . Grant:		\$					
88 . Total Public Equity		\$260,000					
<b>Subordinate Debt (see definition):</b>							
	<i>Amount</i>	<i>Rate</i>	<i>Amortiz</i>	<i>Term</i>			
89 . Home Funds-DHCD, as Subordinate Debt	\$0	%	yrs.	yrs.			
Source:							
90 . Home Funds-Local, as Subordinate Debt	\$0	%	yrs.	yrs.			
Source:							
91 . Subordinate Debt	\$0	%	yrs.	yrs.			
Source:							
92 . Subordinate Debt	\$0	%	yrs.	yrs.			
Source:							
93 . Subordinate Debt	\$0	%	yrs.	yrs.			
Source:							
94 . Total Subordinate Debt	\$0						
<b>Permanent Debt (Senior):</b>							
	<i>Amount</i>	<i>Rate</i>	<i>Override</i>	<i>Amortiz</i>	<i>Term</i>	<i>MIP</i>	
95 . MHFA	\$0	0.00%	%	20.00	20.00	%	
Source:							
96 . MHFA	\$	%	%	yrs.	yrs.	%	
Source:							
97 . MHP Fund Permanent Loan	\$	%		yrs.	yrs.	%	
Source:							
98 . Other Permanent Senior Mortgage	\$85,000	5.00%		30.00	30.00	%	
Source:							
99 . Other Permanent Senior Mortgage	\$	%		yrs.	yrs.	%	
Source:							
100 . Total Permanent Senior Debt	\$85,000						
101 . Total Permanent Sources	\$645,000						
<b>Construction Period Financing:</b>							
	<i>Amount</i>	<i>Rate</i>	<i>Term</i>				
102 . Construction Loan	\$0	%	mos.				
Source:							
Repaid at:				(event)			
103 . Other Interim Loan	\$0	%	mos.				
Source:							
Repaid at:				(event)			
104 . Syndication Bridge Loan	\$0	%	mos.				
Source:							
Repaid at:				(event)			

### Uses of Funds

*The Contractor certifies that, to the best of their knowledge, the construction estimates, and trade-item breakdown on this page are complete and accurate.*

**Direct Construction:**

105 . Who prepared the estimates? Leedara Zola   
Name Signature

106 . Basis for estimates? rough

	DV	Trade Item	Amount	Description
107 .	3	Concrete		
108 .	4	Masonry		
109 .	5	Metals		
110 .	6	Rough Carpentry		
111 .	6	Finish Carpentry		
112 .	7	Waterproofing		
113 .	7	Insulation		
114 .	7	Roofing		
115 .	7	Sheet Metal and Flashing		
116 .	7	Exterior Siding		
117 .	8	Doors		
118 .	8	Windows		
119 .	8	Glass		
120 .	9	Lath & Plaster		
121 .	9	Drywall		
122 .	9	Tile Work		
123 .	9	Acoustical		
124 .	9	Wood Flooring		
125 .	9	Resilient Flooring		
126 .	9	Carpet		
127 .	9	Paint & Decorating		
128 .	10	Specialties		
129 .	11	Special Equipment		
130 .	11	Cabinets		
131 .	11	Appliances		
132 .	12	Blinds & Shades		
133 .	13	Modular/Manufactured		
134 .	13	Special Construction		
135 .	14	Elevators or Conveying Syst.		
136 .	15	Plumbing & Hot Water		
137 .	15	Heat & Ventilation		
138 .	15	Air Conditioning		
139 .	15	Fire Protection		
140 .	16	Electrical		
141 .		Accessory Buildings		
142 .		Other/misc	\$19,000	misc repair/rehab
143 .		<b>Subtotal Structural</b>	<b>\$19,000</b>	
144 .	2	Earth Work		
145 .	2	Site Utilities		
146 .	2	Roads & Walks		
147 .	2	Site Improvement		
148 .	2	Lawns & Planting		
149 .	2	Geotechnical Conditions		
150 .	2	Environmental Remediation		
151 .	2	Demolition		
152 .	2	Unusual Site Cond		
153 .		<b>Subtotal Site Work</b>	<b>\$0</b>	
154 .		<b>Total Improvements</b>	<b>\$19,000</b>	
155 .	1	General Conditions	\$0	
156 .		<b>Subtotal</b>	<b>\$19,000</b>	
157 .	1	Builders Overhead	\$0	
158 .	1	Builders Profit		
159 .		<b>TOTAL</b>	<b>\$19,000</b>	

160 Total Cost/square foot: \$4.86 Residential Cost/s.f.: \$4.86

**Development Budget:**

	Total	Residential	Commercial	Comments
161 . Acquisition: Land	\$0			
162 . Acquisition: Building	\$620,000	\$620,000		
163 . Acquisition Subtotal	\$620,000	\$620,000	\$0	
164 . Direct Construction Budget	\$19,000	\$19,000		(from line 159)
165 . Construction Contingency	\$950	\$950		5.0% of construction
166 . Subtotal: Construction	\$19,950	\$19,950	\$0	

**General Development Costs:**

167 . Architecture & Engineering	\$0			
168 . Survey and Permits	\$0			
169 . Clerk of the Works	\$0			
170 . Environmental Engineer	\$0			
171 . Bond Premium	\$0			
172 . Legal	\$2,500	\$2,500		
173 . Title and Recording	\$0			see above
174 . Accounting & Cost Cert.	\$0			
175 . Marketing and Rent Up	\$0			confrim w Tim on SHI, use of EHA list
176 . Real Estate Taxes	\$0			find out from Eastham if exempt
177 . Insurance	\$0			
178 . Relocation	\$0			
179 . Appraisal	\$500	\$500		
180 . Security	\$0			
181 . Construction Loan Interest	\$0			n/a
182 . Inspecting Engineer	\$800	\$800		misc inspections, home, lead, pest, etc
183 . Fees to:	\$0			
184 . Fees to:	\$0			
185 . MIP	\$0			
186 . Credit Enhancement Fees	\$0			
187 . Letter of Credit Fees	\$0			
188 . Other Financing Fees	\$1,250	\$1,250		legal, structuring EAHT/EHA loan, misc
189 . Development Consultant	\$0			
190 . Other:	\$0			
191 . Other:	\$0			
192 . Soft Cost Contingency	\$0			0.0% of soft costs
193 . Subtotal: Gen. Dev.	\$5,050	\$5,050	\$0	

194 . Subtotal: Acquis., Const and Gen. Dev.	\$645,000	\$645,000	\$0	
--	-----------	-----------	-----	--

195 . Capitalized Reserves	\$0			
196 . Developer Overhead	\$0			
197 . Developer Fee	\$0			

198 . Total Development Cost	\$645,000	\$645,000	\$0	TDC per unit	\$161,250
199 . TDC, Net	\$645,000	\$645,000	\$0	TDC, Net per unit	\$161,250

**Additional Detail on Development Pro-Forma:**

200 . Gross Syndication Investment

**Off-Budget Costs:**

**Syndication Costs:**

201 . Syndication Legal

202 . Syndication Fees

203 . Syndication Consultants

204 . Bridge Financing Costs

205 . Investor Servicing (capitalized)

206 . Other Syndication Expenses

207 . Total Syndication Expense

208 . Current Reserve Balance

**Reserves (capitalized):**

209 . Development Reserves

210 . Initial Rent-Up Reserves

211 . Operating Reserves

212 . Net Worth Account

213 . Other Capitalized Reserves

214 . Subtotal: Capitalized Reserves

215 . Letter of Credit Requirements

216 . Total of the Above

**Check: Line 214 is the same as line 195.**

Please Answer The Following	Dev. Reserves	Initial Rent-Up	Op. Reserves	Net Worth	Other	Letter of Credit
Who requires the reserves?						
Who administers the reserves?						
When and how are they used?						
Under what circumstances can they be released?						

**Unit Sales (For Sale Projects Only):**

217 . Gross Sales From Units

218 . Cost of Sales (Commissions, etc.)

219 . Net Receipt from Sales

**Debt Service Requirements:**

220 . Minimum Debt Service Coverage

221 . Is this Project subject to HUD Subsidy Layering Review?

*Optional user comments*

## Section 4 OPERATING PRO-FORMA

Operating Income				
Rent Schedule:	Contract	Utility	Total	No. of
	Rent	Allowance	Gross Rent	Units
<b>222 . Low-Income (Rental Assisted):</b>				
SRO			\$0	0
0 bedroom			\$0	0
1 bedroom			\$0	0
2 bedrooms			\$0	0
3 bedrooms			\$0	0
4 bedrooms			\$0	0
<b>223 . Low-Income (below 50%):</b>				
SRO			\$0	0
0 bedroom			\$0	0
1 bedroom			\$0	0
2 bedrooms	\$625	\$200	\$825	4
3 bedrooms			\$0	0
4 bedrooms			\$0	0
<b>224 . Low-Income (below 60%):</b>				
SRO			\$0	0
0 bedroom			\$0	0
1 bedroom			\$0	0
2 bedrooms			\$0	0
3 bedrooms			\$0	0
4 bedrooms			\$0	0
<b>225 . Other Income (User-defined)</b>				
SRO			\$0	0
0 bedroom			\$0	0
1 bedroom			\$0	0
2 bedrooms			\$0	0
3 bedrooms			\$0	0
4 bedrooms			\$0	0
<b>226 . Market Rate (unrestricted occupancy):</b>				
SRO				0
0 bedroom				0
1 bedroom				0
2 bedrooms				0
3 bedrooms				0
4 bedrooms				0
<b>Commercial Income:</b>				
227 . Square Feet:	0	@	(average)	/square foot =
				\$0
<b>Parking Income:</b>				
228 . Spaces:	0	@	(average)	/month x 12 =
				\$0



Operating Expenses				
Annual Operating Exp.:	Total	Residential	Commercial	Comments
250 . Management Fee	\$3,360	\$3,360		at \$70/unit per month, per contract
251 . Payroll, Administrative	\$0			
252 . Payroll Taxes & Benefits, Admin.	\$0			
253 . Legal	\$0			
254 . Audit	\$0			
255 . Marketing	\$0			
256 . Telephone	\$0			
257 . Office Supplies	\$0			
258 . Accounting & Data Processing	\$600	\$600		contractually separate from mgmt fee
259 . Investor Servicing	\$0			
260 . DHCD Monitoring Fee	\$0			
261 . Other:	\$0			
262 . Other: misc	\$0	\$0		
263 . <b>Subtotal: Administrative</b>	\$600	\$600	\$0	
264 . Payroll, Maintenance	\$0			
265 . Payroll Taxes & Benefits, Admin.	\$0			
266 . Janitorial Materials	\$0			
267 . Landscaping	\$2,250	\$2,250		
268 . Decorating (inter. only)	\$0			
269 . Repairs (inter. & ext.)	\$0			
270 . Elevator Maintenance	\$0			
271 . Trash Removal	\$750	\$750		
272 . Snow Removal	\$1,500	\$1,500		
273 . Extermination	\$0			
274 . Recreation	\$0			
275 . Other:	\$600	\$600		includes tenant turnovers
276 . <b>Subtotal: Maintenance</b>	\$5,100	\$5,100	\$0	
277 . <b>Resident Services</b>	\$0			
278 . <b>Security</b>	\$0			
279 . Electricity	\$700	\$700		common lights, well pump, laundry
280 . Natural Gas	\$300	\$300		laundry
281 . Oil	\$0			
282 . Water & Sewer	\$550	\$550		septic pumping
283 . <b>Subtotal: Utilities</b>	\$1,550	\$1,550	\$0	
284 . <b>Replacement Reserve</b>	\$4,000	\$4,000		
285 . <b>Operating Reserve</b>	\$4,000	\$4,000		
286 . Real Estate Taxes	\$0			
287 . Other Taxes	\$0			
288 . Insurance	\$2,000	\$2,000		
289 . MIP	\$0	\$0		
290 . Other:	\$0			
291 . <b>Subtotal:Taxes, Insurance</b>	\$2,000	\$2,000	\$0	
292 . <b>TOTAL EXPENSES</b>	\$20,610	\$20,610	\$0	

**Other Operating Expense Assumptions**

**Trending Assumptions for Expenses**

	Year 2	Year 3	Years 4-5	Years 6-20
293 . Sewer & Water .....	%	2.0%	2.5%	2.5%
294 . Real Estate Taxes .....	2.5%	2.5%	2.5%	2.5%
295 . All Other Operating Expenses .....	1.5%	2.0%	2.0%	2.0%

**Reserve Requirements:**

296 . Replacement Reserve Requirement		per unit per year
297 . Operating Reserve Requirement		per unit per year

**Debt Service:**

		Annual Payment
298 . MHFA	MHFA Program 1	\$0
299 . MHFA	MHFA Program 2	N/A
300 . MHP Fund Permanent Loan		N/A
301 . Other Permanent Senior Mortgage		\$5,476
	Source: N/A	
302 . Other Permanent Senior Mortgage		N/A
	Source: N/A	
303 . <b>Total Debt Service (Annual)</b>		\$5,476
304 . <b>Net Operating Income</b>		\$6,390 (in year one)
305 . <b>Debt Service Coverage</b>		1.17 (in year one)

**Affordability: Income Limits and Maximum Allowable Rents**

306 . County	BARNSTABLE	MSA	Barnstable Town, MA
This MSA does not match the county you have chosen			
307 . <b>Maximum Allowed Rents, by Income, by Unit Size:</b>	Income Limits last updated on 1/6/2011		

	Maximum Income			Maximum Rent (calculated from HUD income data)		
	50%	60%	0%	50%	60%	0%
SRO	\$26,350	\$31,650	\$0	\$659	\$791	\$0
0 bedroom	\$26,350	\$31,650	\$0	\$659	\$791	\$0
1 bedroom	\$28,250	\$33,900	\$0	\$706	\$848	\$0
2 bedrooms	\$33,900	\$40,650	\$0	\$848	\$1,016	\$0
3 bedrooms	\$39,150	\$47,000	\$0	\$979	\$1,175	\$0
4 bedrooms	\$43,650	\$52,400	\$0	\$1,091	\$1,310	\$0
Area median income for a family of	\$75,300					

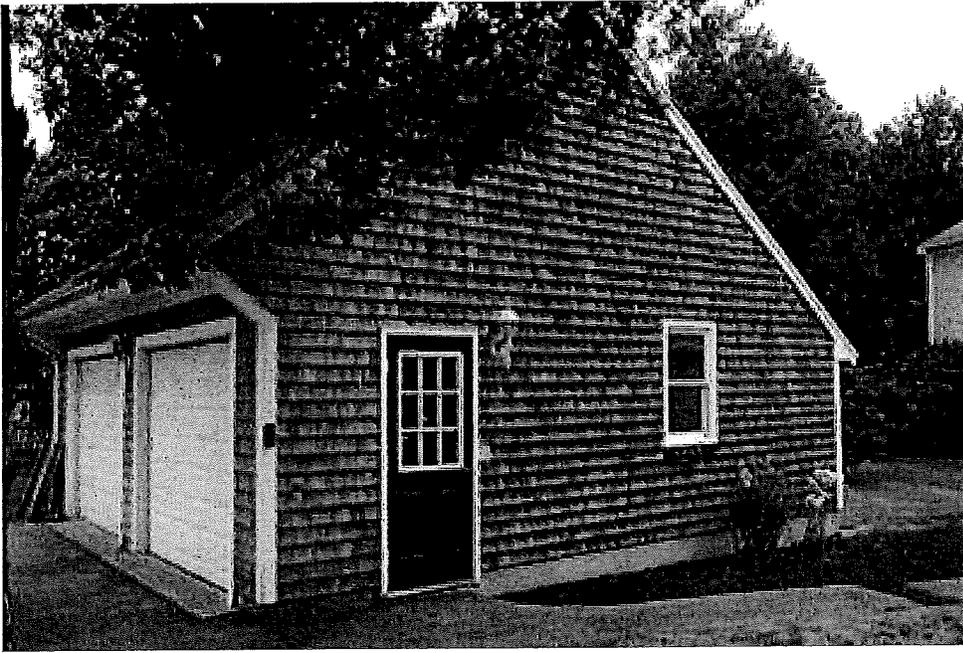
308 . <b>H.U.D. "Fair Market Rents" (Maximum):</b>	
0 bedroom	\$779
1 bedroom	\$913
2 bedrooms	\$1,201
3 bedrooms	\$1,433
4 bedrooms	\$1,478
5 bedrooms	\$1,700
FMR Information last updated on 1/6/2011	

Operations before this transaction:				Operations after:		
Type	Number	Current Rent	Annualized Income	Number	Future Rents	Market Rent GPR
309 . SRO	0	0	0	0	0	0
310 . 0 bedroom	0	0	0	0	0	0
311 . 1 bedroom	0	0	0	0	0	0
312 . 2 bedrooms	4	0	0	4	625	30,000
313 . 3 bedrooms	0	0	0	0	0	0
314 . 4 bedrooms	0	0	0	0	0	0
315 . Gross Potential Rental Income			0			30,000
316 . Vacancy		0%	0	Vacancy	10%	-3,000
317 . Other Income			0	Other Income		0
318 . Effective Gross Income			0	Effective Gross Income		27,000
<b>Operating Expenses</b>			<b>Year</b>	<b>Reason</b>	<b>% Change</b>	<b>Year</b>
319 . Management fee			0			3,360
320 . Administration			0			600
321 . Maintance/Operations			0			5,100
322 . Resident Services			0			0
323 . Security			0			0
324 . Utilities			0			1,550
325 . Replacement Reserve			0			4,000
326 . Operating Reserve			0			4,000
327 . Real Esate Taxes			0			0
328 . Insurance			0			2,000
329 . Total Expenses			0			20,610
330 . Net Operating Income			0	Net Operating Income		6,390
<b>331 . Transaction Description:</b>						
<i>Optional user calculations</i>						

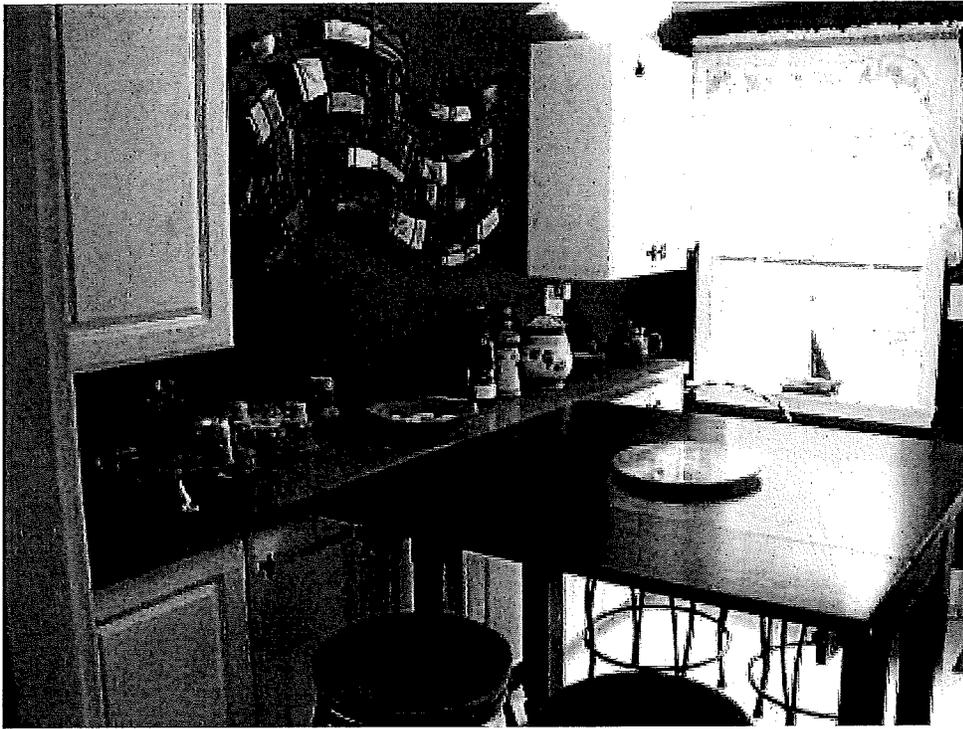
3150 Herring Brook Road, Photographs and Floor Plan

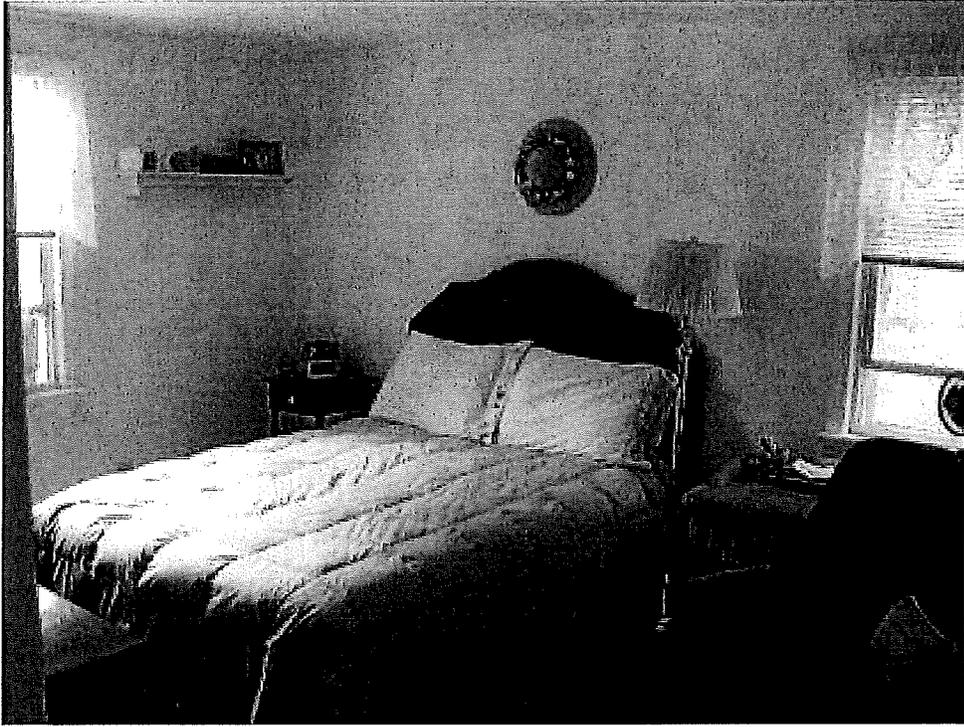
---

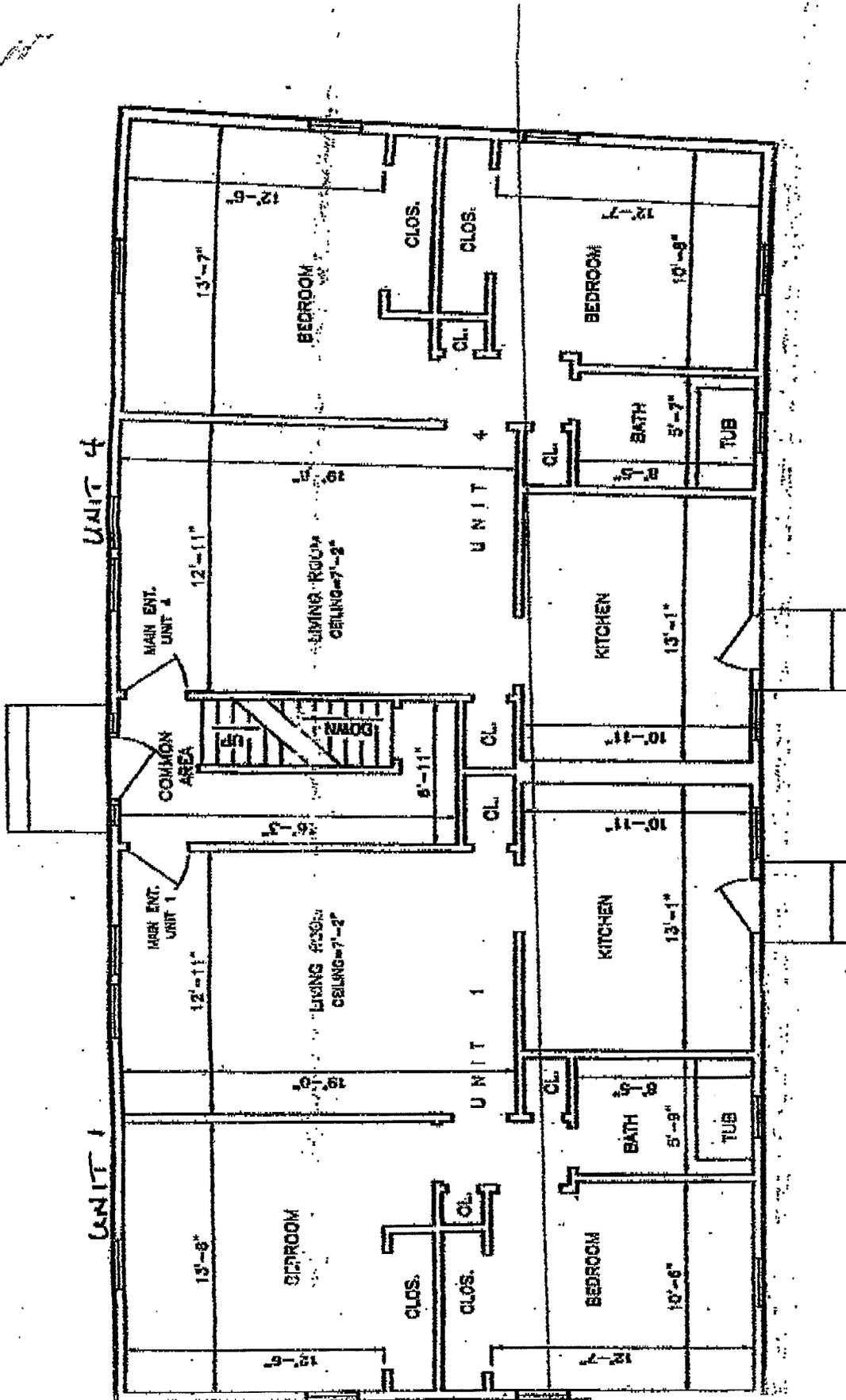












BUILDING 1  
1st. FLOOR

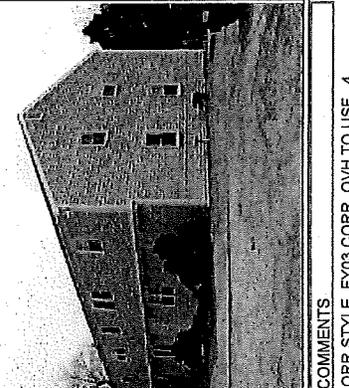
**Key: 2431**

**Town of Eastham - Fiscal Year 2011**

9/23/2010

SEQ # - 2,503

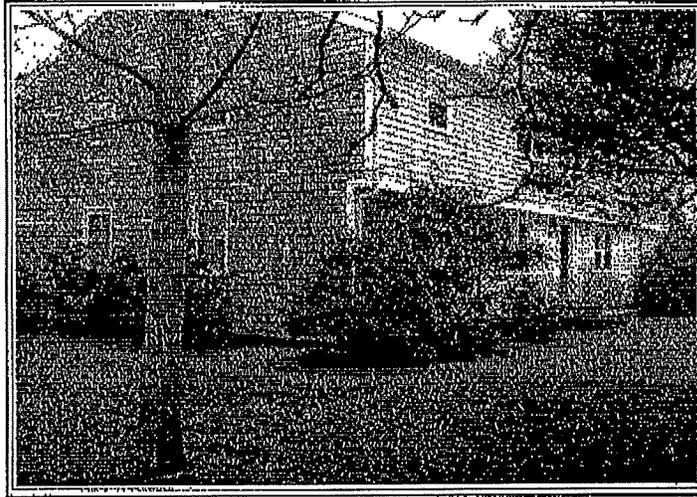
CURRENT OWNER		PARCEL ID		LOCATION							
ZAGWYN PETER H & PATRICIA M PO BOX 1455 NO EASTHAM, MA 02651		8-229-0-R		3150 HERRING BROOK RD							
TRANSFER HISTORY		DOS		BK-PG (Cent)							
ZAGWYN PETER H & PATRICIA		06/11/1993 QS		154,000 8621-332							
CD	T	ACRES/IF	Nbhd	INFL1	INFL2	INFL3	LPI	VC	CREDIT AMT	ADJ VALUE	
100	S	25,265	50	1.00	1.00	1.00	1.00	1.00	228,600	195,470	
TOTAL		25,265 SF		ZONING		FRNT		0		0	
Nbhd		NBHD 050		N		G. VIPRINO PLAN AUG 1987		ASSESSED		CURRENT	
INFL1		100		O				LAND		203,600	
INFL2		100		E				BUILDING		176,800	
								DETACHED		15,300	
								OTHER		0	
								TOTAL		375,800	

TY	QUAL	COND	DIM/NOTE	YB	UNITS	ADJ PRICE	RCNLD
DGF	A	1.00	90 0.90 24X24	1985	576	29.60	15,300
<p>PHOTO 09/25/2003</p>  <p>BLDG COMMENTS FY11 CORR STYLE. FY03 CORR. OVH TO USF. 4 APTS (4RM/2BR/1BA)</p>							

BUILDING	CD	ADJ	DESC	MEASURE	3/25/2003	TP
MODEL	11	0.95	RESIDENTIAL	LIST		
STYLE	A	1.00	DUPLEX/ROW [100%]	REVIEW	7/22/2010	BC
QUALITY	A	1.00	AVERAGE [100%]			
FRAME	1	1.00	WOOD FRAME [100%]			
YEAR BLT	1973	SIZE ADJ	0.890	ELEMENT	CD	DESCRIPTION
NET AREA	3,906	DETAIL ADJ	0.950	FOUNDATION	4	FLR & WALL
\$/LA/RCN	\$88	OVERALL	1.000	EXT. COVER	1	WOOD SHINGLES
CAPACITY				ROOF SHAPE	1	GABLE
STORIES	2	UNITS	ADJ	ROOF COVER	1	ASPHALT SHINGLE
ROOMS	16			FLOOR COVER	3	WWV CARPET
BEDROOMS	8			INT. FINISH	2	DRYWALL
BATHROOMS	4			HEATING/COOLING	2	HOT WATER
HALFBATHS	0			FUEL SOURCE	2	GAS
% A/C	0			NBHD	46	NBHD 50
GARAGE SPACES	0					
FIXTURES	12		\$8,400			

CLASS	CLASS%	DESCRIPTION	BN ID	BN	CARD																		
1110	100	4 TO 8 UNITS		1	1 of 1																		
PMT NO	PMT DT	TY	DESC	AMOUNT																			
		10	FIELD REVIEW	0																			
INSP	BY	1st	%																				
06/04/2003	JV	0	0																				
<table border="1"> <tr> <td>(A)</td> <td>USF</td> <td>30</td> <td></td> <td></td> <td></td> </tr> <tr> <td>(B)</td> <td>USF</td> <td>62</td> <td></td> <td></td> <td></td> </tr> <tr> <td>(C)</td> <td>USF</td> <td>31</td> <td></td> <td></td> <td></td> </tr> </table>						(A)	USF	30				(B)	USF	62				(C)	USF	31			
(A)	USF	30																					
(B)	USF	62																					
(C)	USF	31																					
<table border="1"> <tr> <td>EFF. YR/AGE</td> <td>1987 / 22</td> </tr> <tr> <td>COND</td> <td>22 22%</td> </tr> <tr> <td>FUNC</td> <td>0</td> </tr> <tr> <td>ECON</td> <td>30 USE/APPEAL</td> </tr> <tr> <td>DEPR</td> <td>52 % GD 48</td> </tr> <tr> <td>RCNLD</td> <td>\$165,000</td> </tr> </table>						EFF. YR/AGE	1987 / 22	COND	22 22%	FUNC	0	ECON	30 USE/APPEAL	DEPR	52 % GD 48	RCNLD	\$165,000						
EFF. YR/AGE	1987 / 22																						
COND	22 22%																						
FUNC	0																						
ECON	30 USE/APPEAL																						
DEPR	52 % GD 48																						
RCNLD	\$165,000																						

APPRAISAL OF



SMALL INCOME PROPERTY

LOCATED AT:

3150 HERRING BROOK ROAD  
EASTHAM, MA 02642-2095

FOR:

CLIENT: EASTHAM HOUSING AUTHORITY  
2500 STATE HIGHWAY  
EASTHAM, MA 02642

BORROWER:

EASTHAM HOUSING AUTHORITY

AS OF:

February 28, 2010

BY:

SUSAN I CHAPMAN  
MA C.R.R.E.A. #71009

ACE APPRAISALS OF CAPE COD, PO BOX 1860, WELLFLEET, MA 02667 PH: 508-240-4889 FAX 508-247-0087 EMAIL: sutchapman18@gmail.com

03/08/2010

CLIENT: EASTHAM HOUSING AUTHORITY  
2500 STATE HIGHWAY  
EASTHAM, MA 02642

File Number: FILE # RMF-022410-1

INTENDED USERS: EASTHAM HOUSING AUTHORITY INTENDED USE: CURRENT MARKET VALUE FOR POSSIBLE PURCHASE

In accordance with your request, I have appraised the real property at:

3150 HERRING BROOK ROAD  
EASTHAM, MA 02642-2095

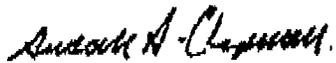
The purpose of this appraisal is to develop an opinion of the market value of the subject property, as improved. The property rights appraised are the fee simple interest in the site and improvements.

In my opinion, the market value of the property as of February 26, 2010 is:

\$620,000  
Six Hundred Twenty Thousand Dollars

The attached report contains the description, analysis and supportive data for the conclusions, final opinion of value, descriptive photographs, limiting conditions and appropriate certifications.

SINCERELY,



SUSAN I CHAPMAN  
MA C.R.R.E.A. #71009

THANK YOU FOR THIS OPPORTUNITY TO SERVE YOU.

PLEASE CONTACT ME IN THE FUTURE, IF I CAN BE OF FURTHER ASSISTANCE.

ACE APPRAISALS OF CAPE COD, PO BOX 1860, WELLFLEET, MA 02667 PH: 508-240-4889 FAX 508-247-0097 EMAIL: susanchapman6@gmail.com

Small Residential Income Property Appraisal Report

EHA  
File No. FILE # RMF-022410-1

The purpose of this summary appraisal report is to provide the lender/client with an accurate, and adequately supported, opinion of the market value of the subject property.

Property Address 3150 HERRING BROOK ROAD City EASTHAM State MA Zip Code 02642-2085  
Borrower EASTHAM HOUSING AUTHORITY Owner of Public Record ZAGWYN County BARNSTABLE  
Legal Description BOOK/PAGE: 8621-332 BARNSTABLE COUNTY REGISTRY OF DEEDS (BCRD)  
Assessor's Parcel # MAP/PAGE: 8-228-0-R Tax Year 2010 R.E. Taxes \$ 2,246.00  
Neighborhood Name NONE Map Reference CENSUS MSA: 12700 Census Tract 0103.00  
Occupant  Owner  Tenant  Vacant Special Assessments \$ NONE  PUD HOA \$ NA  per year  per month  
Property Rights Appraised  Fee Simple  Leasehold  Other (describe)  
Assignment Type  Purchase Transaction  Refinance Transaction  Other (describe) MARKET VALUE  
Lender/Client CLIENT: EASTHAM HOUSING AUTHORITY Address 2500 STATE HIGHWAY, EASTHAM, MA 02642  
Is the subject property currently offered for sale or has it been offered for sale in the twelve months prior to the effective date of this appraisal?  Yes  No  
Report data source(s) used, offering price(s), and date(s). The subject is currently listed on MLS for \$678,000, and has been marketed for sale for approx 190 days. This appraiser is not aware if there is a signed Offer to Purchase or Purchase and Sale Agreement, nor is she aware of the offering price.  
I  did  did not analyze the contract for sale for the subject purchase transaction. Explain the results of the analysis of the contract for sale or why the analysis was not performed.  
NA

Contract Price \$ N/A Date of Contract Unknown Is the property seller the owner of public record?  Yes  No Data Source(s) BCRD  
Is there any financial assistance (loan charges, sale concessions, gift or downpayment assistance, etc.) to be paid by any party on behalf of the borrower?  Yes  No  
If Yes, report the total dollar amount and describe the items to be paid. UNKNOWN

Note: Race and the racial composition of the neighborhood are not appraisal factors.

Location	<input type="checkbox"/> Urban	<input checked="" type="checkbox"/> Suburban	<input type="checkbox"/> Rural	Property Values	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining	PRICE	AGE	One-Unit	100 %
Build-Up	<input type="checkbox"/> Over 75%	<input checked="" type="checkbox"/> 25-75%	<input type="checkbox"/> Under 25%	Demand/Supply	<input type="checkbox"/> Shortage	<input type="checkbox"/> In Balance	<input checked="" type="checkbox"/> Over Supply	\$(000)	(yrs)	2-4 Unit	%
Growth	<input type="checkbox"/> Rapid	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Slow	Marketing Time	<input type="checkbox"/> Under 3 mths	<input checked="" type="checkbox"/> 3-6 mths	<input type="checkbox"/> Over 6 mths	400 Low	15	Multi-Family	%
Neighborhood Boundaries	WELLFLEET TOWN LINE (N), RT 8 (E), SAMOSET RD (S), AND CAPE COD BAY (W). HOMES ARE PRIMARILY TRADITIONAL COLONIAL, CAPE AND RANCH STYLES DISPLAYING ABV AVG - GOOD MAINTENANCE.							1,350 High	200+	Commercial	%
Neighborhood Description	SEE ATTACHED ADDENDUM										

Market Conditions (including support for the above conclusions) SEE ATTACHED ADDENDUM

Dimensions APPROX 186'X76'X197'X225' Area 0.58 ACRE Shape IRREGULAR View NEIGHBORHD  
Specific Zoning Classification A/RESIDENTIAL Zoning Description 40,000 SF MINIMUM; 50 FEET FRONTAGE, MINIMUM  
Zoning Compliance  Legal  Legal Nonconforming (Grandfathered Use)  No Zoning  Illegal (describe) SEE ATTACHED ADDENDUM  
Is the highest and best use of the subject property as improved (or as proposed per plans and specifications) the present use?  Yes  No If No, describe.

Utilities Public Other (describe) Public Other (describe) Off-site Improvements--Type Public Private  
Electricity   Water   PRIVATE WELL Street PAVED    
Gas  AT STREET Sanitary Sewer   TITLE V Alley NONE/TYPICAL    
FEMA Special Flood Hazard Area  Yes  No FEMA Flood Zone C FEMA Map # FEMA Map Date  
Are the utilities and off-site improvements typical for the market area?  Yes  No If No, describe.  
Are there any adverse site conditions or external factors (easements, encroachments, environmental conditions, land uses, etc.)?  Yes  No If Yes, describe. SEE ATTACHED ADDENDUM

Units	<input type="checkbox"/> Two	<input type="checkbox"/> Three	<input checked="" type="checkbox"/> Four	Concrete Slab	<input type="checkbox"/> Craw Space	Foundation Walls	POURED/GD	Floors	CARPET/GD
# of Accessory Unit (describe below)				<input checked="" type="checkbox"/> Full Basement	<input type="checkbox"/> Partial Basement	Exterior Walls	CDR SHG/GD	Walls	DWLG/GD
# of Stories 2	# of Bldgs. 1	Basement Area	930 sq. ft.	Basement Finish	NONE %	Roof Surface	ASPH SHING/GD	Trim/Finish	WOOD/GD
Types <input checked="" type="checkbox"/> Det. <input type="checkbox"/> Att. <input type="checkbox"/> S-Det/End Unit	Basement Entry/Exit	Sumo Pump	Window Type	DH.DG/GD	Bath Wainscot	TILE/GD			
<input checked="" type="checkbox"/> Existing <input type="checkbox"/> Proposed <input type="checkbox"/> Under Const.	Evidence of <input type="checkbox"/> Infestation	Storm Sash/Insulated	COMBOS/GD	Screens	YES/GD				
Year Built 1973	Dampness <input type="checkbox"/> Settlement <input type="checkbox"/>								
Effective Age (Yrs) 15	Attic <input type="checkbox"/> None <input type="checkbox"/> FWA <input type="checkbox"/> HWOB <input checked="" type="checkbox"/> Radiant <input type="checkbox"/> Fireplace(s) # <input type="checkbox"/> Woodstove(s) #								
<input type="checkbox"/> Drop Stair <input type="checkbox"/> Stairs	Other ELEC <input type="checkbox"/> Fust <input type="checkbox"/> Patio/Deck <input checked="" type="checkbox"/> Fence <input checked="" type="checkbox"/> Garage # of Cars 2								
<input type="checkbox"/> Floor <input type="checkbox"/> Scuttle <input type="checkbox"/> Central Air Conditioning <input type="checkbox"/> Pool <input type="checkbox"/> Porch <input type="checkbox"/> Carport # of Cars	Finished <input type="checkbox"/> Heated <input type="checkbox"/> Individual <input type="checkbox"/> Other <input type="checkbox"/> Other <input checked="" type="checkbox"/> Det. <input type="checkbox"/> Built-In								
# of Appliances: Refrigerator 4	Range/Oven 4	Dishwasher 0	Disposal	Microwave	Washer/Dryer 1	Other (describe) 4 HOOD VENTS			
Unit # 1 contains:	4 Rooms	2 Bedroom(s)	1F Bath(s)	981 Square feet of Gross Living Area					
Unit # 2 contains:	4 Rooms	2 Bedroom(s)	1F Bath(s)	992 Square feet of Gross Living Area					
Unit # 3 contains:	4 Rooms	2 Bedroom(s)	1F Bath(s)	992 Square feet of Gross Living Area					
Unit # 4 contains:	4 Rooms	2 Bedroom(s)	1 Bath(s)	981 Square feet of Gross Living Area					
Additional features (special energy efficient items, etc.).	SEE ADDENDUM								

Describe the condition of the property (including needed repairs, deterioration, renovations, remodeling, etc.). PROPERTY DISPLAYS VERY GOOD ON-GOING MAINTENANCE AND SOME RECENT UPDATES RESULTING IN GOOD CONDITION OF THE PROPERTY, AND RESULTING IN LESS THAN TYPICAL EFFECTIVE AGE. UNIT 1, CURRENTLY THE OWNER OCCUPIED UNIT, HAS SOME UPDATES OF GOOD QUALITY CONSTRUCTION. THE KITCHEN HAS NEWER CABINETS/COUNTER, THE DINING AREA HAS A CEILING FAN, THE BATH HAS BEEN RECENTLY TILED FLOOR. AN EXTERIOR FENCE WAS RECENTLY INSTALLED. THERE IS SOME DISCOLORED GROUT IN THE TUB/SHOWER OF UNIT 3. THIS APPEARS TO NEED CLEANING AND POSSIBLY RE-CAULKING ALONG THE TUB. THERE WAS NO EVIDENCE OF ANY LEAKING ON THE DAY OF INSPECTION. ALL OF THESE FEATURES ARE CONSIDERED IN THE EFFECTIVE AGE. NO FUNCTIONAL OR EXTERNAL (ECONOMIC) DEPRECIATION NOTED.

Describe the condition of the property (including needed repairs, deterioration, renovations, remodeling, etc.). PROPERTY DISPLAYS VERY GOOD ON-GOING MAINTENANCE AND SOME RECENT UPDATES RESULTING IN GOOD CONDITION OF THE PROPERTY, AND RESULTING IN LESS THAN TYPICAL EFFECTIVE AGE. UNIT 1, CURRENTLY THE OWNER OCCUPIED UNIT, HAS SOME UPDATES OF GOOD QUALITY CONSTRUCTION. THE KITCHEN HAS NEWER CABINETS/COUNTER, THE DINING AREA HAS A CEILING FAN, THE BATH HAS BEEN RECENTLY TILED FLOOR. AN EXTERIOR FENCE WAS RECENTLY INSTALLED. THERE IS SOME DISCOLORED GROUT IN THE TUB/SHOWER OF UNIT 3. THIS APPEARS TO NEED CLEANING AND POSSIBLY RE-CAULKING ALONG THE TUB. THERE WAS NO EVIDENCE OF ANY LEAKING ON THE DAY OF INSPECTION. ALL OF THESE FEATURES ARE CONSIDERED IN THE EFFECTIVE AGE. NO FUNCTIONAL OR EXTERNAL (ECONOMIC) DEPRECIATION NOTED.

Small Residential Income Property Appraisal Report

EHA  
File No. FILE # RMF-022410-1

Are there any physical deficiencies or adverse conditions that affect the livability, soundness, or structural integrity of the property?  Yes  No If Yes, describe \_\_\_\_\_

Does the property generally conform to the neighborhood (functional utility, style, condition, use, construction, etc.)?  Yes  No If No, describe \_\_\_\_\_

Is the property subject to rent control?  Yes  No If Yes, describe \_\_\_\_\_

The following properties represent the most current, similar, and proximate comparable rental properties to the subject property. This analysis is intended to support the opinion of the market rent for the subject property.

FEATURE	SUBJECT	COMPARABLE RENTAL NO. 1	COMPARABLE RENTAL NO. 2	COMPARABLE RENTAL NO. 3
Address	EASTHAM	2425 STATE HIGHWAY EASTHAM	5 GARDINER RD FALMOUTH	10 LAW STREET PROVINCETOWN
Proximity to Subject		2.09 miles SSE	41.84 miles WSW	16.94 miles NW
Current Monthly Rent	\$ 3,350	\$ 2,000	\$ 3,000	\$ 3,950
Rent/Gross Bldg. Area	\$ 0.86 sq. ft.	\$ 0.70 sq. ft.	\$ 0.89 sq. ft.	\$ 1.94 sq. ft.
Rent Control	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			
Data Source(s)	INSPECTION	ASSR/MLS	INSPECTION/ASSR/MLS	INSPECTION/ASSR/MLS
Date of Lease(s)	TAW	TAW	TAW	TAW
Location	RES NBHD	MAIN ROAD	RES NBHD	TOWN CENTER
Actual Age	37 YR/EFF 15	61 YR/EFF 15	110 YR/EFF 15	165 YR/EFF 5
Condition	ABOVE AVERAGE	ABOVE AVERAGE	AVERAGE	RENOVATED
Gross Building Area	3,906	2,839	3,385	2,031
Unit Breakdown				
Unit # 1	Rm Count: 4 2 1F, Size: 961, Monthly Rent: \$ 1,250	Rm Count: 7 4 3F, Size: 1,250, Monthly Rent: \$ 850	Rm Count: 4 2 1F, Size: 1,000, Monthly Rent: \$ 1,000	Rm Count: 3 1 1F, Size: 515, Monthly Rent: \$ 1,350
Unit # 2	Rm Count: 4 2 1F, Size: 992, Monthly Rent: \$ 1,150	Rm Count: 3 1 1F, Size: 840, Monthly Rent: \$ 1,150	Rm Count: 4 2 1F, Size: 1,000, Monthly Rent: \$ 1,000	Rm Count: 3 1 1F, Size: 500, Monthly Rent: \$ 1,000
Unit # 3	Rm Count: 4 2 1F, Size: 992, Monthly Rent: \$ 1,150	Rm Count: 3 1 1F, Size: 840, Monthly Rent: \$ 1,150	Rm Count: 3 1 1F, Size: 750, Monthly Rent: \$ 1,000	Rm Count: 1 2 1F, Size: 1,015, Monthly Rent: \$ 1,600
Unit # 4	Rm Count: 4 2 1F, Size: 961, Monthly Rent: \$ 1,250	Rm Count: 7 4 3F, Size: 1,250, Monthly Rent: \$ 850	Rm Count: 2 1 1F, Size: 635, Monthly Rent: \$ 1,000	Rm Count: 3 1 1F, Size: 515, Monthly Rent: \$ 1,350
Utilities Included	WATER/SEWER	WATER/SEWER	WATER/SEWER	WATER/SEWER
HEAT	TENANT	TENANT	TENANT	TENANT
ELECTRIC	TENANT	TENANT	TENANT	TENANT

Analysis of rental data and support for estimated market rents for the individual subject units reported below (including the adequacy of the comparables, rental comparisons, etc.)  
**TWO BEDROOM APARTMENTS RANGE FROM \$1,000 - \$1,600/MO IN THIS ANALYSIS. THE SUBJECT UNITS ARE LARGER 2 BEDROOM UNITS; THEY WOULD BE EXPECT TO RENT FOR \$1,200/MONTH. THE 1 BEDROOM UNIT AT 2425 STATE HIGHWAY, EASTHAM, WHICH RENTS FOR \$1,150/MONTH, IS A DETACHED COTTAGE. DETACHED UNITS OFTEN COMMAND HIGHER RENTS IN THIS MARKET.**

Rent Schedule: The appraiser must reconcile the applicable indicated monthly market rents to provide an opinion of the market rent for each unit in the subject property.

Unit #	Lease Date		Per Unit		Total Rents	Per Unit		Total Rents
	Begin Date	End Date	Unfurnished	Furnished		Unfurnished	Furnished	
1	NA	NA	\$ OWNER OCC	NA	\$ OWNER OCC	\$ 1,200	NA	\$ 1,200
2	TAW	TAW	1,100	NA	1,100	1,200	NA	1,200
3	TAW	TAW	1,100	NA	1,100	1,200	NA	1,200
4	TAW	TAW	1,150	NA	1,150	1,200	NA	1,200
Comment on lease data			Total Actual Monthly Rent	\$ 3,350	Total Gross Monthly Rent	\$ 4,800		
			Other Monthly Income (Itemize)	\$	Other Monthly Income (Itemize)	\$		
			Total Actual Monthly Income	\$ 3,350	Total Estimated Monthly Income	\$ 4,800		

Utilities included in estimated rents:  Electric  Water  Sewer  Gas  Oil  Cable  Trash collection  Other (describe) \_\_\_\_\_

Comments on actual or estimated rents and other monthly income (including personal property): HOMES IN THIS AREA ARE TYPICALLY UNFURNISHED FOR YEAR ROUND RENTALS. HOWEVER USUALLY THE SAME RENT WOULD APPLY IN THIS MARKET FOR FURNISHED AND UNFURNISHED APARTMENTS. THE SUBJECT DWELLING IS A 4 UNIT INCOME PROPERTY WITH EACH UNIT HAVING 2 BEDROOMS. IT APPEARS THE FIRST FLOOR UNITS ARE RENTING FOR A LITTLE MORE THAN THE SECOND FLOOR UNITS. LOCATION ON THE FIRST OR SECOND FLOOR IS OFTEN A PERSONAL CHOICE, AND WOULD NOT TYPICALLY AFFECT THE RENTAL RATE IN THIS MARKET. SUBJECT RENTS ARE WITHIN RANGE OF RENTS AS INDICATED BY THE MARKET.

1  did  did not research the sale or transfer history of the subject property and comparable sales, if not, explain \_\_\_\_\_

My research  did  did not reveal any prior sales or transfers of the subject property for the three years prior to the effective date of this appraisal.  
 Data source(s) ASSESSORS AND BCRD

My research  did  did not reveal any prior sales or transfers of the comparable sales for the year prior to the date of sale of the comparable sale.  
 Data source(s) ASSESSORS AND BCRD

Report the results of the research and analysis of the prior sale history of the subject property and comparable sales (report additional prior sales on page 4).

ITEM	SUBJECT	COMPARABLE SALE NO. 1	COMPARABLE SALE NO. 2	COMPARABLE SALE NO. 3
Date of Prior Sale/Transfer	NO SALE 36 MONTHS	NO SALE 12 MONTHS	NO SALE 12 MONTHS	NO SALE 12 MONTHS
Price of Prior Sale/Transfer	PRIOR TO DOV	PRIOR TO LAST SALE	PRIOR TO LAST SALE	PRIOR TO LAST SALE
Data Source(s)	BCRD/ASSESSORS	BCRD/ASSESSORS	BCRD/ASSESSORS	BCRD/ASSESSORS
Effective Date of Data Source(s)	03/08/2010	03/08/2010	03/08/2010	03/08/2010

Analysis of prior sale history for the subject property and comparable sales: PER BCRD AND ASSESSORS, THE SUBJECT PROPERTY HAS NOT TRANSFERRED OWNERSHIP IN THE PAST 36 MONTHS. COMPARABLE SALE PROPERTIES SOLD AS NOTED WITH NO OTHER SALES IN THE PAST 12 MONTHS PRIOR TO THE DATE OF VALUE. PENDING/ACTIVE LISTING COMPARABLES SHOW NO OTHER SALES IN THE PAST 12 MONTHS PRIOR TO THE DATE OF VALUE.

Small Residential Income Property Appraisal Report

EHA  
File No. FILE # RMF-022410-1

There are <b>8</b> comparable properties currently offered for sale in the subject neighborhood ranging in price from \$ <b>500,000</b> to \$ <b>880,000</b>				
There are <b>4</b> comparable sales in the subject neighborhood within the past twelve months ranging in sale price from \$ <b>600,000</b> to \$ <b>660,000</b>				
<b>FEATURE</b>	<b>SUBJECT</b>	<b>COMPARABLE SALE NO. 1</b>	<b>COMPARABLE SALE NO. 2</b>	<b>COMPARABLE SALE NO. 3</b>
3150 HERRING BROOK ROAD Address EASTHAM	10 LAW ST PROVINCETOWN	18 PLEASANT ST PROVINCETOWN	30 CONANT ST PROVINCETOWN	
Proximity to Subject	18.94 miles NW	16.79 miles NW	16.66 miles NW	
Sale Price	NA	\$ 825,000	\$ 595,000	\$ 569,000
Sale Price/Gross Bldg. Area	\$ 0.00 sq. ft.	\$ 406.20 sq. ft.	\$ 333.33 sq. ft.	\$ 347.37 sq. ft.
Gross Monthly Rent	\$ 4,800	\$ 2,400	\$ 2,400	\$ 3,000
Gross Rent Multiplier	131.25	343.75	247.92	189.67
Price Per Unit	\$ 157,500	\$ 275,000	\$ 198,333	\$ 284,500
Price Per Room	\$ 39,375	\$ 75,000	\$ 86,111	\$ 83,222
Price Per Bedroom	\$ 78,750	\$ 208,250	\$ 119,000	\$ 113,800
Rent Control	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			
Data Source(s)	EXT INSPECTION/MLS	EXT INSPECTION/MLS	EXT INSPECTION/MLS	EXT INSPECTION/MLS
Verification Source(s)	ASSESSORS/BCRD	ASSESSORS/BCRD	ASSESSORS/BCRD	ASSESSORS/BCRD
<b>VALUE ADJUSTMENTS</b>	<b>DESCRIPTION</b>	<b>ADJUSTMENT</b>	<b>DESCRIPTION</b>	<b>ADJUSTMENT</b>
Sale or Financing Concessions	NONE NOTED		NONE NOTED	
Date of Sale/Time	DOM 151		DOM 339	
Location	4/10/2009		2/2/2010	
Leasehold/Free Simple	RES NBHD	SUP RES NB -165,000	SUP RES NB	-119,000
Site	FEE SIMPLE	FEE SIMPLE	FEE SIMPLE	FEE SIMPLE
View	0.58 A	.19 A	0.092 A	0.093 A
Design (Style)	NBHD	NBHD	NBHD	NBHD
Quality of Construction	COLONIAL	ANTIQUE	ANTIQUE	ANTIQUE
Actual Age	ABV AVERAGE	VERY GOOD -82,500	ABV AVERAGE	ABV AVERAGE
Condition	37 EFF 16	15 EFF 10 -25,000	120 EFF 25	60,000
Gross Building Area 25	GOOD	VERY GOOD	AVERAGE	AVERAGE
Unit Breakdown	3,908	2,031	46,875	1,785
Unit # 1			\$3,025	1,638
Unit # 2				56,700
Unit # 3				
Unit # 4				
Basement Description	Total	Bdrms.	Baths	BDRM 15,000
Basement Finished Rooms	4	2	1F	BTH 5000
Functional Utility	4	2	1F	BTH 5000
Heating/Cooling	4	2	1F	BTH 5000
Energy Efficient Items	4	2	1F	BTH 5000
Parking On/Off Site	4	2	1F	BTH 5000
Porch/Patio/Deck	4	2	1F	BTH 5000
FIREPLACES	4	2	1F	BTH 5000
Net Adjustment (Total)				
Adjusted Sale Price of Comparables				
Adj. Price Per Unit (Adj. SP Comp / # of Comp Units)				
Adj. Price Per Room (Adj. SP Comp / # of Comp Rooms)				
Adj. Price Per Bdrm. (Adj. SP Comp / # of Comp Bedrooms)				
Value Per Unit				
Value Per Rm.				
Summary of Sales Comparison Approach including reconciliation of the above indicators of value. AS THE SUBJECT HAS MORE UNITS THAN ALL BUT 1 OF THE COMPARABLE PROPERTIES AND MORE GBA, ROOMS, AND BEDROOMS THAN ALL OF THE PROPERTIES IN THE ANALYSIS, ITS VALUE PER UNIT, PER ROOM, PER BEDROOM, AND PER GBA IS LESS THAN ALL THE COMPARABLE PROPERTIES. THE GRM IS ALSO LESS THAN ALL THE COMPARABLES INDICATING A GREATER RETURN, IN RENT PER DOLLAR INVESTED.				
Indicated Value by Sales Comparison Approach \$ 620,000				
Total gross monthly rent \$ 4,500 x gross rent multiplier (GRM) 140.00 = \$ 630,000 Indicated value by the Income Approach				
Comments on income approach including reconciliation of the GRM THE INCOME APPROACH MARKET RENT WAS DERIVED FROM ACTUAL AND PROJECTED RENTS CONSISTENT WITH THE MARKET. LESS EMPHASIS ON THIS APPROACH TO VALUE AS PROPERTIES IN THIS AREA ARE NOT TYPICALLY PURCHASED TO PRODUCE A POSITIVE INCOME STREAM, MAKING IT THEREFORE DIFFICULT TO COMPUTE A RELIABLE GRM (GROSS RENT MULTIPLIER).				
Indicated Value by: Sales Comparison Analysis \$ 620,000 Income Approach \$ 630,000 Cost Approach (if available) \$ 657,700				
EMPHASIS ON THE SALES COMPARISON APPROACH AS THE BEST INDICATOR OF VALUE. THE COST APPROACH AND THE INCOME APPROACH ARE DEVELOPED AND ARE ADEQUATE FOR VALUATION.				
This appraisal is made <input checked="" type="checkbox"/> "as is," <input type="checkbox"/> subject to completion per plans and specifications on the basis of a hypothetical condition that the improvements have been completed, <input type="checkbox"/> subject to the following repairs or alterations on the basis of a hypothetical condition that the repairs or alterations have been completed, or <input type="checkbox"/> subject to the following required inspection based on the extraordinary assumption that the condition or deficiency does not require alteration or repair: NO CONDITIONS ON APPRAISAL				
Based on a complete visual inspection of the interior and exterior areas of the subject property, defined scope of work, statement of assumptions and limiting conditions, and appraiser's certification, my (our) opinion of the market value, as defined, of the real property that is the subject of this report is: \$ 620,000 as of 02/26/2010 which is the date of inspection and the effective date of this appraisal.				

Small Residential Income Property Appraisal Report

INTENDED USE, USER, AND SCOPE OF WORK: THE FOLLOWING STATEMENT OVERRIDES ALL OTHER STATEMENTS TO THE CONTRARY IN THIS REPORT. THE SALES COMPARISON APPROACH (SCA), AND COST APPROACH (CA) WERE RESEARCHED AND ANALYZED IN THE REPORT. THESE APPROACHES WERE RELIED UPON TO PRODUCE CREDIBLE ASSIGNMENT RESULTS BASED ON THE INTENDED USE OF THE APPRAISAL. THE INTENDED USE IS TO ASSIST THE CLIENT IN DETERMINING THE CURRENT MARKET VALUE OF THE SUBJECT PROPERTY WITH A VIEW TO PURCHASING THE PROPERTY, SUBJECT TO THE STATED SCOPE OF WORK, PURPOSE OF THE APPRAISAL, REPORTING REQUIREMENTS OF THIS APPRAISAL REPORT FORM, AND DEFINITION OF MARKET VALUE. THE INTENDED USER OF THIS APPRAISAL REPORT IS THE CLIENT NOTED. USE OF THIS REPORT BY OTHERS OR FOR OTHER PURPOSES IS NOT INTENDED BY THE APPRAISER.

ADDITIONAL SCOPE OF THE APPRAISAL PROCEEDS & STATED INTENDED USER: THE APPRAISAL IS BASED ON THE INFORMATION GATHERED BY THE APPRAISER FROM PUBLIC RECORDS, OTHER IDENTIFIED SOURCES, INSPECTION OF THE SUBJECT PROPERTY AND NEIGHBORHOOD, AND SELECTION OF COMPARABLE SALES WITHIN THE SUBJECT MARKET AREAS. THE ORIGINAL SOURCE IS PRESENTED FIRST. THE SOURCES AND DATA ARE CONSIDERED RELIABLE. WHEN CONFLICTING INFORMATION WAS PROVIDED THE SOURCE DEEMED MOST RELIABLE HAS BEEN USED. DATA BELIEVED TO BE UNRELIABLE WAS NOT INCLUDED IN THE REPORT NOR USED AS A BASIS FOR THE VALUE CONCLUSION. THE APPRAISER IS NOT A HOME INSPECTOR AND THIS IS NOT A HOME INSPECTION REPORT.

PERSONAL PROPERTY: NO PERSONAL PROPERTY WAS INCLUDED IN THE ESTIMATE OF VALUE.

PHOTOS: PHOTOS OF THE SUBJECT PROPERTY WERE TAKEN BY THIS APPRAISER ON THE DAY OF INSPECTION. ALL PHOTOS ARE INTENDED TO BEST REPRESENT THE SUBJECT PROPERTY ON THE DAY OF INSPECTION AND THE COMPARABLE SALE PROPERTIES AT THE TIME OF THEIR SALE.

THE SUBJECT PROPERTY IS LOCATED 6 MILES FROM THE APPRAISER'S OFFICE. THE ASSIGNMENT REQUIRES GEOGRAPHIC/MARKET COMPETENCY AS PART OF THE SCOPE OF WORK. I AM CONFIRMING THAT I HAVE SPENT SUFFICIENT TIME TO GAIN ADEQUATE KNOWLEDGE, EXPERIENCE AND RESOURCES TO COMMUNICATE A CREDIBLE OPINION OF MARKET VALUE FOR THE SUBJECT PROPERTY. THE NECESSARY UNDERSTANDING OF LOCAL MARKET CONDITIONS PROVIDES THE CONNECTION BETWEEN A SALE AND A COMPARABLE SALE OR A RENTAL AND A COMPARABLE RENTAL. THIS OPINION IS BASED ON THE APPRAISER'S FULL TIME, WORKING KNOWLEDGE OF THE SUBJECT'S SPECIFIC MARKETING AREA, INCLUDING LOCAL SUPPLY AND DEMAND FACTORS WHICH RELATE TO THE SUBJECT'S PROPERTY TYPE AND ITS' SPECIFIC LOCATION. ADDITIONALLY, THE APPRAISER'S CREDENTIALS INCLUDE ON-GOING FORMAL EDUCATION, ANALYSIS OF CURRENT MARKET-DRIVEN STATISTICS, SUBSCRIPTIONS AND REVIEW OF PUBLISHED REAL ESTATE PERIODICALS AND COST MANUALS, AND REGULARLY NETWORKING WITH INDIVIDUALS INVOLVED IN REAL ESTATE TRANSACTIONS.

ADDITION TO THE APPRAISER'S CERTIFICATION: THIS APPRAISER CONFIRMS THAT SHE HAS NOT CONDUCTED AN APPRAISAL OR PROVIDED ANY OTHER SERVICE TO THE SUBJECT PROPERTY IN THE PAST 36 MONTHS.

Provide adequate information for the lender/client to replicate the below cost figures and calculations.  
Support for the opinion of site value (summary of comparable land sales or other methods for estimating site value) LAND VALUE BASED ON THE ALLOCATION METHOD WITH THE RATIO OF LAND TO IMPROVEMENTS OF THE COMPARABLE SALES SIMILAR TO THAT OF THE SUBJECT PROPERTY.

ESTIMATED	<input type="checkbox"/> REPRODUCTION OR	<input checked="" type="checkbox"/> REPLACEMENT COST NEW	OPINION OF SITE VALUE	= \$	175,000
Source of cost data	2010 MEANS COST SF MANUAL		Dwelling	3,906 Sq. Ft. @ \$	145.00 = \$ 568,370
Quality rating from cost service	ABV AVG		Bsmt: 930	Sq. Ft. @ \$	12.00 = \$ 11,160
Comments on Cost Approach (gross living area calculations, depreciation, etc.)			APPLIANCES		5,000
COST DATA FROM 2010 MEANS SQUARE FOOT COST MANUAL AND LOCAL BUILDERS COSTS. DEPRECIATION BASED ON AGE/LIFE METHOD WITH AND EFFECTIVE AGE OF 15 YRS AND A TOTAL ECONOMIC LIFE (TEL) OF 65 YEARS. A 1.4% FACTOR IS APPLIED TO THE BASE COSTS TO REFLECT BUILDING COSTS IN THE LOCAL AREA.			Garage/Carport: 2 C	Sq. Ft. @ \$	DETCH = \$ 32,000
			Total Estimate of Cost-New		\$ 614,530
			Less 65 Physical Functional External		
			Depreciation	\$141,814	= \$ ( 141,814)
			Depreciated Cost of Improvements		= \$ 472,716
			*As-Is Value of Site Improvements		= \$
			LANDSCAPING, HOOK-UPS		
Estimated Remaining Economic Life: (HUD and VA only)	50 Years		INDICATED VALUE BY COST APPROACH		= \$ 657,700

Is the developer/builder in control of the Homeowners' Association (HOA)?  Yes  No Unit type(s)  Detached  Attached

Provide the following information for PUDs ONLY if the developer/builder is in control of the HOA and the subject property is an attached dwelling unit.

Legal name of project \_\_\_\_\_  
 Total number of phases \_\_\_\_\_ Total number of units \_\_\_\_\_ Total number of units sold \_\_\_\_\_  
 Total number of units rented \_\_\_\_\_ Total number of units for sale \_\_\_\_\_ Data source(s) \_\_\_\_\_  
 Was the project created by the conversion of an existing building(s) into a PUD?  Yes  No If Yes, date of conversion \_\_\_\_\_  
 Does the project contain any multi-dwelling units?  Yes  No Data source(s) \_\_\_\_\_  
 Are the units, common elements, and recreation facilities complete?  Yes  No If No, describe the status of completion \_\_\_\_\_  
 Are the common elements leased to or by the Homeowners' Association?  Yes  No If Yes, describe the rental terms and options \_\_\_\_\_  
 Describe common elements and recreational facilities. \_\_\_\_\_

## Small Residential Income Property Appraisal Report

This report form is designed to report an appraisal of a two- to four-unit property, including a two- to four-unit property in a planned unit development (PUD). A two- to four-unit property located in either a condominium or cooperative project requires the appraiser to inspect the project and complete the project information section of the Individual Condominium Unit Appraisal Report or the Individual Cooperative Interest Appraisal Report and attach it as an addendum to this report.

This appraisal report is subject to the following scope of work, intended use, intended user, definition of market value, statement of assumptions and limiting conditions, and certifications. Modifications, additions, or deletions to the intended use, intended user, definition of market value, or assumptions and limiting conditions are not permitted. The appraiser may expand the scope of work to include any additional research or analysis necessary based on the complexity of this appraisal assignment. Modifications or deletions to the certifications are also not permitted. However, additional certifications that do not constitute material alterations to this appraisal report, such as those required by law or those related to the appraiser's continuing education or membership in an appraisal organization, are permitted.

**SCOPE OF WORK:** The scope of work for this appraisal is defined by the complexity of this appraisal assignment and the reporting requirements of this appraisal report form, including the following definition of market value, statement of assumptions and limiting conditions, and certifications. The appraiser must, at a minimum: (1) perform a complete visual inspection of the interior and exterior areas of the subject property, (2) inspect the neighborhood, (3) inspect each of the comparable sales from at least the street, (4) research, verify, and analyze data from reliable public and/or private sources, and (5) report his or her analysis, opinions, and conclusions in this appraisal report.

**INTENDED USE:** The intended use of this appraisal report is for the lender/client to evaluate the property that is the subject of this appraisal for a mortgage finance transaction.

**INTENDED USER:** The intended user of this appraisal report is the lender/client.

**DEFINITION OF MARKET VALUE:** The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby: (1) buyer and seller are typically motivated; (2) both parties are well informed or well advised, and each acting in what he or she considers his or her own best interest; (3) a reasonable time is allowed for exposure in the open market; (4) payment is made in terms of cash in U. S. dollars or in terms of financial arrangements comparable thereto; and (5) the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions\* granted by anyone associated with the sale.

\*Adjustments to the comparables must be made for special or creative financing or sales concessions. No adjustments are necessary for those costs which are normally paid by sellers as a result of tradition or law in a market area; these costs are readily identifiable since the seller pays these costs in virtually all sales transactions. Special or creative financing adjustments can be made to the comparable property by comparisons to financing terms offered by a third party institutional lender that is not already involved in the property or transaction. Any adjustment should not be calculated on a mechanical dollar for dollar cost of the financing or concession but the dollar amount of any adjustment should approximate the market's reaction to the financing or concessions based on the appraiser's judgment.

**STATEMENT OF ASSUMPTIONS AND LIMITING CONDITIONS:** The appraiser's certification in this report is subject to the following assumptions and limiting conditions:

1. The appraiser will not be responsible for matters of a legal nature that affect either the property being appraised or the title to it, except for information that he or she became aware of during the research involved in performing this appraisal. The appraiser assumes that the title is good and marketable and will not render any opinions about the title.
2. The appraiser has provided a sketch in this appraisal report to show the approximate dimensions of the improvements, including each of the units. The sketch is included only to assist the reader in visualizing the property and understanding the appraiser's determination of its size.
3. The appraiser has examined the available flood maps that are provided by the Federal Emergency Management Agency (or other data sources) and has noted in this appraisal report whether any portion of the subject site is located in an Identified Special Flood Hazard Area. Because the appraiser is not a surveyor, he or she makes no guarantees, express or implied, regarding this determination.
4. The appraiser will not give testimony or appear in court because he or she made an appraisal of the property in question, unless specific arrangements to do so have been made beforehand, or as otherwise required by law.
5. The appraiser has noted in this appraisal report any adverse conditions (such as needed repairs, deterioration, the presence of hazardous wastes, toxic substances, etc.) observed during the inspection of the subject property or that he or she became aware of during the research involved in performing this appraisal. Unless otherwise stated in this appraisal report, the appraiser has no knowledge of any hidden or unapparent physical deficiencies or adverse conditions of the property (such as, but not limited to, needed repairs, deterioration, the presence of hazardous wastes, toxic substances, adverse environmental conditions, etc.) that would make the property less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, express or implied. The appraiser will not be responsible for any such conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because the appraiser is not an expert in the field of environmental hazards, this appraisal report must not be considered as an environmental assessment of the property.
6. The appraiser has based his or her appraisal report and valuation conclusion for an appraisal that is subject to satisfactory completion, repairs, or alterations on the assumption that the completion, repairs, or alterations of the subject property will be performed in a professional manner.



Small Residential Income Property Appraisal Report

21. The lender/client may disclose or distribute this appraisal report to: the borrower; another lender at the request of the borrower; the mortgagee or its successors and assigns; mortgage insurers; government sponsored enterprises; other secondary market participants; data collection or reporting services; professional appraisal organizations; any department, agency, or instrumentality of the United States; and any state, the District of Columbia, or other jurisdictions; without having to obtain the appraiser's or supervisory appraiser's (if applicable) consent. Such consent must be obtained before this appraisal report may be disclosed or distributed to any other party (including, but not limited to, the public through advertising, public relations, news, sales, or other media).

22. I am aware that any disclosure or distribution of this appraisal report by me or the lender/client may be subject to certain laws and regulations. Further, I am also subject to the provisions of the Uniform Standards of Professional Appraisal Practice that pertain to disclosure or distribution by me.

23. The borrower, another lender at the request of the borrower, the mortgagee or its successors and assigns, mortgage insurers, government sponsored enterprises, and other secondary market participants may rely on this appraisal report as part of any mortgage finance transaction that involves any one or more of these parties.

24. If this appraisal report was transmitted as an "electronic record" containing my "electronic signature," as those terms are defined in applicable federal and/or state laws (excluding audio and video recordings), or a facsimile transmission of this appraisal report containing a copy or representation of my signature, the appraisal report shall be as effective, enforceable and valid as if a paper version of this appraisal report were delivered containing my original hand written signature.

25. Any intentional or negligent misrepresentation(s) contained in this appraisal report may result in civil liability and/or criminal penalties including, but not limited to, fine or imprisonment or both under the provisions of Title 18, United States Code, Section 1001, et seq., or similar state laws.

**SUPERVISORY APPRAISER'S CERTIFICATION:** The Supervisory Appraiser certifies and agrees that:

- I directly supervised the appraiser for this appraisal assignment, have read the appraisal report, and agree with the appraiser's analysis, opinions, statements, conclusions, and the appraiser's certification.
- I accept full responsibility for the contents of this appraisal report including, but not limited to, the appraiser's analysis, opinions, statements, conclusions, and the appraiser's certification.
- The appraiser identified in this appraisal report is either a sub-contractor or an employee of the supervisory appraiser (or the appraisal firm), is qualified to perform this appraisal, and is acceptable to perform this appraisal under the applicable state law.
- This appraisal report complies with the Uniform Standards of Professional Appraisal Practice that were adopted and promulgated by the Appraisal Standards Board of The Appraisal Foundation and that were in place at the time this appraisal report was prepared.
- If this appraisal report was transmitted as an "electronic record" containing my "electronic signature," as those terms are defined in applicable federal and/or state laws (excluding audio and video recordings), or a facsimile transmission of this appraisal report containing a copy or representation of my signature, the appraisal report shall be as effective, enforceable and valid as if a paper version of this appraisal report were delivered containing my original hand written signature.

**APPRAISER**

Signature *Susan I Chapman*  
 Name SUSAN I CHAPMAN  
 Company Name ACE Appraisals of Cape Cod  
 Company Address PO BOX 1860; WELLFLEET, MA 02667  
 Telephone Number 508-240-4889  
 Email Address susanchapman@gmail.com  
 Date of Signature and Report 03/08/2010  
 Effective Date of Appraisal 02/26/2010  
 State Certification # MA C.R.R.E APPRAISER #71009  
 or State License # \_\_\_\_\_  
 or Other (describe) \_\_\_\_\_ State # \_\_\_\_\_  
 State MA  
 Expiration Date of Certification or License 3/20/2012

**SUPERVISORY APPRAISER (ONLY IF REQUIRED)**

Signature \_\_\_\_\_  
 Name \_\_\_\_\_  
 Company Name \_\_\_\_\_  
 Company Address \_\_\_\_\_  
 Telephone Number \_\_\_\_\_  
 Email Address \_\_\_\_\_  
 Date of Signature \_\_\_\_\_  
 State Certification # \_\_\_\_\_  
 or State License # \_\_\_\_\_  
 State \_\_\_\_\_  
 Expiration Date of Certification or License \_\_\_\_\_

**ADDRESS OF PROPERTY APPRAISED**  
3150 HERRING BROOK ROAD  
EASTHAM, MA 02642-2085

**APPRAISED VALUE OF SUBJECT PROPERTY \$** 620,000

**LENDER/CLIENT**  
 Name TIMBUHLER  
 Company Name CLIENT: EASTHAM HOUSING AUTHORITY  
 Company Address 2500 STATE HIGHWAY  
EASTHAM, MA 02642  
 Email Address \_\_\_\_\_

**SUBJECT PROPERTY**  
 Did not inspect subject property  
 Did inspect exterior of subject property from street  
 Date of Inspection \_\_\_\_\_  
 Did inspect interior and exterior of subject property  
 Date of Inspection \_\_\_\_\_

**COMPARABLE SALES**  
 Did not inspect exterior of comparable sales from street  
 Did inspect exterior of comparable sales from street  
 Date of Inspection \_\_\_\_\_

Small Residential Income Property Appraisal Report

EHA  
File No. FILE # RMF-022410-1

FEATURE	SUBJECT	COMPARABLE SALE NO. 4	COMPARABLE SALE NO. 5	COMPARABLE SALE NO. 6
3150 HERRING BROOK ROAD Address EASTHAM	2425 STATE HWY EASTHAM	5 GARDINER RD FALMOUTH		
Proximity to Subject	2.09 miles SSE	41.84 miles WSW		
Sale Price	NA	\$ 599,000	\$ 799,900	
Sale Price/Gross Bldg. Area	0.00 sq. ft.	\$ 210.99 sq. ft.	\$ 238.31 sq. ft.	
Gross Monthly Rent	\$ 4,800	\$ 2,000	\$ 3,000	
Gross Rent Multiplier	131.25	299.50	266.83	
Price Per Unit	\$ 157,500	\$ 199,667	\$ 199,975	
Price Per Room	\$ 39,375	\$ 49,917	\$ 61,531	
Price Per Bedroom	\$ 78,750	\$ 99,833	\$ 133,317	
Rent Control	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Data Source(s)	EXT INSPECTION/MLS	EXT INSPECTION/MLS		
Verification Source(s)	ASSESSORS/BCRD	ASSESSORS/BCRD		
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION +/- Adjustment	DESCRIPTION +/- Adjustment	DESCRIPTION +/- Adjustment
Sale or Financing Concessions	NONE NOTED	NONE NOTED	NONE NOTED	
Date of Sale/Time	DOM 269	DOM 18		
Location	ACTIVE	PENDING		
Leasehold/Fee Simple	FEE SIMPLE	FEE SIMPLE	FEE SIMPLE	
Site	0.59 A	0.70 A	.0161 A	
View	NBHD	NBHD	POND	
Design (Style)	COLONIAL	CAPE COD	COLONIAL	
Quality of Construction	ABV AVERAGE	ABV AVERAGE	ABV AVERAGE	
Actual Age	37 EFF 15	61 EFF 15	110 EFF 15	
Condition	GOOD	GOOD	GOOD	
Gross Building Area sq	3,906	2,839	3,385	
Unit Breakdown	Total Bdrms. Baths	Total Bdrms. Baths	Total Bdrms. Baths	Total Bdrms. Baths
Unit # 1	4 2 1F	7 4 3F	5 2 1F	
Unit # 2	4 2 1F	2 1 1F	3 2 1F	
Unit # 3	4 2 1F	3 1 1F	3 1 1F	
Unit # 4	4 2 1F		2 1 1F	
Basement Description	FULL	FULL	FULL	
Basement Finished Rooms	NONE	UNFINISHED	FINISHED	
Functional Utility	SATISFACTORY	NONE	SATISFACTORY	
Heating/Cooling	CNTRL/NO AC	FHW/CNLT AC	STEAM/NO AC	
Energy Efficient Rems	STANDARD	STANDARD	STANDARD	
Parking On/Off Site	2 CAR DETCH	1 C UNDER	NONE	
Porch/Patio/Deck	NONE	DECK PORCH	DECK PORCH	
FIREPLACES	NONE	NONE	2 FIREPLACES	
Net Adjustment (Total)	<input checked="" type="checkbox"/> +	\$ 33,735	<input type="checkbox"/> + <input checked="" type="checkbox"/> -	\$ 130,889
Adjusted Sale Price of Comparables		\$ 632,735	\$ 669,031	
Adj. Price Per Unit (Adj. SP Comp / # of Comp Units)		\$ 210,912	\$ 167,258	
Adj. Price Per Room (Adj. SP Comp / # of Comp Rooms)		\$ 52,728	\$ 51,464	
Adj. Price Per Bdrm. (Adj. SP Comp / # of Comp Bedrooms)		\$ 105,456	\$ 111,505	
ITEM	SUBJECT	COMPARABLE SALE NO. 4	COMPARABLE SALE NO. 5	COMPARABLE SALE NO. 6
Date of Prior Sale/Transfer	NO SALE 36 MONTHS	NO SALES 12	NO SALES 12	
Price of Prior Sale/Transfer	PRIOR TO DOV	MO PRIOR TO DOV	MO PRIOR TO DOV	
Data Source(s)	BCRD/ASSESSORS	BCRD/ASSESSORS	BCRD/ASSESSORS	
Effective Date of Data Source(s)	03/08/2010	03/08/2010	03/08/2010	
Summary of Sales Comparison Approach.				

2011-01-03 12:21:57 GMT (508) 430-4498 | 115162

Borrower: EASTHAM HOUSING AUTHORITY	File No.: FILE# RMF-022410-1
Property Address: 3150 HERRING BROOK ROAD	Case No.: EHA
City: EASTHAM	State: MA Zip: 02642-2095
Lender: CLIENT: EASTHAM HOUSING AUTHORITY	

**Neighborhood Description**

THE SUBJECT IS LOCATED IN THE TOWN OF EASTHAM ON CAPE COD. CAPE COD IS A PENINSULA THAT EXTENDS APPROXIMATELY 70 MILES INTO THE ATLANTIC OCEAN FROM THE COAST OF MASSACHUSETTS. THE YEAR ROUND POPULATION OF CAPE COD IS APPROXIMATELY 228,000 AND THE SUMMER POPULATION INCREASES TO MORE THAN 450,000 WITH A MIX OF SECOND HOME OWNERS AND SUMMER TOURISTS. THE MAJOR ECONOMY IS BASED UPON TOURISM.

THE TOWN OF EASTHAM IS ONE OF 15 TOWNS THAT MAKE UP CAPE COD, AND IS LOCATED IN THE OUTER CAPE REGION OF CAPE COD WITH THE ATLANTIC OCEAN FLANKING THE EASTERN PART OF TOWN AND CAPE COD BAY FLANKING THE WESTERN PART OF TOWN. EASTHAM IS 92 MILES SOUTHEAST OF BOSTON AND 96 MILES EAST OF PROVIDENCE, RI. EASTHAM IS FLANKED ALONG ITS EASTERN BORDER BY THE ATLANTIC OCEAN AND ALONG ITS WESTERN BORDER BY CAPE COD BAY. EASTHAM IS A YEAR ROUND RESIDENTIAL COMMUNITY WITH ITS POPULATION INCREASING IN SUMMER DUE TO TOURISTS AND SEASONAL RESIDENTS.

ELEVEN PERCENT (1,500 ACRES) OF THE LAND AREA OF EASTHAM IS CAPE COD NATIONAL SEASHORE. IN 1959, MASSACHUSETTS SENATORS JOHN F. KENNEDY AND LEVERETT SALTONSTALL INTRODUCED THE LEGISLATION THAT LED TO THE CREATION OF CAPE COD NATIONAL SEASHORE. TWO YEARS LATER, IN 1961, THEN-PRESIDENT JOHN F. KENNEDY SIGNED INTO LAW PUBLIC LAW 87-126 WHICH AUTHORIZED CAPE COD NATIONAL SEASHORE. LOCATED ON THE OUTER PORTION OF THE CAPE, THE CAPE COD NATIONAL SEASHORE'S 44,800 ACRES ENCOMPASS A RICH MOSAIC OF SALTWATER BEACHES ON THE ATLANTIC OCEAN AND CAPE COD BAY, FRESHWATER PONDS, AND VAST AREAS OF FOREST, DUNES AND OPEN GREEN SPACE.

EASTHAM'S YEAR ROUND POPULATION IS 5,400, SWELLING TO 30,000 DURING THE SUMMER TOURISM SEASON. IT OCCUPIES 27 SQUARE MILES. IT IS HOME TO THE SALT POND VISITOR CENTER, WHICH IS THE PRIMARY INFORMATION CENTER FOR THE CAPE COD NATIONAL SEASHORE. THE CAPE COD RAIL TRAIL RUNS THROUGH EASTHAM AND PROVIDES BICYCLING AND WALKING ACCESSIBILITY TO NEIGHBORHOOD TOWNS. EASTHAM IS SERVED BY PUBLIC TRANSPORTATION VIA BUS SERVICE FROM A CENTRAL TRANSPORTATION CENTER IN HYANNIS.

SUBJECT IS 1/2 - 1 MILE TO PUBLIC BEACH AT THE END OF CAPE GROUND RD ON CAPE COD BAY. RT 6 IS THE MAIN HIGHWAY THAT CONNECTS THE NEIGHBORHOOD TO ESSENTIAL TOWN SERVICES, SHOPPING, SCHOOLS, AND EMPLOYMENT. RT 6 ALSO CONNECTS THE AREA TO OTHER CAPE COD TOWNS AND TO POINTS OFF CAPE. ALL OF THE ABOVE FEATURES GIVE THE AREA GOOD APPEAL TO THE MARKET.

**Market Conditions**

MORTGAGE RATES ARE IN THE 4.5%-6.5% RANGE. GROWTH RATE IS STABLE. SALES/FINANCING CONCESSIONS ARE NOT TYPICAL.

NOTE THAT THE NUMBER OF ACTIVE LISTINGS ON PAGE 2 OF THE REPORT MAY DIFFER FROM THE NUMBER OF ACTIVE LISTINGS CURRENTLY OFFERED DURING THE 1-3 MONTH PERIOD FOR THE 1004\_MC FORM. THIS IS BECAUSE SOME OF THESE PROPERTIES HAVE SOLD, EXPIRED, OR BEEN WITHDRAWN. IN ADDITION DATA FOR THE 1004MC FORM REFLECTS ALL SALES AND LISTINGS OF 3 AND 4 UNIT HOMES IN BARNSTABLE COUNTY, AND THE HOMES NOTED AT THE TOP OF PAGE 2 ARE PROPERTIES THAT ARE SIMILAR TO THE SUBJECT AND MAY BE CONSIDERED VIABLE PURCHASE ALTERNATIVES TO THE SUBJECT PROPERTY.

**Market Analysis**

THE MULTI-FAMILY HOME IS A SMALL PART OF THE HOUSING MARKET IN OF THE AREA, BUT THERE IS CONSISTENT DEMAND FOR THIS TYPE OF HOME DUE TO VARIOUS MOTIVATIONS. OWNERS MAY USE THEM FOR INVESTMENT PURPOSES, OR TO HELP OFF-SET THEIR LIVING EXPENSES OF THEIR PRIMARY RESIDENCE IF PART OF THE HOME IS OWNER OCCUPIED. DEMAND FOR RENTAL HOUSING IS STRONG IN THIS AREA THEREBY HELPING THE MULTI-FAMILY HOMEOWNER TO OFF-SET THE COSTS OF OWNERSHIP.

MANY OF THE MULTI-FAMILY PROPERTIES WERE LARGER HOMES THAT HAD BEEN CONVERTED AT ONE TIME TO MULTI-FAMILY PROPERTIES, BY ADDING PRIVATE ENTRIES, KITCHENS, AND BATHROOMS. THESE HOMES ARE UNIQUE AND CAN VARY WIDELY IN SIZE, QUALITY OF CONSTRUCTION, AGE, AND CONDITION.

A SEARCH FOR 3-4 UNIT MLS SALES AND LISTINGS IN EASTHAM ONLY RESULTED IN 2 LISTINGS - A 3 UNIT PROPERTY LOCATED AT 2425 STATE HIGHWAY, AND THE SUBJECT PROPERTY AS THE ONLY 4 FAMILY HOME CURRENTLY LISTED. THERE WERE NO SALES IN THE PAST 12 MONTHS OF 3-4 UNIT HOMES IN EASTHAM.

DUE TO THE UNIQUENESS OF THE SMALL INCOME PROPERTIES IN THIS AREA AND THE FEW NUMBER OF COMPARABLE SALES, IT WAS NECESSARY TO EXPAND THE MARKET TO THE MLS SALES AND LISTINGS OF ALL 3 AND 4 FAMILY HOMES ON CAPE COD. THIS DATA WAS USED IN THE 1004MC FORM INDICATING MARKET TRENDS.

COMPARABLE SALES WERE CHOSEN AMONG THE MLS LISTINGS AND SALES OF HOMES SHARING THE MOST SIMILAR FEATURES AND HAVING SIMILAR LOCATIONAL APPEAL. PROPERTIES CHOSEN FOR THE SALES COMPARISON ANALYSIS RANGED IN PRICE FROM \$544,500 - \$825,000. A SURVEY OF 3 AND 4 UNIT HOMES UNDER \$500,000 SHOWED HOMES OF INFERIOR/DEPRECIATED CONDITION, HAVING INFERIOR LOCATION FEATURES AND WOULD NOT TYPICALLY BE CONSIDERED A PURCHASE ALTERNATIVE TO THE SUBJECT PROPERTY. HOMES OVER \$850,000 WERE SUPERIOR IN CONDITION, QUALITY OF CONSTRUCTION, AND/OR HAD SUPERIOR PROXIMITY TO SALTWATER. IE WERE CLOSER TO BEACH ACCESS, HAD WATERVIEWS AND OR WATERFRONT INFLUENCE.

THE MOST SIMILAR 3-4 UNIT HOMES ON CAPE COD WERE USED IN THIS REPORT AND MARKET INDICATED ADJUSTMENTS WERE APPLIED WHERE DIFFERENCES WERE FOUND.

THE MARKET WAS EXPANDED TO ALL CAPE COD AND THE RECOMMENDED LIMITS EXCEEDED IN ORDER TO INCLUDE SALES IN THE ANALYSIS SHARING THE MOST SIMILAR FEATURES TO THE SUBJECT PROPERTY.

THE PROPERTY'S VALUE IS MORE THAN 25% ABOVE THE PREDOMINANT VALUE FOR MULTI-FAMILY PROPERTIES IN THE AREA BECAUSE THE TYPICAL MULTI-FAMILY HOME IS A SMALLER 2 UNIT HOME OF INFERIOR CONDITION AND QUALITY OF CONSTRUCTION. IN ADDITION PROPERTIES LOCATED ON HIGHWAY RT 6 HAVE INFERIOR LOCATION FEATURES DUE TO IMPACT FROM TRAFFIC AND NOISE.

2011-01-03 12:21:57 PM (508) 430-4498 | 1719161

Borrower: EASTHAM HOUSING AUTHORITY		File No.: FILE # RMF-0224104
Property Address: 3150 HERRING BROOK ROAD		Case No.: EHA
City: EASTHAM	State: MA	Zip: 02642-2095
Lender: CLIENT: EASTHAM HOUSING AUTHORITY		

**Zoning Compliance**

THE SUBJECT PROPERTY IS A LEGAL NON-CONFORMING USE WITH GRAND FATHERED RIGHTS ACCORDING TO CURRENT ZONING REGULATIONS. THE SUBJECT'S SQUARE FOOTAGE (ACREAGE) IS LESS THAN REQUIRED BY CURRENT ZONING REGULATIONS. HOWEVER, ACCORDING TO MUNICIPAL ZONING LAW AND MASSACHUSETTS STATE GENERAL LAW, CHAPTER 40A, SECTION 8, THE IMPROVEMENTS MAY BE 100% REBUILT "AS IS" IF DESTROYED BY NATURAL CAUSES OR ACCIDENTAL FIRE. THE PRE-EXISTING, NON-CONFORMING NATURE OF THE SITE IS TYPICAL IN THE AREA AND MARKET ACCEPTED. THIS APPRAISER IS NOT A BUILDING OR ZONING AGENT OF THE TOWN AND THEREFORE CANNOT DETERMINE BUILDABILITY OF A SPECIFIC PROPERTY.

**SITE COMMENTS**

NO ADVERSE EASEMENTS, ENCROACHMENTS, OR ENVIRONMENTAL CONDITIONS NOTED.

**Additional Features**

THE SUBJECT IS 1 BUILDING WITH 4 UNITS; IT IS A GARRISON COLONIAL STYLE BUILDING WITH A 1 FT OVERHANG IN FRONT RESULTING IN SLIGHTLY MORE SQUARE FOOTAGE FOR UNITS 2 AND 3, THE SECOND STORY UNITS. THE SUBJECT IS A LEGAL 4 FAMILY HOME PER THE TOWN ASSESSOR, ALL WITH TWO BEDROOM/ONE BATH UNITS SIMILAR IN SIZE AND WITH THE SAME CONFIGURATION. UNITS 1 AND 4 ARE ON THE FIRST FLOOR AND UNITS 2 AND 3 ARE ON THE SECOND FLOOR. ALL UNITS HAVE THE FOLLOWING FEATURES: ENTRANCE FROM COMMON HALLWAY INTO CARPETED LIVING ROOM, 2 CARPETED BEDROOMS, 1 FULL BATH WITH TUB/SHOWER, AND AN EAT-IN KITCHEN. THE FIRST FLOOR UNITS, 1 AND 4, HAVE A SWING DOOR TO THE BACK YARD. THE SECOND FLOOR UNITS, 2 AND 3, HAVE A SECOND EGRESS FROM THE LIVING ROOM TO THE COMMON HALLWAY.

THERE IS A 2 CAR DETACHED GARAGE WITH A LARGE STORAGE LOFT. THIS IS CURRENTLY USED BY THE OWNERS' UNIT.

**Analysis of Rental Data**

**Comments on Sales Comparison**

1. PERCENTAGE (%) ADJUSTMENTS ARE CALCULATED USING EACH COMPARABLE'S SALE PRICE.
  2. NO MARKET ADJUSTMENT FOR TIME IS INDICATED PER CURRENT MARKET CONDITIONS AS NOTED IN 1004MC.
  3. LOCATION, SITE SIZE, VIEW ADJUSTMENTS ARE ACCORDING TO UNDERLYING SITE VALUES. ADJUSTMENTS WERE APPLIED WHERE DIFFERENCES IN UTILITY, TOPOGRAPHY, AND/OR PROXIMITY TO AREA AMENITIES ARE APPARENT AND APPLIED AS NOTED: NO ADJUSTMENT APPLIED FOR SITE SIZE, AS RENTAL PROPERTIES PRICES ARE NOT TYPICALLY INFLUENCED BY SITE SIZE. A 20% LOCATION ADJUSTMENT IS APPLIED TO ALL MULTI-FAMILY PROPERTIES IN PROVINCETOWN AS COMPARABLE PROPERTIES IN PROVINCETOWN SELL AT THE UPPER END OF THE VALUE RANGE. PROVINCETOWN'S IN-TOWN AMENITIES, AND PROXIMITY TO ALL SALTWATER AMENITIES ON PROVINCETOWN HARBOR RESULT IN OVERALL HIGHER LAND VALUES IN THIS AREA. ACTIVE LISTING 4 HAS VIEWS OF THE POND AND DISTANT SALTWATER VIEWS; THESE ARE ADJUSTED \$20,000. SALE 4 IS PONDFRONT ON A SCENIC POND, THIS IS ADJUSTED 10% FOR SUPERIOR LOCATION. ACTIVE LISTING 4 HAS AN INFERIOR LOCATION ON HIGHWAY RT 6 WITH IMPACT FROM TRAFFIC AND NOISE. IT IS ADJUSTED 5% ROUNDED.
  4. DESIGN, QUALITY OF CONSTRUCTION AND CONDITION ADJUSTMENTS ARE BASED ON EXTERIOR INSPECTION, MLS AND ASSESSOR'S INFORMATION AND INTERIOR INSPECTION WHERE NOTED: SALE 1 IS A CUSTOM, COMPLETE RENOVATION RESULTING IN VERY GOOD CONDITION OF THE PROPERTY. A \$5,000 ADJUSTMENT PER EFFECTIVE YEAR IS APPLIED. A 10% ADJUSTMENT FOR SUPERIOR/VERY GOOD QUALITY OF CONSTRUCTION IS APPLIED.
  5. GROSS LIVING AREA (GLA) IS ADJUSTED AT \$25/SF ROUNDED WHICH IS INDICATED BY THE MARKET FOR PROPERTIES OF THIS SIZE, QUALITY OF CONSTRUCTION, AND CONDITION. A \$5,000 ADJUSTMENT IS APPLIED PER EXTRA BEDROOM; A \$5,000 ADJUSTMENT IS APPLIED PER EXTRA BATH; A \$3,000 ADJUSTMENT IS APPLIED PER EXTRA HALF BATH; AND A \$10,000 ADJUSTMENT IS APPLIED PER EXTRA UNIT.
  6. A 6% DOWNWARD ADJUSTMENT IS APPLIED TO ACTIVE AND PENDING LISTINGS FOR NEGOTIATIONS TYPICAL AT THE TIME OF THE SALE.
  7. OTHER ADJUSTMENTS AS FOLLOWS: FULL BASEMENT \$5,000, CENTRAL AC \$3,000, GARAGE/DETACHED \$5,000/BAY, GARAGE/UNDER \$3,000, DECK \$2,000 EACH, PORCH \$4,000. UNIT 4 FOR COMP 1 IS A SMALL PARKING LOT ADJACENT TO THE PROPERTY. SPACES ARE RENTED TO NEIGHBORS WITHOUT ON-SITE PARKING. THIS "UNIT" IS ADJUSTED AT \$20,000.
- COMP 5 ADJUSTS HIGH AND MAY BE LISTED ABOVE THE MARKET FOR THIS TYPE OF PROPERTY. IT IS A PENDING SALE AND THIS APPRAISER HAS NO INFORMATION ON THE CONTRACT PRICE FOR COMPARABLE 5. ALL CLOSED SALES AND ACTIVE LISTING 4 ARE EMPHASIZED IN THE DETERMINATION OF MARKET VALUE. THE OPINION OF VALUE FALLS WITHIN THE RANGE OF COMPARABLES BEFORE & AFTER ADJUSTMENTS.

Market Conditions Addendum to the Appraisal Report File No. FILE # RMF-022410-1

The purpose of this addendum is to provide the lender/client with a clear and accurate understanding of the market trends and conditions prevalent in the subject neighborhood. This is a required addendum for all appraisal reports with an effective date on or after April 1, 2009.

Property Address 3160 HERRING BROOK ROAD City EASTHAM State MA Zip Code 02642-2095

Borrower EASTHAM HOUSING AUTHORITY

Instructions: The appraiser must use the information required on this form as the basis for his/her conclusions, and must provide support for those conclusions, regarding housing trends and overall market conditions as reported in the Neighborhood section of the appraisal report form. The appraiser must fill in all the information to the extent it is available and reliable and must provide analysis as indicated below. If any required data is unavailable or is considered unreliable, the appraiser must provide an explanation. It is recognized that not all data sources will be able to provide data for the shaded areas below; if it is available, however, the appraiser must include the data in the analysis. If data sources provide the required information as an average instead of the median, the appraiser should report the available figure and identify it as an average. Sales and listings must be properties that compete with the subject property, determined by applying the criteria that would be used by a prospective buyer of the subject property. The appraiser must explain any anomalies in the data, such as seasonal markets, new construction, foreclosures, etc.

	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months	Overall Trend		
				Increasing	Stable	Declining
Total # of Comparable Sales (Settled)	14	13	14	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Absorption Rate (Total Sales/Months)	2.3	4.33	4.7	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Total # of Comparable Active Listings			81	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Months of Housing Supply (Total Listings/Ab. Rate)			17.2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months	Overall Trend		
Median Comparable Sale Price	243,750	275,000	273,000	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Median Comparable Sales Days on Market	116	77	127	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Median Comparable List Price	367,260	394,230	425,000	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Median Comparable Listings Days on Market	211	167	129	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Median Sale Price as % of List Price	91.8%	80.30%	95.0%	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Seller (developer, builder, etc.) paid financial assistance prevalent?				<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Explain in detail the seller concessions trends for the past 12 months (e.g., seller contributions increased from 3% to 5%, increasing use of buydowns, closing costs, and fees, options, etc.).  
**BASED ON A REVIEW OF THE COMPARABLE SALES IN MLS OVER THE PAST 12 MONTHS IN THE SUBJECT LOCUS CONCESSIONS ARE NOT COMMON; OF THE MLS SALES, AND ACTIVE AND PENDING SALES ANALYZED FOR THIS REPORT, NONE APPEARED TO OFFER CONCESSIONS.**

Are foreclosure sales (REO sales) a factor in the market?  Yes  No If yes, explain (including the trends in listings and sales of foreclosed properties).  
**THERE HAS BEEN A MIX OF BANK OWNED, AND PRIVATE SALES IN THE SUBJECT'S MARKET. THE ARMS LENGTH TRANSACTIONS AND LISTING PRICES ARE UNDER PRESSURE FROM THE SHORT SALES AND BANK OWNED HOMES TO COMPETITIVELY SELL THEIR PROPERTIES. IT SHOULD BE NOTED THAT MANY OF THE BANK OWNED HOMES NEED SOME REPAIRS AND UPDATING.**

Cite data sources for above information. MLS, ASSESSORS, BCRD

Summarize the above information as support for your conclusions in the Neighborhood section of the appraisal report form. If you used any additional information, such as an analysis of pending sales and/or expired and withdrawn listings, to formulate your conclusions, provide both an explanation and support for your conclusions.  
**THE ABOVE DATA IS DERIVED FROM ALL 3 AND 4 UNIT SALES AND LISTINGS IN BARNSTABLE COUNTY OVER THE PAST 12 MONTHS. COMPARING THE 1-6 MONTH PERIOD WITH THE 7-12 MONTH PERIOD, THE NUMBER OF SALES, THE ABSORPTION RATE, THE # OF ACTIVE LISTINGS, THE MEDIAN COMPARABLE SALE PRICE, THE MEDIAN COMPARABLE DAYS ON MARKET FOR SALES, THE MEDIAN COMPARABLE LIST PRICE, AND THE MEDIAN PRICE AS PERCENT OF LIST PRICE ARE INCREASING. THE MONTHS OF HOUSING SUPPLY AND MEDIAN COMPARABLE LISTINGS DAYS ON MARKET ARE DECREASING. AFTER A PERIOD OF RELATIVE INACTIVITY AND DECLINING VALUES IN THIS MARKET, THERE APPEARS TO BE MORE CURRENT SALES AND LISTINGS AVAILABLE AND AN INCREASE IN THE MEDIAN SALE PRICE. ALL WHICH INDICATE MORE RECENT ACTIVITY IN THIS MARKET. THIS APPRAISER NOTES, HOWEVER, THAT THE RECENT SALES MAY BE PROPERTIES REFLECTING PRICES AT THE UPPER END OF THE PRICE RANGE; PENDING FURTHER MARKET INFORMATION, THIS WILL BE CONSIDERED A STABLE MARKET. IT IS NOTED THAT DUE TO THE SMALL NUMBER OF SALES AND LISTINGS IN THIS MARKET THE TRENDS MAY NOT BE RELIABLE.**

If the subject is a unit in a condominium or cooperative project, complete the following:

Subject Project Data	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months	Overall Trend		
				Increasing	Stable	Declining
Total # of Comparable Sales (Settled)				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Absorption Rate (Total Sales/Months)				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Total # of Active Comparable Listings				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Months of Unit Supply (Total Listings/Ab. Rate)				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Are foreclosure sales (REO sales) a factor in the project?  Yes  No If yes, indicate the number of REO listings and explain the trends in listings and sales of foreclosed properties.

Summarize the above trends and address the impact on the subject unit and project.

<p><b>APPRAISER</b></p> <p>Signature <u>Susan A. Chapman</u></p> <p>Name <u>SUSAN CHAPMAN</u></p> <p>Company Name <u>ACE Appraisals of Cape Cod</u></p> <p>Company Address <u>PO BOX 1860; WELLFLEET, MA 02667</u></p> <p>State License/Certification # <u>MA C.R.R.E APPRAISER State MA</u></p> <p>Email Address <u>susan.chapman@gmail.com</u></p>	<p><b>SUPERVISORY APPRAISER (ONLY IF REQUIRED)</b></p> <p>Signature _____</p> <p>Name _____</p> <p>Company Name _____</p> <p>Company Address _____</p> <p>State License/Certification # _____ State MA</p> <p>Email Address _____</p>
--	---





**Replacement Reserve Schedule**

Adequate replacement reserves must be calculate regardless of whether actual reserves are provided for on the owner's operating statements or are customary in the local market. This represents the total average yearly reserves. Generally, all equipment and components that have a remaining life of more than one year-such as refrigerators, stoves, clothes washers/dryers, trash compactors, furnaces, roofs, and carpeting, etc.-should be expensed on a replacement cost basis.

Equipment	Replacement Cost	Remaining Life	By Applicant/ Appraiser	Lender Adjustments
Stoves/Ranges	@ \$ 600.00 ea.	15 Yrs. x	4 Units = \$ 180.00	\$
Refrigerators	@ \$ 600.00 ea.	15 Yrs. x	4 Units = \$ 160.00	\$
Dishwashers	@ \$ ea.	Yrs. x	Units = \$	\$
A/C Units	@ \$ ea.	Yrs. x	Units = \$	\$
C. Washer/Dryers	@ \$ 1,200.00 ea.	15 Yrs. x	1 Units = \$ 80.00	\$
HW Heaters	@ \$ 1,000.00 ea.	20 Yrs. x	5 Units = \$ 250.00	\$
Furnace(s)	@ \$ ea.	Yrs. x	Units = \$	\$
(Other)	@ \$ ea.	Yrs. x	Units = \$	\$
Roof	@ \$ 4,500.00	30 Yrs. x One Bldg. =	\$ 150.00	\$
Carpeting (Wall to Wall)		Remaining Life		
(Units)	434 Total Sq. Yds. @ \$ 15.00 Per Sq. Yd.	10 Yrs. =	\$ 651.00	\$
(Public Areas)	Total Sq. Yds. @ \$ Per Sq. Yd.	Yrs. =	\$	\$
Total Replacement Reserves. (Enter on Pg. 1)			\$ 1,451.00	\$

**Operating Income Reconciliation**

\$ 56,592.00	- \$ 4,451.00	= \$ 52,141.00	÷ 12 = \$ 4,345.08
Effective gross income	Total Operating Expenses	Operating Income	Monthly Operating Income
\$ 4,345.08	- \$	= \$ 4,345.08	
Monthly Operating Income	Monthly Housing Expenses	Net Cash Flow	

(Note: Monthly Housing Expense includes principal and interest on the mortgage, hazard insurance premiums, real estate taxes, mortgage insurance premiums, HOA dues, leasehold payments, and subordinate financing payments.)

**Underwriter's instructions for 2-4 Family Owner-Occupied Properties**

- If Monthly Operating Income is a positive number, enter as "Net Rental Income" in the "Gross Monthly Income" section of Freddie Mac Form 65/Fannie Mae Form 1003. If Monthly Operating Income is a negative number, it must be included as a liability for qualification purposes.
- The borrower's monthly housing expense-to-income ratio must be calculated by comparing the total Monthly Housing Expense for the subject property to the borrower's stable monthly income.

**Underwriter's instructions for 1-4 Family Investment Properties**

- If Net Cash Flow is a positive number, enter as "Net Rental Income" in the "Gross Monthly Income" section of Freddie Mac Form 65/Fannie Mae Form 1003. If Net Cash Flow is a negative number, it must be included as a liability for qualification purposes.
- The borrower's monthly housing expense-to-income ratio must be calculated by comparing the total monthly housing expense for the borrower's primary residence to the borrower's stable monthly income.

**Appraiser's Comments (Including sources for data and rationale for the projections)**

APPRAISER HAS NO INFORMATION REGARDING THE MONTHLY HOUSING EXPENSES WHICH INCLUDE DEBT SERVICE OF PRINCIPAL AND INTEREST, AND INSURANCE PREMIUMS. INCOME FIGURES BASED ON CURRENT MARKET RENTS AND COMPARABLE RENTAL DATA AS DETERMINED FROM THE RENT SURVEY. EXPENSE FIGURES BASED ON INFORMATION PROVIDED BY THE LISTING BROKER AND ESTIMATED MARKET COSTS.

SUSAN I CHAPMAN

Appraiser Name  
MA C.R.R.E.A. #71009

Appraiser Signature

03/08/2010  
Date

**Underwriter's Comments and Rationale for Adjustments**

Underwriter Name

Underwriter Signature

Date

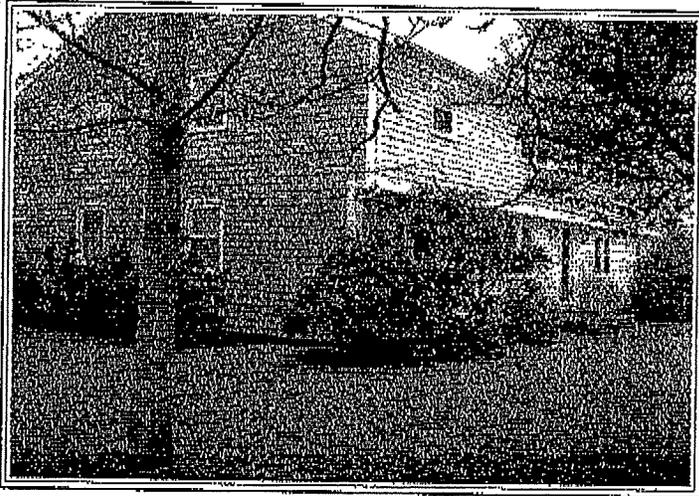
Freddie Mac  
Form 998 Aug 08

PAGE 2 OF 2  
Produced using ACE Appraisals, 409.214.8721 www.aceapp.com  
ACE Appraisals of Cape Cod

Fannie Mae  
Form 216 Aug 88

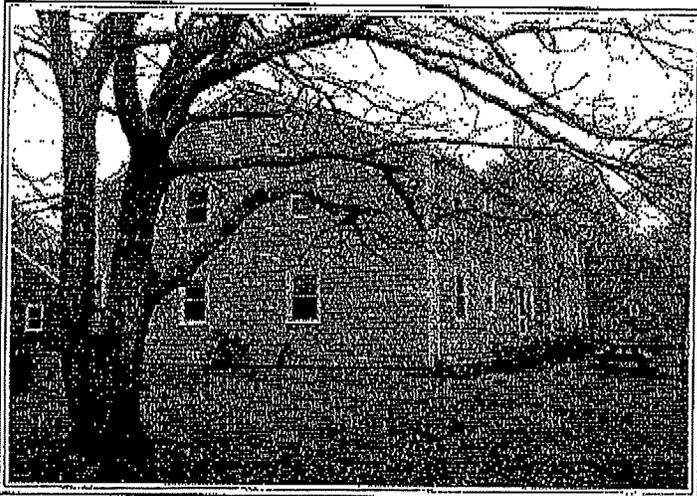
2011-01-04 12:53:00 PM (GMT-05:00) FROM: ORLEANS HOUSING AUTHORITY TO: EHA

Borrower: EASTHAM HOUSING AUTHORITY		File No.: FILE # RMF-022410-1
Property Address: 3150 HERRING BROOK ROAD		Case No.: EHA
City: EASTHAM	State: MA	Zip: 02642-2095
Lender: CLIENT: EASTHAM HOUSING AUTHORITY		

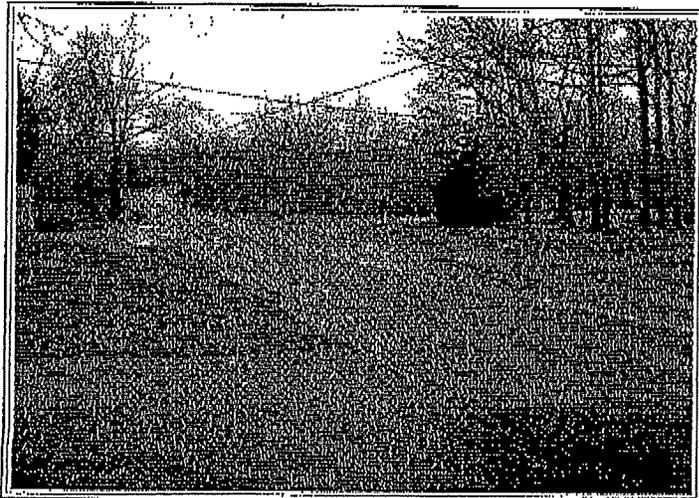


FRONT VIEW OF SUBJECT PROPERTY

Appraised Date: February 26, 2010  
Appraised Value: \$ 620,000



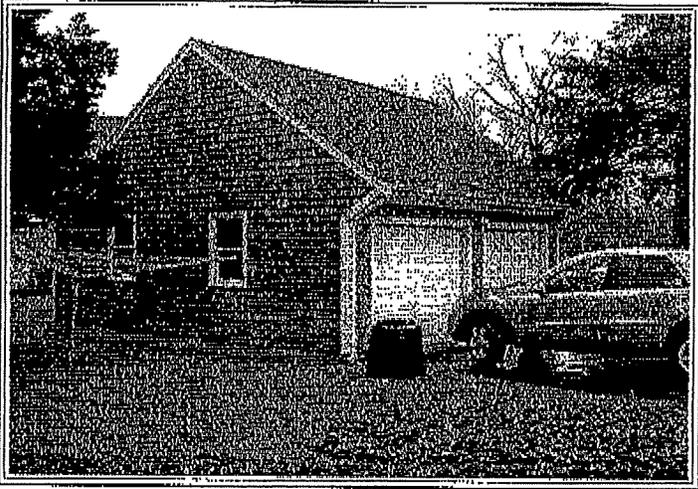
REAR VIEW OF SUBJECT PROPERTY



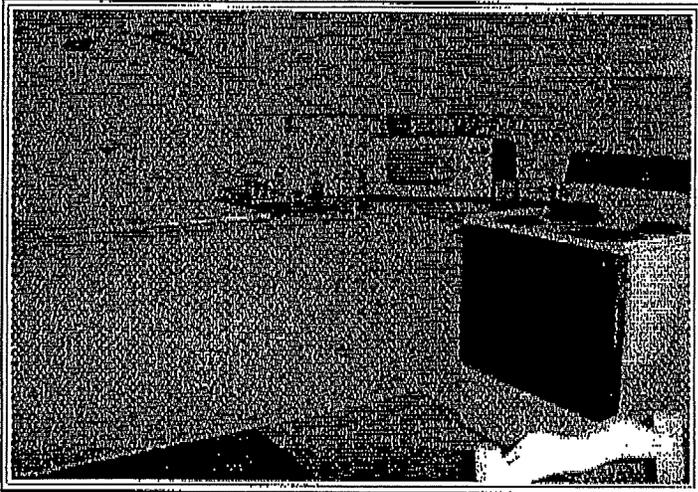
STREET SCENE

02/26/2010 12:53:00 PM (GMT-05:00) FROM: ORLEANS HOUSING AUTHORITY TO: EHA

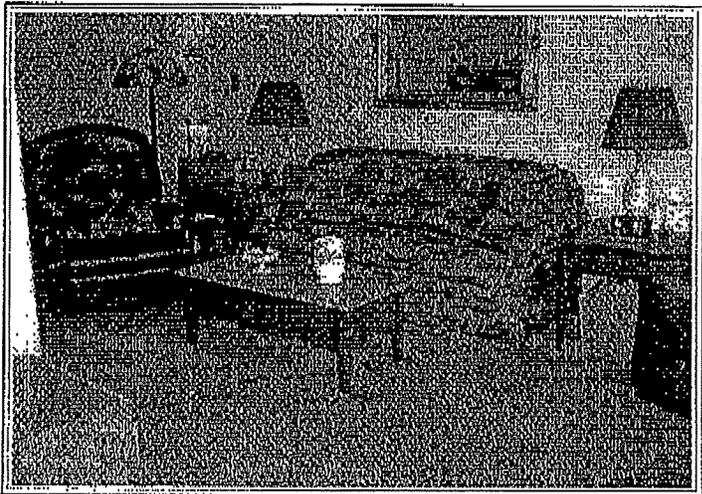
Borrower: EASTHAM HOUSING AUTHORITY	File No.: FILE # RMF-022410-1
Property Address: 3150 HERRING BROOK ROAD	Case No.: EHA
City: EASTHAM	State: MA
Lender: CLIENT: EASTHAM HOUSING AUTHORITY	Zip: 02642-2095



2 C DETACHED GARAGE  
BUILT IN 1995

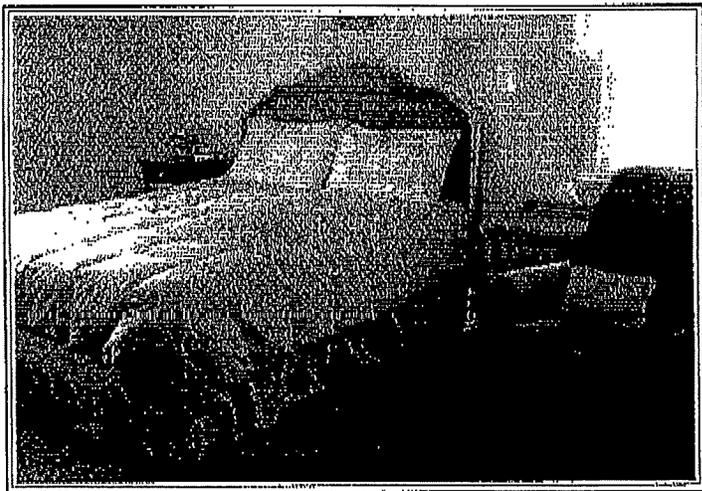


UNIT 1 KITCHEN

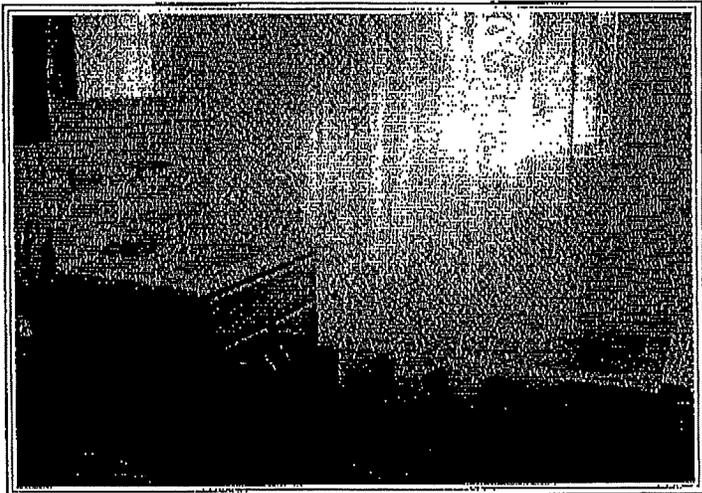


UNIT 1 - LIVING ROOM

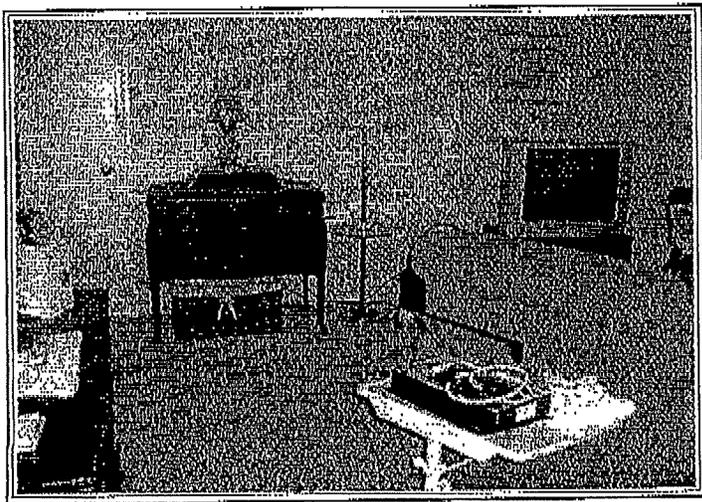
Borrower: EASTHAM HOUSING AUTHORITY	File No.: FILE # RMF-022410-1
Property Address: 3150 HERRING BROOK ROAD	Case No.: EHA
City: EASTHAM	State: MA
Lender: CLIENT: EASTHAM HOUSING AUTHORITY	Zip: 02642-2095



UNIT 1 BEDROOM

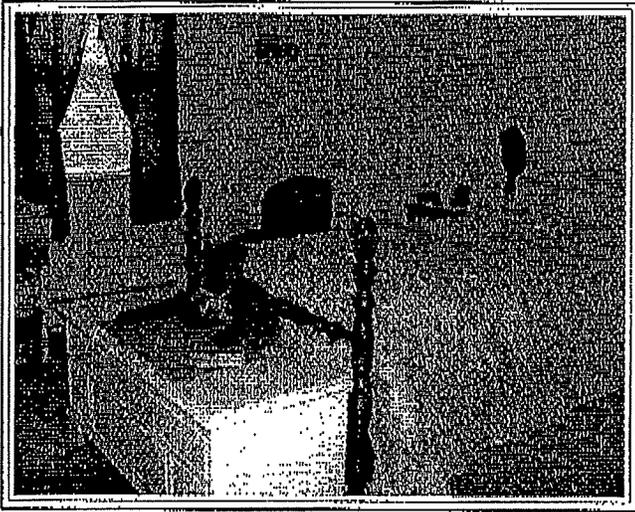


UNIT 1 BATHROOM

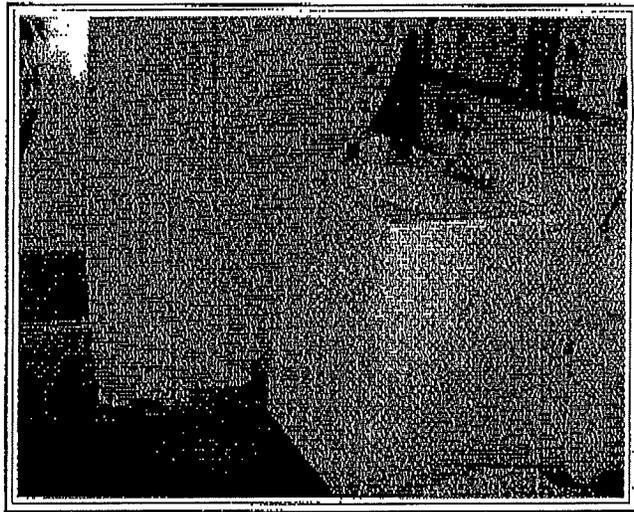


UNIT 4 LIVING ROOM

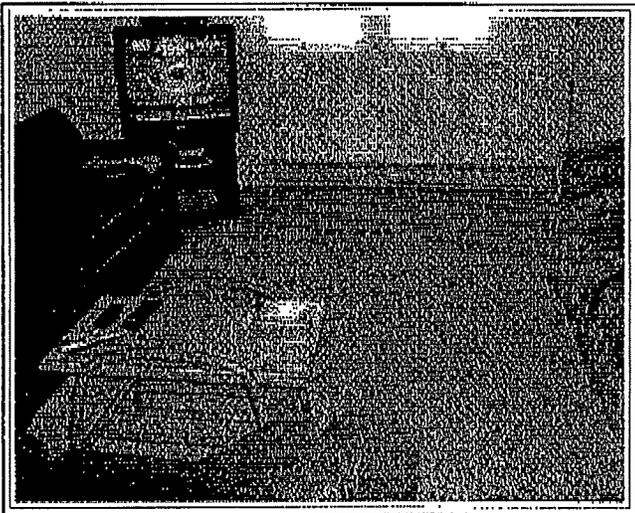
Borrower: EASTHAM HOUSING AUTHORITY	File No.: FILE # RMF-022410-1
Property Address: 3150 HERRING BROOK ROAD	Case No.: EHA
City: EASTHAM	State: MA
Lender: CLIENT: EASTHAM HOUSING AUTHORITY	Zip: 02842-2095



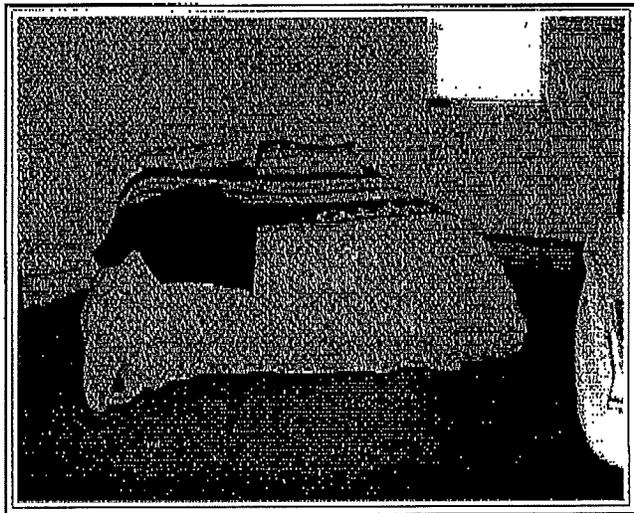
UNIT 4 BEDROOM



UNIT 4 BATH

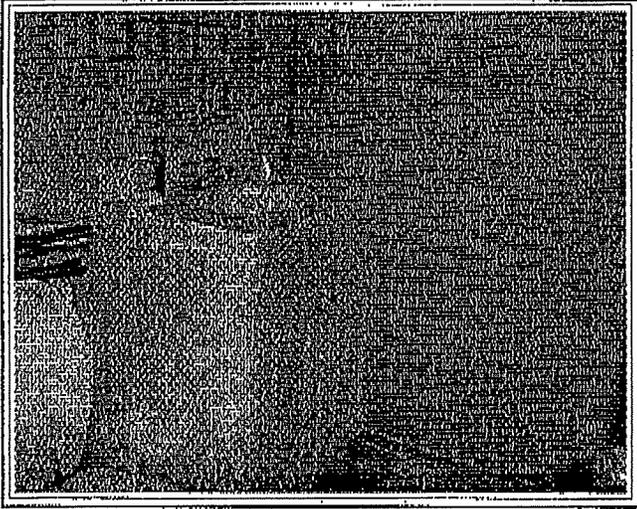


UNIT 2 LIVING ROOM

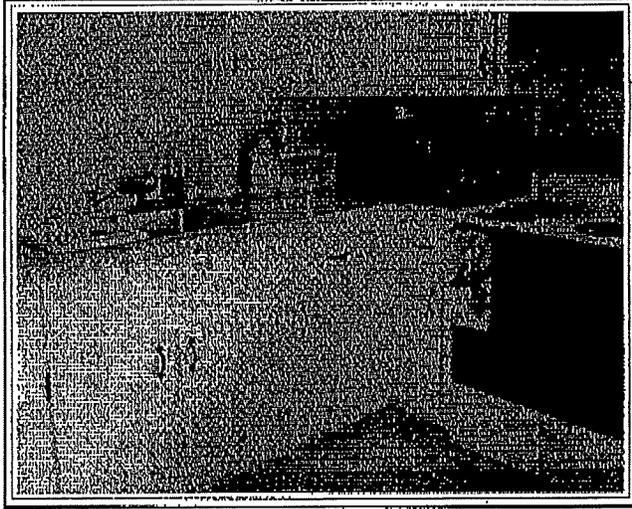


UNIT 2 BEDROOM

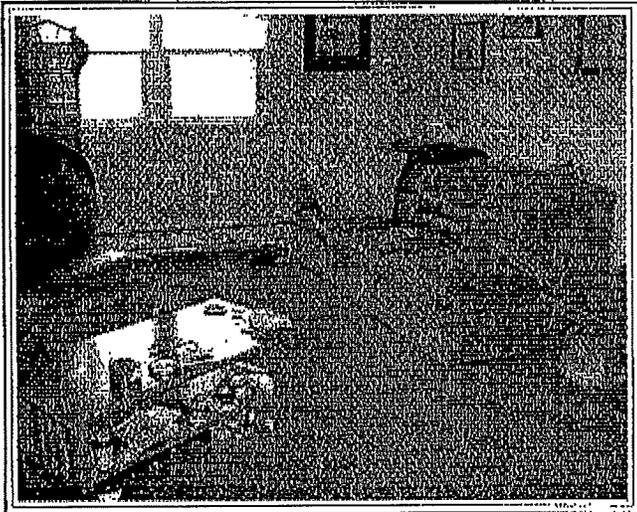
Borrower: EASTHAM HOUSING AUTHORITY	File No.: FILE # RMF-022410-1
Property Address: 3150 HERRING BROOK ROAD	Case No.: EHA
City: EASTHAM	State: MA
Lender: CLIENT: EASTHAM HOUSING AUTHORITY	Zip: 02642-2095



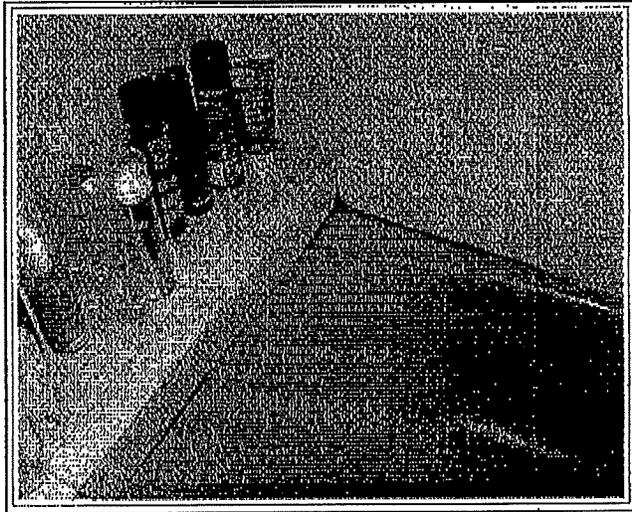
UNIT 2 BATH



UNIT 3 KITCHEN



UNIT 3 LIVING ROOM



UNIT 3 TUB WITH STAINED CAULK

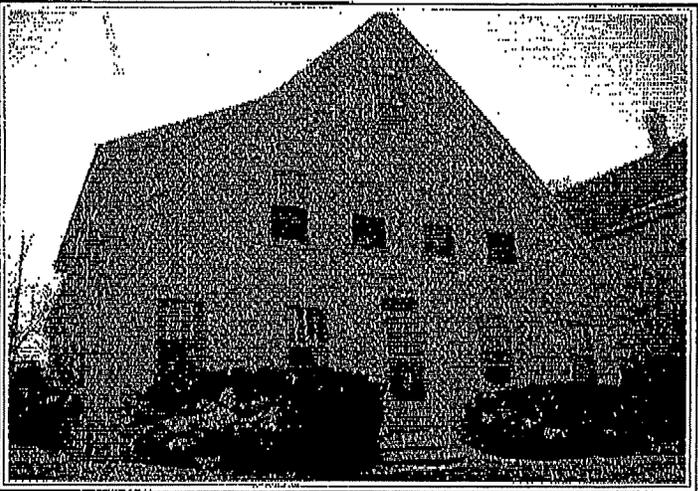
791511MP80770CF(000)FE00190-140-00177100101107

Borrower: EASTHAM HOUSING AUTHORITY		File No.: FILE # RMF-022410-1
Property Address: 3150 HERRING BROOK ROAD		Case No.: EHA
City: EASTHAM	State: MA	Zip: 02642-2095
Lender: CLIENT: EASTHAM HOUSING AUTHORITY		



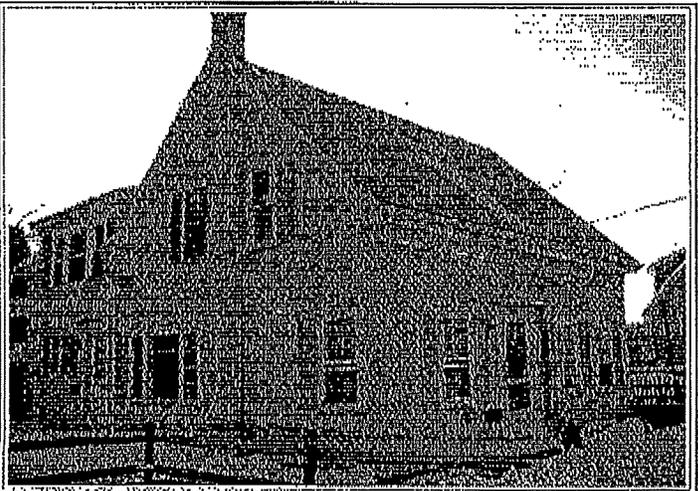
COMPARABLE SALE #1

10 LAW ST  
 PROVINCETOWN  
 Sale Date: 4/10/2009  
 Sale Price: \$ 825,000



COMPARABLE SALE #2

18 PLEASANT ST  
 PROVINCETOWN  
 Sale Date: 2/2/2010  
 Sale Price: \$ 595,000



COMPARABLE SALE #3

30 CONANT ST  
 PROVINCETOWN  
 Sale Date: 11/23/2009  
 Sale Price: \$ 569,000

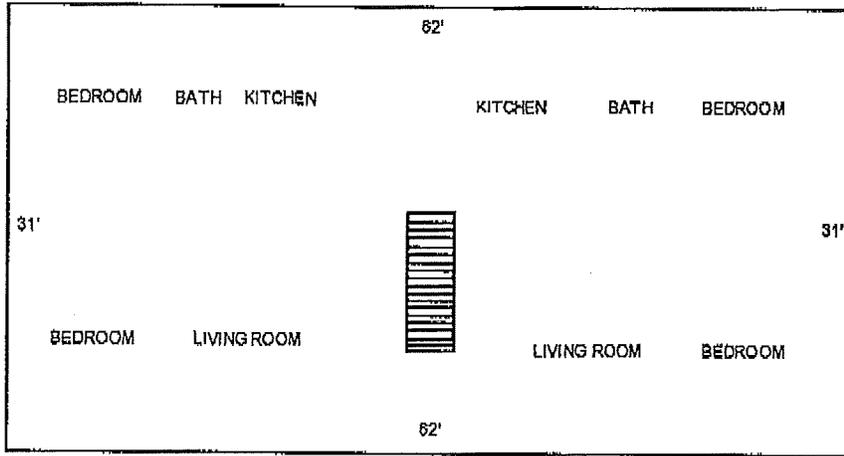




FLOORPLAN

Borrower: EASTHAM HOUSING AUTHORITY	File No.: FILE # RMF-022410-1
Property Address: 3150 HERRING BROOK ROAD	Case No.: EHA
City: EASTHAM	State: MA
Lender: CLIENT, EASTHAM HOUSING AUTHORITY	Zip: 02642-2005

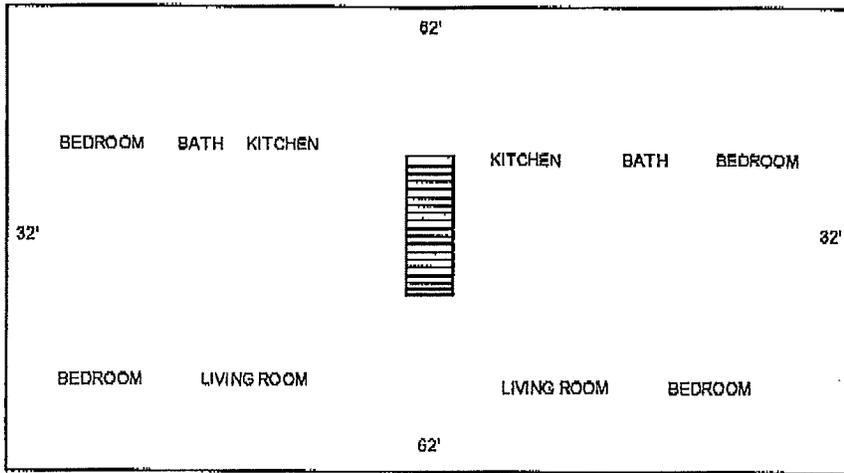
FIRST FLOOR



UNIT 4

FRONT ENTRANCE

UNIT 1



UNIT 3

UNIT 2

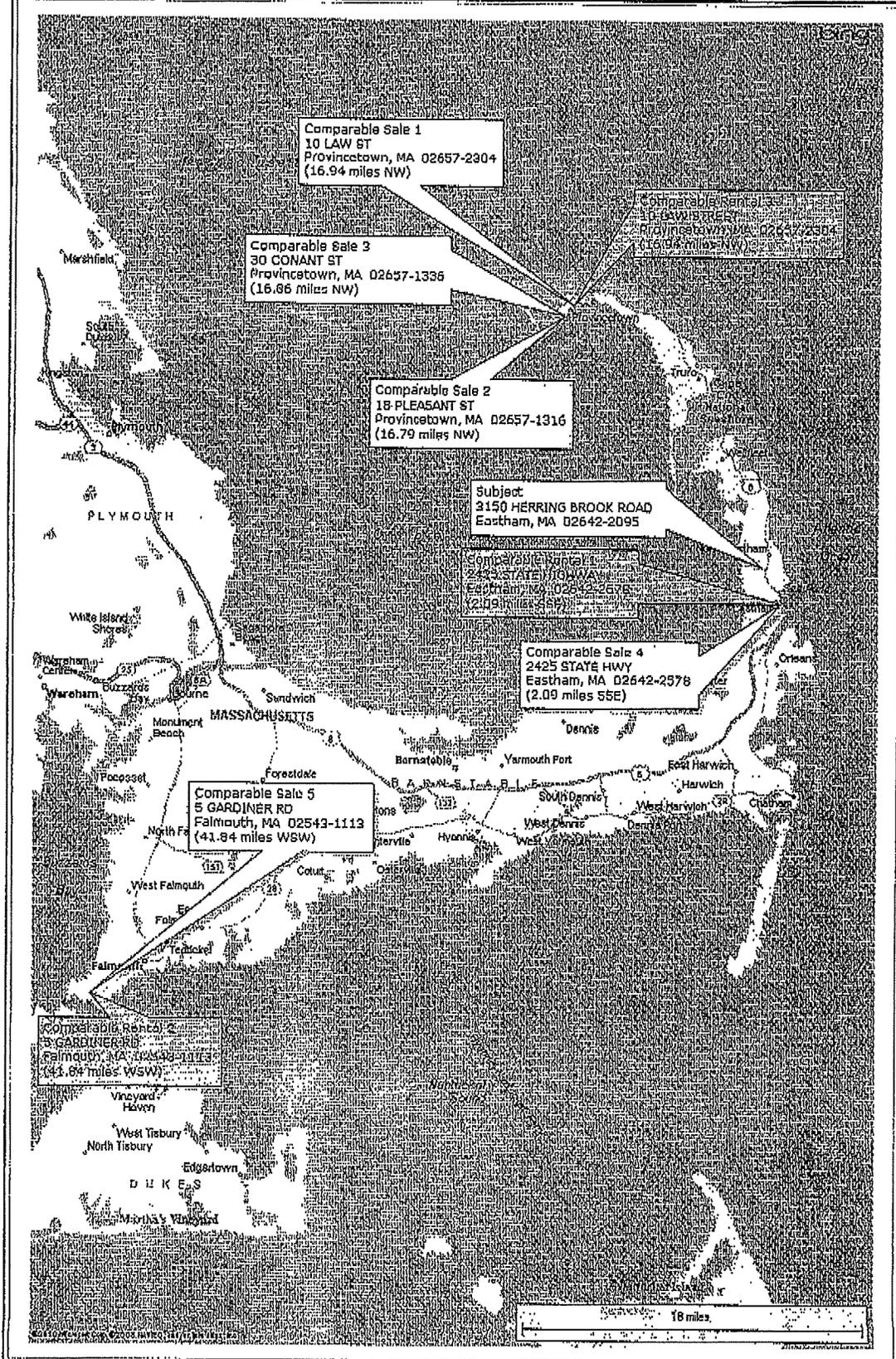
SECOND FLOOR

SKETCH CALCULATIONS		Perimeter	Area
<b>Living Area</b>			
First Floor		186.0	1922.0
Second Floor		188.0	1984.0
<b>Total Living Area</b>		<b>374.0</b>	<b>3906.0</b>

ACE APPRAISALS OF CAPE COD, PO BOX 1860, WELFLEET, MA 02687 PH: 508-240-4869 FAX 508-247-0097 EMAIL: susan@chapman8@gmail.com

LOCATION MAP

Borrower: EASTHAM HOUSING AUTHORITY	File No.: FILE # RMF-022410-1
Property Address: 3150 HERRING BROOK ROAD	Case No.: EHA
City: EASTHAM	State: MA
Lender: CLIENT: EASTHAM HOUSING AUTHORITY	Zip: 02642-2095



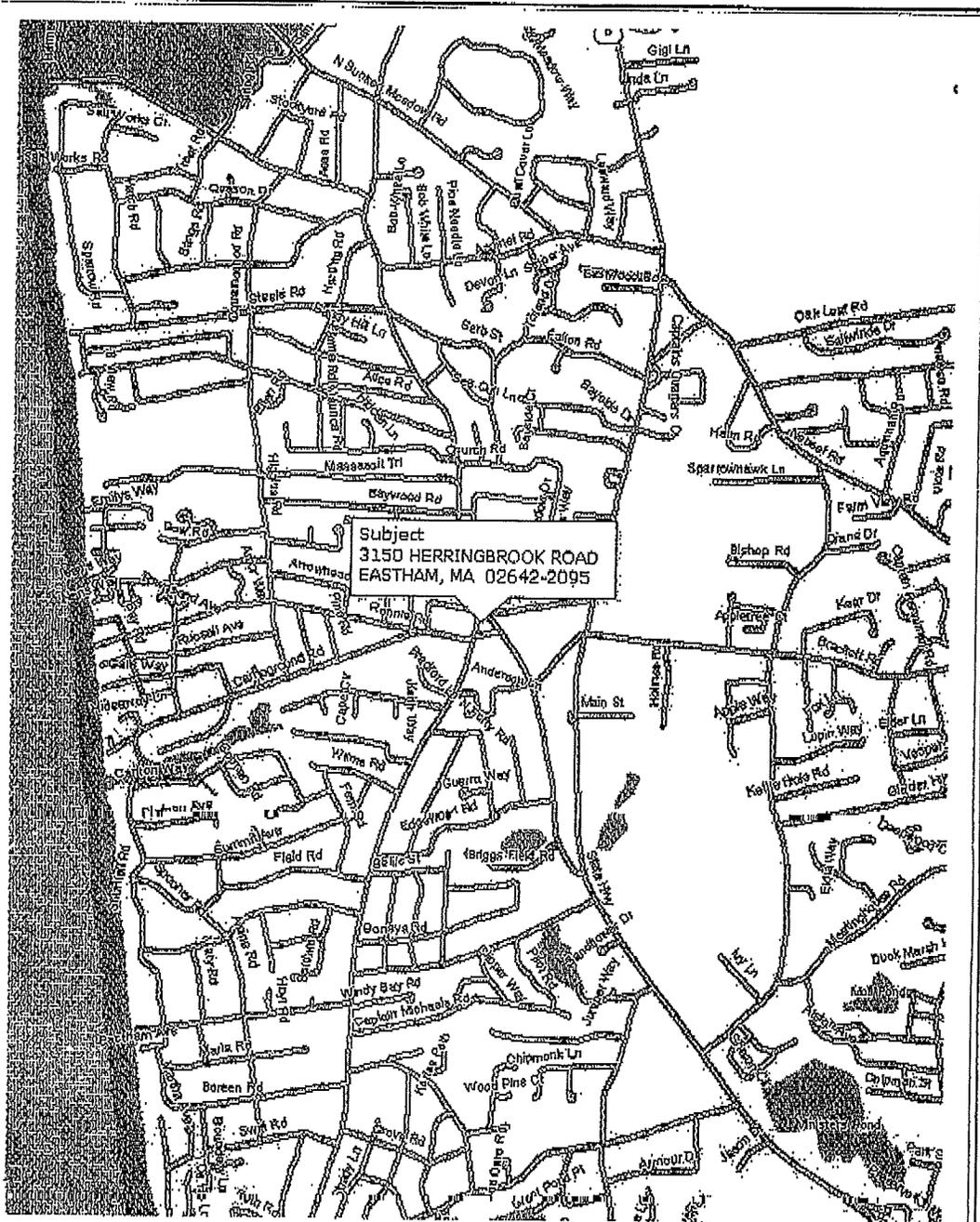
ACE APPRAISALS OF CAPE COD, PO BOX 1860, WELLFLEET, MA 02667 PH: 508-240-4889 FAX 508-247-0097 EMAIL: susan@chapman8@gmail.com

©2011 ACE Appraisals of Cape Cod, Inc. All rights reserved. ACE Appraisals of Cape Cod, Inc. 02/24/10 11:13

FLOOD MAP

Borrower: EASTHAM HOUSING AUTHORITY  
 Property Address: 3150 HERRING BROOK ROAD  
 City: EASTHAM  
 Lender: CLIENT: EASTHAM HOUSING AUTHORITY

File No.: FILE # RMF-022410-1  
 Case No.: EHA  
 State: MA  
 Zip: 02642-2095



Subject  
 3150 HERRINGBROOK ROAD  
 EASTHAM, MA 02642-2095

**FloodMap Legend**

**Flood Zones**

- Areas inundated by 500-year flooding
- Areas outside of the 100- and 500-year floodplains
- Areas inundated by 100-year flooding
- Areas inundated by 100-year flooding with velocity hazards
- Floodway areas
- Floodway areas with velocity hazard
- Areas of undetermined but possible flood hazards
- Areas not mapped on any published FIRMS

**Flood Information**

Community: 250006 - EASTHAM, TOWN OF  
 Property is not in a FEMA special flood hazard area.  
 Map Number: 250006 0003D Map Date: 07/02/1992  
 Panel: 0003D FIPS: 25001  
 Zone: C

Neither Transamerica Flood Hazard Coordination (TFHC) nor ACFI make any representations or warranties to any party concerning the content, accuracy or completeness of this flood report, including any warranty of merchantability or fitness for a particular purpose. Neither TFHC nor ACFI nor the holder of this flood report shall have any liability to any third party for any use or misuse of this flood report.

ACE APPRAISALS OF CAPE COD, PO BOX 1880, WELLFLEET, MA 02667 PH: 508-240-4889 FAX 508-247-0087 EMAIL: aces@capecodma.com



ERRORS AND OMISSIONS INSURANCE

Borrower: EASTHAM HOUSING AUTHORITY		File No.: FILE # RMF-022410-1
Property Address: 3150 HERRING BROOK ROAD		Case No.: EHA
City: EASTHAM	State: MA	Zip: 02642-2095
Lender: CLIENT: EASTHAM HOUSING AUTHORITY		

**GeneralStar**™ GENERAL STAR NATIONAL INSURANCE COMPANY  
 P.O. Box 10354  
 Stamford, Connecticut 06904

REAL ESTATE ERRORS & OMISSIONS LIABILITY INSURANCE POLICY

DECLARATIONS PAGE

This is a claims made and reported policy. Please read this policy and all endorsements and attachments carefully.

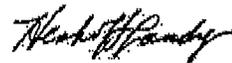
Policy Number: NJA904503C

Renewal of Number: NJA904503B

1. **NAMED INSURED:** All Appraisals of Cape Cod  
 MAILING ADDRESS: PO Box 1860 50 Major Deane Rd  
 Wellfleet, MA 02667
  
2. **POLICY PERIOD:** Inception Date: 03/08/2010      Expiration Date: 03/08/2011  
 Effective 12:01 a.m. Standard Time at the mailing address of the Named Insured.
  
3. **LIMIT OF LIABILITY:**  
 Each Claim: \$ 500,000  
 Aggregate: \$ 1,000,000  
 Lock Box Liability: See Above
  
4. **CLAIM EXPENSES:**  
 b. Have a separate limit of liability.
  
5. **STATUS OF INSURED:** Sole Proprietorship
  
6. **DEDUCTIBLE:** \$ 1,000  
 b. The deductible amount specified above applies to both Damages and Claims Expenses.
  
7. **PRIOR ACTS DATE:** 03/08/2007  
 (If a date is indicated, this insurance will not apply to any regular act, error, omission or personal injury which occurred before such date.)
  
8. **PREMIUM:** \$ 616.00

9. **ENDORSEMENTS:**  
 This policy is made and accepted such to the printed conditions in this policy together with the provisions, stipulations and agreements contained in the following form(s) or endorsement(s).  
 GSN-06-RE-120 (07/2004)  
 GSN-07-RE-283 (06/2005) 06-RE-350 (03/2004)    GSN-07-PL-375 (02/2006)

10. **MANAGING AGENT**  
 Herbert H. Landy Insurance Agency, Inc.  
 75 Second Avenue, Suite 410  
 Needham, Massachusetts 02494-2876



Authorized Representative

Producer Code: 00026230  
 Date: 12/22/2009

Class Code: 73127  
 SLA#:   
 Subline Code: 102

GSN-06-RE-720 (04/2004)

ACE APPRAISALS OF CAPE COD, PO BOX 1860, WELLFLEET, MA 02667 PH: 508-240-4869 FAX 508-247-0097 EMAIL: susanchapman5@gmail.com



- [Welcome](#)  
Our Home Page
- [Search](#)  
All MLS Listings
- [Buying](#)  
A Home
- [Selling](#)  
A Home
- [Agents](#)  
Find an agent
- [Offices](#)  
Find an office
- [Vacation Rentals](#)  
on Cape Cod
- [Commercial](#)  
Real Estate
- [Preferred](#)  
Partners
- [Kinlin Grover](#)  
Cares

## Eastham, MA Real Estate Listing Details

[Previous](#) | [Next](#)

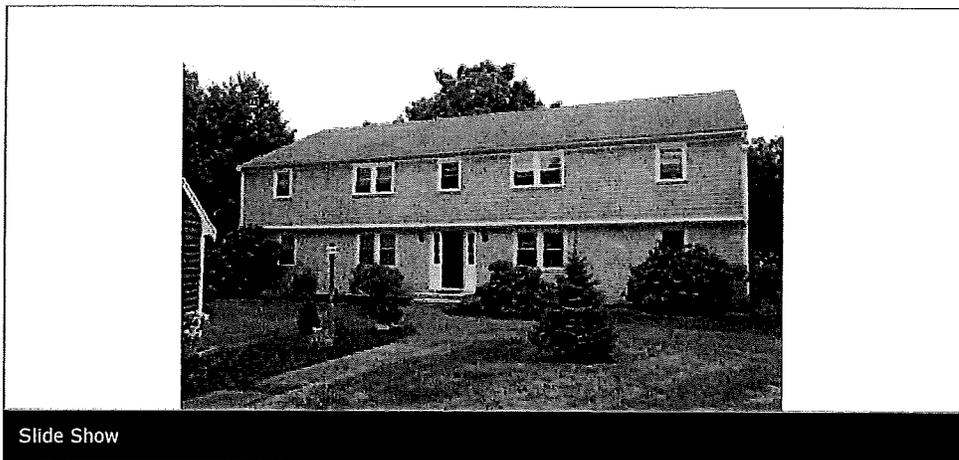
[Return to Thumbs](#)

Listing: 1 of 1 | Sorted by Price

**3150 Herring Brook Rd Unit: 1-4 Eastham, MA 02642**

8bd. 4fb. Multi Family **\$649,900**

- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9



Slide Show

Great investment property! Four 2 bedroom apartments well located just 3/4 mile from Campground Beach plus a short walk to Eastham shopping. Live in one unit and rent the other three or rent out all four. Very well-maintained building with detached two car garage. Building has condominium documents in place for an easy conversion by the buyer.

### General

<b>County</b>	Barnstable
<b>SQFT</b>	3,906
<b>Status</b>	Available
<b>Listing Number</b>	21007125

### Interior

<b>Basement Description</b>	Full Interior Access
<b>Interior Description</b>	HU/Cable TV
<b>Heating Description</b>	Hot Water Natural Gas

### Rooms

### Exterior

<b>Lot Size</b>	0.58 acres
<b>Construction</b>	Concrete Foundation Shingle Siding Pitched Roof Asphalt Roof

[Email Us](#)

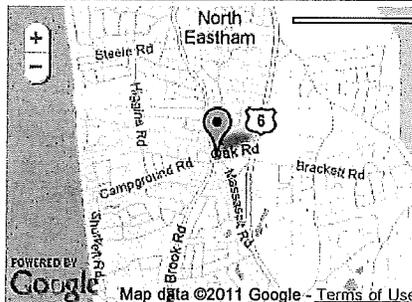
[Request A Showing](#)

[Save Property To Favorites](#)

### Tools and Links

- [Email Us](#)
- [Request A Showing](#)
- [Email This Listing To A Friend](#)
- [Printer Friendly Version](#)
- [Mortgage Calculator](#)
- [School Information](#)
- [USA Census Data](#)

### Map



[Large Map](#)

<b>Garage Description</b>	2-Car Garage Detached
<b>Parking Description</b>	Parking Spaces: 2 Assigned Space(s) Guest Parking Paved Driveway
<b>Lot Description</b>	Cleared Corner Level
<b>Water</b>	Private Water
<b>Sewer</b>	Septic

#### Miscellaneous

<b>Year Built</b>	1973
<b>Distance to Beach</b>	1/2 to 1 Mile
<b>Taxes</b>	\$2,180 /Yr

#### Associate Information

**Richard Eble**  
508-255-3001  
508-237-3688  
[deble@kinlingrover.com](mailto:deble@kinlingrover.com)

**Orleans Office**  
32 Main Street  
Orleans, MA 02653  
508-255-3001

Permalink:

<http://www.kinlingrover.com/21007125/>

[Previous](#) | [Next](#)

[Return to Thumbs](#)

Listing: 1 of 1 | Sorted by Price

Courtesy of kinlin grover real estate



**Sharing Listings** Disclaimer: All data relating to real estate for sale on this page comes from the  
**Online** Broker Reciprocity (BR) of the Cape Cod & Islands Multiple Listing Service, Inc.

Detailed information about real estate listings held by brokerage firms other than Kinlin Grover Real Estate include the name of the listing broker. Neither the listing company nor Kinlin Grover Real Estate shall be responsible for any typographical errors, misinformation, misprints and shall be held totally harmless. The Broker providing this data believes it to be correct, but advises interested parties to confirm any item before relying on it in a purchase decision. Copyright 2011 Cape Cod & Islands Multiple Listing Service, Inc. All rights reserved.

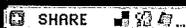
This site was last updated 01/20/2011. All properties are subject to prior sale, changes, or withdrawal.

Kinlin Grover Real Estate has chosen to display only certain towns and/or types or styles of properties. This site may not show all listings that are available through the Cape Cod & Islands Multiple Listing Service, Inc.

Information Deemed Reliable But Not Guaranteed.

[Kinlin Grover Real Estate](#) | [Privacy Policy](#) | [Terms of Use](#) | [Associates Only](#)

© 2009 - 2011 Kinlin Grover Real Estate — All rights reserved. | An Independently Owned and Operated Firm.



## Mary Beth O'Shea

---

**From:** leedara [lzola@baileyboyd.com]  
**Sent:** Thursday, January 20, 2011 5:01 PM  
**To:** 'Kyle Hinkle'; 'Anne and Andy'; eastham clerk; 'William Burt'; Lorraine Speros; 'Matthew Wissell'; 'john knight'; Sheila Vanderhoef  
**Cc:** tim.buhler@verizon.net  
**Subject:** RE: Housing Trust, Herring Brook Property, CPC application

Here are some of the attachments / supplements for the CPC application. The one-page budget summary to come.

Leedara Zola  
 Bailey Boyd Associates  
 508-430-4499 phone  
 508-430-4498 fax  
 508-280-6144 cell

---

**From:** leedara [mailto:lzola@baileyboyd.com]  
**Sent:** Thursday, January 20, 2011 4:59 PM  
**To:** 'Kyle Hinkle'; 'Anne and Andy'; 'Mary Beth O'Shea'; 'William Burt'; 'administrator 2 2'; 'Matthew Wissell'; 'john knight'; 'sheila vanderhoef vanderhoef'  
**Cc:** 'tim.buhler@verizon.net'  
**Subject:** Housing Trust, Herring Brook Property, CPC application

Hello Eastham Affordable Housing Trust –

Attached please find a revised CPC application presenting the Herring Brook Road property as a specific project, instead of just a blanket request for funds. CPC is meeting January 27.

Included in the project budget are funds for the Trust to perform their own, independent appraisal. Sheila has brought to light some concerns about the value, and as a prudent business practice, I would strongly recommend the Trust hire your own appraiser well versed in local properties and in the requirements of municipal appraisals. It's definitely a difficult property to appraise, as there aren't sufficient similar properties for comparables. One of the ways I look at these types of projects from a feasibility standpoint is to ask the question: to create this type of affordable housing by purchasing land and building, how much would it cost? It will be interesting to see the new appraisal. Unfortunately, from Tim I get the feeling that the sellers may not be comfortable going too much below the \$620,000 price.

Please note that the pro-formas are in draft stage. At Tim's suggesting, I will be preparing a simplified, summary one-page budget format that doesn't contain all the details. I have some minor question to Tim/Eastham Housing Authority regarding operating expenses. The structure (assuming a purchase price of \$620,000, which may change) includes \$300,000 from the Housing Authority (their previously approved CPC grant) and \$345,000 from the Trust (current Trust CPC application). No bank borrowing or outside funding. The project creates enough net operating income (rental income less management/maintenance expenses) to support not just a solid level of reserves (future capital improvements, etc) but also to support a small yearly payment to the Trust, so I recommend the Trust structure its funding in part as a grant and in part as a loan. This is a positive, in that it starts to create a modest income source (\$5,476 per year) for the Trust, which can be used for future affordable housing programs .

I would like to get these materials to the CPC by Monday end of day or Tuesday morning, so, if you have comments, please e-mail me before then .

- leedara

Leedara Zola  
**Bailey Boyd Associates**  
*508-430-4499 phone*  
*508-430-4498 fax*  
*508-280-6144 cell*