Toomerfs, LLC 37 Main Street Durham, NH 03824

Michael Behrendt Town Planner 8 Newmarket Road Durham, NH 03824

March 2, 2021

Dear Mr. Behrendt:

Thank you for all your efforts regarding the proposed Toomerfs, LLC project at 19-21 Main Street. The input from you, the Planning Board, and the public have substantially improved our revised proposal.

We'd like to address the discussion at the Planning Board meeting on February 17, 2021. Regarding the external impacts of, "...noise, odors, vibrations, dust, fumes, hours of operation, and exterior lighting and glare", the ordinance says, "[T]he external impacts of the proposed use on abutting properties and the neighborhood shall be no greater than the impacts of adjacent existing uses or other uses permitted in the zone" (Section 175-23(C)(2)). The predicates for that are the Community Church of Durham parking lot (abutting to the east), the Mill Plaza parking lot (abutting to the west), and the lot at 18 Main Street (across the street in the same zone). These are "adjacent existing uses", and currently "permitted in the zone".

Our current parking tenants at 19 Main Street are all students, and have a low rate of turnover of their vehicles ("...the parking turnover rate is low" (Traffic/Parking Evaluation, Steve Pernaw, January 14, 2021, page 13)). Conversely, the Mill Plaza and the Community Church parking lots are for short-term use. Noise, odors, vibrations, dust, and fumes are generated when cars turn over, not when they are parked. Because of that, external impacts in Toomerfs' proposed lot are likely to be lower than existing adjacent uses. See the testimony of Bill Hall, abutter at 3 Smith Lane (Planning Board December 11, 2020, DCAT, 9:13:31 P.M.), "I've got 22 cars right here in the church parking lot. That church parking lot...those cars change all day long...and slam doors. The students are no problem at all. They may or may not use their car on a particular day. They may slam a door. But they don't have parties out here...". The Mill Plaza lot, at 3.5 acres and 345 parking spaces, is more than twice the size of Toomerfs' proposed parking lot at 19-21 Main Street. Because it is a high-turnover lot, it is clear that the external impacts of the existing Mill Plaza lot are greater than the proposed lot at 19-21 Main Street.

Regarding lighting and glare, the updated lighting plan is state-of-the art and has features such as shading, dimming, and motion sensors that reduce external impacts, features not present on lights in the Mill Plaza lot, or across the street at 18 Main Street.

Regarding the requirement under the CUP that the proposal, "...not cause or contribute to a significant decline in property values of adjacent properties" (Section 175-23(C)(6)), property values adjacent to parking lots in the zone are strong. For example, a three-bedroom Toomerfs, LLC house at 12 Cowell Drive was assessed by the town at \$231,500 in 2017, \$255,600 in 2018, and \$255,600 in 2019 (Exhibit

A). As you may recall, Toomerfs installed a 45-space parking lot at 18 Main Street that abuts 12 Cowell Drive in 2019, and after that we obtained a real estate appraisal for 12 Cowell Drive which showed a present appraised value of \$315,000 (Exhibit B). Therefore, there is at least no evidence that after installing an abutting unscreened parking lot in the same neighborhood that adjacent property values are "significantly" reduced. (As you know, the proposed parking lot at 19-21 Main Street has substantial screening and buffers). We also note that most of the properties adjacent to our proposed parking lot are student rentals, many without any parking, and we believe the impact of available nearby parking on those property values is more likely to be positive than significantly negative. Thank you.

Sincerely,

Timothy Murphy Peter Murphy Toomerfs, LLC

# **12 COWELL DRIVE**

Location	12 COWELL DRIVE	Mblu	04/ 38/ 5/ /
Owner	TOOMERFS LLC	Assessment	\$255,600
Appraisal	\$255,600	PID	360
Building Count	1	Location	

#### **Current Value**

Appraisal					
Valuation Year Improvements Land Total					
2020	\$132,900	\$122,700	\$255,600		
Assessment					
Valuation Year Improvements Land Total					
2020	\$132,900	\$122,700	\$255,600		

#### Parcel Addreses

Additional Addresses	
No Additional Addresses available for this parcel	

#### **Owner of Record**

Owner	TOOMERFS LLC	Sale Price	\$2,500,000
Co-Owner		Certificate	
Address	37 MAIN STREET UNIT O	Book & Page	4486/0213
	DURHAM, NH 03824	Sale Date	06/22/2017
		Instrument	21

## **Ownership History**

Ownership History					
Owner	Sale Price	Certificate	Book & Page	Instrument	Sale Date
TOOMERFS LLC	\$2,500,000		4486/0213	21	06/22/2017
KYREAGES INC	\$0		/0		

#### **Building Information**

Year Built:	1952
Living Area:	1,729
Replacement Cost:	\$192,214
Building Percent Good:	68
Replacement Cost	
Less Depreciation:	\$130,700

Building Attributes			
Field	Description		
Style:	Cape Cod		
Model	Residential		
Grade:	Average		
Stories:	1.75		
Occupancy	1		
Exterior Wall 1	Clapboard		
Exterior Wall 2			
Roof Structure:	Gable/Hip		
Roof Cover	Asph/F Gls/Cmp		
Interior Wall 1	Drywall/Sheet		
Interior Wall 2			
Interior FIr 1	Carpet		
Interior FIr 2	Hardwood		
Heat Fuel	Oil		
Heat Type:	Forced Air-Duc		
АС Туре:	None		
Total Bedrooms:	4 Bedrooms		
Total Bthrms:	2		
Total Half Baths:	0		
Total Xtra Fixtrs:			
Total Rooms:	0		
Bath Style:			
Kitchen Style:			
Num Kitchens	01		
Cndtn			
Num Park			
Fireplaces			
Fndtn Cndtn			
Basement			

#### **Building Photo**



(http://images.vgsi.com/photos/DurhamNHPhotos//\00\00\06\49.jpg)

#### **Building Layout**



(http://images.vgsi.com/photos/DurhamNHPhotos//Sketches/360\_360.jpg)

	Building Sub-Areas (sq ft	)	<u>Legend</u>
Code	Code Description		Living Area
BAS	First Floor	988	988
TQS	Three Quarter Story	988	741
FGR	Garage, Framed	200	0
FOP	Porch, Open Framed	124	0
UBM	Basement, Unfinished	391	0
		2,691	1,729

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### Extra Features

►

Code	Description	Size	Assessed Value
FPL2	1.5 STORY CHIM	1.00 UNITS	\$2,200

#### **Parcel Information**

Use Code	1010
Description	Single Fam MDL-01
Deeded Acres	0.31

#### Land

Land Use		Land Line Valua	tion
Use Code	1010	Size (Acres)	0.31
Description	Single Fam MDL-01	Frontage	0
Zone	RA	Depth	0
Neighborhood	70	Assessed Value	\$122,700
Alt Land Appr	No	Appraised Value	\$122,700
Category			

## Outbuildings

Outbuildings	<u>Legend</u>
No Data for Outbuildings	

### Valuation History

Appraisal					
Valuation Year	Improvements	Land	Total		
2019	\$132,900	\$122,700	\$255,600		
2018	\$132,900	\$122,700	\$255,600		
2017	\$137,200	\$94,300	\$231,500		

Assessment					
Valuation Year	Improvements	Land	Total		
2019	\$132,900	\$122,700	\$255,600		
2018	\$132,900	\$122,700	\$255,600		
2017	\$137,200	\$94,300	\$231,500		

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# **APPRAISAL OF**



# LOCATED AT:

12 Cowell Drive Durham, NH 03824

FOR:

Peter Murphy

# **BORROWER**:

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# AS OF:

February 11, 2021

# BY:

Jeffrey Wood/The Stanhope Group 500 Market Street, Unit 1C, Portsmouth, NH 03801

roperty Desci	iption				ONIN		SIDEN		<b>APPRAIS</b>		ΚΕΡ	URI	File No.	210188	
		Cowell Drive	;					City	Durham			Stat	e NH	Zip Code 038	324
Legal Descript	ion Ref	ference: Boo	k 44	86 and	Page 0	)213						Cou	nty Straff	ord	
		Map 04/Lot 3	38-5					Тах	Year 2020	R.E. Ta	axes \$	7,088.00	Special /	Assessments \$	N/A
Borrower					Cur	rent Ov	vner Too	omurfs, L	LC			Occupant:	Owner	X Tenani	t 📃 Vacant
Property rights					Leasehol	d	Projec	ct Type	PUD		Condom	ninium (HUD/		HOA\$	N/A /Mo.
		t Name Dowr			ım				Map Reference					Tract 0802.0	)2
Sale Price \$ N			e of S	Sale N/A		D			int of loan char	-			y seller N/A	4	
Lender/Client									murphy6@						
		/ood/The Sta Jrban					1		et Street, L						
Location	$\equiv$	Jrban 🛛 🗙 Over 75% 🛛 🗙		ourban ( 75% (	Rural		occup	minant ancv	Single fan PRICE \$ (000)		GE	Present la		Land use cha	
Built up Growth rate		Rapid		Ē	Slow	1 23%		wner	\$ (000) <b>190</b>	(	(yrs) New	One family 2-4 family	<u>60%</u> 5%	X Not likely	
Property value	$\equiv$	ncreasing X	5	č	Declir	nina		enant	500		200	1 1	<u> </u>	To:	55
Demand/suppl		Shortage	5	alance [	) Overs	0		acant (0-5%)		ominant	200	Commercia		10	
Marketing time	-	Jnder 3 mos.	5	mos.	=	6 mos.		cant (over 5%)	350		0	Vacant	) 25%		
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		ries and chara			-					inded I	by Ro	oute 4 to th	ne north,	Route 108 t	o the east
and south a	and the	B and M R	ailroa	ad to th	e west.										
		marketability o													
		r with buyer													
		ers in Portsn							sity of NH a	and do	wnto	wn Durhai	m are loca	ated within a	a 5 minute
walk. Bost	on is 7	5 minute dri	ve. 1	Frain se	rvice to	Bost	ton and	Portland.							
2															
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2020 and 0			0100		000010		ooumat	<u>, , , , , , , , , , , , , , , , , , , </u>							
Project Info	rmatio	n for PUDs (lf	appli	cable)	Is the de	evelope	r/builder i	in control of	the Home Ov	wners' A	Associ	ation (HOA)	?	) yes 🗌	NO
Approximate to	otal numb	per of units in th	e sub	ject proje	ect			Appr	oximate total n	umber o	f units	for sale in th	ne subject p	roject	
		ments and recr													
		Attached L	egal	Descri	otion					<u>()</u>		pography		el to Gently	
Site area .3								_ Corner Lo	ot 🗌 Yes	X No				ical for Neig	
		fication and des										nape		stly Rectang	
Zoning complia				al nonconi			nered use)	U Illegal	🔄 No zonii	ng		ainage		ears Adequ	late
Highest & best	use as i Publi				 f-site Im	use (e		Туре	Public	Privat	_	ew ndscaping		idential rage/Mature	2
Electricity	X				reet	•	halt	туре	X			iveway Surfa		halt/Typical	
Gas		Propane/A	vaila		irb/gutter		ne/Typic	al	— Ä	П		,		ne Known ol	
Water	X	<u>· · · · · · · · · · · · · · · · · · · </u>			dewalk		ne/Typic		— Ŭ	$\square$		EMA Special I			Yes X No
Sanitary sewer				Str	eet lights	-	andesce		X	$\Box$	FE	MA Zone X		Map Date C	9-30-2015
Storm sewer		None/Typic	al	All	еу	Nor	ne/Typic	al			FE	EMA Map No.	33017C	0318E	
		adverse easem					assessme	ents, slide a	ireas, illegal o	r legal n	ioncon	forming zoni	ng, use, etc	): <u>No ad</u>	verse
easements	or end	croachments	note	ed or di	sclosed	l									
			EV/T					FOUNDA	TION			OFMENT			
GENERAL DE				ERIOR D			to/Aug	FOUNDA				SEMENT	04	INSULAT	
No. of Units No. of Stories	-	1 1.75		ndation erior Walls		Vood/	ete/Avg	Slab	None ce Partial			· · ·	91 %	Roof _ Ceiling	¦
Type (Det./Att	-	Det		f Surface			t/Avg		nt Partial		-		<sup>76</sup> Dists	Walls	
Design (Style)	· -	Cape		ers & Dwr		-	Typical		mp None No	ted	Wa	5 _	oncrete	Floor	
Existing/Propo	-	Existing		dow Type	· · _		s/Avg		s None No		Flo		oncrete	None _	
						es/Ye			nt None No			tside Entry W		Unknown F	<u> </u>
Age (Yrs.)	-	1952	Stor	m/Screen	s Y					icu				Inculatio	n Unknown
Age (Yrs.) Effective Age	-			m/Screen: iufactured		lo		Infestatio	n None Re					Insulatio	
-	-	1952 25	Man				Den	Infestatio Family Rn	n None Re			# Baths	Laundry	Other	Area Sq.Ft.
Effective Age	(Yrs.)	1952 25	Man	ufactured	House N				n None Re	ported		# Baths	Laundry X		
Effective Age ROOMS	(Yrs.)	1952 25	Man	ufactured	House N				n None Re	ported Bedro 2	ooms	1	1		Area Sq.Ft. 391 988
Effective Age ROOMS Basement	(Yrs.)	1952 25 er Living	Man	ufactured Dining	House N Kitche				n None Re	ported Bedro	ooms		1		Area Sq.Ft. <b>391</b>
Effective Age ROOMS Basement Level 1 Level 2	(Yrs.)	1952 25 r Living 1	Man	Dining X	House N Kitche	en	Den	Family Rn	n None Re n. Rec. Rm.	Ported Bedro 2 2	poms	1 1	X	Other	Area Sq.Ft. 391 988 741
Effective Age ROOMS Basement Level 1 Level 2 Finished area	(Yrs.) Foye	1952 25 r Living 1 grade contains:	Man	Dining X	House N Kitche 1 6 Roon	en	Den 4	Family Rn	n None Re n. Rec. Rm.	Ported Bedro 2 2	poms Bath(s	1 1 );	X	Other quare Feet of G	Area Sq.Ft. 391 988 741 ross Living Area
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Effective Age ROOMS Basement Level 1 Level 2 Finished area INTERIOR Floors Walls Trim/Finish Bath Floor	(Yrs.) Foye above ( Mater Carp Dryw Softw Viny t Cast Woo	1952 25 25 25 25 25 25 26 27 20 20 20 20 20 20 20 20 20 20 20 20 20	Man	HEATING Type Fuel Condition COOLIN Central Other	House N Kitche 1 6 Roor G FHW Oil Avg G None N/A	ns;	Den 4 KITCHEN Refrigerato Range/Ove Disposal Dishwashe	EQUIP. r P	n None Re n. Rec. Rm. S:: ATTIC None Stairs Drop Stair Scuttle	2 2 2 2	Bath(s Bath(s AME) Patio Deck Porch Fence	1 1 NITIES ace(s) # 1 None None None None None None	X 1,729 S	Other Quare Feet of G CAR STOR/ None Garage 1 Attached Detached	Area Sq.Ft. 391 988 741 ross Living Area AGE: # of cars
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Va	luation Section	L	<b>JNIFORM RESI</b>	DENTIAL	APPRAISAL F	REPORT	File No. 210188	
			= \$	Ν			ch as, source of cost	
				0			and for HUD, VA and I	FmHA, the
H	Bsmt 391	29 Sq. Fl. @\$ Sa Ft @\$	= \$	0		ning economic life o roach has been	considered but, not	t included in
PPROACH	F/P,Deck,Porch	54.11. 0 \$					of value. The cost a	
PR	Garage/Carport 528	Sq. Ft. @\$	=	0			depreciation from a	
4	Total Estimated Cost N	lew	= \$	0			The estimated ren	naining
cost	Less <b>70</b> Physica Depreciation		al Est. Remaining E		economic life	is estimated to	be 50 years.	
		mprovements	= \$ = \$	0	0			
	"As-is" Value of Site I	mprovements	= \$					
		BY COST APPROACH			0			
	ITEM 12 Cowell Drive	SUBJECT	COMPARABLE I 2 Glassford Lane	NO. 1	COMPARABLE 72 Madbury Roac		COMPARABLE I 8 Magrath Road	NO. 3
	Address Durham, I	NH 03824	Durham, NH 03824	4	Durham, NH 0382		Durham, NH 03824	4
	Proximity to Subject		0.08 miles NE		0.53 miles NW		0.42 miles SW	
	Sales Price	\$ N/A	\$	330,000	\$	270,000		300,000
	Price/Gross Liv. Area Data and/or	\$ 0.00 ∅ Inspection	\$ 311.32 Ø MLS#4801449		\$ 143.62 ∅ MLS#4772168		\$ 250.84 Ø MLS#4845922	
	Verification Sources	Assessor	Assessor/Broker/R	eaistry	Broker/Assessor		Broker/Assessor	
	VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+ (-) \$ Adjustment	DESCRIPTION	+ (-) \$ Adjustment	DESCRIPTION	+ (-) \$ Adjustment
	Sales or Financing	N/A	Arms Length/No		Arms Length/No		Arms Length/No	
	Concessions Date of Sale/Time	N/A	Clsg Csts/Conv 06/2020 +4.67%		Clsg Csts/Cash 09/2019 +10%	+27 000	Closing Costs 02/26/2021	
	Location	Average	Avg/Good		Avg/Busy Road		Avg/Good	-5,000
	Leasehold/Fee Simple	Fee Simple	Fee Simple		Fee Simple	1	Fee Simple	· · · ·
	Site	.31 acres	.29 acres	0	.28 acres	0	.46 acres	0
	View Design and Appeal	Residential Cape	Residential Ranch	0	Residential Colonial	0	Residential R Ranch	0
	Quality of Construction	Average	Avg/Granite		Average	0	Average	0
	Age	69 Years	66 Yrs -\$10/SF		93 Years	0	46 Years	0
SIS	Condition	Avg/Dated	Good -\$20/SF	-21,200	Avg/Dated		Avg/Dated	
ARISON ANALYSIS	Above Grade Room Count 25	Total Bdrms Baths 6 4 2.00	Total Bdrms Baths 5 3 1.00	+3,000	Total Bdrms Baths 9 4 2.00	0	Total Bdrms Baths 6 3 1.00	+3,000
ANA	Gross Living Area	1,729 Sq.Ft.	<b>1,060</b> Sq.Ft.	16,700	<b>1,880</b> Sq.Ft.	0 0	1,196 Sq.Ft.	13,300
N V	Basement & Finished	Partial:	Full:		Full:		Full:	
<b>RIS</b>	Rooms Below Grade		Unfinished		Unfinished		2 Rooms	-4,000
		Average FHW/No AC	Average FHW/No AC		Average FHW/No AC		Average FHW/No AC	
ES COMP	Heating/Cooling Energy Efficient Items	None Noted	None Noted		None Noted	1	None Noted	
ES	Garage/Carport	1 Car Garage	1 Car Garage		1 Car Garage		1 Car Under	+2,000
SAL	Porch, Patio, Deck,	Porch	Porch		Porch		Deck	+4,000
	Fireplace(s), etc. Fence, Pool, etc.	F/P None	F/P None		F/P None	<u> </u>	F/P, Hearth None	-2,000
	Other	None	None		None		None	
	Net Adj. (total)		+ X - \$	6,700	X + \$	37,000		11,300
	Adjusted Sales Price		Gross: 23.3%		Gross: 13.7%		Gross: 11.1%	
	of Comparable	Composioon (including t	Net: -2.0% \$	<u>323,300</u>			Net: 3.8% \$	<u>311,300</u>
			he subject property's cor ecent sales dates an		5 . ,			
	subject in its date	ed condition, size a	nd utility). In the fina	al reconciliatio	n of the sales anal	ysis considerat	ion is given to all the	ree Comps
			3; Comp 1 weighte	ed for its near	by location and Co	mp 3 weighted	for its recent sales of	date. See
	attached comme	nts for additional di	scussion.					
	ITEM	SUBJECT	COMPARABLE	NO. 1	COMPARABLE	NO. 2	COMPARABLE	NO. 3
	Date, Price and Data	None	None		None		None	
	Source for prior sales	Per	Per		Per		Per	
	within year of appraisal Analysis of any current	•	Assessor	roperty and analys	Assessor	iect and comparables	Assessor within one year of the date of	of appraisal.
	N/A		., st licenty of the subject p					
_		BY SALES COMPARIS						315,000
	This appraisal is made		I (If Applicable) Estimated subject to the repairs, alteration			x Gross Rent Multiplie	r <u>N/A</u> = \$ completion per plans and sp	0 Decifications
	Conditions of Appraisal:			ons, inspections or e				pecifications.
			aced on the Sales C					
Z			h has been conside ost single family hom					•
ATIO			narket value of the real pro				v	
	and limiting conditions,		on that are stated in the attac				).	
ONO	I (WE) ESTIMATE TH		DEFINED, OF THE REAL				OF 02/11/2021	
RECONCILI	(WHICH IS THE DATE APPRAISER:	- OF INSPECTION AND	THE EFFECTIVE DATE C		TO BE \$ 315,0 UPERVISORY APPRAI		· UIRED):	
Ï	Signature	-Wood			ignature			id Did Not
		d/The Stanhope G	roup		ame		Ins	pect Property
	Date Report Signed         O           State Certification #         I		ç		ate Report Signed			State
	Or State License #				r State License #			State
Free	ddie Mac Form 70 6-93			PAGE 2 O ed using ACI software, 800,23	F 2		Fanr	nie Mae Form 1004 6-93

	ADDENDUM		
Borrower:	File No	.: 210188	
Property Address: 12 Cowell Drive	Case N	lo.:	
City: Durham	State: NH	Zip: 03824	
Lender: Peter Murphy			

#### EXPLANATORY COMMENTS

This APPRAISAL has been prepared in accordance with the Uniform Standards of Professional Appraisal Practice (USPAP). The appraiser certifies and agrees that this appraisal report was prepared in accordance with the requirements of Title XI of the Financial Institutions, Reform, Recovery, and Enforcement Act (FIRREA) of 1989, as amended (12 U.S.C. 3331 et seq.), and any applicable implementing regulations in effect at the time the appraiser signs the appraisal certification.

By the receipt and implied acceptance of this report, the addressee recognizes the obligation for timely remittance, in full, of associated professional fees. Furthermore, any claims against the appraiser, for whatever reason, are limited to the amount of said fees with responsibility of the appraiser limited to the client and not extending to any third party.

PROBLEM TO BE SOLVED AND FUNCTION: The purpose of this appraisal is to estimate the market value of the subject property. The function of the appraisal is to assist the above named client, the intended user, in evaluating the subject property for asset analysis for possible sales purposes. Use of this appraisal by any other party in not intended by the appraiser.

PRIOR THREE YEARS: The appraiser has performed no services for the subject property in the three years prior to acceptance of this assignment as an appraiser or in any other capacity. This disclosure statement is a USPAP requirement.

APPRAISAL STATEMENTS AND CONDITIONS: The appraisal performed under this Agreement will be subject to all statements, assumptions, limiting conditions and other conditions (collectively, "Appraisal Conditions") set forth in the appraisal report. Client agrees that Client will review the Appraisal Conditions upon receipt of the report and that Client's use of the appraisal will constitute acceptance of the Appraisal Conditions. The Appraisal Conditions shall be considered as being incorporated into and forming part of this Agreement with respect to the appraisal in which they are contained and to the services relating to that appraisal.

MAXIMUM TIME FRAME FOR LEGAL ACTION: Unless the time frame is shorter under applicable law, any legal action or claim relating to the appraisal or Appraiser's services shall be filed in court (or in the applicable arbitration tribunal, if the parties to the dispute have executed an arbitration agreement) within two (2) years from the date of delivery to Client of the appraisal report to which the claims or causes of action relate or in the case of acts or conduct after delivery of the report, two (2) years from the date of the alleged acts or conduct. The time frame stated in this section shall not be extended by any delay in the discovery or accrual of the underlying claims, causes of action or damages. The time frame stated in this section shall apply to all non-criminal claims or causes of action of any type.

ACCEPTANCE OF APPRAISAL STATEMENTS, CONDITIONS AND ASSUMPTIONS: Any use of or reliance on the appraisal by any party, regardless of whether the use or reliance is authorized or known by Appraiser, constitutes acceptance of , and is subject to, all appraisal statements, limiting conditions and assumptions stated in the appraisal report.

SCOPE OF WORK: The scope of this appraisal requires compliance with the Uniform Standards of Professional Appraisal Practice (USPAP) promulgated by the Appraisal Standards Board of the Appraisal Foundation. These standards contain procedures to be followed in developing an appraisal, analysis or opinion. These standards also set the requirements with regard to the communication of the appraiser's analyses, opinions and conclusions so that those analyses, opinions and conclusions are meaningful and not misleading. The report is written to effect a clear, well-documented and relevant communication of a credible result of value opinion.

The appraisal conclusions will be communicated in a report format prepared in accordance with Standard 2 of the Uniform Standards of Professional Appraisal Practice, containing the three conventional approaches to value (if applicable) being the Cost Approach, Sales Comparison Approach, and the Income Approach. It will include photographs of the subject and comparable properties, descriptions of the subject neighborhood, the site, any improvements on the site, a description of the zoning, a highest and best use analysis, a summary of the most important sales used in the appraiser's valuation, a reconciliation and conclusion, a map illustrating the sales in relationship to the subject property, and other data deemed by the appraiser to be relevant to the assignment. Pertinent data and analysis not included in the report may be retained in appraiser's files.

The scope of work required to complete this appraisal assignment included the following: Investigate the property and interview the parties familiar with the property. The appraiser with the assistance of an associate will view the subject improvements at a level necessary to gather information about the physical characteristics of the subject improvements that are relevant to the valuation problem. The appraiser will rely on the deed when provided and parties familiar with the property for information regarding easements, covenants, restrictions and other encumbrances. The appraisal will not research the presence of such items independently. Sales, current and pending listings, considered relevant, that have occurred will be researched in the subjects geographic area. The appraiser's investigations will include research of public records through the use of commercial sources of data such as printed comparable data services and computerized databases. Search parameters such as dates of sales, leases, locations, sizes, types of properties and distances from the subject will start with a relatively narrow constraint and, if necessary, be expanded until the appraiser has either identified data sufficient to estimate market value, or until the appraiser believes that they have reasonably exhausted the available pool of data. Researched sales data will be viewed and, if appropriate, efforts will be made to verify the data with persons directly involved in the transactions such as buyers, sellers, brokers or agents. At the appraiser's discretion, some data will be used without personal verification if, in the appraiser's opinion, the data appears to be correct.

The value estimated is based on the assumption that the property is not negatively affected by the existence of hazardous substances or detrimental environmental conditions unless otherwise stated in this report. The appraiser is not an expert in the identification of hazardous substances or detrimental conditions. The appraiser's routine inspection of and inquires about the subject property did not develop any information that indicated any apparent significant hazardous substances or detrimental environmental conditions which would affect the property negatively unless otherwise stated in this report. It is possible that tests and inspections made by a qualified hazardous substance and environmental expert would reveal the existence of hazardous substances or detrimental environmental conditions on or around the property that would negatively affect its value.

This appraisal is not a home inspection report and it should not be relied upon to disclose conditions of the property.

#### ADDENDUM

Borrower:	File No.: 210188		
Property Address: 12 Cowell Drive	Case	No.:	
City: Durham	State: NH	Zip: 03824	
Lender: Peter Murphy			

PROBABILITY OF VALUE CHANGE: The estimated market value of the property appraised in this report is estimated as of the aforementioned date. Constantly changing economic, social, political and physical conditions have varying effects upon real property values. Even after passage of a relatively short period of time, property values may change substantially and require a new appraisal.

The global outbreak of COVID-19 was officially declared a pandemic by the World Health Organization. The reader is cautioned, and reminded that the conclusions presented in this appraisal report apply only as of the effective date(s) indicated. The appraiser makes no representation as to the effect on the subject property of any unforeseen event, subsequent to the effective date of the appraisal.

HIGHEST AND BEST USE: The physical, legal, financially feasible and maximumly productive elements of Highest and Best Use for the subject property have been evaluated. The subject's current use as a residential property is its highest and best use as that is its only allowable use. A definitive opinion regarding conformity to zoning is beyond the scope of this appraisal assignment and the professional expertise of the appraiser. Should the client require a definitive conclusion as to zoning conformity, it is suggested that either a licensed surveyor and/or attorney be consulted.

NOTE: Subject is currently used as an income generating student rental property. This is a common use throughout the subject's submarket and student rentals compete directly with single occupancy property. No influence on value either positive or negative is identified in the market data.

The subject is described as Legal Nonconforming because its lot dimensions do not meet the requirements of current zoning. This is common and not adverse. The subject may be rebuilt if destroyed.

#### COMMENTS ON SALES ANALYSIS:

An adjustment is made to Comps 1 and 2 that estimates changes in values since their dates of contract at 6% annualized (.5%/month) for 2019 activity and 8% annualized (.67%/month) for 2020 based on the published data for Strafford County. Appreciation may be occurring at present but, there is insufficient data to estimate changes in 2021.

An adjustment is made under location to Comp 1 that estimates the benefit of its location abutting a wooded area to the rear where the subject's location is less private. Comp 2 is adjusted for its location on well travelled Madbury Road and Comp 3 is adjusted for its location abutting a small park to the rear.

An adjustment is made under quality to Comp 1 that estimates the influence on value of upgrades to counter surfaces.

An adjustment is made under age to Comp 1 at \$10SF, rounded, for less deterioration to long-lived components.

An adjustment is made to Comp 1 under condition at \$20/SF, rounded, for greater updating to cosmetic elements resulting from recent updates throughout that included newer kitchen, bath, floors and paint.

Variations in gross living area are adjusted at \$25 per square foot, rounded, where a difference exceeds 10% (+/-) of the subject's GLA.

Bath, basement finish, porch, deck, hearth and F/P adjustments are made based on market extraction, paired sales comparison or observed/ anticipated market behavior as well as ongoing realtor interviews.

Jeffrey Wood, NHCR-336

#### File No. 210188

**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 considers his own best interest; (3) a reasonable time is allowed for exposure in the open market; (4) payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and (5) the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions\* granted by anyone associated with the sale.

\*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 LIMITING CONDITIONS AND APPRAISER'S CERTIFICATION

**CONTINGENT AND LIMITING CONDITIONS:** The appraiser's certification that appears in the appraisal report is subject to the following 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. The appraiser assumes that the title is good and marketable and, therefore, will not render any opinions about the title. The property is appraised on the basis of it being under responsible ownership.

2. The appraiser has provided a sketch in the appraisal report to show approximate dimensions of the improvements and the sketch is included only to assist the reader of the report 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 the appraisal report whether 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.

5. The appraiser has estimated the value of the land in the cost approach at its highest and best use and the improvements at their contributory value. These separate valuations of the land and improvements must not be used in conjunction with any other appraisal and are invalid if they are so used.

6. The appraiser has noted in the appraisal report any adverse conditions (such as, needed repairs, depreciation, 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 normal research involved in performing the appraisal. Unless otherwise stated in the appraisal report, the appraiser has no knowledge of any hidden or unapparent conditions of the property or adverse environmental conditions (including the presence of hazardous wastes, toxic substances, etc.) that would make the property more or less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, express or implied, regarding the condition of the property. 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, the appraisal report must not be considered as an environmental assessment of the property.

7. The appraiser obtained the information, estimates, and opinions that were expressed in the appraisal report from sources that he or she considers to be reliable and believes them to be true and correct. The appraiser does not assume responsibility for the accuracy of such items that were furnished by other parties.

8. The appraiser will not disclose the contents of the appraisal report except as provided for in the Uniform Standards of Professional Appraisal Practice.

9. 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 completion of the improvements will be performed in a workmanlike manner.

10. The appraiser must provide his or her prior written consent before the lender/client specified in the appraisal report can distribute the appraisal report (including conclusions about the property value, the appraiser's identity and professional designations, and references to any professional appraisal organizations or the firm with which the appraiser is associated ) to anyone other than the borrower; the mortgagee or its successors and assigns; the mortgage insurer; consultants; professional appraisal organizations; any state or federally approved financial institution; or any department, agency, or instrumentality of the United States or any state or the District of Columbia; except that the lender/client may distribute the property description section of the report only to data collection or reporting service(s) without having to obtain the appraiser's prior written consent. The appraiser's written consent and approval must also be obtained before the appraisal can be conveyed by anyone to the public through advertising, public relations, news, sales, or other media.

#### APPRAISERS CERTIFICATION: The Appraiser certifies and agrees that:

1. I have researched the subject market area and have selected a minimum of three recent sales of properties most similar and proximate to the subject property for consideration in the sales comparison analysis and have made a dollar adjustment when appropriate to reflect the market reaction to those items of significant variation. If a significant item in a comparable property is superior to , or more favorable than, the subject property, I have made a negative adjustment to reduce the adjusted sales price of the comparable and, if a significant item in a comparable property is inferior to, or less favorable than the subject property, I have made a positive adjustment to increase the adjusted sales price of the comparable.

2. I have taken into consideration the factors that have an impact on value in my development of the estimate of market value in the appraisal report. I have not knowingly withheld any significant information from the appraisal report and I believe, to the best of my knowledge, that all statements and information in the appraisal report are true and correct.

3. I stated in the appraisal report only my own personal, unbiased, and professional analysis, opinions, and conclusions, which are subject only to the contingent and limiting conditions specified in this form.

4. I have no present or prospective interest in the property that is the subject to this report, and I have no present or prospective personal interest or bias with respect to the participants in the transaction. I did not base, either partially or completely, my analysis and/or the estimate of market value in the appraisal report on the race, color, religion, sex, handicap, familial status, or national origin of either the prospective owners or occupants of the subject property or of the present owners or occupants of the properties in the vicinity of the subject property.

5. I have no present or contemplated future interest in the subject property, and neither my current or future employment nor my compensation for performing this appraisal is contingent on the appraised value of the property.

6. I was not required to report a predetermined value or direction in value that favors the cause of the client or any related party, the amount of the value estimate, the attainment of a specific result, or the occurrence of a subsequent event in order to receive my compensation and/or employment for performing the appraisal. I did not base the appraisal report on a requested minimum valuation, a specific valuation, or the need to approve a specific mortgage loan.

7. I performed this appraisal in conformity 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 as of the effective date of this appraisal, with the exception of the departure provision of those Standards, which does not apply. I acknowledge that an estimate of a reasonable time for exposure in the open market is a condition in the definition of market value and the estimate I developed is consistent with the marketing time noted in the neighborhood section of this report, unless I have otherwise stated in the reconciliation section.

8. I have personally inspected the interior and exterior areas of the subject property and the exterior of all properties listed as comparables in the appraisal report. I further certify that I have noted any apparent or known adverse conditions in the subject improvements, on the subject site, or on any site within the immediate vicinity of the subject property of which I am aware and have made adjustments for these adverse conditions in my analysis of the property value to the extent that I had market evidence to support them. I have also commented about the effect of the adverse conditions on the marketability of the subject property.

9. I personally prepared all conclusions and opinions about the real estate that were set forth in the appraisal report. If I relied on significant professional assistance from any individual or individuals in the performance of the appraisal or the preparation of the appraisal report, I have named such individual(s) and disclosed the specific tasks performed by them in the reconciliation section of this appraisal report. I certify that any individual so named is qualified to perform the tasks. I have not authorized anyone to make a change to any item in the report; therefore, if an unauthorized change is made to the appraisal report, I will take no responsibility for it.

**SUPERVISORY APPRAISER'S CERTIFICATION:** If a supervisory appraiser signed the appraisal report, he or she certifies and agrees that: I directly supervise the appraiser who prepared the appraisal report, have reviewed the appraisal report, agree with the statements and conclusions of the appraiser, agree to be bound by the appraiser's certifications numbered 4 through 7 above, and am taking full responsibility for the appraisal and the appraisal report.

#### ADDRESS OF PROPERTY APPRAISED: <u>12 Cowell Drive, Durham, NH 03824</u>

#### APPRAISER:

## SUPERVISORY APPRAISER (only if required)

Signature:	Signature:
Name: Jeffrey Wood/The Stanhope Group	Name:
Date Signed: 02/26/2021	Date Signed:
State Certification #: NHCR-336	State Certification #:
or State License #:	or State License #:
State: NH	State:
Expiration Date of Certification or License: 07/31/2021	Expiration Date of Certification or License:
	Did Did Not Inspect Property

#### 500 Market Street, Unit 1C, Portsmouth, NH 03801

Borrower:	File No.: 210188		
Property Address: 12 Cowell Drive		Case No.:	
City: Durham	State: NH	Zip: 03824	
Lender: Peter Murphy			

EDoc # 0008395 Jun 22, 2017 11:35 AM Book 4485 Page 0213 Page 1 of 5 Register of Deeds, Strafford County





### WARRANTY DEED

KNOW ALL PERSONS BY THESE PRESENTS THAT KYREAGES, INC., a New Hampshire corporation, whose mailing address is PO Box 174, Eliot, Maine, 03903,

For consideration paid, grants to **TOOMERFS**, LLC, a New Hampshire limited liability company, whose address is 37 Main Street, Unit O, Durham, New Hampshire, 03824,

With Warranty covenants the following described premises situate in Durham. Strafford County, New Hampshire:

#### Parcel 1: 21 Main Street, Durham, NH:

A certain parcel of land with the buildings thereon, situate in Durham, County of Strafford and State of New Hampshire, on the southerly side of Main Street, bounded and described as follows:

Beginning at a stone wall on the southerly side of said Main Street at the northwesterly corner of land formerly owned by Harold W. Loveren; thence running S 31° 13' W by land of said Loveren a distance of One Hundred Seventy-four and four-tenths (174.4) feet; thence turning and running N 58° 39' W by land formerly of John J. McCann a distance of twenty-three and seven-tenths (23.7) feet; thence turning and running S 31° 21' W by land of said McCann one and four-tenths (1.4) feet; thence turning and running N 58° 39' W by land of said McCann and land now believed to be of one Tamposi and others to land formerly of Runlett and now of Cutter; thence turning and running N 31° 44' E by land of Cutter a distance of One Hundred Seventy-six and one-tenth (176.1) feet, more or less, to Main Street; thence turning and running S 58° 19' E by and along said Main Street to the point of beginning.

Being the same premises described in Warranty Deed of George Findell, Jr., to the within Grantor dated March 1, 1978, recorded in Strafford County Registry of Deeds, Book 1011, Page 339.

# Parcel 2: 12 Cowell Drive, Durham, NH:

A certain lot of land with the building thereon, situate in Durham and bounded and described as follows:

erty Address: 12 C Durham	State: NH Zip: 03	3824
er: Peter Murphy		
	Book 4486 Page 0214	Page 2 of 5
	BEGINNING at an iron pin driven in the ground at the Northeasterly corner of the land described herein, being Lot Number 5, said corner being the intersection of the Southerly sideline of Cowell Drive, so-called, and the Westerly boundary of land now or formerly of E. G. and V. M. Day (Lot Number Four) as shown on a "Plan of Land of Russell S. and Mildred W. Harmon, Durham, N.H., dated May 9, 1950," which plan is recorded in Drawer 6LL (now re-indexed as Plan #4, Pocket 4, Number 3) in the Strafford County Registry of Deeds; thence naming South 74° 52′ W by the Southerly sideline of Cowell Drive, so-called, a distance of One Hundred Thirty-five and Ninety-eight Hundredths (135.98) feet to an iron pin driven in the ground; thence turning and running South 35° 46′ W a distance of Fifty-one and Thirty-eight Hundredths (51.38) feet to a point in a stone wall; thence turning and running Southeasterly along a stone wall, which is the Northerly boundary of land now or formerly of C. S. Parker, a distance of One Hundred Sixteen and Five Tenths (116.5) feet; thence turning and running Northeasterly along a stone wall a distance of Four (4) feet by land now or formerly of Harold W. Loveren; thence turning and running Southeasterly along a stone wall a distance of Nine (9) feet, more or less; thence turning and running Northeasterly along a stone wall a stone wall by land now or formerly of Harold W. Loveren a distance of Nine (9) feet, more or less; thence turning and running Northeasterly along a stone wall a power of somerly of E. G. Day and V. M. Day a distance of Ninety-three and Three Tenths (93.3) feet to the point of beginning. The above described premises are conveyed with the right to use the roads, streets and passageways as shown on said plan for all purposes for which private ways and streets are commonly used in said Durham.	
	the within Grantor dated June 15, 1983, recorded in Strafford County Registry of Deeds, Book 1102, Page 797.	
	Parcel 3: 18 Main Street, Durham, NH:	
5	A certain parcel of land with the buildings thereon situate on the Northerly side of Main Street in the Town of Durham, County of Strafford and State of New Hampshire, known as #18 Main Street, bounded and described as follows:	a.
l c f l c t l c t c c t c c t c c c f f c c c f f c c c f f f c f f f c f f f c f f f c f	Beginning at a point on the Northerly side of Main Street at the Southeasterly corner of land formerly of Powell and now of one Cutter; thence running in a Northeasterly direction by and along said land of Cutter a distance of One Hundred Fifty-Three (153) feet, more or less, to the Northeasterly corner of said Cutter land and land of New England Telephone and Telegraph Company; thence continuing in a Northeasterly direction by and along said land of New England Telephone and Telegraph Company; thence continuing in a Northeasterly direction by and along said land of New England Telephone and Telegraph Company, a distance of One Hundred Twelve (112) feet, more or less to the Southwesterly corner of land now or formerly of Jones; said land of Jones a distance of One Hundred Twenty-Five (125) feet, more or less; thence turning and running in a Southeasterly direction a distance of Two Hundred Sixty-Five (265) feet,	

LOCATION MAP



500 Market Street, Unit 1C, Portsmouth, NH 03801 Phone: 603.431.4141 Fax: 603.431.4179

### **FLOOD MAP**

Borrower:	File I	No.: 210188
Property Address: 12 Cowell Drive	Case	e No.:
City: Durham	State: NH	Zip: 03824
Lender: Peter Murphy		



# FLOOD INFORMATION





# Sky Flood™

No 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 is implied or provided. Visual scaling factors differ between map layers and are separate from flood zone information at marker location. No liability is accepted to any third party for any use or misuse of this flood map or its data.

# SUBJECT PROPERTY PHOTO ADDENDUM

Borrower:	File No.: 210188		
Property Address: 12 Cowell Drive	Case No.:		
City: Durham	State: NH	Zip: 03824	
Lender: Peter Murphy		-	



## FRONT VIEW OF SUBJECT PROPERTY

Appraised Date: February 11, 2021 Appraised Value: \$315,000



# REAR VIEW OF SUBJECT PROPERTY



# STREET SCENE

Borrower:	File N	lo.: 210188	
Property Address: 12 Cowell Drive	Case	No.:	
City: Durham	State: NH	Zip: 03824	
Lender: Peter Murphy			





DR



BR 1





# Bathroom 1

Kitchen

LR

PHT6

Borrower:	File No.: 210188	
Property Address: 12 Cowell Drive	Case No.:	
City: Durham	State: NH	Zip: 03824
Lender: Peter Murphy		





BR 3





Bathroom 2





Bathroom 1

BR 4

Borrower:	File No.: 210188	
Property Address: 12 Cowell Drive	Case No.:	
City: Durham	State: NH	Zip: 03824
Lender: Peter Murphy		





Basement, Boiler

Basement, Oil Tank





Basement, Laundry





## COMPARABLE PROPERTY PHOTO ADDENDUM

 Borrower: ---- File No.:
 210188

 Property Address: 12 Cowell Drive
 Case No.:

 City: Durham
 State: NH
 Zip: 03824

 Lender: Peter Murphy
 Case No.:



### COMPARABLE SALE #1

2 Glassford Lane Durham, NH 03824 Sale Date: 06/2020 +4.67% Sale Price: \$ 330,000



#### COMPARABLE SALE #2

72 Madbury Road Durham, NH 03824 Sale Date: 09/2019 +10% Sale Price: \$ 270,000



# COMPARABLE SALE #3

8 Magrath Road Durham, NH 03824 Sale Date: 02/26/2021 Sale Price: \$ 300,000