

**APPRAISAL OF MARKET VALUE  
415 BOSTON POST ROAD  
SUDBURY, MASSACHUSETTS**

**PREPARED FOR  
TOWN OF SUDBURY  
TOWN HALL  
SUDBURY, MA 01776**

**Date of Valuation  
September 29, 2015**

***Prospectus, LLC, 2 Brattle Square, 3<sup>rd</sup> Floor, Cambridge, MA 02138  
Tel.: (617) 868-0800 Fax: (617) 868-3331***

# PROSPECTUS

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September 28, 2011

Mr. James Kelly  
President/Manager  
State of Maine  
200 Old Bailey Road  
Bangor, ME 04710

RE: Assessment of Market Value of  
Old Bailey Road  
Bangor, ME

Dear Mr. Kelly:

Pursuant to your request, we are submitting herewith two copies of **our** appraisal of the market value of the present Bailey Road Department property located at Old Bailey Road, Bangor, Maine. The purpose of this appraisal is to estimate the market value of the fee simple interest in the property.

This report is based upon our personal inspection of the subject property, the neighborhood and environment, all relevant market data relating to its value, and our experience with similar valuations. This report describes **the** methods of valuation used, and presents data pertinent to the appraisal process.

This valuation is also predicated upon a number of important Assumptions and Limiting Conditions which are outlined in the report, and which affect all analyses, opinions and conclusions contained herein.

In writing this appraisal, we have adhered to the Uniform Standards of Professional Appraisal Practice.

Attest:  
Signature  
Capacity: appraiser  
2.1 appraiser  
2.1 appraiser

As a result of the facts and analyses contained in the attached report, it is our opinion that as of September 29, 2015, the market value of the real estate at 415 Boston Post Road is \$750,000.

This value is subject to the Assumptions and Limiting Conditions contained herein.

Respectfully submitted,

A handwritten signature in blue ink, appearing to read "Daniel V. Calano", is written over a horizontal line.

Daniel V. Calano, ASA, CRE

Certified General Real Estate Appraiser  
Commonwealth of Massachusetts - License No. 34

enc.

TAX ID # 04-3543731

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### **APPRAISER'S CERTIFICATION**

In compliance with Uniform Standards of Professional Appraisal Practice the undersigned submits the following certification:

The undersigned certifies that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct;
- The reported analyses, opinions and conclusions are limited only by the reported assumptions and limiting conditions, and, unless otherwise indicated, are my personal, unbiased professional analyses, opinions and conclusions.
- The undersigned has no personal interest or bias with respect to the subject property or the parties involved;
- The undersigned's compensation for this assignment is not contingent on an action or event resulting from the analyses, opinions or conclusions in, or the use of, this report; compensation is not contingent upon the reporting of a predetermined value or direction in value, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal;
- The value conclusion is not based on a requested specific valuation, or the approval of a loan;
- The reported analyses, opinions and conclusions were developed, and this report has been prepared in conformity with the Uniform Standards of Professional Appraisal Practice;
- The undersigned has made an inspection of the subject property, and it is the undersigned's responsibility to note apparent or known adverse conditions in the subject, or on any site within the immediate vicinity of the subject property, that the undersigned is aware of, subject to the Assumptions and Limiting Conditions stated herein;
- Significant professional assistance to the undersigned was provided by Michael W. Cunningham, in the way of data gathering, comparisons, and analyses. Qualifications of the source of such assistance is attached hereto. Mr. Cunningham has worked with the appraiser on similar appraisals for over twenty years;

- Unless stated otherwise, the value reported and the analysis leading to the value conclusion are based on the assumption that the existing site is free of all contaminants; that the title to the property is free and clear, that there is a good and clear record and that the title is marketable; that there are no zoning, building code, or any other regulatory or statutory violations; that all required permits have been issued and are in full force and effect;
- The undersigned acknowledges that an estimate of reasonable time for exposure in the open market is a condition of the definition of market value. The undersigned's estimate of reasonable exposure time is consistent with the marketing time noted in the appropriate sections of this report.

In the undersigned's opinion, as of September 29, 2015, the market value of the real estate at 415 Boston Post Road is \$750,000.

This value is subject to the Assumptions and Limiting Conditions as set forth.

Respectfully submitted,



Daniel V. Calano, ASA, CRE  
Certified General Real Estate Appraiser  
Commonwealth of Massachusetts - License No. 34

## **PURPOSE, FUNCTION AND SCOPE OF THIS APPRAISAL**

### **CLIENT AND INTENDED USER**

This appraisal report has been requested by the Town of Sudbury to determine the market value of the real property located in Sudbury at 415 Boston Post Road.

The purpose and function of this appraisal is to estimate the market value of the real property for the town's financial planning.

### **SCOPE OF WORK AND FUNCTION**

This assignment calls for an appraisal report in conformity with the Uniform Standards of Professional Appraisal Practice.

We discussed with the client their objectives related to our work. As described in this report, the parcel appraised, identified by the Sudbury Assessor as parcel 0006 on Map K08, is presently improved with a 6,081 SF one story brick building occupied by the Sudbury Police Department. The parcel is located on the south side of Boston Post Road in the heart of Sudbury's retail and services businesses. The rear and part of the side boundaries abut Sudbury Crossing, a shopping center, which includes a clothing store, two fast food outlets and about a dozen other small retail outlets. Directly across the street is another small retail and service plaza with a half dozen small businesses. The subject site has 163.99 feet of frontage on Boston Post Road from which current access to the property is made.

The parcel is 27,442 SF or .63 acres, is mostly open, with the improvements occupying a 6,249 SF footprint, and with the majority of the site paved and used for parking.

We studied the land, inspected the improvements and a variety of factors affecting its use, including zoning, subdivision regulations, soil conditions and market conditions and rental rates relative to the most feasible uses. We then analyzed the Highest and Best Use. We concluded it is a "toss up" whether the building would be retained and converted to commercial use or razed for other uses, the value being similar. With a variance for a drive through, the value could be higher for a bank. We concluded fast food, with a drive through, would not be permitted, as none have been granted in Sudbury.



We used a Sales Comparison Approach to compare the subject property, as potentially converted/redeveloped to retail service or office use with recent sales of retail/service properties and office property. We also used an Income Approach to estimate value, also based on conversion of the subject to a retail or service use, estimating rental rates from rental rates of comparable Sudbury properties, and deducting expenses and capitalizing a projected net cash flow.

In order to value the property “as if vacant,” we had discussions with a number of national brand restaurant real estate representatives and brokers to learn of their parameters and objectives for buying suburban market land for the purpose of constructing one of the branded restaurants, cafes or fast food outlets, each of which would be permitted on the subject land.

We also reviewed local land sales, finding relevant ones made only for bank use, which could be most feasible if a variance was given for a drive through.

Based on the foregoing analysis, we concluded the highest and best use, without variances, was redevelopment of the subject property, most probably to a restaurant/cafe use.

In conjunction with gathering of data and our analysis of the property we undertook a number of specific steps as are set forth below:

- An inspection of the land, and immediate neighborhood.
- Visits to or telephone discussion with the Sudbury Assessor, and Community Development Departments to determine factual data related to the property and surrounding area.
- Review of sales of similar commercial oriented parcels in Sudbury, Wayland, Waltham, Natick, Framingham and other Boston area suburban towns.
- Discussion with brokers and others of rental rates for retail, service and office segments of the local Sudbury commercial market.
- Exterior inspection of various retail, service and office development in Sudbury, particularly near the subject, in order to understand the local commercial oriented areas of markets.
- Discussion of current market activity with numerous brokers and real estate developers in order to learn of the parameters and objectives of retail and restaurant/café property development which could theoretically be created on the site.

From the information obtained, credible results are achieved.



### INTERESTS APPRAISED

We appraise the market value of the fee simple interest of the property.

### DEFINITION OF MARKET VALUE (USPAP 2012-2013 Edition)

The value to be developed in this appraisal is market value. Market value is the most probable price which a property should bring in a competitive and open market under all the following conditions

- 1) Consummation of a sale occurs as of a specified date.
- 2) An open and competitive market exists for the property interest appraised.
- 3) The buyer and seller are each acting prudently and knowledgeably.
- 4) The price is not affected by undue stimulus.
- 5) The buyer and seller are typically motivated.
- 6) Both parties are acting in what they consider to be their best interest.
- 7) Marketing efforts were adequate and a reasonable time was allowed for exposure on the open market.
- 8) Payment was made in cash in U.S. dollars or in terms of financial arrangements comparable thereto.
- 9) 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.

### MARKETING PERIOD

We estimate a marketing period of 9-12 months to obtain the estimated market value.

## **STATEMENT OF ASSUMPTIONS AND LIMITING CONDITIONS**

This report is subject to the following assumptions and limiting conditions:

### **WARRANTY**

Prospectus, LLC, the appraiser and/or the consultant(s), who prepared this report are not guarantors of value, condition, or feasibility, or marketability. The conclusions reported herein are opinions only and not warranted as, or representation of, fact.

### **NON-CONTINGENT**

The fee for this assignment and the client's obligation to pay for our services are in no way contingent upon the findings or conclusions as to value, highest and best use, feasibility, or marketability.

### **THIRD PARTY UNAUTHORIZED USE**

This report is for the exclusive benefit and use of the client. Possession of this report, or a copy thereof, does not carry with it the right of publication, nor may it be used for any purpose by any but the client without the previous written consent of the appraiser and/or consultant. Unauthorized transmittal of the report or its conclusion to a third party invalidates this report. Any party who uses or relies upon any information in this report, without the preparer's written consent, does so at his own risk.

### **LEGAL**

The legal description furnished to the preparer of this report is assumed to be correct.

Any sketch or illustrative material in this report is included to assist the reader in visualizing the property. We have made no survey of the property and assume no responsibility in connection with such matters.

We assume no responsibility for matters legal in character nor do we render any opinions as to the title, which is assumed to be good. All existing liens and encumbrances have been disregarded, and the property is appraised as though free and clear under responsible ownership and competent management, except as indicated herein.

Under no condition is the appraiser responsible or liable for damage arising from the subsequent discovery of unrecorded options and/or leases.

The appraiser is not an attorney at law. The client is advised to consult with his attorney on general rules of law as they apply to the property in question.

The appraiser takes no responsibility for the detection of any violations related to conservation, pollution, environmental protection, ADA, OSHA, zoning, subdivision regulations, building codes, or any other regulatory statutes, ordinances, by-laws, regulations, restrictive covenants, or other legal constraints.

### INFORMATION OBTAINED FROM OTHERS

The client shall, prior to the commencement of the appraiser's work, produce and deliver to the appraiser all documents that might affect the value of the property.

Any misrepresentation or concealment of fact to the appraiser by the client or any party related to the client invalidates the appraisal.

We believe to be reliable and assume the correctness and reasonableness of the information which was furnished to us by others, such estimates of experts, engineers, architects, accountants, or statements by government officials, owners, sellers, buyers, agents, legal counsel, and others, but we assume no responsibility for their accuracy. These data are reported without liability to the appraiser. The appraiser is not empowered and compensated to carry out near discrete investigation and interviews to elicit information which would not be available to the ordinary buyer.

### HIDDEN CONDITIONS

The appraiser assumes that there are no hidden or unapparent conditions of the property, subsoil, minerals, archeological findings, rare flora or fauna, aquifers, or structures, or designation by authorized government body as a protected or historical site, which would impair marketability or render it more or less valuable. The appraiser assumes no responsibility for the detection of such conditions, or for engineering or specialized analysis which might be required to discover such factors.

The appraiser assumes there are no concealed conditions of the subsoil or improvements or their structural integrity which would have a tendency to render the property more or less valuable than similar properties. The appraiser is specifically excused from core drilling on the property. Any such investigation shall be undertaken by the client or other specialists.

The client specifically waives any claim arising out of financial loss due to contamination, infestation, permeation, percolation, flooding, in the property and admits that the appraiser's opinion is based on reasonable sound environmental conditions. The client should engage specialists for any determination in these areas.

In the event that the appraiser identifies data information, records, regulation, ordinances or by-laws that may affect the property, its use or value, and is unable to resolve valuation problems without further consultation, the client is requested to secure the assistance of appropriate experts to confer with the appraiser.

### CONSTRUCTION

In the event this valuation involves new construction, rehabilitation, conversion, or any other manner of change, the value, if reported on an as completed basis, is subject to the total and full completion of the project described, in a first class manner, and in full and substantial compliance with the plans, descriptions, and/or specifications furnished to us, and such completion is assumed to be within a reasonable time of the date of the report.

### CONTAMINATION-HAZARDOUS MATERIALS

The appraiser accepts no responsibility for the existence or discovery of liens whether presently existing or hereafter arising on account of any indebtedness or liability to the Federal Government, or the state in which it is located, or if in Massachusetts, to the Commonwealth of Massachusetts arising pursuant to the provision of MGL Ch. 21E.

In this appraisal assignment, the existence of potentially hazardous material onsite used in the construction or maintenance of any building on the property, such as the presence of urea formaldehyde foam insulation, asbestos in any form, and/or existence of toxic waste, or Radon gas, which may or may not be present on the property has not been considered. The appraiser is not qualified to detect such substances. We urge the client to retain an expert in this field if desired.

The presence or condition of underground tanks is excluded as a consideration in this analysis. The client is advised that the law may require owners of underground tanks which may contain petroleum or hazardous substances to report their existence to state authorities for registration.

### TESTIMONY

It is an express condition of this report that the consultant is not required to give testimony or appear in court with reference to the property in question, unless arrangements have been previously made therefore.

In the event the client requires the services of the appraiser to arbitrate or to reconcile the appraisal with another appraiser or consultant, such services will be billed on an hourly basis, or fee as otherwise determined.

**SUMMARY OF FACTS**

- |     |                                   |   |
|-----|-----------------------------------|---|
| 1.  | <b>Location:</b>                  | 415 Boston Post Road, Sudbury, Massachusetts                      |
| 2.  | <b>Owner:</b>                     | Town of Sudbury, Massachusetts                                    |
| 3.  | <b>Property:</b>                  | .63 acres with public safety building                             |
| 4.  | <b>Lot Size:</b>                  | .63 acres   |
| 5.  | <b>Building Improvements:</b>     | One story, 6,081 SF brick public safety building                  |
| 6.  | <b>Current Use:</b>               | Sudbury Police Department   |
| 7.  | <b>Highest and Best Use:</b>      |   |
|     | <b>As Vacant:</b>                 | Retail/Restaurant-café  |
|     | <b>As Improved:</b>               | Conversion to retail  |
| 8.  | <b>Assessment:</b>                | Land: \$408,000<br>Building: <u>\$309,800</u><br>Total: \$718,300 |
| 9.  | <b>Zoning:</b>                    | Limited Business District   |
| 10. | <b>Flood Zone:</b>                | No  |
| 11. | <b>Property Rights Appraised:</b> | Value of Fee Simple Interest                                      |
| 12. | <b>Date of Valuation:</b>         | September 29, 2015  |
| 13. | <b>Fee Simple Value:</b>          | \$750,000   |
| 14. | <b>Marketing Period:</b>          | 9-12 months   |







(MBTA). Two contract bus companies provide commuter service to several Boston locations.

### **Demographics**

Sudbury's population has been increasing at an annual 2% rate since 1990. In 1990 the population was 13,650. Based on 2000 census data the population increased to 16,841 and as of 2015 the town reports the population at 18,375±. The town's populace is young, with a median age of 38.8 years. For the population over 25, 89% are married and more than half the population is married with children.

The town's population growth has been attributed to strong single-family residential growth in the past 20 years. Sudbury is a town with a relatively large land area, still with areas of rural characteristics where residential development is desirable, and the proximity of the community to many corporate office concentrations along I-495 to the west and I-95/128 to the east make the town an attractive commuter location. A huge early 1990s employment at Digital Equipment Corp. in neighboring Maynard, also contributed to significant housing growth, particularly in North Sudbury, in proximity to the Digital location. A highly respected school system is also a draw.

Generally recognized as one of the more affluent towns in metropolitan Boston, the most recent estimate of average household income is approximately \$165,000, more than double the state average of \$66,687. Per capital income is \$80,000±. For the population over 25 years, 96% have high school degrees or higher and 83% have bachelor's degrees or higher.

According to town statistics recent unemployment of Sudbury residents was recently under 4%, a couple percentage points below the state average. One quarter of the town's employed individuals are in professional, scientific or technical service fields.

### **Housing**

The town has approximately 6,000 households with an average household size of 3.02 individuals. Owner occupied units are the vast majority of the housing stock, represented by more than 92% of the housing units. A review of a multiple listing housing site, shows the median list price of a single-family home as of mid-2015 was \$799,000. In the past 5 years several significant condominium projects, some age (55) restricted, and some with affordable units, have been developed, with an average current listed condominium price of \$660,000. For fiscal 2015, the average assessed value of a single-family home is \$658,974.



An indication of the town's largely residential characteristics is exemplified by the tax classification of the town's property. Based on 2015 data provided by the town to the Commonwealth of Massachusetts, the property assessed values are broken down into the following categories (rounded to nearest thousand):

Residential	\$3,825,857,000
Commercial	\$147,618,000
Industrial	\$51,552,000
Personal Property	<u>\$63,887,000</u>
Total	\$4,088,915,000

The residential component of the assessed property accounts for 94% of the total, indicative of the largely residential characteristic of the town.

Summarizing, Sudbury is a desirable suburban Boston town in which to live, rich in history, with strong property values, convenient retail and services for the populace, a good school system, large areas of conserved land for passive recreation, and exceptional athletic facilities for active recreation.



## SITE

The subject of this report consists of a rectangular shaped parcel located on the south side of Boston Post Road. The parcel has 163.99 feet of frontage on the road and is identified by the Sudbury Assessor as Parcel 0006 on Map K08 and contains .63 acres.

The site is essentially level, and with the exception of one large tree, is open. The improvements are sited on the easterly part of the site, which based on town data show a foot print of 6,249 SF covering 23% of the 27,442 SF site. Asphalt parking covers the westerly part of the site. A 2-4 foot high concrete wall separates the subject from its abutter to the west, with a five foot wire mesh fencing providing a safety barrier. There are approximately 27 striped parking spaces on the westerly side of the lot. It appears the westerly side of the site was filled long ago creating the different elevation in the interior from its abutter.

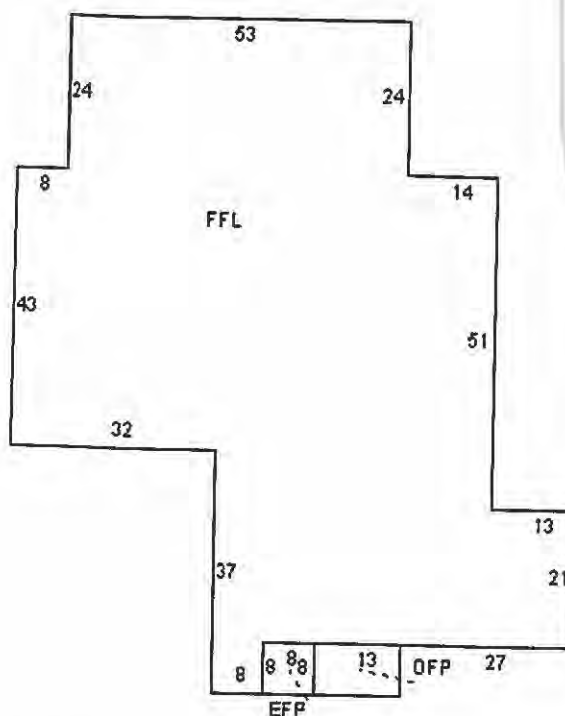
The easterly side of the site is a narrow landscaped lawn that is level with its abutter and borders the landscaped area of the recently constructed TD Bank, and the bank's ATM drive through area.

Utilities available to the site include gas, electricity, cable, internet and town water. There is no sewer in Sudbury. Properties are served by an onsite septic system. The subject has a septic system located in the westerly side underneath the parking lot.

## IMPROVEMENTS

The subject property is an unobtrusive one story brick structure set back 100 feet in the shadow of a large oak street on the south side of Boston Post Road, one lot west of Boston Post Road's intersection with Raymond Road.

Constructed on a concrete slab in 1960 and an addition built in 1981, the building as a footprint of 6,249 square feet, and based on town measurements an enclosed area of 6,081 square feet. A copy of the town's measured footprint and area of the building is shown below.



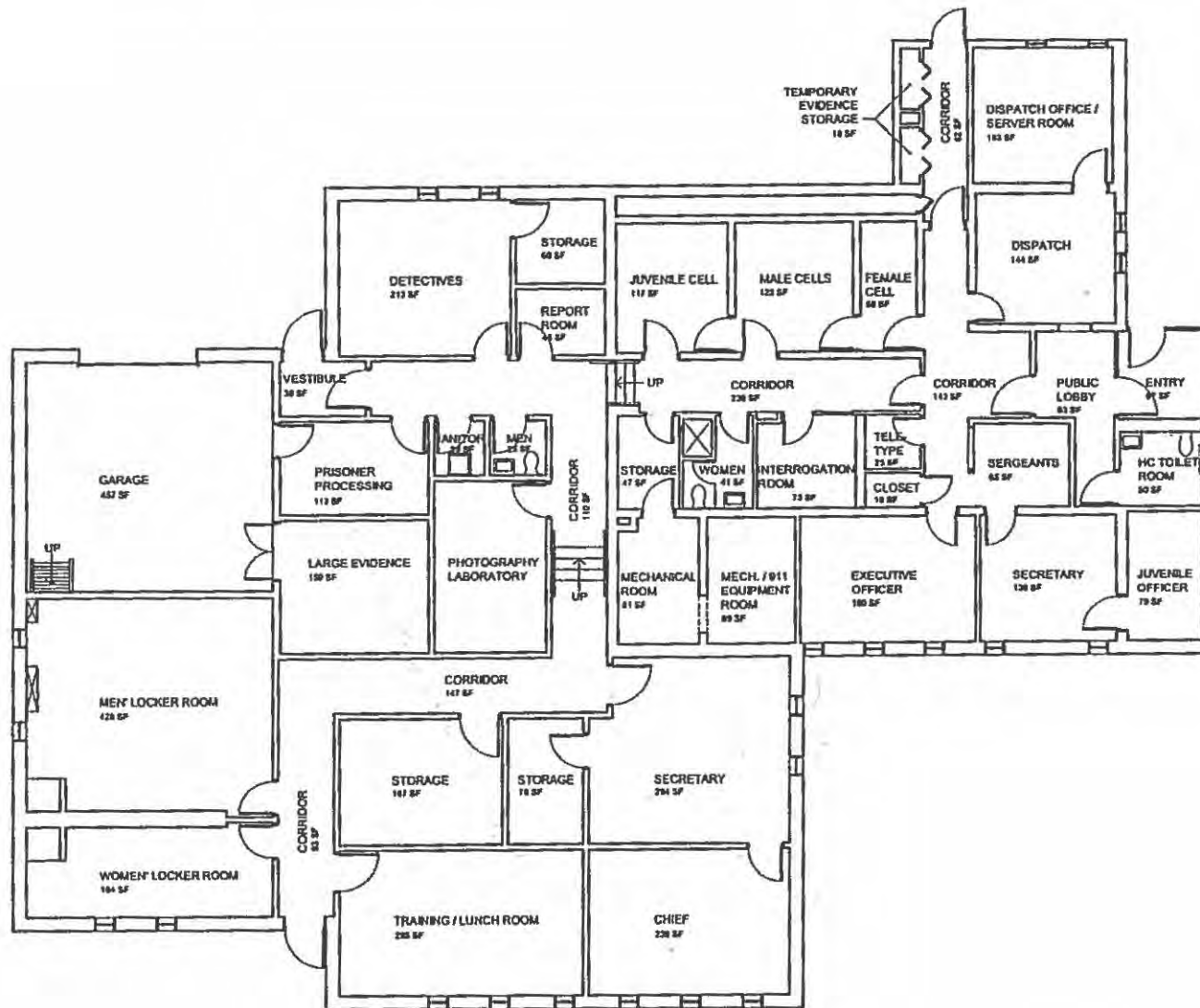
The building is a one story concrete block structure, with brick veneer exterior. Based on our observations, the exterior walls are in good condition. The roof is gabled with asphalt shingles and copper gutters. The interior walls are concrete block in the corridors and in some parts of the building, with metal studs with painted gypsum wall board in a number of the offices. The north or rear side of the building has a one bay garage. The layout of the building is generally described below.

One enters the building from the Boston Post Road frontage into a small lobby area with the department's dispatch office and server room located directly on the right. A corridor leads directly towards the rear with an office, a conference room, and women's restroom located on the west side and on the east side are several holding cells. Several steps lead up to what, we were advised, was the addition constructed in 1981, which more than doubled the size of the original building, with a storage room and officer offices located on the west side, and a men's restroom, photography laboratory and prisoner processing room on the east side. Three additional steps lead up to a small wing on the eastern side of the building, which includes a secretarial office leading to the police chief's office, and also along this corridor are two storage rooms and a training/lunch room. The corridor leads to the rear of the building where there are separate men's and women's locker rooms, the men's locker room abutting the back interior wall of the garage from which an evidence processing room is separately accessed.

We show in the page which follows a floor plan of the building as of July 23, 2001, which was created in a space planning study the town conducted. Based on our site inspection it appears to be accurate today. As can be seen, the building is full of small offices and spaces, many with few or no windows, and in this sense would need to be "gutted" for re-use.



However, most of the walls are not structural, roof weight being supported mostly by trusses, and thus, the work could be accomplished more easily than typical. On the other hand, the addition of windows could be more difficult than typical, due to the block and brick walls.



bh+a

600 Main Street  
Sudbury, MA 01776  
978-261-1111  
www.bh+a.com

PROJECT NAME

Sudbury Space  
Needs Study

Sudbury, MA 01776

CLIENT

Town of Sudbury

295 Old Sudbury Road  
Sudbury, MA 01776

PROJECT TEAM

DISCIPLINE

Phase

Sketch

City, State, Zip

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DRAWING TITLE

Police  
Station  
Floor Plan

DRAWING INFORMATION

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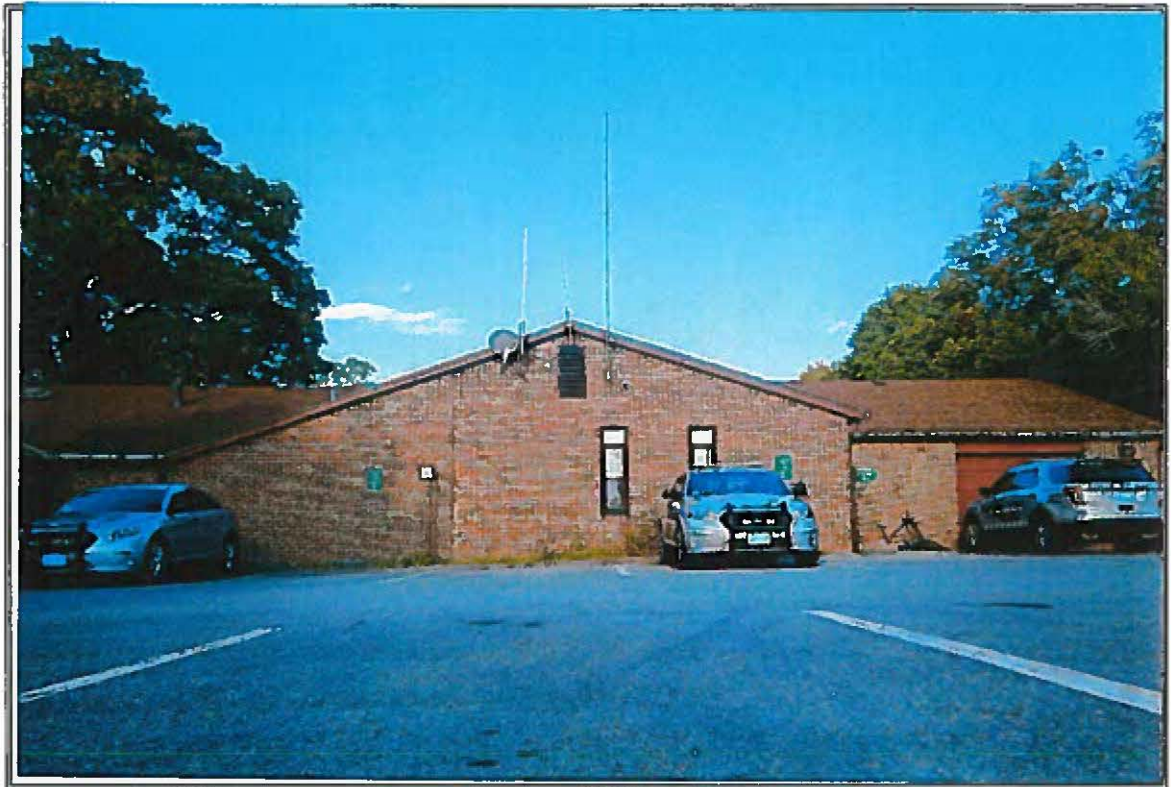
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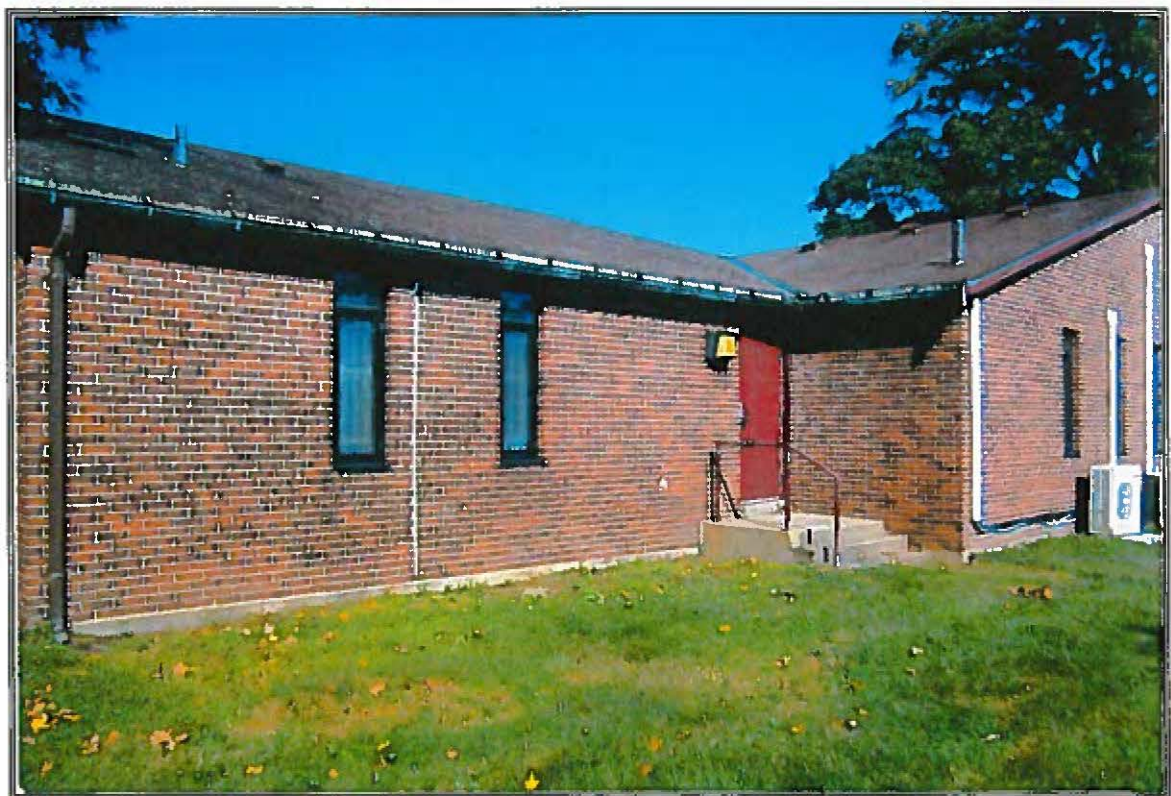




**SUBJECT PROPERTY**



**WEST SIDE VIEW**



**EAST SIDE VIEW**











## Cluster, Flexible and Senior Development

Sudbury has Flexible, Cluster and Senior Development plans permitted in the residential districts which requires permits from the Planning Board. They would not be applicable to this LBD zone.

## Parking

We include, from the zoning bylaw, Article IX 2014 the table of appropriate requirements for specific uses, highlighting those uses and the number of spaces required if the subject property were to be redeveloped or converted from the current public safety use to a number of different potentially feasible alternative uses.

TABLE OF PARKING REQUIREMENTS

USE	REQUIRED PARKING
Dwelling	Two spaces for each dwelling unit
Registered Home Business	Two spaces
Hotel, Motel, Inn, Boarding House, Bed & Breakfast	One space for each bedroom plus one space for each employee on the largest shift, except in VBD, one space per bedroom
Educational Purposes, exempt or nonexempt	One space for each staff position plus one space for each five persons of rated capacity of the largest auditorium plus one space for each student vehicle which can be expected at maximum use time on the premises, except in VBD, one space for each two persons of student and staff population
Nursing Home	One space for each two beds plus one space for each employee on the largest shift
Retail Store, Personal Service Establishment, Bank or Financial Agency, Building Trade, or Restaurant with no seating	One space for each 180 square feet of gross floor area, except in VBD, one space for each 300 square feet of gross floor area
Business or Professional Office	One space for each 200 square feet of gross floor area, except in the Research District, one space for each 300 square feet of gross floor area, and in VBD, one space for each 350 square feet of gross floor area
Restaurant, Religious Use, Funeral Home, Private Club or Lodge; or other Place of Assembly as defined in the State Building Code	One space for each three seats plus one space for each employee on the shift, except in VBD, one space for each three seats
Motor Vehicle Light Service, General and Body Repair	Three spaces for each service bay plus one space for each employee on the largest shift
Industrial Uses as set forth in Section D of Appendix A	One space for each 2,000 square feet of gross floor area for the first 20,000 square feet plus one space for each additional 10,000 square feet of gross floor area and one space per employee on the largest shift

If a facility contains more than forty parking stalls, 15% of the stalls may be designed for “small car” use, except for retail stores, retail service business or restaurant uses. However, adaptive reuse of the subject property or redevelopment on this site would not likely produce a facility large enough requiring forty parking stalls, so small car stalls would not likely be a consideration.

### **Historic Districts**

The town has several historic districts which are an overlay district on the underlying zoning district. In 1963 the Commonwealth established an Act, known as Chapter 40, for the Town of Sudbury that established a Historic District Commission, which defined its powers and provided for historic district zoning. It was adopted by the town at Town Meeting.

Historic districts include the Wayside Inn Historic Preservation Zone, Old Sudbury and Hudson Road District, King Phillip Historic District and George Pitt Tavern Historic District. Within an historic district, exterior architecture, color features of the building, landscaping, stone walls, signs, etc. are subject to review and approval by a five member Historic District Commission represented by five unpaid Sudbury residents appointed by the Board of Selectmen. The subject property is not in any of the historic districts, the closest being the George Pitt Tavern District, encompassing area just east of Raymond Road.

### **DENSITY CONTROLS**

The town does not have floor area ratios (FAR) to control density that are commonly used in urban environments, which is a ratio of the gross square feet of building area on the site divided by the total square footage of the site. For example, if a FAR was 1.0 it would mean that a building of 43,560 square feet could be developed on a site of 43,560 square feet in area. Or, if the FAR was 0.5, it would mean a building of 10,000 square feet could be built on a 20,000 square foot site.

In suburban environments a significant portion of developed sites are typically associated with surface parking, landscape setbacks and site circulation. Also, environmental constraints such as wetlands and the siting of septic fields, which may occupy a site, affect the density. Typically in suburban environments the number of parking spaces required per particular use, setbacks and building heights serve the purpose of controlling density.

A recent (March 2015) study, entitled “Route 20 Corridor”, prepared for the town by the Cecil Group studied certain areas of Sudbury’s Boston Post Road commercial and industrial areas for the purpose of suggesting possible future zoning considerations and building sitings to advance the town’s Boston Post Road commercial districts in a cohesive manner. This study noted that for suburban sites that have retail, office, restaurant and similar uses, the maximum

achievable FAR on sites without significant environmental issues ranges from about .25 for uses that require substantial parking, such as grocery stores and restaurants, to about .35 for office uses. They showed as an example the effective floor area ratio of the Rugged Bear Plaza, located across from the subject is .27, and that of the Sudbury Crossing shopping center, adjacent to the subject property, is .23.

The subject property has a gross floor area of 6,081 square feet with a site of 27,442 square feet, which would indicate an effective FAR of .22.

### SUBDIVISION REGULATIONS

Subdivision regulations of the town regulate the manner in which land can be divided. Subdivision approvals are reviewed by the Sudbury Planning Board, pursuant to Chapter 41 of the General Laws of the Commonwealth.

Specifically, the Planning Board reviews applicant plans for subdivision to ensure that it conforms to the zoning laws, protects the safety, convenience and welfare of inhabitants, provides adequate access to all lots, provides adequate provision for water, sewerage, drainage and other requirements, and coordinates the ways in the subdivision with each other and other public ways.

The planning process requires a preliminary plan and definitive plan as well as meetings with the Planning Board to ensure that subdivision meets all the standards required by the town. Critical to the Planning Board approval is the design standards for streets.

Though there are no minimum lot size requirements in the LBD District and the frontage requirement is only 50 feet. Other controls such as parking requirements would on a practical basis likely preclude division of the subject into small side by side parcels.

### SEWAGE DISPOSAL/ SOILS

There is no town sewer in Sudbury. Therefore, if property is developed, sewage disposal must be adequately treated by the construction of subsurface septic systems on the property. The construction of these systems is predominantly dependent upon having adequate soils and adequate depths to groundwater. The subject has a septic system located underneath the parking lot. No recent soil testing has been conducted. In lieu of actual soil tests, we reviewed the United States Soils Conservation Service maps for soil types on the property.

These soils maps are created by aerial photography analysis. While the descriptions are not suitable for actual septic system designs, they provide an overall sense of the quality of the soil and are helpful for conceptual planning purposes. The actual design and permitting of the septic systems is under the regulation of the town's Board of Health which is governed by Title V regulations by the Commonwealth of



Massachusetts. This process includes the minimum guidelines for soil testing, including groundwater determination as well as percolation rate determinations.

The soil on the entire site is identified as Udorthents – Urban land complex (656), excavated and filled land with a combination of Canton, Merrimac and Paxton soil, all upland loamy soils.

The Board of Health reports there has been a determination of a higher than anticipated water table on the site, but it has not materially impacted the current septic system installed in the early 1980's, which is reasonable working order. As previously described the current system was installed to support 400 gallons of flow each day. Redevelopment of the existing building or a new building designed for retail or restaurant, in particular, would most likely require installation of a larger system. We were provided with an engineered design of the current system, which shows area for expanded leach fields. A copy of this plan is included herein.

Without actual soil tests we rely on the soil description indicative that the land would support a new septic system.

#### WETLANDS

There are no wetlands that impact the site.

#### WATERSHED PROTECTION DISTRICT

The subject is within Zone II of the Water Resource Protection Overlay District (as is all of the Sudbury commercial business along Boston Post Road, westerly, approaching Wayside Inn Road, and approximately one half mile easterly). Maintenance, repair and enlargement of any existing structure is permitted, provided no more than 15% of the lot in total is rendered impervious. Exceeding this threshold may be allowed by special permit.

The subject building and parking lot currently exceeds the 15% threshold. For purposes of this appraisal we assume that any redevelopment of the site would be permitted as long as the impervious surface was no greater than what is non-impervious.

#### FLOOD PLAIN OVERLAY DISTRICT & FEMA

Sudbury's zoning regulations creates a Flood Plain Overlay District. This district includes all special flood hazard areas enumerated by 100-year flood designated as Zones A, AE, AH, AO, A99 and flood way areas in Zone AE as set forth in the Federal Insurance Rates Map (FIRM) designation. The boundaries are defined by the 100-year base flood elevations shown on FIRM.



Within the Flood Plain Overlay District, permitted uses include conservation, outdoor recreation including play and sporting areas, boating, fishing, hunting, farming and nurseries and forestry.

None of the subject is within the flood plain overlay district.

The FEMA Community Panel No. applicable to the site is 25017C0501E, dated June 4, 2010.

#### HAZARDOUS WASTE REVIEW

We did not observe any hazardous waste on the property. As indicated in the qualifying statements an environmental site assessment was not made on the subject property. Based on our site inspection there is no evidence for obvious concern.

#### NATURAL, CULTURAL, RECREATIONAL AND SCIENTIFIC VALUE

The property has no known natural, cultural or scientific value. The site could provide limited recreation value, most likely passive recreation, with benches and walkways.





- Index Contours
- Intermediate Contours
- Parcels
- Streams Ortho
- Streams CIR
- Leak/Reserve
- Zoning Districts
- Business
- Industrial Park
- Industrial
- Unlimited Business
- Unlimited Industrial
- Open Space
- Residential A
- Residential C
- Research
- Wayside Inn Hot Pits
- Village Business
- Buildings
- MA Highways
- Interstate
- US Highway
- State Highway
- Town Boundary
- Streets

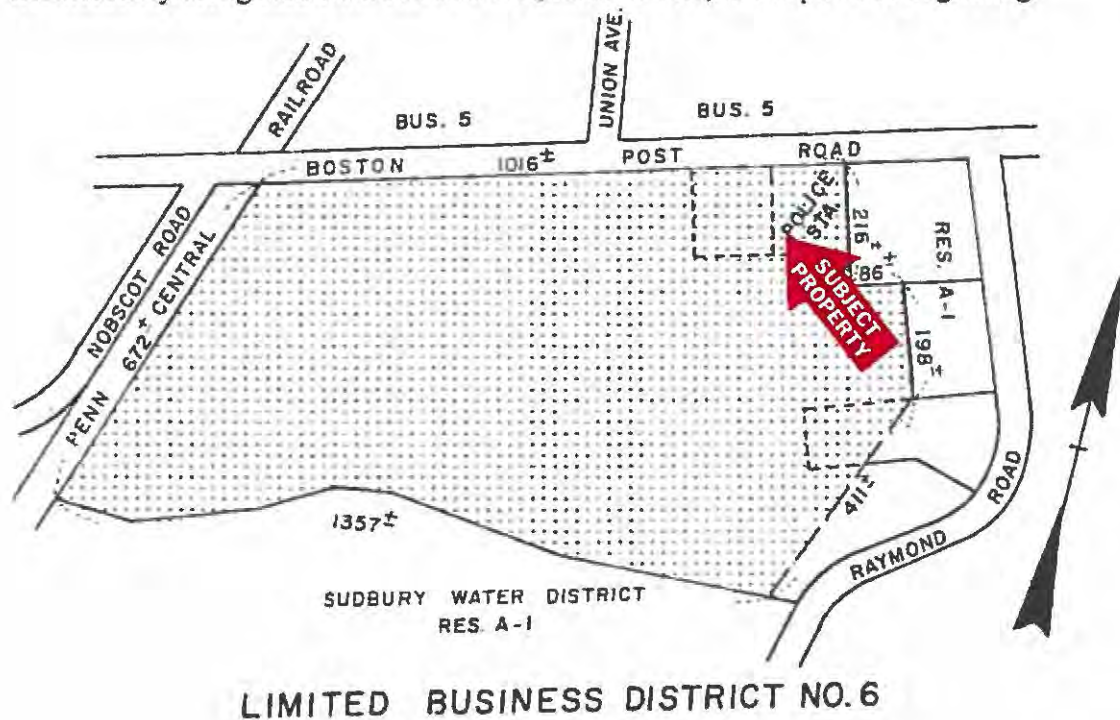
## ZONING DISTRICTS MAP





### Limited Business District (LBD) No. 6

Limited Business District No. 6 Beginning at a point on the southerly side line of Boston Post Road at the easterly boundary of the Penn Central Railroad; thence easterly along the southerly side line of Boston Post Road 1,016 feet, more or less, to the easterly property corner of the Sudbury Police Station; thence southerly by land n/f of Murphy 216 feet, more or less; thence easterly 86 feet, more or less; thence southerly by land n/f of Presby 198 feet, more or less; thence southwesterly 411 feet, more or less, to a point approximately 50 feet from the westerly side line of Raymond Road; thence westerly by land of the Sudbury Water District 1,357 feet, more or less, to the easterly boundary of the Penn Central Railroad, thence northeasterly along said Railroad 672 feet, more or less, to the point of beginning.





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ID	Location	Main Area	Sub Area	Level Area/AC	High Area/AC	Low High	Comments
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## COMPARABLE SALE #3



<b>Location:</b>	426 Boston Post Rd. Sudbury, MA	<b>Map/Lot:</b>	K08-0078
<b>Sale Price:</b>	\$510,000	<b>Land Area (SF):</b>	8,276
<b>Sale Date:</b>	07/22/10	<b>Building Area (SF):</b>	2,739
<b>Grantor/Grantee:</b>	A. Kokas Realty, LLC/ THEOTOM, LLC	<b>\$/SF Building Area:</b>	\$186
		<b>Deed Reference:</b>	55030/279

**Comments:** This was a sale of property directly across Boston Post Road from the subject, consisting of a small 8,276 square foot site with a 1970 built concrete block building occupied by two tenants, Sudbury Pizza and Sudbury Cleaners, two of the town's long standing small businesses on Boston Post Road. The restaurant use is both take out and sit down with several booths for eat in. The public use portion of the restaurant interior is wood paneled walls. The selling price of \$510,000 is equivalent to \$186 per square foot.

The comparable abuts one of the comparable land sales (#2) on which a branch bank is currently under construction. The property is assessed at \$433,700 and was assessed at \$406,700 at the time of sale, selling for 125% of assessed value.









**PROFESSIONAL & GENERAL OFFICE BUILDING SALES**

#	Location	Sale Price	Sale Date	Land Area/ AC	Bldg. Area/ SF	\$/SF Bldg.	Comments
1	400 Boston Post Rd. Sudbury	\$350,000 <sup>1</sup>	03/01/12	.43	3,872	\$90 <sup>1</sup>	General Office across from 415 Boston Post Rd.
2	1 Union Ave. Sudbury	\$610,988	06/11/13	.66	4,944	\$123	Multiple small units in Colonial style general office bldg.
3	333 Boston Post Rd. Sudbury	\$500,000	02/19/14	1.94	2,565	\$194	2 story office set well back off road in limited size commercial bldg.
4	16 Boston Post Rd. Wayland	\$1,000,000	06/08/15	1.22	11,061	\$90	Prof. office/service, multiple small units in 10± unit bldg.
5	286 Boston Post Rd. Wayland	\$689,888	02/12/13	.55	3,316	\$208	Architecture firm redesign for single use – later sold.
6	75 Boston Post Rd. Wayland	\$460,000	06/22/12	.22	1,890	\$243	Small prof. office bldg. – east end of Wayland.

(1) Land and improvements sold prior to a pending addition planned for the building to increase to its current size - see sale analysis.

The professional and general office sales summarized above are described in more detail in the pages that follow.

## COMPARABLE SALE #1



<b>Location:</b>	400 Boston Post Rd. Sudbury, MA	<b>Map/Lot:</b>	K08/81
<b>Sale Price:</b>	\$350,000	<b>Land Area (SF):</b>	20,473
<b>Sale Date:</b>	03/01/12	<b>Building Area (SF):</b>	3,872
<b>Grantor/Grantee:</b>	US2 RT/400 Boston Post Rd., LLC	<b>\$/SF Building Area:</b>	\$90*
		<b>Deed Reference:</b>	58,595/278
		*See comment below	

**Comments:** This was a sale of a colonial style wood frame structure in average to good condition located across Boston Post Road and about 100 yards east of the subject property. The antique colonial style residential structure of approximately 2,000 SF was converted to office use years ago. It was expanded to its current size of 3,872 SF in 2012 after this sale, when a similar sized two story colonial style structure located across the street was moved and then connected to this structure. The site across the street was in the process of being sold for subsequent redevelopment with the TD Bank which is now located adjacent to the subject property. The general office building is now occupied primarily by the Berkshire Hathaway Real Estate office with six other small professional office users.

At the time of sale, the buyer obtained a mortgage of \$500,000 (\$150,000 above the purchase price), which we conclude was based on the appraised value of the property, as expanded, and possibly used to fund the cost of moving the structure from across the street. Based on the mortgage amount, the property sold for \$129 per square foot of building area. The property is now assessed at \$570,000 with \$358,000 assessed to the land and \$212,000 to the building.









This is the most recent comparable sale having been made June 8, 2015. Based on our observation of the tenant listing, we estimate it was approximately 40%-50% occupied at the time of sale. At the time of sale the property was assessed at \$1,417,000 with \$1,017,000 assessed to the building and \$400,000 to the land. It sold for 71% of assessed value.

## COMPARABLE SALE #5



<b>Location:</b>	286 Boston Post Rd. Wayland, MA	<b>Map/Lot:</b>	23/29
<b>Sale Price:</b>	\$689,888	<b>Land Area (SF):</b>	23,250
<b>Sale Date:</b>	02/12/13	<b>Building Area (SF):</b>	3,316
<b>Grantor/Grantee:</b>	286 Boston Post Rd. RT/Boston 286 Investment Group	<b>\$/SF Building Area:</b>	\$208
		<b>Deed Reference:</b>	61190/178

**Comments:** This was the sale of a 3,116 SF two story wood frame professional/general office building, located on the north side of Boston Post Road in Wayland, opposite the Wayland Village shopping plaza, (Comparable #1). This was a 1975 built two story wood frame structure with clapboard siding that had been substantially remodeled in the early 2000s for single occupancy use by a small architecture firm. The remodeling included several distinctive exterior window treatments as well as interior, featuring quarry tile in the first floor foyer. It includes ten on site unstriped parking spaces.

At the time of this report, it was occupied primarily by a financial planning business, with a separate lawyer's office.

The property is currently assessed at \$652,000 with \$361,000 assessed to the building and \$291,000 to the approximate one half acre lot. It sold for 105% of assessed value.





## **Size**

The size of the subject at 6,000 square feet is larger than four of the comparables (#3 Retail, #3 Office, #5 Office and #6 Office) and similar in size to Comparable #4 Retail. As noted previously, when properties are measured on a value per square foot of building area, there is generally an inverse relationship between size and price; that is, larger buildings sell for a smaller value per square foot and vice versa. Since the subject is larger than the comparables noted above, we would make a negative 10% adjustment for its larger size to these comparables and 15% negative adjustment to Comparable #6 Office, whose size is smaller than the others. We make no adjustment to #4 Retail as it is 8,076 SF similar to the subject.

## **Market Conditions**

Comparable #3 Retail, located directly across the street from the subject, and Comparable #4 Retail, at 736 Boston Post Road sold in mid-2010, at the bottom of the 2007-2010 recession. The others sold between mid-2012 and mid-2015, when values had recovered by 10-20%. We make a 15% positive adjustment to both Comparable #3 Retail and Comparable #4 Retail, to account for market conditions relative to the present time. No adjustment is made to the other comparables.

## **Physical Features**

We consider the physical condition of the subject relative to the comparables. This is the most significant adjustment factor. Based on discussion with local brokers, each of the comparables were sold ready for use with only limited tenant fit out requirements. By contrast, the subject would require significant costs, including life safety (sprinklers), handicapped accessibility, additional windows, mechanical and electrical and air conditioning systems, demolition of the interior fit out and possibly new septic system.

It is beyond the scope of this report to estimate specific redevelopment costs for the existing building to be converted, but using a cost guide, we estimate \$100± per square foot of redevelopment cost which on a percentage basis relative to the comparables is equivalent to a 50% negative adjustment to each comparable.

The result of the adjustments described above is shown in the adjustment grid below.

**SALES ADJUSTMENT GRID**

	Comp. 3(R)* 426 Boston Post Rd.	Comp. 4(R)* 736 Boston Post Rd.	Comp. 3(O)* 333 Boston Post Rd.	Comp. 5(O)* 286 Boston Post Rd.	Comp. 6(O)* 75 Boston Post Rd.
Value \$/SF	\$186	\$198	\$194	\$208	\$243
Adjustments					
Location	--	+15%	+15%	+10%	+15%
Size	-10%	--	-10%	-10%	-15%
Market Conditions	+15%	+15%	--	--	--
Physical Features	-50%	-50%	-50%	-50%	-50%
Total Adjustments	-45%	-20%	-45%	-50%	-50%
Adjusted Value/SF	\$102	\$158	\$106	\$104	\$121

\*(R) = Retail

(O) = Office

The adjustment values range from \$102 to \$158 per SF, with an average of \$118. Three of the sales are below the average, clustered between \$102 to \$106/SF. Based on the adjustments above, we estimate the subject would have a value slightly under the average, or \$115 per square foot, which times the subject's 6,081 square feet is \$699,000 rounded to \$700,000. Thus, based on the feasibility of converting the subject to office or retail, and comparing the subject property to comparable office and retail building sales, we conclude its value would be \$700,000.

We estimate a value for the subject by using an Income Approach methodology in the section which follows.





**RETAIL, RESTAURANT AND OFFICE RENTS**

<b>Location</b>	<b>Area Available/SF</b>	<b>Rent/SF</b>	<b>Comments</b>
<b>SUDBURY RETAIL</b>			
418 Boston Post Rd.	1,150	\$26.00	Across from subject
Sudbury Crossing	2,100 – 5,125 (2 Units)	\$26.00	Shopping center – adjacent to subject
337 Boston Post Rd.	3,900	\$24.00	“Cloud Nine” store
339 Boston Post Rd.	1,000 – 2,880	\$8.00 - \$19.00	Rear lower level (\$8); “Country Living” bldg. (\$19)
29 Hudson Rd. (Village Green)	2,551	\$20.00 - \$25.00	Rt. 27–“Old Sudbury” Crossroads
29 Hudson Rd. (Village Green)	780 – 19,000	\$18.00 - \$25.00	Rt. 27–“Old Sudbury” Crossroads
<b>SUDBURY RESTAURANT</b>			
Friendly’s (formerly)	2,540	\$30.00 NNN	Liquor license possible
<b>SUDBURY OFFICE</b>			
75 Union Ave.	1,237	\$13.57	Little north of Sudbury Crossing
121 Boston Post Rd.	572	\$17.00	Furnished office in larger bldg.
22 Union Ave.	970	\$15.00	Little north of Sudbury Crossing @ Boston Post Rd.
111 Boston Post Rd.	1,095	\$16.00	Condo in larger complex
418 Boston Post Rd.	1,150	\$26.00	Across from subject
31 Union Ave.	5,000	\$13.00	Little north of Sudbury Crossing @ Boston Post Rd.
230 Boston Post Rd.	250	\$34.00	Offer suite in larger space
29 Hudson Rd.	780 – 19,000	\$18.00 - \$25.00	Rt. 27–“Old Sudbury” Crossroads
215 Boston Post Rd.	3,848	\$16.37 NNN	Free standing cape style bldg.

Using the Income Approach we estimate the redevelopment option of conversion to retail use. Prime retail is in the \$25-\$26/SF range versus office at \$15-\$18/SF. Based on the lower office rents versus retail, conversion to retail would result in a higher value than office.

We estimate value by developing a pro forma net cash flow, capitalizing the net income at an estimated capitalization rate to derive a gross value before deducting estimated costs required to convert the subject to a retail use. These calculations are discussed below.

### Revenues

Based on its prime location, we estimate a rental rate for the subject at \$25/SF. The subject has 6,081 square feet. Generally, rentable space is reduced from the total area by corridors, lobby and by elevators. As a one story structure, elevators would not be a consideration, but we estimate corridors and lobbies would reduce the rentable square feet by 10-12%; therefore, we estimate a rentable area of 5,200± square feet. Total potential annual revenues are \$25 per square foot times 5,200 SF, or \$130,000. From this we estimate a 5% vacancy factor over time, with net revenues projected at \$123,500.

### Expenses

The current Sudbury commercial tax rate is approximately \$25.00 per \$1,000 of assessed value. The subject is assessed at \$780,000. We estimate that the assessment would be increased by the conversion costs and therefore be about \$1.0 million. Therefore, the subject's real estate taxes would be approximately \$25,000 per year. Insurance is estimated at \$5,000, and an owner would be responsible for capital improvements, so a replacement reserve for building improvements required over time would be an annual cost, estimated at 3-5% of revenues or \$5,000 per year. Total annual expenses are estimated at \$35,000, resulting in a net cash flow of \$88,500, rounded to \$90,000. We show this in table form below.

Total Potential Revenues \$25 x 5,200 SF	\$130,000
Less Vacancy Factor @ 5%	(6,500)
Net Revenues	\$123,500
Expenses	
Real Estate Taxes	\$25,000
Insurance	\$5,000
Capital Reserve	\$5,000
Net Cash Flow	\$88,500
Rounded to	\$90,000



#	Location	Name	Type	Bldg. Area SF	Lot Area AC/SF
1	103 Boston Post Rd.	Soul of India	Indian	1,200	.46/20,037
2	104 Boston Post Rd.	Papa Ginos	Pizza	2,862	.92/40,075
3	170 Boston Post Rd.	Conrads	Traditional	6,660	1.28/55,757
4	394 Boston Post Rd.	Lotus Blossom	Chinese	5,473	1.65/71,874
5	437 Boston Post Rd.	Friendly's (closed)	N/A	2,541	.50/21,780
6	694 Boston Post Rd.	Acapulcos	Mexican	3,452	1.41/61,419
7	378 Boston Post Rd.	Dunkin Donuts	Coffee Shop	2,265	2.7/117,612
	<b>415 Boston Post Rd.</b>	<b>Subject</b>		<b>6,000</b>	<b>.63/27,442</b>

Two of the seven restaurants are on lots smaller than the subject, and the Friendly's restaurant, now closed and for lease, shared parking with the adjacent Sudbury Farms grocery store. The Soul of India, on a 20,037 SF lot, is only 1,200 SF. The Dunkin Donuts with 2,765 SF is generally standard size for fast food and/or coffee shop/café. The other restaurants, each in the 3,000± - 6,500± SF range, are on a lot close to, or more than an acre. The largest two restaurants, Lotus Blossom and Conrads, similar in size to the subject building, were it to be converted, are on 1.28 – 1.65 acre sites.

For a restaurant use it is all about the parking needs. As shown in a prior section for restaurant usage the Zoning Bylaw requires, one space for every three seats, plus one space for each employee on the shift.

Reviewing a restaurant industry food service guide the general rule of thumb for the dining area of a restaurant is 60% of the gross floor area, with 40% dedicated to kitchen, storage and food preparation area. The area of square footage allocated to each patron depends on the type of dining establishment. The typical square feet per patron is as set forth below:

Fine Dining	18-20 SF/Patron
Full Service Restaurant	12-15 SF/Patron
Counter Service	20 SF/Patron
Fast Food	11-14 SF/Patron

Were the subject building to be converted to full service or fine dining restaurant, the 6,000 SF building would have 3,600 SF (60%) dedicated to dining and 2,400 SF to food preparation. At 20/SF per patron, it would have 180 seats. The zoning code requires one parking space for each 3 seats, so 180 divided by 3 equals 60 required parking spaces, plus one space for each employee on shift. Thus, the subject site is clearly not big enough to support the parking needs for a 6,000 SF restaurant. Therefore, as described in the Highest and Best Use section, conversion of the subject building for restaurant is not feasible.

We estimate the value of a theoretical restaurant of a size which could be built on the site with sufficient parking spaces for patrons as well as employees.

Using the industry guide described in the preceding page, a restaurant building of 2,200 SF with 60% dedicated to dining and 20 SF estimated per patron, the restaurant would have 66 seats. With one parking space per three seats, patron parking spaces would be 22. Adding an estimated 8-10 employees, results in 30 total parking spaces. We have previously noted in the prior sections on conversion of the subject that 30± spaces are possible. Using the same formula, a 3,000 SF restaurant with 10 employees would require 40 spaces, which is too many to redevelop the site while retaining the same impervious surface related to the Water Shed Protection District requirements.

To estimate the rent for the subject we reviewed rents for restaurant/cafes in metro Boston. We show in the schedule which follows reported rents from broker listings.

## COMPARABLE RESTAURANT LEASES

Location	Area/SF	# Seats	Rent/Yr	Rent/SF
Bedford Bar & Grill	2,500	48 Full liquor	\$72,000/NNN	\$28.80
Brookline Restaurant	3,400	75 Full liquor	\$117,600/NNN	\$34.58
Newbury Restaurant	1,000	47 Full liquor	\$48,000/NNN	\$48.00
Newburyport Function Room	3,000	140 Full liquor	\$66,000/NNN	\$22.00
Newton Bar & Grill (Near BC)	5,400	275 Full liquor	\$220,000/NNN	\$40.75
Newton/Wellesley	2,000	26 Beer & Wine	\$61,800	\$30.90
Salem, MA (closed former Grapevine Rest.)	4,000	100 Full liquor	\$71,100/NNN	\$17.78
Salem, MA (historic Old Salem Jail)	3,100	106 Full liquor	\$90,000/NNN	\$29.03
Somerville Bar/Rest. Near Porter/Inman Sq.	3,000	75 Full liquor	\$151,200/NNN	\$50.66

Rents range from a low of \$18/SF for a closed restaurant in Salem to a high of \$50/SF at a landmark bar/restaurant in Somerville. Most rents are in the mid \$20's to \$40/SF triple net. In the towns with higher property values, such as Brookline and Newton rents are \$30-\$40/SF. As noted, the former Friendly's restaurant is for lease at \$30/SF, triple net. A restaurant at the subject site would have a higher road profile than the Friendly's site. Based on these factors, including Sudbury property values being more comparable to Newton and Brookline than to most of the locations, we estimate restaurant/café rent at this location for a building in the smaller range (2,200 SF) to be \$35/SF, triple net.

Using 2,200 SF on a triple net lease of \$35/SF results in annualized net cash flow of \$77,000, which we capitalize at 6.5% (based on the retail cap rate previously discussed) resulting in a gross value of \$1,185,000.

From the gross value above, we deduct the estimated cost of a 2,200 SF wood frame with brick veneer restaurant building. Using a cost guide, we estimate the cost at \$225/SF, resulting in a building cost of \$495,000, rounded to \$500,000.

The value of the site is therefore the gross value of \$1,185,000 less the cost of the building of \$500,000 which equals \$685,000 as the deduced land value.

As described, the Sudbury Zoning Bylaw does not permit fast food restaurants with drive throughs; therefore, the market for the subject site could be more limited than otherwise would be the case.



## **RECONCILIATION AND FINAL VALUE**

The subject of this report is the determination of market value of a 27,442 square foot lot improved with a one story 6,081 square foot public safety building located in Sudbury, MA. The property is located on Boston Post Road in the heart of Sudbury's commercial and retail core. The property is owned by our client, the Town of Sudbury, with the building currently occupied by the town's police department, which has been located at this site for more than 50 years. A new facility for the police department is under construction in another part of town and the subject building will be vacated when the new building is complete. Thus, our client has asked us to determine the property's market value for fiscal planning.

The building is in sound condition though the interior has been created for public safety purposes, which would require significant conversion costs for both current code and market requirements if the subject were to be converted for commercial usage. Nonetheless, the location is excellent to serve Sudbury's commercial market, particularly the retail and restaurant segments.

Although the location is excellent, there are several town zoning regulations, as well as site constraints that limit the market. Particularly limiting is the town's zoning bylaw that prohibits drive throughs dispensing food, drink or money in the Limited Business District, the zone where the subject is located. Drive throughs are key design criteria for both branch banks and fast food restaurants, each of which could otherwise be feasible uses of the site. The town has granted variances for bank drive throughs, but not for fast food.

We valued the property by a Sales Comparison Approach, comparing the subject, were it to be converted to commercial usage, to the sale of comparable Sudbury and Wayland office and retail property. From a listing of twelve sales, we narrowed the list to five sales considered most comparable, and making adjustments to the comparables for location, size, market conditions and physical features, we determined the subject to have a value, as is, of \$115/SF of building. Multiplying the value per square foot times the subject building's 6,081 square feet we determined a value of \$700,000.

We also searched for comparable land sales in Sudbury as well as Wayland to learn the value of Sudbury commercial land. We found in both Sudbury and Wayland the only recent comparable commercial land sales were made for the purpose of developing branch banks, where these sales were \$700,000 to \$1.5 million. However, unless a variance was given for a drive through, a branch bank was not feasible, since inevitably suburban banks require drive throughs.



**APPENDICES**



**BANK LAND SALES**

#	Location	Sale Price	Sale Date	Land Area/SF	\$/SF Land Area	\$/SF Building Area	Comments
<b>BANK USE</b>							
1	407 Boston Post Rd. Sudbury	\$700,000	11/08/11	40,511	17.27	\$239 <sup>1</sup>	Adjacent to subject @ corner of Raymond Rd. & Boston Post Rd – former house used for office moved across the street. Site developed with TD Bank.
2	430 Boston Post Rd. Sudbury	\$1,250,000	03/21/14	20,908	59.78	\$500 <sup>1</sup>	Corner Union Ave. & Boston Post Rd. across from the subject; former Colonial Auto Repair shop, sold to develop Northern Bank Bldg.
3	454 Boston Post Rd. Sudbury	\$1,500,000	05/02/07	128,938	11.63	\$215 <sup>1</sup>	Retail site 500± yards west of subject; re-developed into 6,981 SF building anchored by Middlesex Savings Bank & insurance agency as tenant.

(1) Sale was subject to a mortgage, obtained 12/28/04 in original amount of \$575,000 with 15 year term; estimated balance of the mortgage at time of sale \$400,000± (see sales analysis).



## COMPARABLE LAND SALE #1



**Location:** 407 Boston Post Rd.  
Sudbury, MA  
**Sale Price:** \$700,000  
**Sale Date:** 11/08/11  
**Grantor/Grantee:** Davis/RG Sudbury LLC  
(TD Bank NA)  
**Deed Reference:** 57822/298

**Map/Lot:** K08-007  
**Land Area (SF):** 40,511  
**Building Area:**  
**Constructed SF:** 2,945  
**\$/Land Area:** \$17.27  
**\$/SF Building Area:** \$239

**Comments:** This was a sale of a .93 acre lot located directly adjacent to the subject property on its easterly boundary. The land was improved with an antique 2,000± square foot colonial style house but was bought in order to construct the TD Bank, which was constructed on the site in 2012. The house was raised onto blocks and moved directly across the street and connected to 400 Boston Post Road, a similar style house used for professional office.

The buyer (the unit of TD Bank) paid \$700,000 and developed a 2,945 square foot branch bank which has an ATM drive through with access to the bank from both Boston Post Road and its corner Raymond Road location. The buyer paid an amount equivalent to \$239 per square foot of the building area and \$17.27 per square foot of the land area.



## COMPARABLE LAND SALE #2



<b>Location:</b>	430 Boston Post Rd. Sudbury, MA	<b>Map/Lot:</b>	K08-0077
<b>Sale Price:</b>	\$1,250,000	<b>Land Area (SF):</b>	20,908
<b>Sale Date:</b>	03/21/14	<b>Building Area</b>	
<b>Grantor/Grantee:</b>	Colonial Auto of Sudbury/ NBTC Sudbury, LLC	<b>(Constructed) SF:</b>	2,500*
<b>Deed Reference:</b>	63,395/385	<b>\$/SF Land Area:</b>	\$59.78
		<b>\$/SF Buildable Area:</b>	\$500
*under construction not exact			

**Comments:** This was a March 2014 sale of 20,908 square foot corner lot located on the north side of Boston Post Road and Union Avenue, 200± yards west of the subject property. The corner lot is directly across from the main entrance to the Sudbury Crossing retail center, whose parking lot abuts the subject property.

The property was sold by the longtime owner of the site, Colonial Auto of Sudbury, Inc., a car repair business, for \$1,250,000 to a unit of Northern Bank and Trust. A wood framed bank with an estimated area of 2,500 square feet was under construction at the time of this report.

The buyer paid an amount equivalent to \$500 per square foot of building area and \$59.78 per square foot of the land area. Relative to Comparable Land Sale #1, the site is half the size, and the building area is about the same. The property was assessed at \$406,900, selling at 308% of assessed value.





## QUALIFICATIONS OF DANIEL V. CALANO

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### PROFESSIONAL EXPERIENCE

Prospectus, LLC  
Cambridge, MA  
1988 - Present

Managing Partner. Principal of real estate consulting, appraisal, development and investment company specializing in commercial and residential projects. Prospectus has both consulted on and developed properties throughout New England. It was co-founded in 1988 by Mr. Calano, William Cress, a construction company owner, and Varney Hintlian, a developer businessman.

Mr. Calano manages the consulting and appraisal projects, and real estate investment analysis work for company. He reviews and manages the decision process on acquisitions. His work consists of advising property owners, other real estate investment companies, banks, non-profits and government agencies in areas of market analysis, appraisal, and marketing techniques. Mr. Calano has over 25 years of experience in all aspects of commercial, industrial, land and residential consulting/appraisal.

LandVest, Inc.  
Boston, MA  
1978 - 1988

Vice President, Consulting Services Division. Principal of international firm specializing in sales of and consulting on unique properties.

Founded and developed Consulting Services Division for company. Managed work on over 600 projects in Eastern United States and Europe, involving all aspects of market research, highest and best use analysis, development feasibility and valuation.

Executive Office of Environmental Affairs  
Commonwealth of Massachusetts  
1974 - 1978

Associate Director for developing statewide Coastal Zone Management Plan. Coordinated Planning staff, public participation groups, government agencies and consultants. Obtained working knowledge of laws affecting real estate development, including zoning, subdivision, wetlands, health codes and hazardous waste.

Southern California Association of Governments  
Los Angeles, CA  
1970 - 1971

Manager for Housing and Recreation elements of six-county regional plan.

### EDUCATION

Harvard University, Graduate School of Design. Master of Landscape Architecture. 1974. Ford Foundation Grant, 1973.

Harvard University, Graduate School of Design. Master of Urban Planning. 1973.

University of Pennsylvania, College. Bachelor of Arts, in Architecture. 1968. Honors Architecture. 1968. Senior Honorary Society. 1968. Junior Honorary Society. 1967.





**Westinghouse Electric Co.**  
**Baltimore, MD**  
**1971**

**Financial Planner.** Long range planning and government contract review in company's aerospace division.

**Pannell, Kerr, Forster**  
**Boston, MA**  
**1970**

**Accountant/Consultant** for major accounting firm specializing in hospitality field.

## **EDUCATION**

Boston University, Graduate School of Business, Master of Business Administration, cum laude; Gillette Fellowship

University of Notre Dame, Bachelor of Business Administration, Accounting and Taxation

## **PROFESSIONAL/COMMUNITY AFFILIATIONS**

Urban Land Institute  
American Lodging Association  
Professional Innkeepers Association  
Wayland Boosters Association  
Wayland Youth Soccer (Certified Coach)