

**SUMMARY
APPRAISAL REPORT**
of Real Estate

Located At:
3 Parcels on Elm Street & Railroad Avenue in
Laconia, New Hampshire

Current Owner:
City of Laconia

As Of:
October 26, 2016

Report Date:
November 14, 2016

Prepared For:
Mr. Scott Myers
City Manager
City of Laconia
45 Beacon Street East
Laconia, NH 03246

Prepared By:
Ernest Toumpas
NH Certified General Appraiser #731

Capital Appraisal Associates, Inc.
128 South Fruit Street
Concord, New Hampshire 03301

Appraisal File No. 16-393
Federal Tax ID 02-0492128

Capital Appraisal Associates, Inc.

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November 14, 2016

Mr. Scott Myers, City Manager
City of Laconia
45 Beacon Street East
Laconia, NH 03246

Re: Summary Appraisal Report of land and buildings
Current Owner: City of Laconia
Located at Elm Street & Railroad Avenue in Laconia, New Hampshire

Dear Mr. Myers:

As you requested, I have personally inspected the above-captioned property for the purpose of reporting to you my opinion of the subject's "*as is*" fee simple unencumbered *market values* as of **October 26, 2016**. It is my understanding that this report is to be used to assist the client, the City of Laconia, in determining the market value of the subject property for disposition purposes.

This is a Summary Appraisal Report that is intended to comply with the reporting requirements set forth under the 2016-2017 Uniform Standards of Professional Appraisal Practice for an Appraisal Report. As such, it presents only summary discussions of the data, reasoning, and analyses that were used in the appraisal process to develop the appraiser's opinion of value. Supporting documentation that is not provided with the report concerning the data, reasoning, and analyses is retained in the appraiser's file. The depth of discussion contained in this report is specific to the needs of the client and for the intended use stated in this report. The appraisers are not responsible for unauthorized use of this report.

It should be noted the final reconciled value estimate does not include any value for any F.F. &E., goodwill or any other intangibles. This value estimate represents only the market value of the real estate. Consequently, no allocation of any additional components was applicable.

It should be noted that the subject properties are currently owned by the City of Laconia and as requested by the client, this appraisal is subject to the hypothetical condition that, as of the effective date of this report, the subject parcels have been subdivided from the larger original parcels as identified on the tax map and assessment records. This complies with USPAP Rule 2-2(b) (viii).

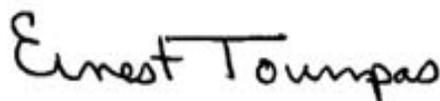
I hereby certify that I inspected the property on **October 26, 2016**, that I have taken into consideration all factors which I felt were pertinent to the value estimate, and that I have not knowingly or intentionally omitted any important data.

I further certify that I have no present or contemplated future interest in the property and that my professional appraisal fee is not dependent upon the value estimate.

On the basis of my inspection, investigation, study and analysis, I am of the opinion that the *Market Value* of the subject properties as of **October 26, 2016**, is as follows:

Map/Block/Lot: 367-71-25 (23 Elm Street)	\$275,000
Map/Block/Lot: 367-71-26 (Elm Street)	\$ 51,000
Map/Block/Lot: 367-189-24 (Railroad Avenue)	\$ 32,000

Sincerely,



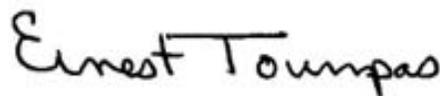
Ernest Toumpas
NH Certified General Appraiser #731

APPRAISAL CERTIFICATION

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

1. The Statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and is my personal, impartial, and unbiased professional analyses, opinions and conclusions.
3. I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
4. I or Capital Appraisal Associates have performed appraisal services as an appraiser regarding the property which is the subject of this report, within the three-year period immediately preceding acceptance of this assignment. The services provided were for the property located at 21 Elm Street with an inspection date of April 14, 2015.
5. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
6. My engagement in this assignment is not contingent upon developing or reporting predetermined results.
7. My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal
8. My analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice*.
9. I have made a personal inspection of the property that is the subject of this report.
10. No one provided significant professional assistance to the person signing this certification.
11. On the basis of my inspection, investigation, study and analysis, I am of the opinion that the *Market Value* of the subject properties as of **October 26, 2016**, is as follows:

Map/Block/Lot: 367-71-25 (23 Elm Street)	\$275,000
Map/Block/Lot: 367-71-26 (Elm Street)	\$ 51,000
Map/Block/Lot: 367-189-24 (Railroad Avenue)	\$ 32,000



Ernest Toumpas
NH Certified General Appraiser #731

COMPETENCY STATEMENT

Ernest Toumpas

Title XI of the Federal Financial Institution's Reform, Recovery and Enforcement Act of 1989 requires the Federal Reserve Board and other federal agencies to issue regulations to protect federal financial and public policy interests in real estate transactions requiring the services of an appraiser. Federal law recognizes the Uniform Standards of Professional Appraisal Practice as the current industry standards and identifies the Appraisal Foundation as the authority for professional appraisal standards.

The uniform standards contain three provisions, one of which is the competency provision which requires appraisers to have the knowledge and experience to complete their assignments competently and contains specific requirements for appraisers who do not possess sufficient competence.

As part of the regulatory process, two primary classifications of appraisers have been established by the State of New Hampshire in accordance with the federal regulations in order to gauge education and competence. The classifications are licensed appraiser and certified appraiser. The licensed appraiser classification identifies those individuals possessing the basic educational and experience requirements needed to competently appraise residential properties, while the general appraiser classification identifies those appraisers who are competent to appraise all types of real estate.

With regards to my competency to complete this assignment, I submit the following:

1. I currently hold the general appraiser certification classification as issued by the State of New Hampshire. My certification number is New Hampshire Certified General Appraiser #731.
2. I have completed numerous appraisals on various types of real estate including vacant industrial, commercial, and residential sites, commercial/industrial and residential subdivisions, various commercial and industrial buildings, restaurants, mixed use properties, multifamily residential complexes, neighborhood retail centers, boarding kennels as well as other non-typical and special use properties.
3. In order to familiarize myself with the local market I have conferred with local Realtors, interviewed numerous local municipal officials, property owners, and tenants. I believe that this research and activity has provided additional insight into the market in which the subject exists and the economic conditions prevalent in the community and the region.

Because of my experience, education, and professional recognition, I possess the necessary background and knowledge to competently complete this assignment.

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EXECUTIVE SUMMARY

CURRENT OWNER:

City of Laconia

ADDRESS:

Elm Street, 23 Elm Street & Railroad Avenue in Laconia, New Hampshire.

SUBJECT:

This appraisal is subject to the hypothetical condition that, as of the effective date of this report, the subject parcels have been subdivided from the larger original parcels as identified on the tax map and assessment records. Based on the information provided by the City of Laconia, the subject of this appraisal consists of three parcels as shown in the table below. It should be noted that the Map/Block/Lot is the same as that of the original larger parcels with the land size reflecting the “as is” subject parcels after the proposed subdivision.

As subdivided parcels based on information provided by the client

Map/Block/Lot	Address	Land Size Square Feet	Improvements
367-71-26	Elm Street	9,241	None, vacant land to be used as parking
367-71-25	23 Elm Street	12,084	2 story commercial building, parking
367-189-24	Railroad Avenue	4,883	None, vacant land to be used as parking

INTEREST VALUED:

Fee Simple Market Value estimate

DATE OF APPRAISAL INSPECTION:

October 26, 2016, in the company of the City’s representative, Jonathan Gardner.

DATE OF VALUE OPINION:

October 26, 2016, which in this instance is also the date the subject was inspected.

DATE OF REPORT:

November 14, 2016, is the date in which the appraisal report was transmitted.

INDICATED VALUES BY:	23 ELM ST	ELM STREET	RAILROAD AVE
Sales Comparison:	\$275,000	\$51,000	\$32,000
Income Approach:	\$272,000	N/A	N/A
Cost Approach:	N/A	N/A	N/A
RECONCILED VALUE ESTIMATE:	\$275,000	\$51,000	\$32,000

INTRODUCTION

INTENDED USE:

It is my understanding that this report is to be used to assist the client, the City of Laconia, in determining the market value of the subject properties for disposition purposes.

PURPOSE:

The purpose of this appraisal is to estimate “*as is*” market value of the fee simple interest, unencumbered, of the subject properties as of October 26, 2016, which is the date of inspection of the subject property. In valuing this property, I have considered the actions of the market and have concluded with a market value in consideration of current economic indicators.

LEGAL DESCRIPTION/HISTORY:

Per the Belknap County Registry of Deeds, the last noted transfer of Map/Block/Lot 367-71-26 (Elm Street) occurred on September 26, 1958 and was recorded as Book 391, Page 0251. The grantor is noted as the Boston and Maine Railroad and the grantee as the City of Laconia, the current owners. No sales price was noted. The property appears to have been under the same ownership since this transfer. According to the tax record, the subject land parcel is reported to have been leased to Blizzard Inc. since December 31, 1985. The building is reported to have been constructed by Blizzard Inc. circa 1985-1986 as a sales, showroom and storage building for boats, and has been utilized for that purpose since construction. It should be noted that the subject parcel of land is currently owned by the City of Laconia and is leased to Blizzard Inc. The lease reportedly expired on December 31, 2015. Based on the information provided by the City of Laconia, after the proposed subdivision, the subject lot will consist of approximately 9,241± square feet of land or approximately 0.212± acres.

Per the Belknap County Registry of Deeds, the last noted transfer of Map/Block/Lot 367-71-25 (23 Elm Street) occurred on September 26, 1958 and was recorded as Book 391, Page 0251. The grantor is noted as the Boston and Maine Railroad and the grantee as the City of Laconia, the current owners. No sales price was disclosed or listed. The property appears to have been under the same ownership since this transfer. Based on the information provided by the City of Laconia, after the proposed subdivision, the subject lot will consist of approximately 12,084± square feet of land or approximately 0.277± acres. The site is improved with a two-story commercial building that was originally constructed circa 1955 for use as a city fire department station but is currently vacant.

Per the Belknap County Registry of Deeds, the last noted transfer of Map/Block/Lot 367-189-24 (Railroad Avenue) occurred on November 2, 2001 and was recorded as Book 1696, Page 0902. The grantor is noted as the Bruce N. & Donna D. Barrett and the grantee as the City of Laconia, the current owners. The noted sales price was \$75,000. The property appears to have been under the same ownership since this transfer. Based on the information provided by the City of Laconia, after the proposed subdivision, the subject lot will consist of approximately 4,883± square feet of land or approximately 0.112± acres.

It should be noted that a title search is beyond the scope of this appraisal. The client is advised to employ a qualified attorney if this is felt to be a major issue. A copy of the legal description is enclosed in the addenda. To my knowledge, the subject parcels are not currently under contract nor being actively marketed. However, it is noted that the purpose of this appraisal is to estimate the market value of the subject properties for possible marketing and disposition purposes.

SCOPE:

This appraisal is intended to comply with the reporting requirements set forth under the 2016-2017 Uniform Standards of Professional Appraisal Practice for an Appraisal Report. It is my opinion that this appraisal is not so limited as to result in a mislabeled or confusing report.

The scope of this appraisal included an inspection of the subject property on October 26, 2016, and investigation and analyses of the market data which may affect and influence the value of the subject property.

The investigation included research of public records through the use of commercial sources of data such as printed comparable sales data services and computerized databases. Search parameters such as dates of sale, leases, locations, sizes, types of properties, and distances from the subject started with relatively narrow constraints and, if necessary, were expanded until, in the appraiser's opinion, sufficient data was retrieved to estimate market value or until the appraiser believed that the available pool of data was reasonably exhausted. Researched sales data was viewed and, if found to be appropriate, efforts were 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 may have been used without personal verification if, in the appraiser's opinion, the data appeared to be correct. In addition, the appraiser considered any

appropriate listings or properties found through observation during the data collection process. Only the data deemed to be pertinent to the valuation of the subject property has been reported.

The appraiser also investigated and analyzed any pertinent easements or restrictions on the fee simple ownership of the subject property. It is the client's responsibility to supply the appraiser with a title report. If no title report was provided, the appraiser relied on a visual inspection to identify any readily apparent easements or restrictions.

ENVIRONMENTAL:

I did not observe any ground contaminants or evidence of waste such as sludge, chemical residue or oil spillage on the subject site. To the best of my knowledge, the subject property has not been recently tested for the presence of any hazardous waste. Based on the OneStop web site as prepared by the NH Environmental Services the environmental history of the subject (based on a search of the subject's address), the web site indicates there are no current or past hazardous waste generators. It should be noted that I am not an expert in determining the presence or absence of hazardous substances. Therefore, I assume no responsibility for studies or analyses which would be required to conclude the presence or absence of such substances or potential impact as a result of the presence of such substances. This report was prepared under the assumption that the subject property is "clean", being free and clear of any hazardous/toxic materials.

SPECIAL ASSUMPTIONS:

It should be noted that the subject properties are currently owned by the City of Laconia and as requested by the client, this appraisal is subject to the hypothetical condition that, as of the effective date of this report, the subject parcels have been subdivided from the larger original parcels as identified on the tax map and assessment records. This complies with USPAP Rule 2-2(b) (viii). Typical limiting conditions and general assumptions are located in the addenda of this report.

DEFINITION OF MARKET VALUE:**Market Value**

The term **Market Value** is defined in the 2016-2017 Edition of the Uniform Standards of Professional Practice (Page 180), as promulgated by the Appraisal Standards Board of The Appraisal Foundation, as *"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 and 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:*

- ◆ *Buyer and seller are typically motivated.*
- ◆ *Both parties are well informed or well advised, and acting in what they consider their own best interests;*
- ◆ *A reasonable time is allowed for exposure in the open market;*
- ◆ *Payment is made in terms of cash in United States dollars or in terms of financial arrangements comparable thereto; and*
- ◆ *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."*

APPRAISAL DEVELOPMENT AND REPORTING PROCESS:

In preparing this appraisal, the appraiser . . .

1. - Inspected the subject property on October 26, 2016;
2. - Researched and collected market data related to market conditions and market activity;
3. - Confirmed and analyzed the data and applied all applicable approaches to value;
4. - Exercised some degree of due diligence to determine the existence of apparent adverse conditions; and
5. - Arrived at a value conclusion, the results of which are reported as a single point value estimate.

It is important to note this summary appraisal report does not include the following:

1. - Full regional, state, and local analysis
2. - Detailed review of the zoning ordinance which governs the subject property
3. - Review of environmental or other survey reports
4. - Full tax and assessment analysis of the subject property
5. - Full site and improvement analysis
6. - In-depth market and highest and best use analysis.

GENERAL REGIONAL AND MUNICIPAL DATA

The following data has been extracted mostly from published studies by the State Occupational Information Coordinating Committee (SOICC) Of New Hampshire. The information is funded through a grant from the New Hampshire Department of Resources and Economic Development, Office of Business and Industrial Development.

Municipality:

City/Town:	City of Laconia
County:	Belknap
Labor Market Area:	Laconia, NH Micropolitan NECTA
Tourism Region:	Lakes
Planning Commission:	Lakes Region
Regional Development:	Belknap County Economic Development Council

Municipal Services:

Type of Government	Manager & Council
Planning Board:	Appointed
Master Plan:	2007
Capital Improvement Plan:	Yes
Police Department:	Full Time
Fire Department:	Full Time
Nearest Hospital:	Lakes Region General in Laconia, NH
Distance to Hospital:	Local
Number of Beds:	88 staffed beds

Available Utilities:

Electric Supplier:	Eversource Energy; NH Electric Coop
Natural Gas Supplier:	Liberty Utilities
Water Supplier:	Laconia Water Works
Sanitation:	Municipal
Telephone Company:	Fairpoint
Cellular Phone Access:	Yes
Cable Television:	Yes

2015 Tax Burden Allocations:

Residential:	83.0%
Commercial:	15.4%
Public Utilities, Current Use, Other:	1.6%

Housing Statistics (ACS 2010-2014):

Total Estimated Housing Units:	9,861
Single Family Units:	5,433
Two to Four Units:	1,968
Five or More Units:	1,988
Manufactured Housing Units/Other:	472

Demographics:

Population	2014	2010	2000	1990	1980	1970
Community	16,007	15,951	16,451	15,831	15,575	14,888
County	60,252	60,088	56,576	49,294	42,884	32,367

Income Estimate (ACS 2010-2014):

Per Capita Income:	\$28,702
Median Family Income:	\$61,694
Median Household Income:	\$49,925
Average Weekly Wage (2014):	\$ 854 (Total, private plus government)

The Top Five Major Employers:

Employer	Product/Services	Employees
Aavid Engineering Corp.	Semiconductor heat sinks	620
NH Ball Bearings, Inc.	Spherical bearings	478
Taylor Community	Nonprofit retirement community	140
Lewis & Sanders, Inc.	Metal tubular assemblies	130
Wilcom Products, Inc.	Telecommunications test equip.	85

Transportation:

Road Access:	US Route 3; State Routes 106, 107, 11, 11A, 11B
Nearest Interstate Exit:	I-93, Exits 20, 8 miles
Railroad:	State owned line
Public Transportation:	WTS
Nearest Commercial Airport:	Manchester-Boston Regional - 50 miles

Distance to Major Metropolitan Areas:

Manchester, NH:	45± miles
Portland, ME:	85± miles
Boston, MA:	95± miles
New York, NY:	294± miles
Montreal, Canada:	235± miles

Commuting Patterns (ACS 2010-2014):

Mean Travel Time to Work:	22.1 minutes
Percent of residents:	
working in the community	43.0%
Commuting to NH community	56.3%
Commuting out-of-state	0.7%

Conclusions:

The City of Laconia is an attractive location for both residential, commercial, and industrial development with several easy access roads to major transportation routes, local air service at the Laconia Airport, major shopping, and recreation facilities in both Concord and Manchester. The city contains approximately 20.1 square miles of land area and 6.5 square miles of inland water area. There are 795.3 persons per square mile of land area.

NEIGHBORHOOD ANALYSIS

General

A neighborhood is defined as, “A group of complementary land uses; a related grouping of inhabitants, buildings or business enterprises”. A neighborhood should be distinguished from a district, which is defined as, “A market area characterized by one predominant land use - e.g., apartment, commercial, industrial, agricultural”.¹ A neighborhood will contain land uses, complementary to one another. For example, predominantly residential neighborhoods typically contain some commercial properties that provide services for the local residents. The boundaries of a neighborhood can be physical, such as a lake, stream, or major highway, or they may be less easily discernible such as changes in prevailing land use or occupant characteristics.

Neighborhood Boundaries

The subject property is located the corner of Elm Street and Union Avenue (Route 3B & 107) in the area known as Lakeport, in the City of Laconia, New Hampshire. The immediate area has a mix of residential, light industrial and commercial uses. Due to the existing zoning, uses, and trends that have been observed, the boundaries for the subject's neighborhood may best be defined as the entire City of Laconia as well as many of the smaller towns with similar characteristics surrounding this area.

Character

Access

Access to the subject's neighborhood is good, via Route 3B which is a two-way paved roadway. There are several small access streets intersecting Route 3B leading to the more residentially oriented neighborhoods. Interstate 93 is located less than 10 miles from the subject, which provides access to points north and south.

Uses

Uses in the subject's immediate neighborhood consist of a mix of commercial and residential uses. Located within the subject's immediate neighborhood are a mix of commercial retail and office buildings, single family homes, and other mainly owner occupied commercial and industrial uses that are primarily oriented toward the lake and tourist type uses. The mixed

1 ¹The Appraisal of Real Estate (Chicago, Ill: Appraisal Institute, Twelfth Edition, 2001) page 164.

uses are typical for the neighborhoods located on or within close proximity to Route 3B. The subject neighborhood appears to be approximately 75-85% built-up with some limited amounts of new construction observed over the past few years.

Growth and Development

Life Stage of Neighborhood

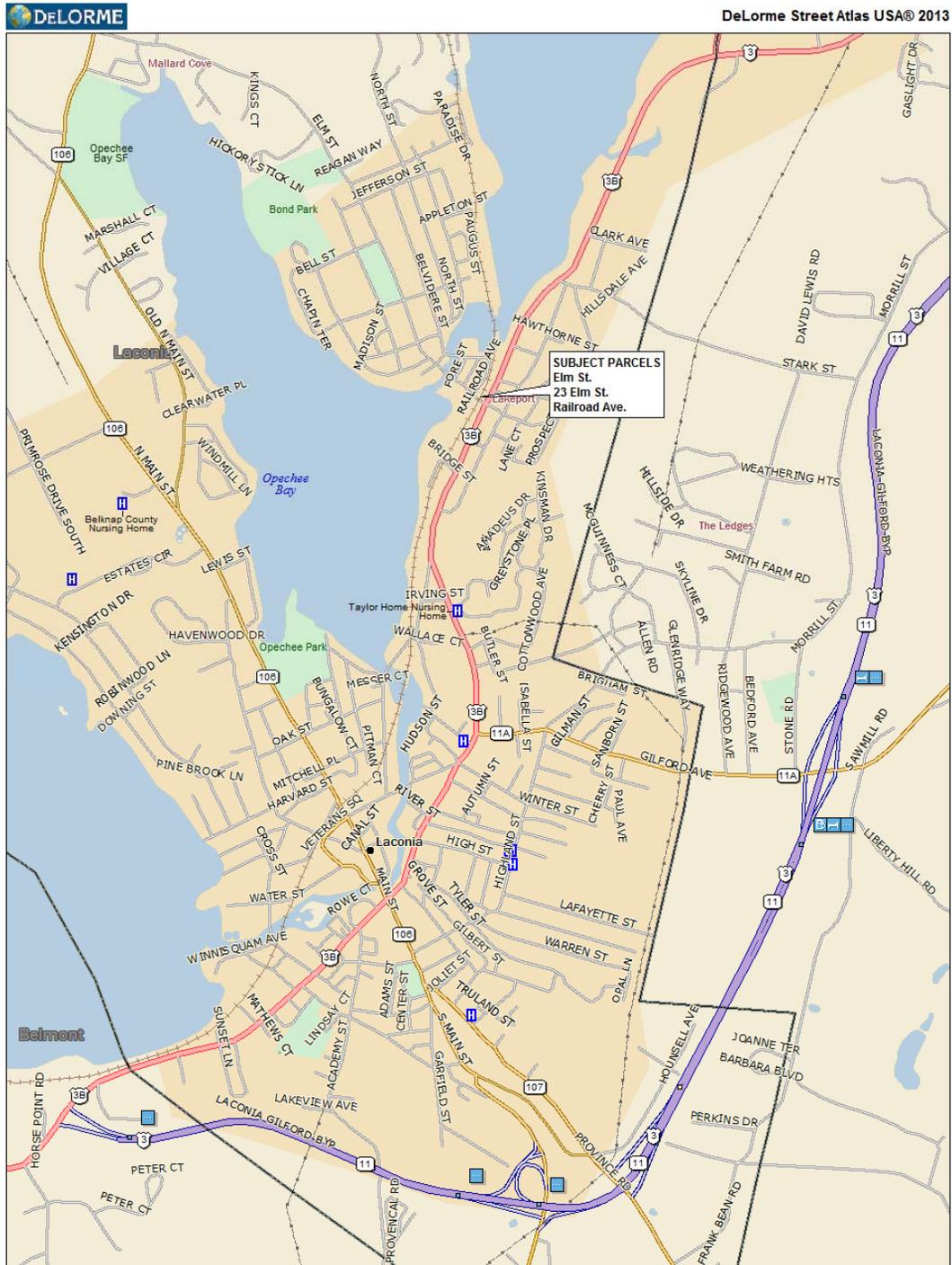
The majority of the commercial structures in the subject's neighborhood appeared to have been constructed within the past 50 to 100± years. Vacancies typically range from nominal (less than 5%) upwards to approximately 15% to 20%, with medium amounts of available space noted in the subject's general market area. The overall appeal of the subject property appears to be similar to other uses in the subject's immediate neighborhood.

The life stage of the neighborhood, based on my observations, appears to be one of stability to slow growth over time.

Conclusions

Overall, the subject property enjoys good exposure because of its location. This neighborhood enjoys good infrastructure of street improvements, easy access to other parts of the city and to the major highway systems connecting most of New Hampshire to this area, as well as adequate public services. Generally, most properties in this neighborhood have been adequately maintained and are of average quality and condition. Because of its location, this neighborhood will, in my opinion, continue to be a fairly desirable location in the foreseeable future.

NEIGHBORHOOD MAP

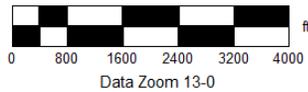


SUBJECT PARCELS
Elm St.
23 Elm St.
Railroad Ave.

Data use subject to license.

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SITE DESCRIPTION

Source (s):

No survey or detailed site plans were provided to the appraiser. However, the city provided a pictometry photo showing the proposed boundary and sizes of the subject properties. Therefore, the following site description was extracted from the available municipal maps, assessment records and information provided. This information is assumed to be correct. Any change in land or building areas could affect the market value estimate contained herein

A summary of site characteristics is presented below:

Location: Elm Street, 23 Elm Street & Railroad Avenue in
Laconia, New Hampshire

Owner of Record: City of Laconia

Assessment & Taxes:

Map/Block/Lot			Improvements Value	Land Value	Total Assessment
367	71	26	\$0	\$57,000	\$57,000
367	71	25	\$358,000	\$46,600	\$404,600
367	189	24	\$15,800	\$41,100	\$56,900
Total combined Assessment			\$373,800	\$144,700	\$518,500
2015 Annual Taxes at		\$22.20	Per \$1,000		\$11,511
2015 Equalized Value at		97.20%			\$533,436

* All 3 Properties are owned by City of Laconia & are Tax Exempt
Improvements on Map/Block/ Lot 367/189/24 have been razed.

Site Description, Elm Street – vacant lot for parking:

This parcel is identified as part of Map/Block/Lot 367-71-26. Based on the information provided, after the proposed subdivision, the subject lot will consist of approximately 9,241± square feet of land or approximately 0.212± acres. Most of the area is currently paved and provides approximately 12-15± parking spaces. Most recently the area was utilized for the display and storage of boats in association with the business located at 21 Elm Street. Access to the site is limited to a right of way access from Railroad Avenue over the State of New Hampshire parcel and railroad tracks that abut the western boundary of the larger site. It is assumed that the subject will also be accessed via this right of way. Access via the right of way is good being

at road grade. The frontage along Union Avenue is predominately below the road grade as a retaining wall runs along the entire length of Union Avenue with the subject site below road grade.

Site Description, Railroad Avenue – vacant lot for parking:

This parcel is identified as part of Map/Block/Lot 367-189-24. Based on the information provided, after the proposed subdivision, the subject lot will consist of approximately 4,883± square feet of land or approximately 0.112± acres and will have approximately 62± feet of frontage along the easterly side of Railroad Avenue. Most of the area is currently paved and provides approximately 10± parking spaces. This lot is currently utilized for parking and is configured or combined with the parking lot area that abuts the site to the north that is apparently owned by the State of New Hampshire. Most recently the area appears to have been utilized for parking in association with the old fire station located at 23 Elm Street.

Site Description, 23 Elm Street – commercial building and parking:

This parcel is identified as part of Map/Block/Lot 367-71-25. Based on the information provided, after the proposed subdivision, the subject lot will consist of approximately 12,084± square feet of land or approximately 0.277± acres and will have approximately 96± feet of frontage along the easterly side of Railroad Avenue and approximately 97± feet of frontage along the northerly side of Elm Street. The site is improved with a two-story commercial building that was originally constructed circa 1955 for use as a city fire department station and has good access from Elm Street.

Flood Hazard:

The subject parcels does not appear to be located in a flood hazard zone as referenced by the National Flood Insurance Program/U.S. Department of Housing & Urban Development flood insurance rate map. However, it should be noted that the appraiser is not qualified to make flood plain determinations. If the client is so concerned, an independent analysis and determination should be conducted by a qualified expert. A copy of the national flood hazard map is included in this report.

Zoning:

According to the tax assessment records the subject property is located in the C - Commercial Zoning District. The Commercial District is primarily intended to provide an area for those commercial or restricted industrial facilities with an attraction and customer service area which goes beyond the immediate neighborhood. Permitted uses include combined dwelling unit (s) and business(es), single and two family dwelling units, bed and breakfast, library, museums or gallery, trade or vocational school, eating and drinking place, retail sales, shopping center or mall, artist or craftsman studio, equipment or appliance repair or service, business or financial office, funeral home, hospital or health care facility, hotel, motel or inn, laundromat, professional office, trade shop or repair, private club, outdoor recreational facility, marine vehicle sales and service, watercraft launch, rental or repair building, commercial parking lot or garage as well as additional commercial and industrial uses. The minimum lot size requirements for a site with municipal water and sewer is 8,000 square feet and 40,000 square feet with municipal water or sewer. Additional requirements are 150 feet of road frontage with no or one utility or 80 feet with water and sewer, as well as additional front, side and rear setback requirements. Based on the current zoning ordinance requirements, Map/Block/Lot 367/71/25 appears to be a legal and conforming lot. The other two lots do not appear to meet the current requirements and would require a variance or special exception.

It should be noted the determination of zoning compliance is beyond the scope of this appraisal. If the client determines the zoning is or could be an issue, it is advised that the client hire a qualified zoning expert. The previous analysis and conclusions are based on available data obtained from the municipal offices and general conversations with municipal officials.

Easements & Detrimental Conditions:

I was not made aware of any other detrimental conditions, easements, encroachments, or restrictions that exist on the subject property, which I would consider to adversely affect the marketability of the subject property. The research required to determine if additional restrictions exist is beyond the scope of this assignment. Typically deed restrictions are a legal matter which may only be uncovered via a title extract completed by a qualified attorney or title company. Therefore, if the client is so

concerned, it is recommended that a professional title extract be completed by a qualified expert.

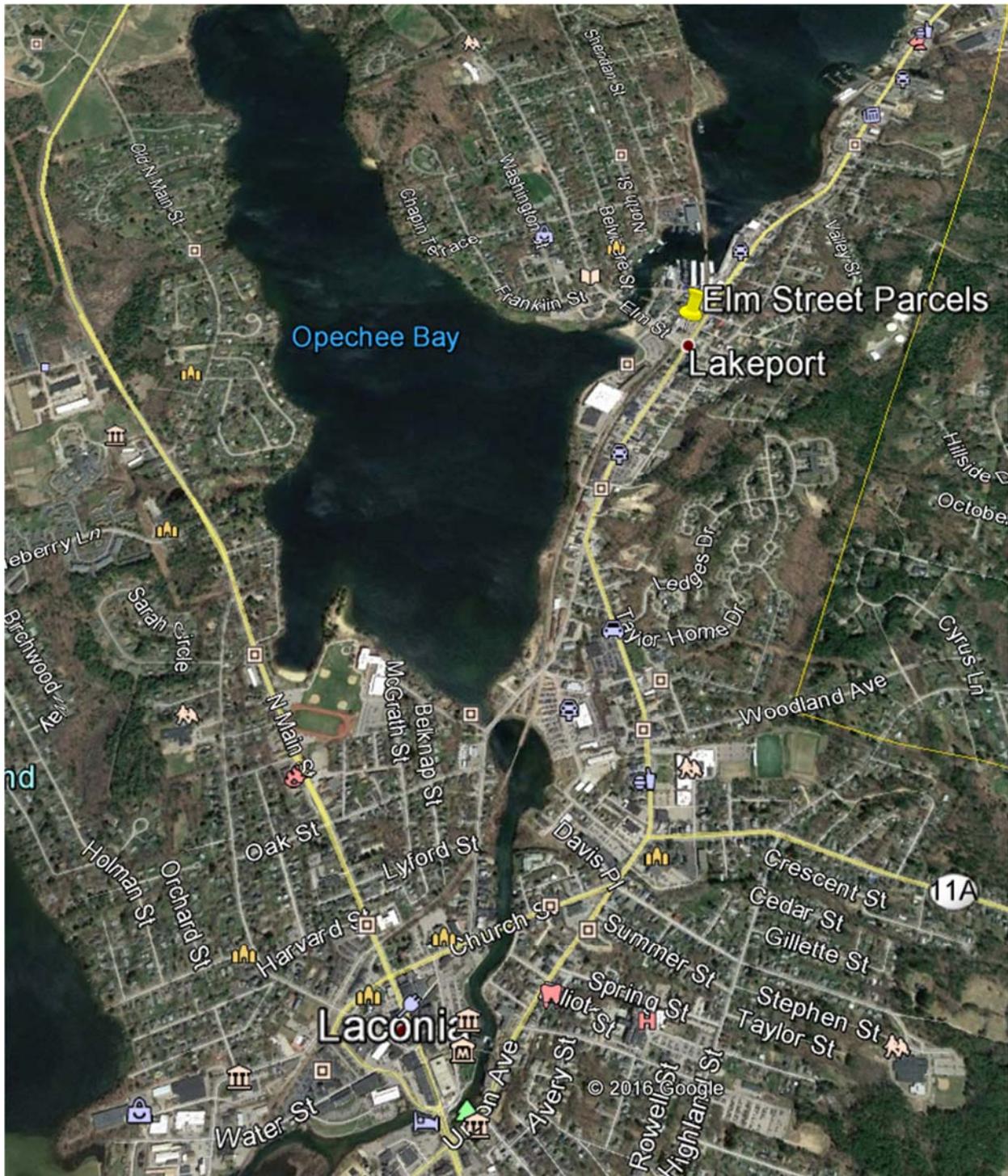
Highest & Best Use – As Vacant:

The Highest and Best Use is defined as “*The reasonably probable and legal use of vacant land or an improvement property that is physically possible, legally permissible, appropriately supported, financially feasible, and that results in the highest value.*”²

Considering the four criteria above, the conclusion of the highest and best use of the individual sites as if vacant, would be for some type of commercial development permitted by zoning. It should be noted that two of the proposed lots will be nonconforming lots and would require a variance or special exception for development. Alternatively, these two lots may have a highest and best use to be merged with an abutting lot.

² The Appraisal of Real Estate (Chicago, Ill: Appraisal Institute, Twelfth Edition, 2001) page 305

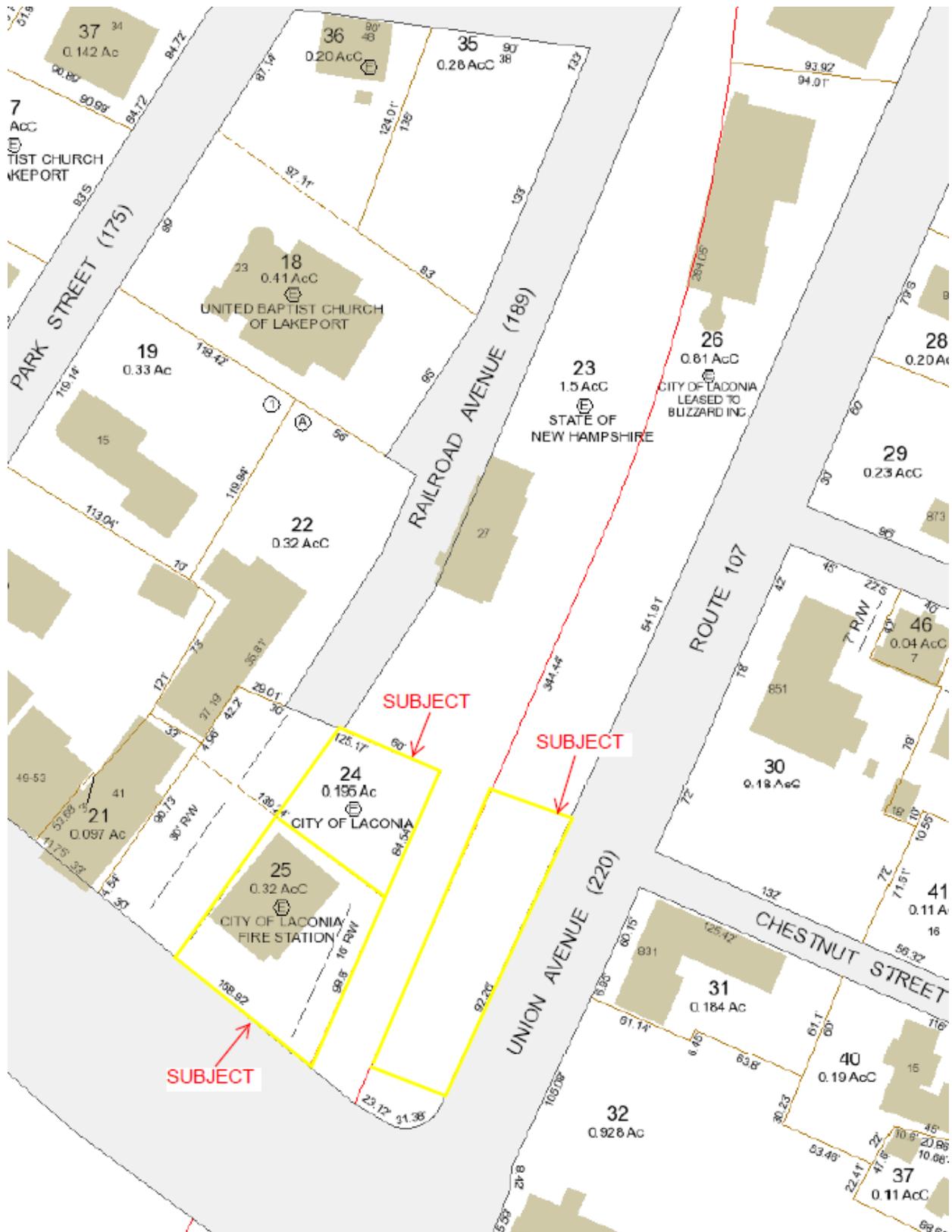
AERIAL VIEW – GOOGLE MAPS



TAX ASSESSORS MAP – ENTIRE PARCELS PRIOR TO SUBDIVISION



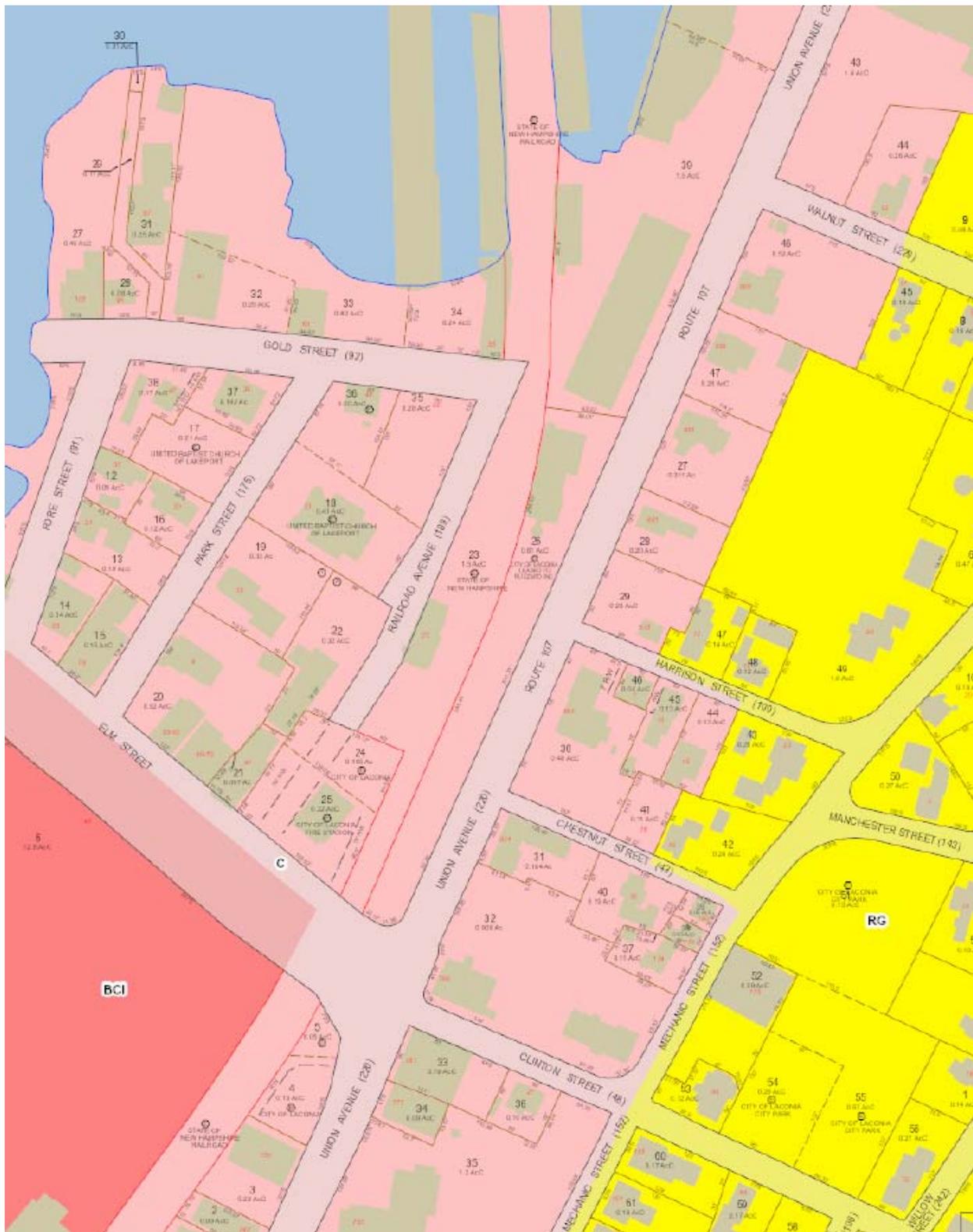
TAX ASSESSORS MAP – SUBJECT PARCELS AS SUBDIVIDED



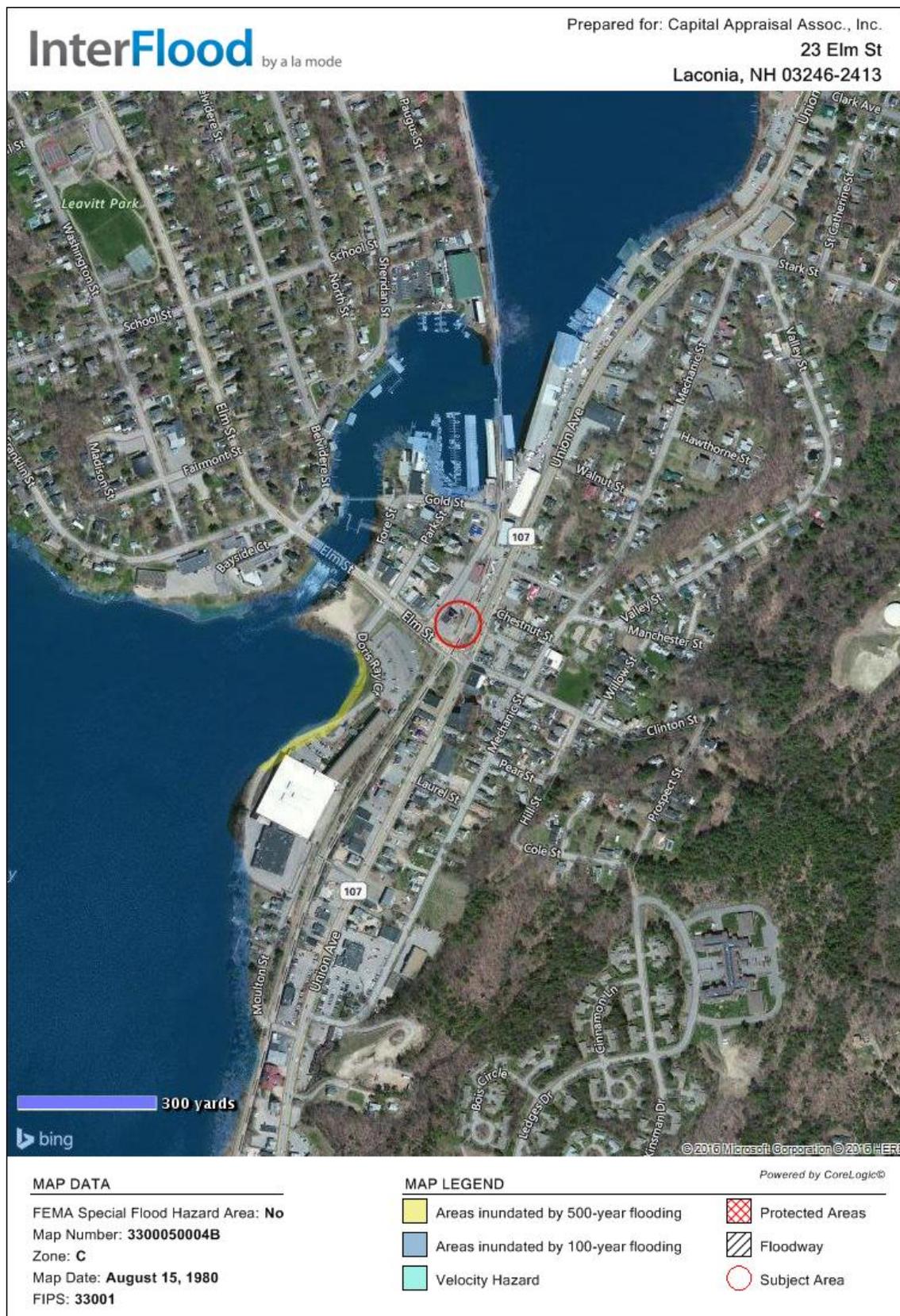
TAX ASSESSORS AERIAL MAP



ZONING MAP



FLOOD MAP



IMPROVEMENTS DESCRIPTION

Source (s):

No engineering and/or detailed building plans were provided to the appraiser. Therefore, the following building descriptions are based upon an on-site visual observation of the property in conjunction with relevant information as furnished by the owner and/or owner's representative, as well as information secured from assessment data. This information is assumed to be correct. Any change in building areas could affect the market value estimate contained herein. It should be noted that the appraiser is not a structural engineer (or an architect) and, consequently, no opinion is offered as to the quality or the inherent structural integrity of the improvements. Obvious physical or functional items are mentioned in this report (which in my opinion would affect value) are provided for the reader's information and addressed within the report in the appropriate valuation sections.

Pictometry 2016 – Provided by City of Laconia:



General - Overall:

Two of the subject parcels are vacant land currently utilized for vehicle parking. One lot has a commercial building which was last utilized as a city fire station but has most recently been utilized for general storage. Following is the improvement descriptions.

Elm Street – vacant lot for parking:

This parcel is identified as part of Map/Block/Lot 367-71-26. Based on the information provided, after the proposed subdivision, the subject lot will consist of approximately 9,241± square feet of land or approximately 0.212± acres. Most of the area is currently paved and provides approximately 12-15± parking spaces. Most recently the area was utilized for the display and storage of boats in association with the business located at 21 Elm Street.

Railroad Avenue – vacant lot for parking:

This parcel is identified as part of Map/Block/Lot 367-189-24. Based on the information provided, after the proposed subdivision, the subject lot will consist of approximately 4,883± square feet of land or approximately 0.112± acres. Most of the area is currently paved and provides approximately 10± parking spaces. This lot is currently utilized for parking and is configured or combined with the parking lot area that abuts the site to the north that is apparently owned by the State of New Hampshire. Most recently the area appears to have been utilized for parking in association with the old fire station located at 23 Elm Street.

23 Elm Street – commercial building and parking:

This parcel is identified as part of Map/Block/Lot 367-71-25. Based on the information provided, after the proposed subdivision, the subject lot will consist of approximately 12,084± square feet of land or approximately 0.277± acres. The site is improved with a two-story commercial building that was originally constructed circa 1955 for use as a city fire department station. Below is a brief description of the improvements.

Actual/Effective Age:

Based on the tax assessment record, the building was constructed circa 1955 for use as a city fire department station. Based on my observations of the subject property, it is my opinion that the effective age is approximately 20 to 25 years and considered to be in fair to average overall condition.

Foundation:

The foundation is a concrete slab foundation.

Construction:

Appears to be mainly concrete block and brick.

Exterior:

Mainly brick.

Roof Structure:

Flat roof with reported rubber membrane or tar and gravel covering.

Doors & Windows:

All the doors and windows are of average quality, typical of a commercial building of this type and age. There are three 10 x 12 overhead garage doors to access the interior vehicle bay area. The windows are mainly older metal frame industrial type windows.

Floor Structure:

The ground level is mainly unfinished or polished concrete. The second floor is mainly vinyl or composite tile.

Partitioning:

It appears that the majority of the partitioning is concrete block.

Ceilings:

Ceilings are a mix of open to rafter and steel beams and composite ceilings.

Interior Finish:

Mix of painted concrete block and marble tile.

HVAC:

The building appears to have a forced hot water oil fired heating system and boiler. It was reported that the status of the system is unknown due to a past problem with frozen pipes that may have burst. The vehicle bay area is also serviced by a force hot air propane fired blower unit.

Electrical:

The subject is reported to have an adequate electrical entrance for any number of alternative uses to include the past use as a city fire station.

Use & Size:

Based on the tax assessment record, the subject has a total gross building area of approximately 5,520± square feet. The building consists of two stories with approximately 2,760± square feet on each floor. The ground floor consists of the three vehicle bay spaces, a small office room, half bath, janitors closet, mechanical space and a fire hose drying tower. The upper floor consists of a large open recreation or living room area, kitchen area, five rooms that previously served as either office space or sleeping quarters when the building was an active fire station and a full bathroom.

Parking & Additional Comments:

There appears to be 4 to 6 paved parking spaces on the site. The site is serviced by municipal water and sewer systems.

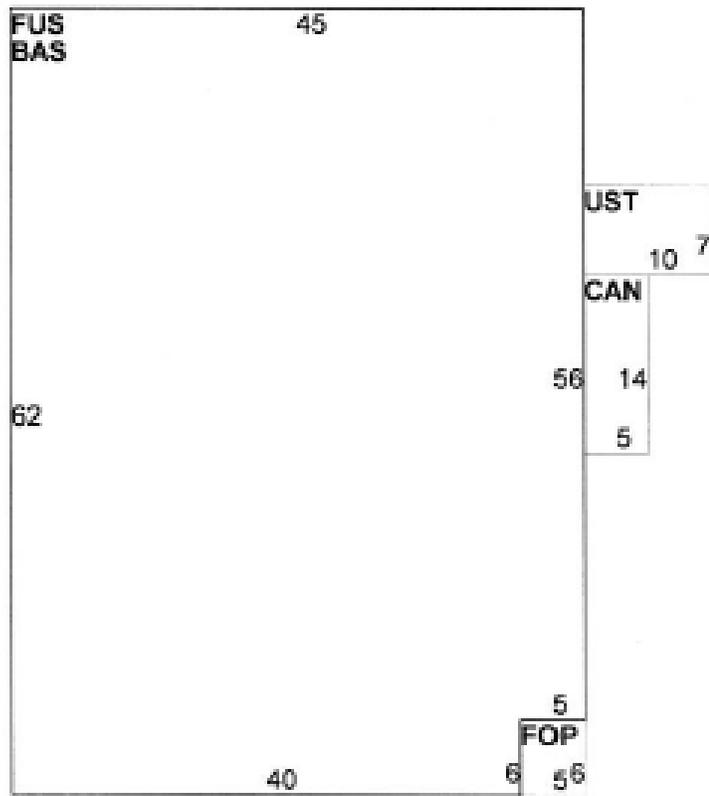
Highest & Best Use - As Improved:

The subject building is currently vacant and was reportedly last utilized for general storage after the fire station ceased operations. In my opinion the subject is best suited as an owner occupied type of property. Based on current market data of what uses would be legally permissible, physically possible and economically feasible in the subject neighborhood indicate that, as improved, the subject property has the potential to generate a positive cash flow over the next few years which would yield a value greater than the estimated value of the vacant site. Therefore, the maximally productive use of the subject property as improved would be for some type of commercial use permitted by zoning. Any alternative commercial use is assumed to require approvals from the city zoning and/or planning departments.

Conclusions:

The subject property is considered to be constructed with average quality materials and appears to have been constructed with average quality workmanship. The improvements are fairly typical for the subject's neighborhood and appears to be fairly homogeneous with other uses in the area. Functional utility for the building is considered to be fair to average as most commercial retail, office or services uses currently have a fairly good demand. Therefore, considering the subject's location and overall condition, it is my opinion that the subject property does not suffer from any measurable amounts of external obsolescence. However, there would be some costs associated with the renovation or conversion of the building to serve a new use.

IMPROVEMENT SKETCH (FIRE STATION BUILDING) – TAX CARD



VALUATION PREMISES

General Overview

Every estimate of *market value* includes a presumption that the appraiser will consider and judge the applicability of each of the alternative courses of action potentially available to the decision-maker or purchaser. The realistic alternative choices confronting him (ignoring the alternative to do nothing) are three in number.

Sales Comparison Approach

The purchaser-investor can acquire through purchase an existing substitute property with the same apparent utility. The value of the subject property is measured by the price (s) at which effective substitute properties can be or have been purchased, under similar market conditions. Analyzing sales data for competitive substitute properties constitutes what is called the *Sales Comparison Approach* or what is widely termed the *Market Data Approach*.

Income Capitalization Approach

For income-producing real estate, the purchaser-investor has a third possible choice. He can acquire a substitute investment whose forecasted income stream has the same size, duration, timing, stability, and certainty (or risk) as the income stream forecasted for the subject property. The present worth or capitalized value of such an income stream represents the value of the right to receive that income stream. The cost of acquiring a competitive substitute income stream on the market measures the value of the property rights being appraised. This acquisition cost is calculated by what is usually referred to as the *Income Approach*.

Cost Approach

Alternatively, the purchaser-investor may possibly produce or have produced a substitute property with the same perceived utility as the subject property has. The cost of production of this substitute property, provided it is market-determined, represents another measure of the value of the property being appraised. This cost-of-production figure is derived by what is termed the *Cost Approach*.

VALUATION ANALYSIS

These three alternatives provide the conceptual foundation for approaching the valuation of property rights in real estate. They are interdependent and interrelated, and they all require data from the same market. If good market data is available, the value indications of the three approaches should fall within a fairly narrow range. The three value indicators are reconciled, and a final value conclusion is made. All three approaches are always considered, however, depending on the accuracy, reliability, and pertinence of the market data available for each approach, only one or two approaches may be utilized.

As requested by the client, this appraisal is subject to the hypothetical condition that, as of the effective date of this report, the “as is” subject properties are subject the hypothetical condition that, as of the effective date, the subject properties have been subdivided from the respective larger parcels. Each parcel will be valued as a separate economic unit and is identified below.

Economic Unit 1 is identified as Elm Street – vacant lot for parking:

This parcel is identified as part of Map/Block/Lot 367-71-26. Based on the information provided, after the proposed subdivision, the subject lot will consist of approximately 9,241± square feet of land or approximately 0.212± acres. Most of the area is currently paved and provides approximately 12-15± parking spaces. Most recently the area was utilized for the display and storage of boats in association with the business located at 21 Elm Street. Access to the site is limited to a right of way access from Railroad Avenue over the State of New Hampshire parcel and railroad tracks that abut the western boundary of the larger site. It is assumed that the subject will continue to be accessed via this right of way.

Economic Unit 2 is identified as Railroad Avenue – vacant lot for parking:

This parcel is identified as part of Map/Block/Lot 367-189-24. Based on the information provided, after the proposed subdivision, the subject lot will consist of approximately 4,883± square feet of land or approximately 0.112± acres and will have approximately 62± feet of frontage along the easterly side of Railroad Avenue. Most of the area is currently paved and provides approximately 10± parking spaces. This lot is currently utilized for parking and is configured or combined with the parking lot area that abuts the site to the north that is apparently owned by the State of New Hampshire. Most recently the area appears to have been utilized for parking in association with the old fire station located at 23 Elm Street.

Economic Unit 3 is identified as 23 Elm Street – commercial building and parking:

This parcel is identified as part of Map/Block/Lot 367-71-25. Based on the information provided, after the proposed subdivision, the subject lot will consist of approximately 12,084± square feet of land or approximately 0.277± acres and will have approximately 96± feet of frontage along the easterly side of Railroad Avenue and approximately 97± feet of frontage along the northerly side of Elm Street. The site is improved with a two-story commercial building that was originally constructed circa 1955 for use as a city fire department station and has good access from Elm Street.

VALUATION ANALYSIS – ECONOMIC UNIT 1: ELM STREET LAND

This parcel is identified as part of Map/Block/Lot 367-71-26. Based on the information provided, after the proposed subdivision, the subject lot will consist of approximately 9,241± square feet of land or approximately 0.212± acres. Most of the area is currently paved and provides approximately 12-15± parking spaces. Most recently the area was utilized for the display and storage of boats in association with the business located at 21 Elm Street. Access to the site is limited to a right of way access from Railroad Avenue over the State of New Hampshire parcel and railroad tracks that abut the western boundary of the larger site. It is assumed that the subject will continue to be accessed via this right of way.

In the valuation of the subject property, the *Sales Comparison Approach* has been utilized as there were an adequate number of comparable sales with which to develop a valuation estimate. Typically, vacant land is not leased or purchased for its income potential. Therefore, the *Income Approach* was considered not to be applicable. The *Cost Approach* has not been developed as typically the *Cost Approach* is only applicable for improved properties, and the subject is being appraised is a vacant parcel of land.

SALES COMPARISON APPROACH

General Overview

The Sales Comparison Approach is based on the premise that an informed purchaser would pay no more for a property than the cost to acquire an existing one with the same utility. Comparable sales data are analyzed according to similarities and differences with the subject property. The following comparable sales have been selected as being the most comparable to the subject property. The sales have been researched and factual data concerning each sale has been verified with either the grantor, grantee, sales broker or some other knowledgeable party involved with each transaction. It should be noted that due to the limited number of similar commercial land sales in Laconia, it was necessary to expand the scope of search for comparable sales to include other similar New Hampshire communities.

All adjustments were made on a unit value and all adjustments were rounded to the nearest 5% to account for market imperfections.

Units of Comparison

Market participants will often buy and sell properties on a per unit basis. Some examples of this include land sold on a per square foot, a per acre or on a whole-to-whole basis, store properties are typically sold based on a per square foot basis, and theaters or restaurants sell on a per seat basis. Vacant land parcels similar to the subject property are typically sold on a whole-to-whole basis, on a per acre basis or on a per square foot basis. In this analysis I have chosen to use a unit of comparison of sales price on a per square foot basis as the subject is a small commercial single user site and all of the comparable properties also appear to be best utilized as commercial single user sites.

Financing Terms

The financing of a sale may affect the sales price of a sale, when the purchaser is able to obtain favorable financing from, i.e., the grantor, or to assume a mortgage which is at a much lower interest rate than current market levels. Adjustments for financing terms (cash equivalency) can be made based on either a paired sales analysis of the sales utilized or mathematically. All the sales and listings utilized in the following grid analysis sold or are assumed that they will sell for cash to the grantor or on terms equivalent to cash, or obtained financing which had no effect on the sales price. Therefore, no adjustment for financing terms was required.

Conditions of Sale

An adjustment may be necessary for the condition of a sale which was either sold at a premium or sold at a discount due to some external forces. All the sales and listings were reported to be sold or assumed to sell between willing sellers and buyers and, therefore, did not require any adjustments for condition of sale.

Time of Sale

Time adjustments are a reflection of appreciation or depreciation of the market value of a property over a certain time period. Time adjustments are usually expressed as a percentage from information and data collected from the real estate market. Based on an analysis of the real estate market to include both property values in general and lease rates, I am of the opinion, that since late 2011 or the beginning of 2012, it appears that the commercial real estate market in general has stabilized, indicating neither depreciation nor appreciation. In my opinion, the

overall value of vacant land has remained fairly stable due to the fact that there have been a limited number of very good quality commercial sites exposed to the market during this period. Therefore, based on my analysis of the current real estate market, considering both overall property values as well as values of vacant land, I am of the opinion, that no time adjustment was deemed warranted to the comparable sales and listings.

Physical Characteristics

Location/Appeal & Lot Size

The subject property is located on Elm Street and Railroad Avenue in Laconia in a commercial zone and an area easily accessible from the Union Avenue (Route 3B & 107). All the comparable properties are also located in commercial zones. Based on an analysis and comparison of the site sizes, no adjustment was deemed warranted to the comparable properties.

Road Frontage/Topography/Views

The subject is limited to access via a right of way from Railroad Avenue. All the comparable properties appear to have adequate road frontage or access. Therefore, a nominal adjustment is deemed warranted to the comparable sales.

At the time of sale all the parcels were vacant land with overall similar topography and utility or the improvements on the site consisted only of paved area for parking. Therefore, in my opinion, no adjustments are warranted.

SYNOPSIS OF COMPARABLE SALES

Comparable L-1

This was the sale of a lot on Water Street in the downtown area of Laconia. The site reportedly was a paved parking lot at the time of sale and appears to have continued in that use. The broker reported that the site was purchase by an owner of another downtown building for use as employee parking. Adjustments were limited to a nominal adjustment to account for the slightly superior access and road frontage as compared to the subject.

Comparable L-2

This is the sale of a vacant lot located on South Main Street, in Rochester, which is a commercially developed area much like the subject. Adjustments were limited to a nominal adjustment to account for the slightly superior access and road frontage as compared to the subject. Most other aspects of this sale are considered overall similar to the subject.

Comparable L-3

This is the sale of a vacant lot located on Sanders Street, in the village area of Penacook in Concord, which is considered a fairly similar overall location. Adjustments were limited to a nominal adjustment to account for the slightly superior access and road frontage as compared to the subject. Overall considered fairly similar to the subject.

Comparable L-4

This is the current listing of a vacant parcel of land located on Union Avenue in Laconia. Although the site is larger than the subject the broker reported that the sloping topography of the site limits the buildable area of the overall site and therefore no adjustment was deemed warranted. The broker reported that this site has been on the market for at least 3 to 5 years with minimal activity. He also stated that the site is currently being utilized for parking while a nearby site is having its parking area repaved. Adjustments were limited to a nominal adjustment to account for the slightly superior access and road frontage as compared to the subject. Most other aspects of this lot is considered fairly similar to the subject.

Correlation Of The Sales Comparison Approach

Reviewing comparable properties, it is my opinion that all have their strengths and weaknesses. It should be noted that all are located in commercial zoning districts. All sales and listings are of fairly similar size site as that of the subject and have overall similar appeal and utility as that of the subject. However, it should be noted comparable B-4 is a current listing. In my opinion, a listing is considered to establish the upper limit of value, noting the eventual sales price is typically negotiated downwards to some degree.

Taking into consideration the overall location and subject's access via the right of way, it is my opinion, that the lower end of the indicated range best represents the estimated value of the subject site.

Therefore, based on the foregoing analysis of the comparable sales and listings used as well as knowledge and analysis of additional sales and listings found in my files, it is my opinion that the market value of the as subject site, via the *Sales Comparison Approach* is \$5.50 per square foot. This results in an indicated market value for the subject property as follows:

$$9,241\pm \text{ square feet @ } \$5.50 \text{ per square foot} = \$50,825$$

$$\text{Rounded Value Estimate} = \$51,000$$

GRID ANALYSIS – SALES COMPARISON APPROACH

FACTOR	SUBJECT	COMP. L-1	ADJ.	COMP. L-2	ADJ.	COMP. L-3	ADJ.	COMP. L-4	ADJ.
Map/Block/Lot	367-71-26	Water St. Laconia, NH		87 South Main St. Rochester, NH		Sanders St. Penacook, NH		903 Union Ave Laconia, NH	
ADDRESS	Elm Street Laconia, NH	08/31/11		03/27/13		10/14/14		Current Listing	
DATE OF INSP./ SALE	10/26/16	\$20,000		\$53,000		\$20,000		Current Listing	
SALES PRICE	N/A	Fee Simple		Fee Simple		Fee Simple		\$169,900	
PROPERTY RIGHTS	Conventional	Conventional		Conventional		Conventional		0.00%	0.00%
FINANCING TERMS	N/A	Typical	0.00%	Typical	0.00%	Typical	0.00%	0.00%	0.00%
SALE CONDITIONS	N/A	Stable	0.00%	Stable	0.00%	Stable	0.00%	Stable	0.00%
TIME ADJUSTMENT	N/A	\$20,000		\$53,000		\$20,000		\$169,900	
TIME ADJ. S.P.	N/A	\$6.43		\$7.60		\$5.74		\$7.50	
TIME ADJ. S.P./PFS	N/A								
LOCATION	Average	Similar		Similar		Similar		Similar	
SIZE/SQUARE FOOT	9,241	3,112		6,970		3,484		22,651	
FRONTAGE/ACCESS	None/ROW	54' RF	-10%	80' RF	-10%	102' RF	-10%	130' RF	-10%
TOPOGRAPHY	Level	Level		Level		Level		Level	
HIGHEST & BEST USE	Commercial Dev.	Commercial Dev.		Commercial Dev.		Commercial Dev.		Commercial Dev.	
ZONING	Commercial	Commercial		Commercial B2		Commercial CBP		Commercial	
WATER/SEWER	Municipal/Municipal	Municipal/Municipal		Municipal/Municipal		Municipal/Municipal		Municipal/Municipal	
APPEAL	Average	Similar		Similar		Similar		Similar	
OTHER	Parking lot	Parking lot		Vacant lot		Vacant lot		Vacant lot	
NET ADJUSTMENTS			-10%		-10%		-10%		-10%
INDICATED VALUE PER SQUARE FOOT			\$5.78		\$6.84		\$5.17		\$6.75
No. Sales	3	4							
Average Values	\$5.93	\$6.14							
Indicated Values	\$54,812	\$56,705							
Low Value	\$5.17	\$47,743							
High Value	\$6.84	\$63,242							
Most Reasonable	\$5.50	\$50,826							

ET 16-393

VALUATION ANALYSIS – ECONOMIC UNIT 2: RAILROAD AVE LAND

This parcel is identified as part of Map/Block/Lot 367-189-24. Based on the information provided, after the proposed subdivision, the subject lot will consist of approximately 4,883± square feet of land or approximately 0.112± acres and will have approximately 62± feet of frontage along the easterly side of Railroad Avenue. Most of the area is currently paved and provides approximately 10± parking spaces. This lot is currently utilized for parking and is configured or combined with the parking lot area that abuts the site to the north that is apparently owned by the State of New Hampshire. Most recently the area appears to have been utilized for parking in association with the old fire station located at 23 Elm Street.

In the valuation of the subject property, the *Sales Comparison Approach* has been utilized as there were an adequate number of comparable sales with which to develop a valuation estimate. Typically, vacant land is not leased or purchased for its income potential. Therefore, the *Income Approach* was considered not to be applicable. The *Cost Approach* has not been developed as typically the *Cost Approach* is only applicable for improved properties, and the subject is being appraised is a vacant parcel of land.

SALES COMPARISON APPROACH

General Overview

All of the same sales and listings utilized in the valuation of the Elm Street parcel were utilized in the analysis of this parcel.

Analysis of the Comparables

The only difference in this analysis is that the subject site on Railroad Avenue has its own road frontage and access. Therefore, no adjustments to the sales was deemed warranted.

Correlation Of The Sales Comparison Approach

Therefore, taking into consideration the overall location, size and subject's access, it is my opinion, that the middle of the indicated range best represents the estimated value of the subject site. Based on the foregoing analysis of the comparable sales and listings used as well as knowledge and analysis of additional sales and listings found in my files, it is my opinion that the market value of the as subject site, via the *Sales Comparison Approach* is \$6.50 per square foot. This results in an indicated market value for the subject property as follows:

$$4,883\pm \text{ square feet @ } \$6.50 \text{ per square foot} = \$31,739$$

$$\text{Rounded Value Estimate} = \$32,000$$

GRID ANALYSIS – SALES COMPARISON APPROACH

FACTOR	SUBJECT	COMP. L-1	ADJ.	COMP. L-2	ADJ.	COMP. L-3	ADJ.	COMP. L-4	ADJ.
Map/Block/Lot	367-189-24	Water St. Laconia, NH		87 South Main St. Rochester, NH		Sanders St. Penacook, NH		903 Union Ave Laconia, NH	
ADDRESS	Railroad Ave Laconia, NH	08/31/11		03/27/13		10/14/14		Current Listing	
DATE OF INSP./ SALE	10/26/16	\$20,000		\$53,000		\$20,000		Current Listing	
SALES PRICE	N/A	Fee Simple		Fee Simple		Fee Simple		\$169,900	
PROPERTY RIGHTS	Conventional	Conventional		Conventional		Conventional		Conventional	
FINANCING TERMS	N/A	Typical	0.00%	Typical	0.00%	Typical	0.00%	Typical	0.00%
SALE CONDITIONS	N/A	Stable	0.00%	Stable	0.00%	Stable	0.00%	Stable	0.00%
TIME ADJUSTMENT	N/A	\$20,000		\$53,000		\$20,000		\$169,900	
TIME ADJ. S.P.	N/A	\$6.43		\$7.60		\$5.74		\$7.50	
TIME ADJ. S.P./PFS	N/A								
LOCATION	Average	Similar		Similar		Similar		Similar	
SIZE/SQUARE FOOT	4,883	3,112		6,970		3,484		22,651	
FRONTAGE/ACCESS	65' RF	54' RF		80' RF		102'		130' RF	
TOPOGRAPHY	Level	Level		Level		Level		Level	
HIGHEST & BEST USE	Commercial Dev.	Commercial Dev.		Commercial Dev.		Commercial Dev.		Commercial Dev.	
ZONING	Commercial	Commercial		Commercial B2		Commercial CBP		Commercial	
WATER/SEWER	Municipal/Municipal	Municipal/Municipal		Municipal/Municipal		Municipal/Municipal		Municipal/Municipal	
APPEAL	Average	Similar		Similar		Similar		Similar	
OTHER	Parking lot	Parking lot		Vacant lot		Vacant lot		Vacant lot	
NET ADJUSTMENTS		0%		0%		0%		0%	
INDICATED VALUE PER SQUARE FOOT		\$6.43		\$7.60		\$5.74		\$7.50	
No. Sales	3	4							
Average Values	\$6.59	\$6.82							
Indicated Values	\$32,181	\$33,292							
Low Value	\$5.74	\$28,031							
High Value	\$7.60	\$37,130							
Most Reasonable	\$6.50	\$31,740		ET 16-393					

VALUATION ANALYSIS – ECONOMIC UNIT 3: 23 ELM STREET

This parcel is identified as part of Map/Block/Lot 367-71-25. Based on the information provided, after the proposed subdivision, the subject lot will consist of approximately 12,084± square feet of land or approximately 0.277± acres. The site is improved with a two-story commercial building that was originally constructed circa 1955 for use as a city fire department station. The overall condition of the subject is considered to be fair to average.

In the valuation of the subject property, the *Sales Comparison Approach* has been utilized as there were an adequate number of comparable sales with which to develop a valuation estimate. In addition, there is sufficient income and expense data available from similar competing properties located in the subject's general market area, and therefore, the *Income Approach* has also been utilized in this analysis. However, it should be noted that most valuations of properties like the subject are very subjective, noting that they are at least partially owner occupied, and there is a lack of available truly comparable income data. Therefore, it is my opinion that the *Income Approach* should be weighted less than the *Sales Comparison Approach*. Due to the actual age of the subject property, having an actual age exceeding 20 years, the *Cost Approach* has not been employed. This is due to the possible errors that could result from estimating the amount of accrued depreciation in the subject property from all sources, greatly exceeds those percentages which would normally dictate a reliable conclusion.

SALES COMPARISION APPROACH

General Overview

The Sales Comparison Approach is based on the premise that an informed purchaser would pay no more for a property than the cost to acquire an existing one with the same utility. Comparable sales data are analyzed based on similarities and differences as compared to the subject property. Due to the lack of sales of similar type use properties, it was necessary to expand the scope of research to include properties from outside of the immediate market area.

Based on an analysis of the real estate market to include both property values in general and lease rates, I am of the opinion that properties similar to the subject property, since approximately the beginning of 2012, appear to have reached a stabilization of values where neither depreciation nor appreciation rates are truly justifiable. Consequently, in the following analysis, noting that the comparable sales occurred after 2012, no adjustments were deemed necessary.

All adjustments were made on a unit value and all adjustments were rounded to the nearest 5% to account for market imperfections.

Analysis of the Comparable Sales

The following comparable properties indicate a range of value for the subject property of between \$45.99 per square foot upwards to \$53.57 per square foot of gross building area with a mean indicated sales price of the closed comparable sales being approximately \$49.65 per square foot of gross building area.

A building size adjustment is for economies of scale that may exist between a sale and the subject property. The theory behind the economies of scale is based on the premise that a smaller unit or building will typically sell for more per unit value than a larger comparable unit or building and conversely a larger unit or building will typically sell for less per unit value than a smaller comparable unit or building. Therefore, a nominal adjustment is deemed warranted to comparable B-2 and B-3 to account for differences in building size as compared to the subject.

A nominal adjustment is deemed warranted to comparable B-1, B-2 and B-4 to account for differences in site size as compared to the subject to account for the added utility of the larger sites.

The subject is considered to be in overall fair to average condition. Comparable B-1, B-2 and B-4 are considered to be in superior overall condition as compared to the subject and have been adjusted based on a paired sales analysis with B-3.

Comparable B-1 is located on Union Avenue in Laconia, NH. This is a former automotive dealership which was purchased to reportedly be utilized as a retail boat sales facility. Adjustments required to make this comparable similar to the subject were to account for its superior overall condition and larger site size. Additionally, this property has water frontage and a dock on Lake Winnepesaukee, which is considered a superior feature as compared to the subject. Based on a paired sales analysis, after all other adjustments a 20% adjustment is deemed applicable. Most other characteristics of this sale appear to be fairly similar and no further adjustments were applied.

Comparable B-2 is the sale of another somewhat similar type commercial property located on Daniel Webster Highway, Route 3, in Belmont, NH. Adjustments to this sale include an economies of scale adjustment for the larger building size, the superior condition as compared to the subject and for the added utility of the larger site size. All other characteristics of this sale appear to be fairly similar and no further adjustments were applied.

Comparable B-3 is the sale of a smaller commercial building located on Court Street in Laconia, which is considered to be a fairly similar overall location as compared to the subject. Adjustments required to make this comparable similar to the subject were an economies of scale adjustment to account for its smaller building size. Most other characteristics of this sale appear to be fairly similar and no further adjustments were applied.

Comparable B-4 is the sale of a similar retail property located at 600 Laconia Road, Route 3, in Belmont, which is considered to be a fairly similar overall location as compared to the subject. Adjustments required to make this comparable similar to the subject were to account for its superior condition and a nominal adjustment to account for the larger site size. Overall appeal and utility are considered fairly similar to that of the subject and no other adjustments were deemed necessary.

CORRELATION OF THE SALES COMPARISON APPROACH

All the comparable properties are considered to be good indicators of the subject's market value and, therefore, no one comparable was weighted more heavily than another. Noting the location, overall fair to average condition of the subject property and number of potential uses, it is my opinion the middle of the indicated value range is most applicable.

Therefore, based on the foregoing analysis of the comparable sales utilized as well as knowledge and analysis of additional sales and listings found in my files, it is my opinion that the market value of the subject property, via the *Sales Comparison Approach* is \$50.00 per square foot of gross building area. This results in an indicated market value for the subject property as of October 26, 2016 as follows:

5,520 s.f. @ \$50.00 per s.f. = \$276,000

Rounded Indicated Value = \$275,000

GRID ANALYSIS – SALES COMPARISON APPROACH

FACTOR	SUBJECT	COMP. B-1	ADJ.	COMP. B-2	ADJ.	COMP. B-3	ADJ.	COMP. B-4	ADJ.
ADDRESS	23 Elm Street Laconia, NH 10/26/16	1258 Union Avenue Laconia, NH 04/10/15		197 Daniel Webster Hwy Belmont, NH 05/15/13		305 Court Street Laconia, NH 09/05/14		600 Laconia Road Tilton, NH 11/25/15	
DATE OF INSP./ SALE	N/A								
SALES PRICE	Fee Simple Conventional	\$750,000 N/A		\$533,000 N/A		\$150,000 N/A		\$498,500 N/A	
PROPERTY RIGHTS	Fee Simple Conventional	Fee Simple Conventional		Fee Simple Conventional		Fee Simple Conventional		Fee Simple Conventional	
FINANCING TERMS	N/A								
SALE CONDITIONS	N/A		0.00%	0.00%		0.00%		0.00%	
TIME ADJUSTMENT	N/A		0.00%	0.00%		0.00%		0.00%	
TIME ADJ. S.P.	N/A								
TIME ADJ. S.P./S.F.	N/A	\$107.14		\$57.48		\$150,000 \$52.78		\$498,500 \$73.64	
LOCATION	Average	Similar		Similar		Similar		Similar	
BUILDING SIZE/S.F.	5,520	7,000	N/A	9,272	10%	2,842	-10%	6,769	N/A
CONDITION/QUALITY	Fair to Average	Superior	-20%	Superior	-20%	Similar	-20%	Superior	-20%
LOT SIZE/ACRE	0.28	1.16	-10%	1.79	-10%	0.27	-10%	3.68	-10%
ZONING	Commercial	Commercial		Commercial		Commercial		Commercial	
TYPE OF USE	Service/Retail	Retail Showroom/storage		Office/Warehouse		Showroom/Production		Retail/Office/Whse	
PARKING	On site	Similar		Similar		Similar		Similar	
OTHER	None	Water frontage 266'	-20%	None	-20%	None		None	
NET ADJUSTMENTS			-50%		-20%		-10%		-30%
INDICATED VALUE PER S.F.			\$53.57		\$45.99		\$47.50		\$51.55
No. Sales	3	4							
Mean Values	\$49.02	\$49.65							
Indicated Values	\$270,592	\$274,085							
Low Value	\$45.99	\$253,853							
High Value	\$53.57	\$295,714							
Most Reasonable	\$50.00	\$276,000							

ET 16-393

INCOME CAPITALIZATION APPROACH

Overview

The *Income Approach* is a "procedure in appraisal analysis which converts anticipated benefits (dollar income or amenities) to be derived from the ownership of property into a value estimate."³

The *Income Approach*, which is related to investor thinking and motivation, is a basic tool for the valuation of income-producing real estate. It is based on the principal of anticipation reflected in the definition of value as the present worth of all the rights to future benefits accruing to ownership. The *Income Approach* is practical only when an income stream attributable to the real estate can be estimated. This income estimate may be developed and supported by comparisons in the local market or, alternatively, by an allocation to the real estate of some portion of the total income derived from the operation of an ongoing commercial use in which the real estate is a contributing component.⁴

The following outline is a step-by-step procedure which is utilized in deriving a value for the subject property.

1. - Estimate market rents to derive Gross Income.
2. - Estimate and deduct the vacancy and credit loss allowance to derive the Effective Gross Income.
3. - Estimate and deduct operating expenses to derive the Net Operating Income for the subject property (before debt service and depreciation).
4. - Select an appropriate capitalization method and develop the Capitalization Rate.
5. - Complete the necessary computations to derive an economic value indication by the *Income Approach*.

The method used for the income approach is the direct capitalization valuation technique, which utilizes capitalization rates derived from market data. The methods employed in the direct capitalization valuation technique are the mortgage equity technique, the debt coverage ratio method and the market extraction method.

³ Byrl. N. Boyce, Real Estate Appraisal Terminology, 1984.

⁴ IBID.

Direct Capitalization

Direct capitalization is a method used to convert a single year's income into an indication of value, in one step. Direct capitalization assumes that the income of a property, before any interest or depreciation, can be expressed on a constant dollar or stabilized basis. The following income and expense estimates are based on a stabilized net operating income for the subject property.

Income Analysis

Regardless of the capitalization method employed, it is necessary to estimate, on an annual basis, the potential gross income, vacancy and operating expenses attributable to operation of the real estate as well as the net operating income for the subject property. Contained within the following subsections of this report is the basis for the estimates of the potential gross income as well as the operating expenses for the subject property.

Contract Rents

The subject's building improvement is currently vacant. Therefore, there is no contract rent and only a reasonable and supported market rent is utilized in the analysis.

Market Rent

Market rent is the rent that a property should receive based upon conditions in the open market. It is analyzed by comparing the rents being paid for similar and competing rental space. Market rent can vary from contract rent which is the rent being paid for the property as stipulated by a lease contract. The subject currently has a highest and best use to be considered as an owner occupied type of property. These types of properties are customarily rented on a triple net basis (if rented at all), with the tenant (s) being responsible for the majority of the property related expenses such as, real estate taxes, heat, water, and sewer. The owner of the building would be responsible for such items as management, marketing and advertising, reserves for replacements, exterior maintenance, and any common area expenses.

Although a lease can be drawn to fit any situation, most leases fall into two categories, gross rental lease and net rental lease. In a gross lease, the lessor pays all operating expenses of the real estate and in a net lease, the tenant pays for all of these expenses. In a modified gross lease, the tenant pays for one or two items normally covered under a gross lease. These items can range from utilities, to yard maintenance, but it should be noted that the majority of expenses

are still covered by the lessor. On a triple net lease, the owner of the property typically pays for building insurance, property management, some exterior maintenance, and reserves for replacement, with the tenant paying for the remainder of expenses. For this analysis, I have assumed that the subject property would be leased based on a triple net basis.

Based on a general rental survey of local area rents the indicated rental range most applicable to the subject is between \$3.60 upwards to approximately \$10.00 per square foot of gross building area based on various lease agreements. Considering the subject's location, overall building size and condition, it is my opinion that the subject's anticipated rent would be between \$5.00 and \$6.00 per square foot of gross building area, based on a triple net lease basis. In the following analysis I have utilized an estimated market lease rate of \$5.50 per square foot on a triple net basis.

It is my opinion the subject property has a highest and best use to be owner occupied. Based on figures extracted from various on-line sources, as well as general conversations with local area real estate appraisers and real estate brokers, it appears a reasonable vacancy rate for the Greater Laconia area is between very nominal less than 5% to as high as 20%. The lower end of the range typically is applicable for mainly owner occupied properties, while the upper end of the range is more typical of much larger properties with most having a larger mix of tenants.

Therefore, considering the subject's highest and best use is to be mainly an owner occupied type of property, it is my opinion a reasonable vacancy and credit loss figure of 3% is reasonable and applicable for the subject property.

It should be noted that typically commercial properties like the subject would have a higher percentage allocated to the management expense. However, noting that the subject has a highest and best use to be an owner occupied property, which is typically not leased, I have allocated a nominal expense.

The summary of the subject's estimated potential gross income is located on the following page.

RECONSTRUCTED OPERATING STATEMENT

ESTIMATED OPERATING STATEMENT					
23 ELM STREET IN					
LACONIA, NEW HAMPSHIRE					
			Actual/Projected Rent		
			\$-Amount	% Revenue	
<u>Potential Gross Income</u>					
<u>Area/sf</u>	<u>Rents</u>	<u>TENANT/LOCATION</u>			
5,520	X	\$5.50	Owner occupied		
			\$	30,360	
				100.0%	
Total Potential Gross Income			\$	30,360	
				100.0%	
Minus	3.00% Vacancy & Collection Loss		\$	(911)	
				-3.0%	
<u>Effective Gross Income</u>			\$	29,449	
				97.0%	
<u>Operating Expenses</u>					
<u>Fixed Expenses</u>					
		Property Taxes (Lessee expense)	\$	-	
		Insurance (Estimated expense)	\$	2,200	
				7.5%	
		Total Fixed Expenses	\$	2,200	
				7.5%	
<u>Variable Expenses</u>					
	4.00%	Management & Admin.	\$	1,178	
	4.00%	Typical Maint. & Repairs	\$	1,178	
	1.00%	Legal & Accounting	\$	294	
	4.00%	Reserves for Replacement	\$	1,178	
		Utilities (Lessee expense)	\$	-	
		Plowing and Grounds (Lessee expense)	\$	-	
	1.00%	Office & Miscellaneous	\$	294	
				1.0%	
		Total Variable Expenses	\$	4,123	
				14.0%	
<u>Total Operating Expenses</u>			\$	6,323	
				21.5%	
<u>Net Operating Income</u>			\$	23,126	
				78.5%	

Market Development of Capitalization Rate - Direct Capitalization Method

Any interest in real estate that has an income stream can be valued by the direct capitalization method of valuation. Using this process, the value is estimated by dividing the net operating income by an appropriate overall capitalization rate. The formula for this calculation is as follows:

$$\text{Value (V)} = \text{Net Operating Income (NOI)} \div \text{Overall Capitalization Rate (R}_o\text{)}$$

The development of the capitalization rate has been based on three methods: the mortgage equity technique, the debt coverage ratio technique, and the market extraction method of valuation. In order to properly use these techniques, the appraiser has analyzed several elements of the market, such as current interest rates, loan-to-value ratios, current market rental information on similar comparable properties, equity yield rates of investors, holding periods typically found for investment properties similar to the subject, and the general economic and financial climate for properties similar to the subject property.

Summary of the Capitalization Rate Calculations

In order to estimate the overall capitalization rate via these techniques, I have surveyed local lending institutions to arrive at typical financial parameters. In addition to this bank survey I have also utilized periodicals, such as the Appraiser News in order to extract typical rates used throughout various lending institutions. In the following analysis, utilizing the mortgage equity technique and debt coverage ratio method, I have used the following parameters.

Loan to Value Ratio	70%
Mortgage Interest Rate	5.0%
Amortization Term	20 years
Holding Period	10 years
Equity Yield Rate	15%
Debt Coverage Ratio	1.30
Appreciation Rate	Estimated at 1% per year over the holding period, noting that some appreciation is offset by the subject's physical depreciation.

Capitalization Rate – Mortgage Equity Technique

ESTIMATED RATES

Mortgage Ratio:	70.00 %
Annual Interest Rate:	5.00 %
Amortization Term:	20.00 Years
Equity Yield Rate:	15.00 %
Holding Period:	10.00 Years
Annual Appreciation / Depreciation Rate:	1.00 % per year

CALCULATED CONSTANTS

Rm = Mortgage Constant =	0.0792
1/Sn = Sinking Fund Factor =	0.0493
P = Contribution Factor =	0.3778

RATE CALCULATIONS

Weighted Rate Calculation:	
Mortgage Ratio x Rm =	0.0554
Equity Ratio x Yield Rate =	0.0450
Discount or Weighted Rate =	0.1004 = Rw
Credit for Equity Buildup Calculation:	
Mortgage Ratio x P x 1/Sn =	0.0130 = Re
Appreciation Calculation:	
Appreciation Rate x (-1/Sn) =	-0.0049 = Ra
Overall Cap Rate = Rw - Re + Ra =	0.0825

DEBT COVERAGE RATIO CALCULATION

Overall Rate / { LTV x Rm } =	1.49
--------------------------------------	-------------

OVERALL RATE SUMMARY

Discount or Weighted Rate:	10.04%
Overall Capitalization Rate:	8.25%

Capitalization Rate – Debt Coverage Ratio Method

The formula to derive an overall rate via the debt coverage ratio method is as follows:

$$R_o = DC \times R_m \times M$$

Where;

$$R_o = \text{Overall Capitalization Rate}$$

$$DC = \text{Debt coverage Ratio}$$

$$R_m = \text{Mortgage Constant}$$

$$M = \text{the Typical Loan-to-Value Ratio}$$

The mortgage constant is a rate which reflects the relationship between debt service and the total principal amount of the mortgage loan.

The loan-to-value ratio is the ratio of the mortgage amount to the estimated market value of the property.

Utilizing this information, the appraiser has estimated a mortgage constant of 0.0792, based on a loan term of 20 years and a loan interest rate of 5.0%. The debt coverage ratio of 1.30, which seems reasonable and typical for the current economic conditions, has been utilized, as well as a 70% loan-to-value ratio which is somewhat standard throughout the financing industry. When these three factors are multiplied by each other, an overall capitalization rate of 7.20% is indicated.

Inserting these financing terms into the debt coverage ratio formula results in an overall rate as follows:

$$R_o = DC \times R_m \times M$$

$$R_o = 1.30 \times 0.0792 \times 0.70$$

$$R_o = 0.0720 \text{ or } 7.20\%$$

SUMMARY OF THE INCOME APPROACH

In estimating the value of the subject property via the income approach, two direct capitalization valuation techniques have been utilized.

First, utilizing current financing criteria, the mortgage equity technique was employed and an overall capitalization rate of 8.25% was indicated. The second technique used was the debt coverage ratio method which also uses current financing criteria. However, the debt coverage ratio method also utilizes the debt coverage ratio typically used by lending institutions. The indicated capitalization rate based on this technique is 7.20%. These two rates are further supported based on figures extracted from RealtyRates.com - Investor Survey for the third quarter of 2016 periodical "Average of All Property Types". This survey notes a range in overall capitalization rates, based on these two techniques, using actual market derived information from consummated transactions, as reported by respondents based on actual net operating incomes, was between 3.17% to as high as 23.45%, with an average for the DCR Technique of 8.79% and an average of 9.59% via the Band of Investment Technique.

Adding support for the above noted estimated overall capitalization rate is a periodical from the second quarter of 2016, the PwC Real Estate Investor Survey, published by the Appraisal Institute, the noted Overall Capitalization Rates for Office and Warehouse buildings (considered most similar to the subject property) ranges from 3.00% to 7.50% with a national average of between 5.38% and 5.55%. Also, another study of overall capitalization rates extracted from RealtyRates.com - Investor Survey for the second quarter of 2016 (latest available), for office, retail and industrial buildings ranged from 8.91% to 9.14%, which was down slightly from the first quarter rate range of 9.02% to 9.16%.

Based on the preceding, it is my opinion an overall capitalization rate of 8.50%, is most applicable. Therefore, based on these assumptions, the direct capitalization valuation technique for the subject property is calculated as follows:

$$\text{Net Operating Income (NOI)} \div \text{Capitalization Rate (R}_o\text{)} = \text{Value (V)}$$

$$\text{NOI} - \$23,126 \div \text{R}_o - 0.085 = \text{V} - \$272,070$$

$$\text{Rounded Value Estimate: } \$272,000$$

RECONCILIATION OF APPROACHES – ECONOMIC UNIT 3

"Reconciliation is the process of coordinating and integrating relating facts in order to develop a unified conclusion." In the estimation of Market Value of the subject property, I have considered the *Sales Comparison Approach*, the *Cost Approach* and the *Income Approach*. All of these approaches are established and recognized appraisal techniques used in the valuation of real estate.

The purpose of reconciliation is to develop the most reliable estimate of value based on analysis of the quantity, quality, and durability of all the data developed. Thus, reconciliation is a review of the data and the various procedures in which the data is utilized within this report.

Each of these approaches has been reviewed separately by comparing to the others in terms of adequacy, defensibility and overall reliability. The results of these appraisal methods are as follows:

Sales Comparison Approach:	\$275,000
Income Approach:	\$272,000
Cost Approach:	Not Applicable

Each of these values are developed through application, interpretation and analysis of market data.

It should be noted that the value established for the subject property, based on these independent but interrelated approaches, is considered to be a good indication of the quality of the data employed and the accuracy of the value conclusion.

In my opinion, the *Sales Comparison Approach* gives the best indication of actions of the buyers and sellers of properties similar to the subject property. As previously noted, in my opinion, the subject is best suited as an owner occupied type of use. Typically, owner occupied commercial properties like the subject are not purchased or sold based on their income potential. Consequently, the *Income Approach* would not typically be utilized in the valuation of the subject property. However, I have conducted a general search of the subject's general market area and have formulated an *Income Approach*, to be used as a general check of reasonableness only. As previously noted the *Cost Approach* has not been utilized due to the actual age of the subject property.

The *Sales Comparison Approach*, in my opinion, gives a good indication of actions of buyers and sellers for properties similar to that of the subject property. Market data is collected, documented and analyzed in direct comparison to the characteristics of the subject property. A composite of each analysis for each comparable sale is then correlated into a meaningful market indication for the subject property. This indication is offered as a price that a potential buyer might pay for the subject property as of the date of the appraisal. Although it does not directly take into consideration the income-generating characteristics of the subject property, it does reflect the income potential of the subject property in an indirect way by comparing the actual sale price of other similar properties that have been purchased for their income-producing potential.

The *Income Approach*, which is related to investor thinking and motivation, is a basic tool for valuation of income-producing real estate. It is based on the principal of anticipation reflected in the definition of value, "*as the present worth of all rights to future benefits accruing to ownership*". The income approach is practical only when an income stream attributable to the real estate can be estimated. This income estimate may be developed and supported by comparisons in the local market or, alternatively, by an allocation to real estate of some portion of the total income derived from operation of an ongoing business in which the real estate is a contributing component. It is my opinion that the *Income Approach* should only be used as a general check of reasonableness, as typically properties like the subject are not purchased based on their income potential. The valuation of properties like the subject are very subjective, noting that the majority are owner occupied, and therefore, typically a premium is realized. Therefore, it is my opinion that the *Income Approach* used as a general check of reasonableness only.

Based on the foregoing, with the *Sales Comparison Approach* being weighted most heavily, with the *Income Approach* used mainly as a check for reasonableness, it is my opinion that the "*as is*" market value of the subject property as of **October 26, 2016** is **\$275,000**.

EXPOSURE TIME

The subject's exposure time is based on a typical effective marketing period for similar competing properties which have sold. Exposure time is always presumed to occur prior to the effective date of the appraisal.

Exposure time is defined by the Appraisal Foundation, USPAP 2016-2017 edition (page 195), as “the estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; a retrospective opinion based upon an analysis of past events assuming a competitive and open market.”

Exposure time is different for various types of property and under various market conditions. It is noted that the overall concept of reasonable exposure encompasses not only adequate, sufficient, and reasonable time but also adequate, sufficient, and reasonable effort. This statement focuses on the time component.

Exposure time is one of a series of conditions in most market value definitions. Exposure time may vary greatly depending upon a number of factors including the motivation of the owner, the reasonableness of the offering price, the different marketing avenues, as well as the amounts and willingness of the local financing markets to name just a few. Because all of these factors greatly affect the exposure period of a property, it is very difficult to accurately measure the exposure time for the subject property.

The two best methods of estimating an exposure time are one, through actual sales, and two, through conversations with local real estate brokers. Conversations with local professional real estate brokers indicated that most properties, if reasonably priced, should sell within a twelve month time frame. Also, a review of the comparable sales utilized in the sales comparison approach, revealed that when the sales were marketed at or near the eventual sales price, the exposure period was typically less than twelve months.

Based upon the preceding, it is my opinion that a reasonable exposure time for the subject property would be twelve months or less. This assumes that the subject would be actively marketed by a professional real estate broker, at or near the final reconciled value estimate.

EXHIBITS AND ADDENDA

IMPROVED SALES ADDENDA

COMPARABLE IMPROVED SALE B-1

Address:	1258 Union Avenue, Laconia, New Hampshire		
Property Type:	Commercial – Retail Showroom/Sales/Warehouse storage		
Grantor:	Daniel W. & Constance Fitzgerald		
Grantee:	NH General Partnership		
Condition of Sale:	Reported to be an arm's length transaction		
Sales Price:	\$750,000.00		
Unit Price:	\$107.14 per square foot of gross building area		
Sale Date:	04/10/15		
Financing:	None noted		
Date Recorded:	04/10/15		
Registry Recorded:	Belknap	Type Deed:	Warranty
Book/Page:	2963/0434	Tax Stamps:	\$11,250.00
Confirmation Source:	Broker/public records	By: ET	Date: 03/15
	Anthony Avrutine, Remax, Bayside Laconia (527-8200)		
Lot Size:	1.16± acres	Shape:	Fairly rectangular
Topography:	Level to rolling	Landscaping:	Average
Road Grade:	At road grade	Road Surface:	Paved
Electric:	Available	Gas:	Natural Gas
Water:	Municipal	Sewer:	Municipal
Easements:	None adverse noted	Zoning:	Commercial
Highest & Best Use:	Commercial use – retail/office/showroom		
Building Type:	Commercial building	Current Use:	Retail Show/storage
Actual Age:	Circa 1998	Effective Age:	10 to 15± years
Quality:	Average	Condition:	Average/Good
Foundation:	Poured concrete	Basement:	Partial/walkout
Ext. Finish:	Metal siding	Roof:	Flat/Roll composite
Framing Type:	Steel	Insulation:	Unknown, typical
Lighting:	Adequate	Electrical:	Adequate/3 phase
Plumbing:	Adequate	Heating:	FHA/Gas/Cen AC
Walls:	Drywall/sheetrock	Ceilings:	Acoustic tile/open
Flooring:	Mixed/carpet/vinyl	Bldg. Size:	7,000± sf/tax card *
Map/Lot:	304/220/1	Parking:	Onsite 25+

Comments: This property is a commercial building with 3,800± square feet of finished retail showroom space on the first floor with a drive-in access overhead door and 1,600± square feet of finished second level space consisting of three offices with viewing of the main floor level. There is also approximately 1,600± square feet of lower level walk out storage or service space that is accessed by three 14 foot overhead doors at the rear of the building. Good frontage and visibility on Union Avenue, Route 3 & 11, with onsite parking for 25± vehicles. Originally, utilized as a car dealership. The site also has approximately 270 feet of water frontage on Lake Winnepesaukee with a U-shape boat dock. According to the broker, the buyer intends on operating a boating sales business. Property was originally listed for over \$1,000,000 and was on the market for approximately nearly a year prior to the current sale.

(C-3050B-72, Job 15-155)

PHOTOGRAPH AND LOCATION MAP



Identification: 1258 Union Avenue, Laconia, NH
MLS File Photo



Identification: Location Map of the Comparable Sale

COMPARABLE IMPROVED SALE B-2

Address:	197 Daniel Webster Highway, Belmont, NH		
Property Type:	Mixed use - retail / Office / Industrial		
Grantor:	Nicole S. Piscopo Rev. Trust		
Grantee:	SND Pond Realty Trust		
Condition of Sale:	Reported to be arm's length		
Sales Price:	\$533,000		
Unit Price:	\$57.48/square feet of gross building area		
Sale Date:	05/15/13		
Financing:	None - Cash Sale		
Date Recorded:	05/16/13		
Registry Recorded:	Belknap	Deed Type:	Warranty
Book/Page:	02848/0632	Tax Stamps:	\$7,995.00
Confirmation Source:	Broker, Real Data	By: LCM	Date: 09/13
	Weeks Commercial (528-3388)		
Lot Size:	1.79± Acres	Shape:	Fairly rectangular
Frontage:	239± feet	Depth:	Varied
Topography:	Mostly level	Landscaping:	Average
Road Grade:	At Grade	Road Surface:	Paved
Electric:	Available	Gas:	Available
Water:	Public Water	Sewer:	Public Sewer
Easements:	None Adverse Noted	Zoning:	Comm/Ind.
Highest & Best Use:	Commercial Use - Retail / Office / Industrial		
Building Type:	2- Stories.	Current Use:	Office/Ind
Actual Age:	Circa 1986	Effective Age:	15 to 20± Years
Quality:	Good	Condition:	Good
Foundation:	Poured	Basement:	Slab
Ext. Finish:	Wood	Roof:	Gable/Asph. Shgl
Framing Type:	Wood	Insulation:	Average
Lighting:	Adequate	Electrical:	Adequate
Plumbing:	Adequate	Heating:	FHA / Oil
Walls:	Drywall/wood/panel	Ceilings:	Mixed - Fluorescent
Flooring:	Carpet, Linoleum Tile	Bldg. Size:	9,272± s.f.
Map/Lot:	101/24	Parking:	Adequate on-site

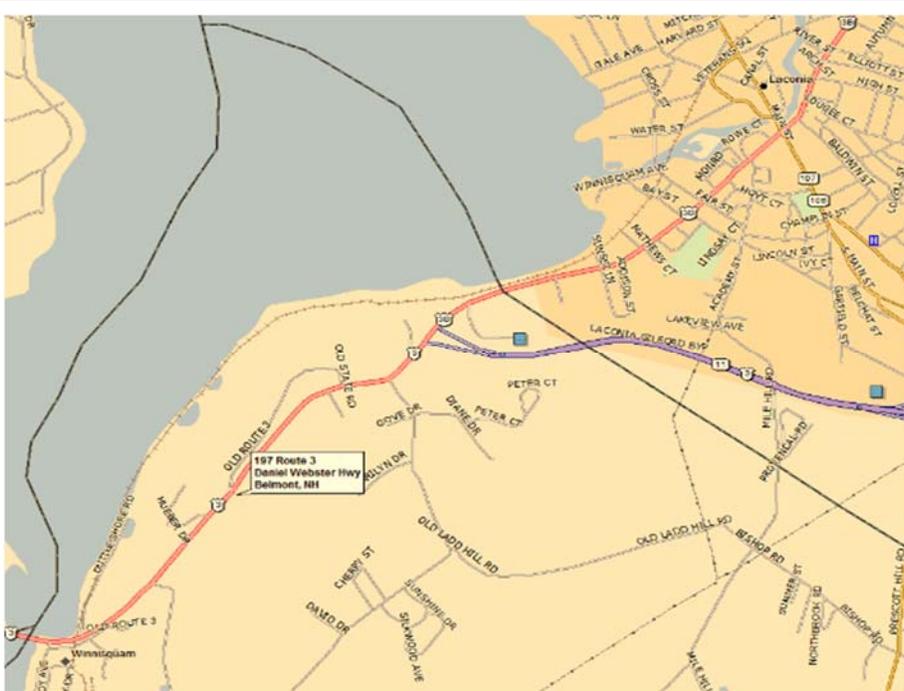
Comments: This is the sale of a two story office/retail/industrial facility that was home to Piscopo Construction. It was advertised as good office or retail space on the street side with an additional attached industrial warehouse area of 4,620 square feet that was used to house supplies for the construction company. There are three bays with 14 foot overhead doors. There is a large parking area with 30-35± spaces. This property was marketed 66 days before going under agreement. Average to good location on Daniel Webster Highway.

(C-3051-531A, Job 15-155)

PHOTOGRAPH AND LOCATION MAP



Identification: 197 Daniel Webster Hwy, Belmont, NH
Google File Photo



Identification: Location Map of the Comparable Sale

COMPARABLE IMPROVED SALE B-3

Address: 305 Court Street in Laconia, New Hampshire
Property Type: Commercial retail and/or office building

Grantor: Bergeron Properties, LLC
Grantee: Norton Resting RE, LLC

Condition of Sale: Reported to be an arm's length transaction
Sales Price: \$150,000
Unit Price: \$52.78 per square foot of gross building area
Sale Date: 08/26/14
Financing: None noted
Date Recorded: 09/05/14
Registry Recorded: Belknap
Book/Page: 2930/0473

Deed Type: Quitclaim
Transfer Stamps: \$2,250.00

Confirmation Source: Broker & Inspection **By:** TRD/ET **Date:** 12/12 & 05/15
 The broker is Steve Weeks, Jr. Of Weeks Commercial

Lot Size: 0.27± acres **Shape:** Fairly rectangular
Topography: Fairly level **Landscaping:** Minimal/average
Road Grade: Near road grade **Road Surface:** Paved
Electric: Available **Gas:** Natural Gas
Water: Public **Sewer:** Public
Easements: None adverse noted **Zoning:** Commercial

Highest & Best Use: Mixed use commercial building

Building Type: 1 story **Current Use:** Commercial
Actual Age: Circa 1969 **Effective Age:** 15± years
Quality: Average **Condition:** Average
Foundation: Concrete **Basement:** Slab
Ext. Finish: Mainly glass & metal **Roof:** Typical - metal
Framing Type: Metal & wood **Insulation:** Unknown/adequate
Lighting: Adequate **Electrical:** Adequate
Plumbing: Adequate **Heating:** FHA/gas
Walls: Drywall and open **Ceilings:** Drywall or suspended
Flooring: Mixed - typical **Bldg. Size:** 2,842± SF/tax record
Map/Lot: 454/54/12 **Parking:** Adequate on-site

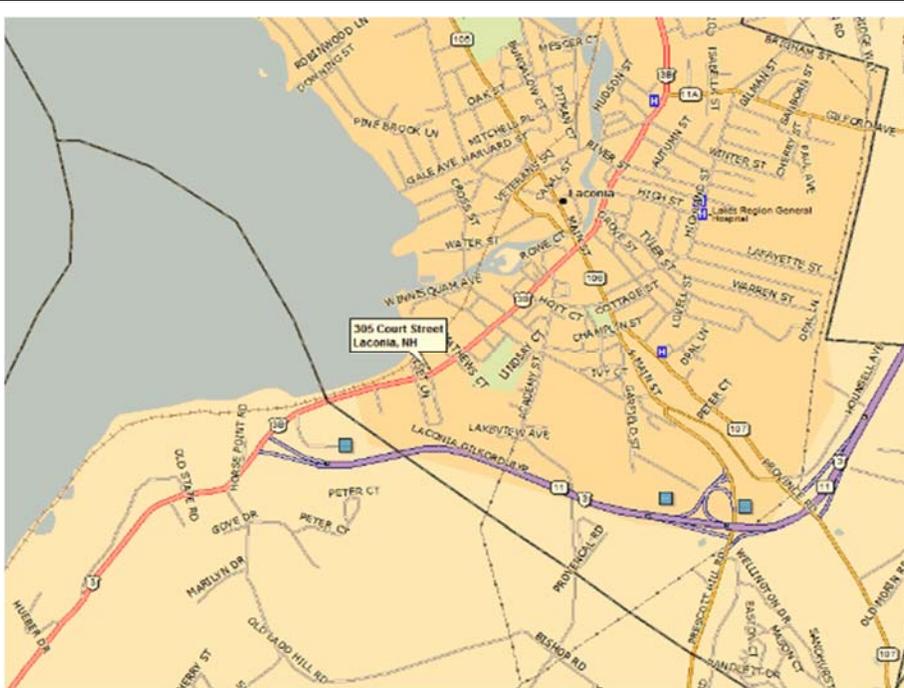
Comments: This property is the sale of a commercial building near the downtown Laconia area. The property is suitable for a variety of office and/or retail type uses. It was vacant at the time of sale, but the last use is reported to have been retail related, Portland Glass. The property has 744 square feet of finished showroom and office space, with the remainder of the building being service or production type space. The back service space is accessed via a 10 foot overhead door. The property is located on Route 3, which is Court Street, near the downtown area. There is on-site parking for 10-15± vehicles. The property was on the market for approximately 2 years with an original asking price of \$249,000.

(C3051-501A; Job 12-666, Job 15-155)

PHOTOGRAPH AND LOCATION MAP



Identification: 305 Court Street, Laconia, NH
Photo By: Mr. Timothy Daniels, August 2013



Identification: Location Map of the Comparable Sale

COMPARABLE IMPROVED SALE B-4

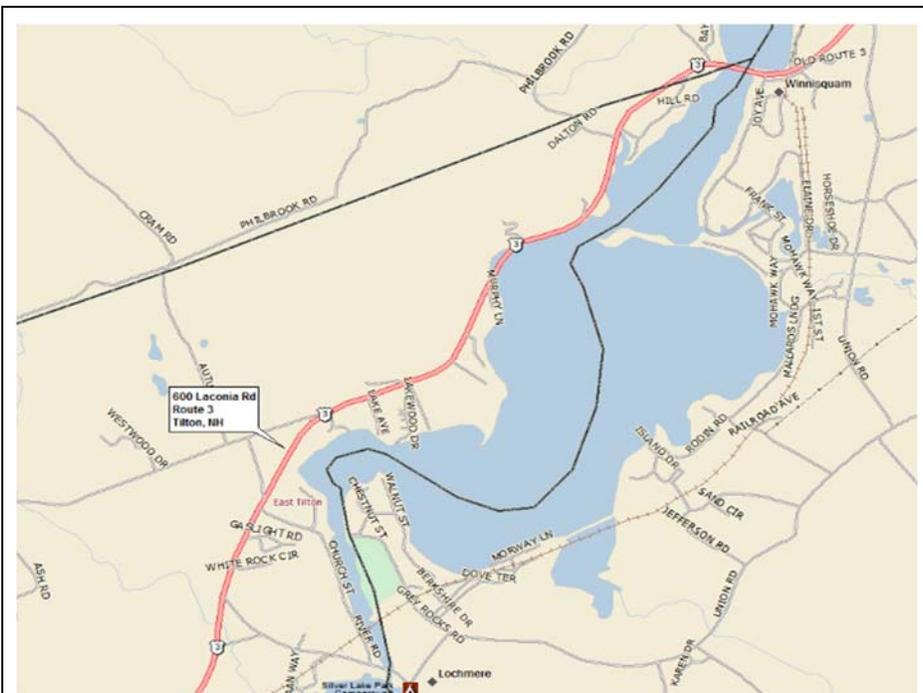
Address:	600 Laconia Road, Route 3, Tilton, NH		
Property Type:	Industrial Building		
Grantor:	Paolucci Realty Trust		
Grantee:	53 Deerwood Hollow LLC		
Condition of Sale:	Reported to be arm's length		
Sales Price:	\$498,500		
Unit Price:	\$73.64/square feet of gross building area		
Sale Date:	11/25/15		
Financing:	\$373,500		
Date Recorded:	11/25/15		
Registry Recorded:	Belknap	Deed Type:	Warranty
Book/Page:	3005/0430	Tax Stamps:	\$7,477.50
Confirmation Source:	Broker, Public records	By: ET	Date: 11/16
	Weeks Commercial, Kevin Sullivan		
Lot Size:	3.68± Acres	Shape:	Irregular
Frontage:	330± feet	Depth:	Varied
Topography:	Level/Rolling	Landscaping:	Average
Road Grade:	At Grade	Road Surface:	Paved
Electric:	Available	Gas:	Bottled Available
Water:	Private	Sewer:	Private
Easements:	None Adverse Noted	Zoning:	Com/Mix Use
Highest & Best Use:	Commercial Use – Industrial/Warehouse/Office		
Building Type:	Industrial	Current Use:	Industrial/Office
Actual Age:	Circa 2003	Effective Age:	5-10 ± Years
Quality:	Average	Condition:	Average/Good
Foundation:	Poured concrete	Basement:	Slab
Ext. Finish:	Concrete block/metal	Roof:	Flat/Memb/Metal
Framing Type:	Concrete block/steel	Insulation:	Average
Lighting:	Adequate	Electrical:	Adequate
Plumbing:	Adequate	Heating:	FHW/Propane/AC
Walls:	Drywall/wood/panel	Ceilings:	Acoustic tile
Flooring:	Carpet, concrete	Bldg. Size:	6,769± sf per tax card
Map/Lot:	R09/48/1	Parking:	Adequate on-site

Comments: This is the sale of an industrial type building which was last utilized as Northern Pool & Spa sales and warehouse facility. Based on the tax record and conversation with the broker, there is approximately 2,969 square feet of retail sales display space, 1,900 square feet of office space on the second level and 1,900 square feet of warehouse or shop space at the rear of the building with one overhead drive-in garage door. Office and sales area is air conditioned. On-site parking for 20± vehicles. Large lot for possible expansion. Good visibility and exposure from Route 3 and short drive to I-93. (Ind2-155A, Job 15-155)

PHOTOGRAPH AND LOCATION MAP



Identification: 600 Laconia Road, Route, Tilton, NH
Google File Photo



Identification: Location Map of the Comparable Sale

RENTAL SURVEY OF COMPARABLE RENTS:

LOCATION	SIZE	RATE	COMMENTS
36 Rowe Court Laconia, NH	5,240 s.f. Industrial Warehouse	\$4.58/s.f. Mod Gross	For lease. This property was advertised as rare industrial/warehouse space in heart of downtown Laconia. Excellent space for light manufacturing or warehouse with some finished office space. Overall, considered fairly similar to the subject property.
979 Union Ave Laconia, NH	1,200 s.f. Retail/Office	\$10.00/s.f. (NNN)	This property is being advertised as retail/office unit in a 2,880 square foot building. Overall, considered fairly similar to the subject property.
28-36 Endicott St Laconia, NH	6,500 s.f. Retail Unit	\$6.00/s.f. (NNN)	This property is being advertised as retail building with space on upper and lower level. Previously was a Dexter Shoe store, but currently utilized as an arcade. Overall, considered fairly similar to the subject property.
28-36 Endicott St Laconia, NH	2,100 s.f. Retail Unit	\$7.00/s.f. (NNN)	This property is being advertised as function or retail/office space. 3,000 sf restaurant also available for \$2,500/month or \$10.00/sf. Part of larger mixed use retail/office 3 building complex. Overall, considered fairly similar to the subject property.
155 Court St Laconia, NH	5,000 s.f. Warehouse	\$3.60/s.f. (NNN)	This property is being advertised as open warehouse space with 12' clear ceilings, 10' overhead door and 3 phase power. Overall, considered fairly similar to the subject property.
28 Weirs Rd Suites 1 & 4 Gilford, NH	6,900 s.f. Retail Unit	\$9.00/s.f. (NNN)	This property is being advertised as retail/office space in larger 12,000 sf multi-tenant building in Gilford Depot. Originally designed as a boat showroom with direct access to 14' overhead door. Overall, considered slightly superior to the subject property.

A net lease is when the tenants pay for the majority of the operating expenses, including heat, hot water, and taxes. Conversely, a gross lease typically includes the majority of the operating expenses, which is paid by the owner of the property. Therefore, typically, a net lease is lower than a comparable gross leased.

LAND SALES ADDENDA

COMPARABLE LAND SALE L-1

Address:	Water Street, Laconia, NH		
Property Type:	Commercial Development Land/Parking Lot		
Grantor:	Meredith Village Savings Bank		
Grantee:	Lakes Region Acquisitions, LLC		
Condition of Sale:	Reported to be Arm's Length		
Sales Price:	\$20,000		
Unit Price/Acre:	\$6.43 Per Square Foot/\$281,690 per acre		
Sale Date:	08/31/2011		
Financing:	None disclosed		
Date Recorded:	08/31/2011		
Registry Recorded:	Belknap	Tax Stamps:	\$300.00
Book/Page:	2724/0913	Type Deed:	Warranty
Confirmation Source:	Public Records/Broker	By: ET	Date: 11/16
	Kevin Sullivan, Weeks Commercial Real Estate		
Lot Size:	0.071± Acres/3,112 SF	Shape:	Rectangular
Frontage:	54± ft.	Depth:	Varies
Topography:	Level	Landscaping:	Typical
Road Grade:	At Grade	Road Surface:	Paved
Water:	Municipal	Sewer:	Municipal
Easements:	None Adverse Noted	Zoning:	Commercial
Map:	442/233/1		

Highest & Best Use: Commercial Development

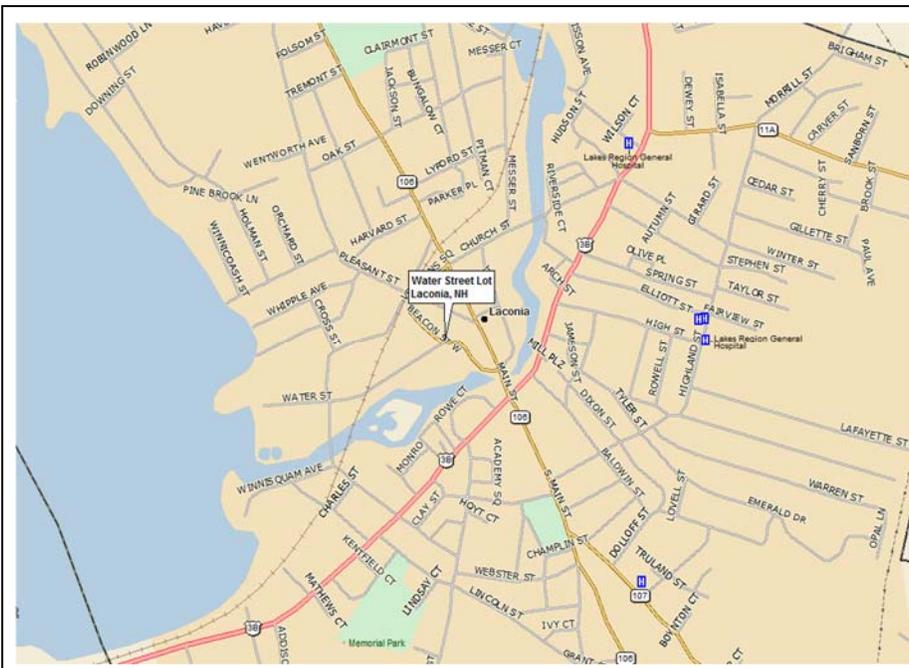
Comments: The property is a commercial lot located on a discontinued section of Water Street in Laconia. The site reportedly was a paved parking lot at the time of sale and appears to have continued in that use. The broker reported that the site was purchase by an owner of another downtown building for use as employee parking. The property is in a commercial area with uses such restaurants, retail, office and mixed use buildings.

(La-505; Job 16-393)

TAX MAP AND LOCATION MAP



Identification: Water Street, Laconia, NH



Identification: Location Map of the Comparable Sale

COMPARABLE LAND SALE L-2

Address: 87 South Main Street, Rochester, NH
Property Type: Commercial Development Land

Grantor: Mathew E. Whiting
Grantee: Norman P. & Stacia Vetter Revocable Trust
Condition of Sale: Reported to be Arm's Length
Sales Price: \$53,000
Unit Price/Acre: \$7.60 Per Square Foot/\$331,250 per acre
Sale Date: 03/27/2013
Financing: None disclosed
Date Recorded: 03/27/2013

Registry Recorded: Strafford **Tax Stamps:** \$795.00
Book/Page: 4110/0706 **Type Deed:** Warranty

Confirmation Source: Public Records/Broker **By:** ET **Date:** 10/14
Mark Hourihane, Hourihane, Cormier & Associates

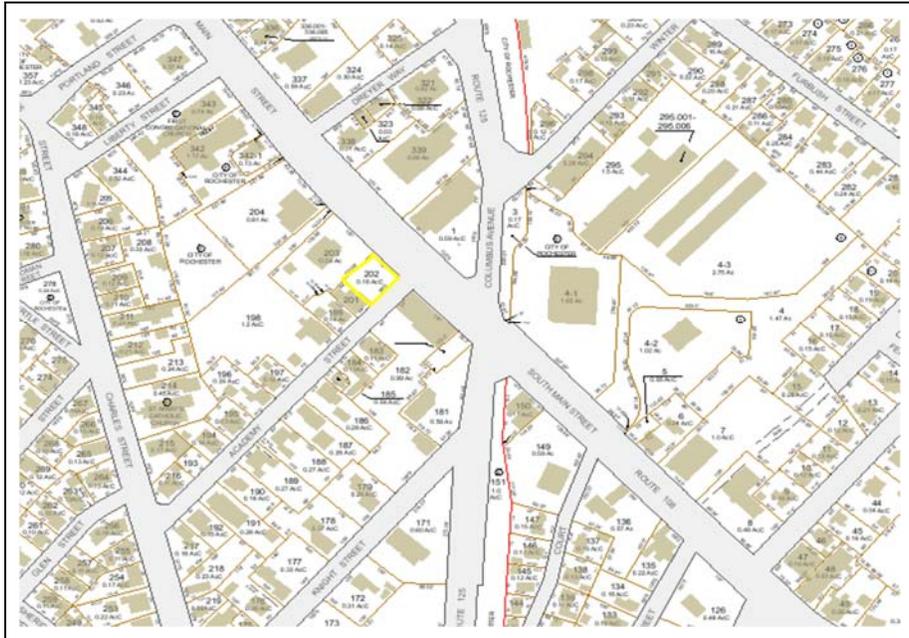
Lot Size: 0.16± Acres/6,970 SF **Shape:** Rectangular
Frontage: 80± ft. **Depth:** Varies
Topography: Level **Landscaping:** Typical
Road Grade: At Grade **Road Surface:** Paved
Water: Municipal **Sewer:** Municipal
Easements: None Adverse Noted **Zoning:** Commercial
Map: 125/202

Highest & Best Use: Commercial Development

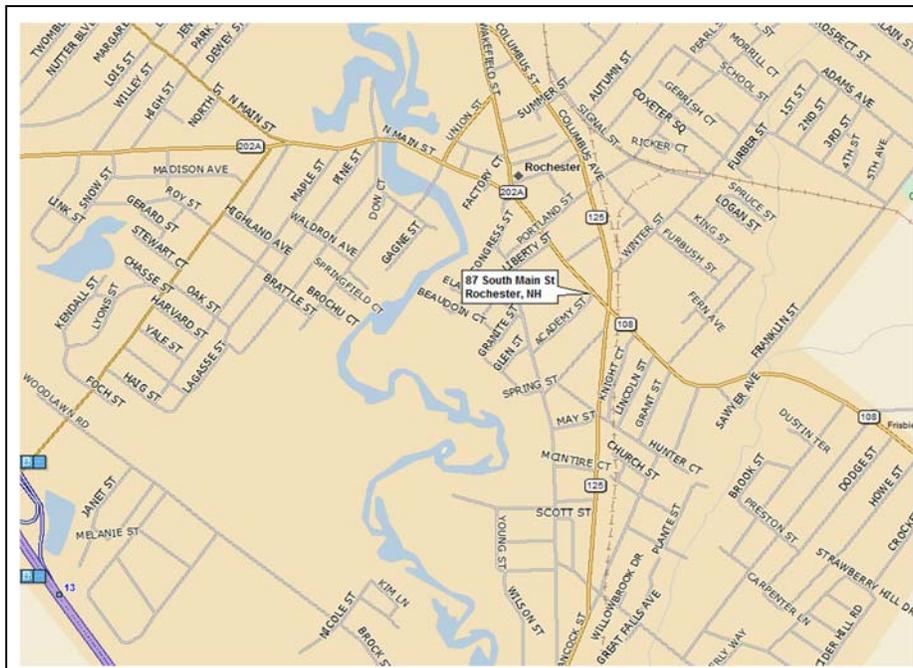
Comments: This was the sale of a corner lot with good visibility located on South Main Street, Route 125, in the downtown area of Rochester. The site reportedly has the potential for assembly with an abutting parcel or for a small commercial building. The property is in a commercial area with uses such restaurants, retail, office and mixed use buildings. The lot remains as a vacant lot.

(La-508; Job 16-393)

TAX MAP AND LOCATION MAP



Identification: 87 South Main Street, Rochester, NH



Identification: Location Map of the Comparable Sale

COMPARABLE LAND SALE L-3

Address: Sanders Street, Concord, NH
Property Type: Commercial/Residential Development Land

Grantor: Michael B. Charron
Grantee: Sean P. Lemire Trust 2004
Condition of Sale: Reported to be Arm's Length
Sales Price: \$20,000
Unit Price/Acre: \$5.74 Per Square Foot/\$250,000 per acre
Sale Date: 10/14/2014
Financing: None disclosed
Date Recorded: 10/14/2014

Registry Recorded: Merrimack **Tax Stamps:** \$300.00
Book/Page: 3458/1496 **Type Deed:** Warranty

Confirmation Source: Public Records/Broker **By:** ET **Date:** 11/16
Dwight Keeler, Dwight Keeler and Company LLC

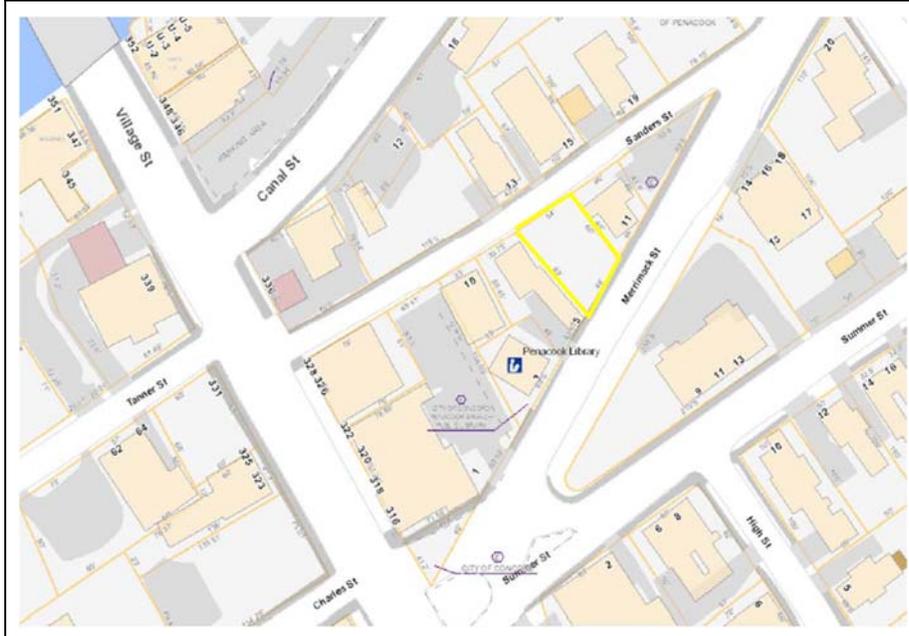
Lot Size: 0.08± Acres/3,484 SF **Shape:** Rectangular
Frontage: 102± ft. **Depth:** Varies
Topography: Level/rolling **Landscaping:** Typical
Road Grade: At Grade **Road Surface:** Paved
Water: Municipal **Sewer:** Municipal
Easements: None Adverse Noted **Zoning:** Commercial
Map: 1412/P64

Highest & Best Use: Commercial/Residential Development

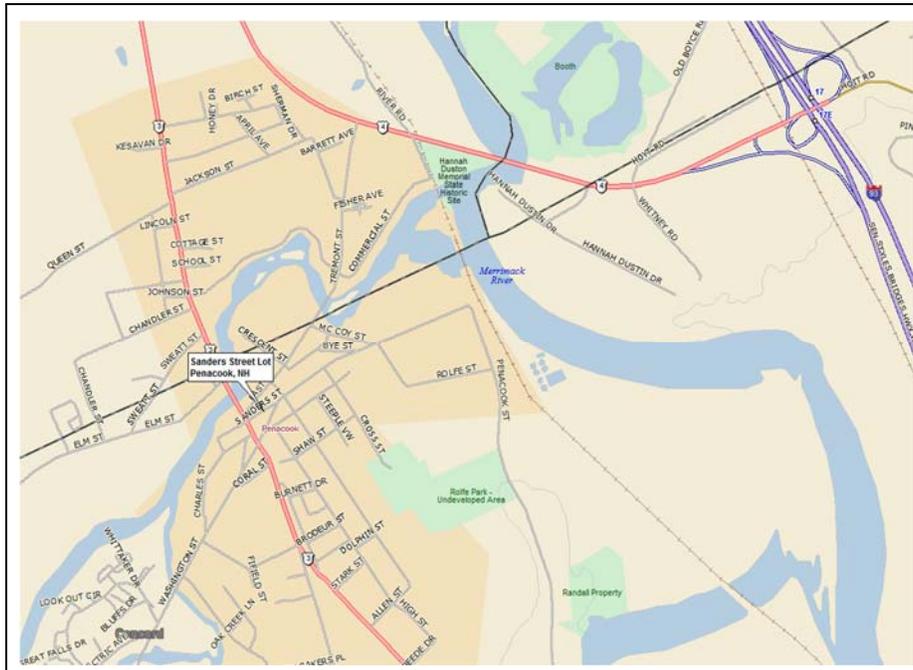
Comments: The property is a commercial lot located on Sanders Street in the village area of Penacook in Concord. The site is a vacant lot with frontage on both Sanders and Merrimack Street. The broker reported that the site was purchase by abutter for future development. The property is in a commercial village area with uses such restaurants, retail, office and mixed use buildings.

(La-506; Job 16-393)

TAX MAP AND LOCATION MAP



Identification: Water Street, Laconia, NH



Identification: Location Map of the Comparable Sale

COMPARABLE LAND "FOR" SALE L-4

Address: 903 Union Avenue, Laconia, NH
Property Type: Commercial Development Land

Grantor: Union Avenue Realty Trust
Grantee: N/A
Condition of Sale: To be Arm's Length
Sales Price: \$169,900* Asking Price
Unit Price/Acre: \$7.50 Per Square Foot/\$ 326,730 per acre
Sale Date: N/A Current Listing 11/14/16
Financing: N/A
Date Recorded: N/A

Registry Recorded: Belknap **Tax Stamps:** N/A
Book/Page: N/A **Type Deed:** To be Warranty

Confirmation Source: Public Records/Broker **By:** ET **Date:** 11/16
Kevin Sullivan, Weeks Commercial Real Estate

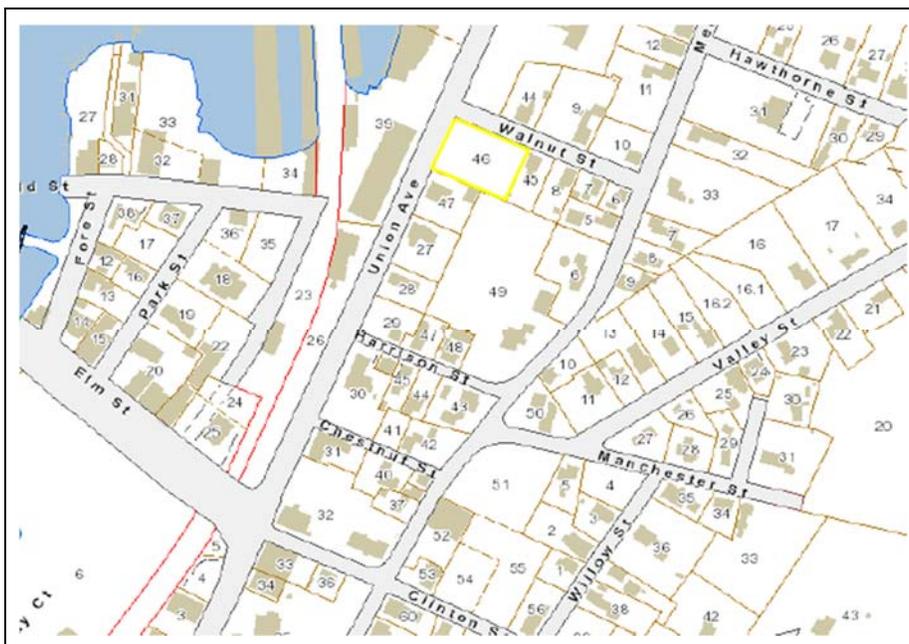
Lot Size: 0.52± Acres/22,651 SF **Shape:** Irregular
Frontage: 130± ft. **Depth:** Varies
Topography: Level to sloping **Landscaping:** Typical
Road Grade: Above Grade **Road Surface:** Paved
Water: Municipal **Sewer:** Municipal
Easements: None Adverse Noted **Zoning:** Commercial
Map: 350/220/46

Highest & Best Use: Commercial Development

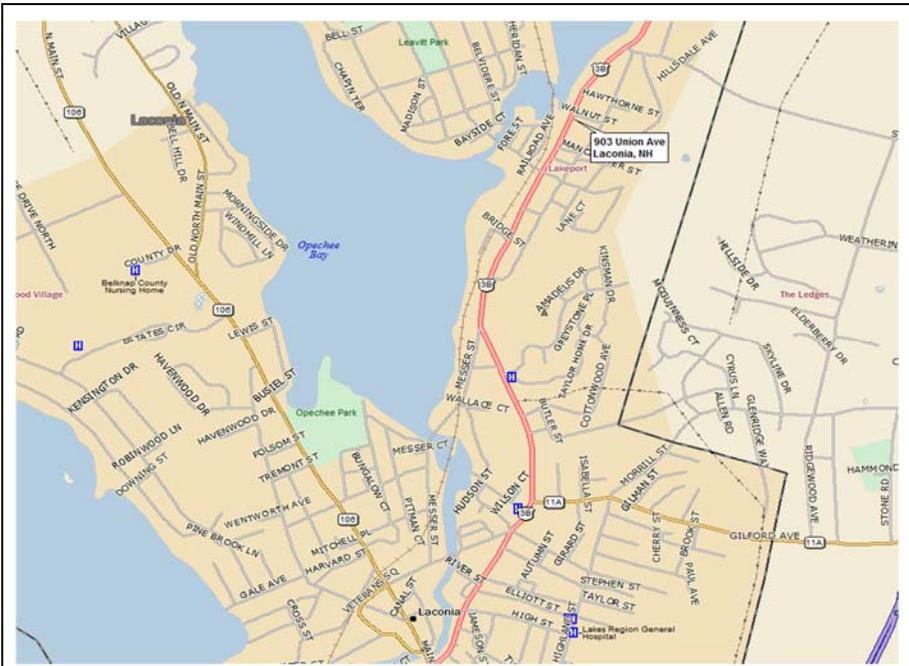
Comments: The property is a commercial lot located on Union Avenue in Laconia. According to the current broker there has been little true interest in the property, and no serious offers have been made. The property has been on and off the market for over 5 years with several different brokers. The property originally was listed in May 2009 with an asking price of \$199,900 and has been reduced several times to the current asking price of \$169,900. The property is in a commercial area with uses such as Irwin Marine, restaurants, retail, office and mixed use buildings as well as some residential uses. The broker stated that the land is challenged by the topography that is sloping up from the road at the rear of the site which limits the buildable site area. The lot was reported to temporarily be used by a neighborhood business for parking while the businesses parking area is being repaved.

(La-507; Job 16-393)

TAX MAP AND LOCATION MAP



Identification: 903 Union Avenue (Route 3), Laconia, NH



Identification: Location Map of the Comparable Sale

SUBJECT ADDENDA

SUBJECT PHOTOGRAPHS



Front of the subject property



Front of the subject property

SUBJECT PHOTOGRAPHS



Rear of the subject property



Rear of the subject property

SUBJECT PHOTOGRAPHS



Railroad Ave, northerly



Railroad Ave, southerly toward Elm Street

SUBJECT PHOTOGRAPHS



Elm Street, westerly



Elm Street, easterly

SUBJECT PHOTOGRAPHS



Propane Tank



Generator Shed

SUBJECT PHOTOGRAPHS



Typical Interior



Typical Interior

SUBJECT PHOTOGRAPHS



Mechanical systems



Electrical

SUBJECT PHOTOGRAPHS



Typical Interior – Janitor Sink

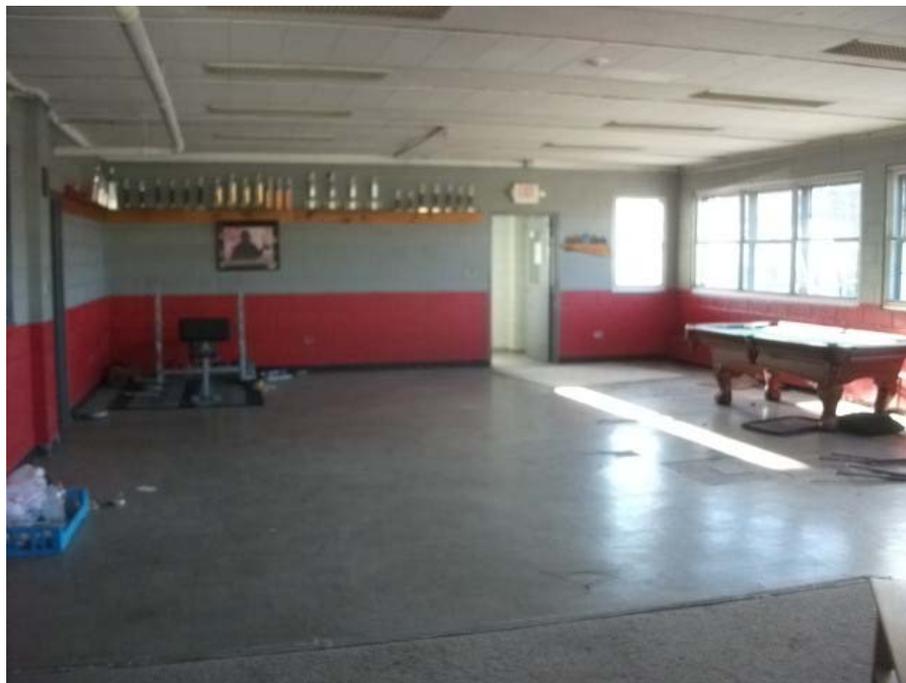


Typical Interior – Half Bath first floor

SUBJECT PHOTOGRAPHS



Typical Interior



Typical Interior

SUBJECT PHOTOGRAPHS

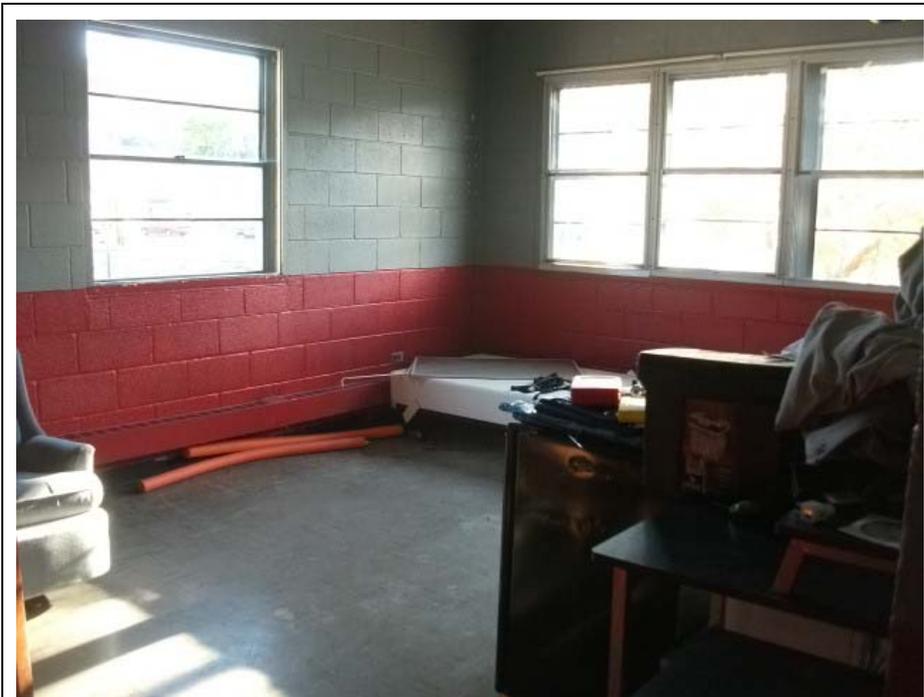


Typical Interior



Typical Interior

SUBJECT PHOTOGRAPHS



Typical Interior

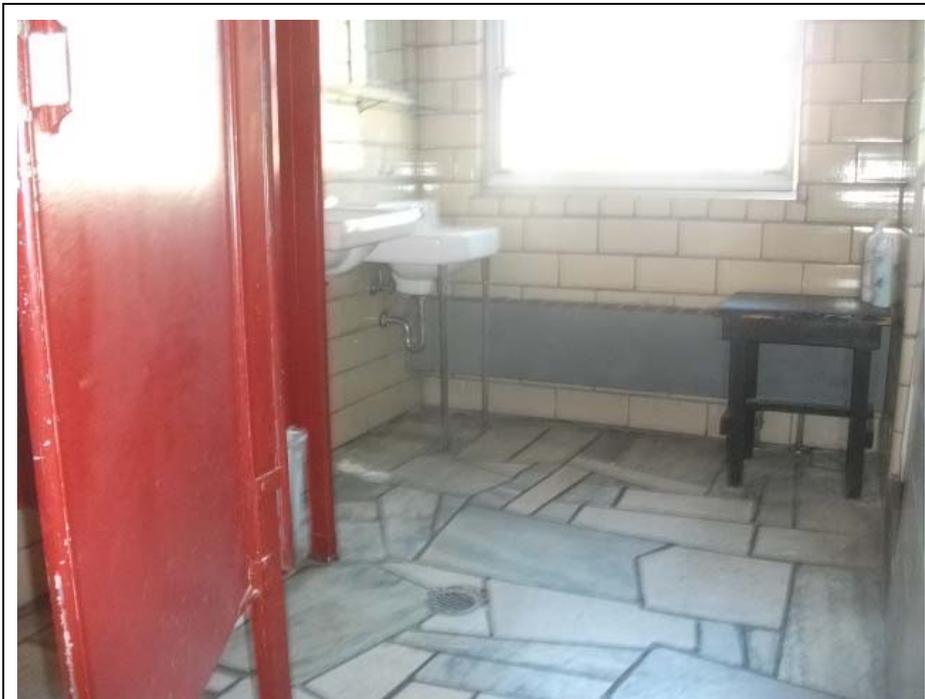


Typical Interior

SUBJECT PHOTOGRAPHS



Typical Interior



Typical Interior – bath

SUBJECT PHOTOGRAPHS



Elm Street lot area



Elm Street lot area

SUBJECT PHOTOGRAPHS



Railroad Ave lot area



Railroad Ave lot area

TAX CARD - SUBJECT PROPERTY

Property Location: 23 ELM ST
 Vision ID: 1214
 Account #9496
 MAP ID: 367/ 71/ 25/ /
 Bldg #: 1 of 1
 Bldg Name: LAKEPORT FIRE DEPARTMENT
 State Use: 9030
 Print Date: 10/26/2016 09:35

CURRENT OWNER LACONIA CITY OF FIRE STATION 45 BEACON ST E LACONIA, NH 03246 Additional Owners:	TOPO. 1 Level	UTILITIES 1 All Public	STRT./ROAD 1 Paved	LOCATION 5 Heavy	EXEMPT EXEMPT EXEMPT	Appraised Value 354,200 46,600 3,800	Assessed Value 354,200 46,600 3,800
RECORD OF OWNERSHIP LACONIA CITY OF LACONIA CITY OF GALLAGHER EDWARD J	Other ID: OWNOCC N	31 71 1A	ZONE 2 % WARD WARD 6	ASSOC PID#	Code 9030 9030 9030	Yr. 2015 2015 2015	Assessed Value 428,400 49,000 46,200 3,800 478,400
EXEMPTIONS	SALE DATE 01/29/2003 U 03/16/1955 U 03/16/1955 U	SALE PRICE 4,000 1E	SALE PRICE V.C.	OTHER ASSESSMENTS	Yr. 2015 2015	Code 9030 9030	Assessed Value 428,400 46,200 3,800 478,400
EXEMPT PROPERTY EASMT TO VERIZON FLRS	ASSESSING NEIGHBORHOOD Tracing 1112	NOTES	ASSESSING NEIGHBORHOOD	ASSESSING NEIGHBORHOOD	Yr. 2015 2015	Code 9030 9030	Assessed Value 428,400 46,200 3,800 478,400
NET TOTAL APPRAISED PARCEL VALUE	NET TOTAL APPRAISED PARCEL VALUE	NET TOTAL APPRAISED PARCEL VALUE	NET TOTAL APPRAISED PARCEL VALUE	NET TOTAL APPRAISED PARCEL VALUE	Total:	Total:	Total:
					481,200	478,400	478,400
<i>This signature acknowledges a visit by a Data Collector or Assessor</i>							
APPRAISED VALUE SUMMARY							
Appraised Bldg. Value (Card) 354,200							
Appraised XF (B) Value (Bldg) 0							
Appraised OB (L) Value (Bldg) 3,800							
Appraised Land Value (Bldg) 46,600							
Special Land Value 0							
Total Appraised Parcel Value 404,600							
Valuation Method: C							
Adjustment: 0							
Net Total Appraised Parcel Value 404,600							
BUILDING PERMIT RECORD							
Permit ID	Issue Date	Type	Description	Amount	Insp. Date	% Comp.	Date Comp.
LAND LINE VALUATION SECTION							
B Use #	Code	Description	Zone	D	Front Depth	Units	Unit Price
1	9031	MUNICIPAL MDL-96	C			13,939	SF
Total Card Land Units: 0.32 AC Parcel Total Land Area: 0.32 AC							
Total Land Value: 46,600							

TAX CARD – SUBJECT PROPERTY

Property Location: 23 ELM ST
 Vision ID: 1214

Account # 9496
 MAP ID: 367/7U 25/1
 Bldg Name: LAKEPORT FIRE DEPARTMENT
 State Use: 9030
 Print Date: 10/26/2016 09:35

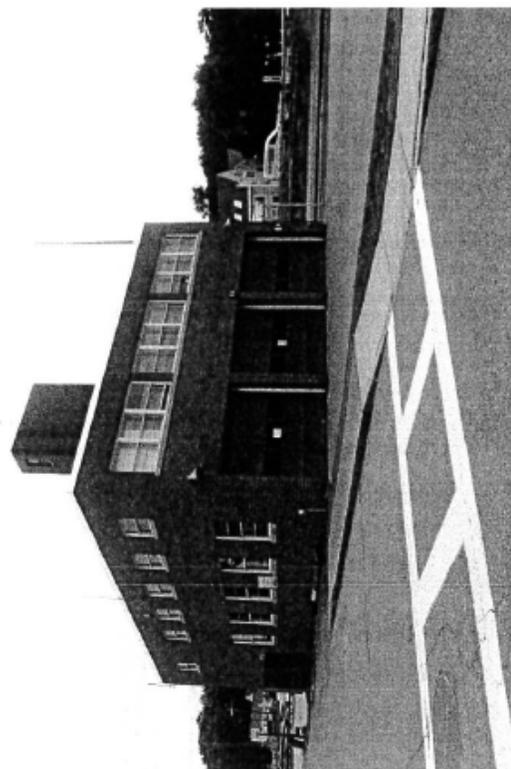
1 of 1 Sec #: 1 of 1 Card 1 of 1
 Bldg #: 107
 CONSTRUCTION DETAIL (CONTINUED)

Element	Cd	Ch	Description	Element	Cd	Ch	Description
59			Fire Station				
94			Commercial				
05			Average +20				
2			Stoics				
1			Occupancy				
20			Exterior Wall 1				
01			Exterior Wall 2				
04			Roof Structure				
01			Interior Wall 1				
05			Interior Wall 2				
19			Interior Floor 1				
05			Interior Floor 2				
02			Heating Fuel				
05			Heating Type				
01			AC Type				
9031			Bldg Use				
00			Total Rooms				
00			Total Bedrms				
1.5			Total Baths				
00			Head/AC				
03			Frame Type				
02			Baths/Plumbing				
04			Ceiling/Wall				
02			Rooms/Prtns				
1.4			Wall Height				
0			% Comm Wall				

FUS	45
BAS	62
UST	10
CAN	7
56	14
5	5
FOP	5
40	6
55	5

OB-OUTBUILDING & YARD ITEMS(L) / XF-BUILDING EXTRA FEATURES(B)										
Code	Description	Sub	Unit Price	Yr	Code	Dep	Rt	Chnd	%Cnd	Apr Value
PAV1	PAVING-ASPI	L	6,000	2.50	1955			F	25	3,800

BUILDING SUB-AREA SUMMARY SECTION									
Code	Description	Living Area	Gross Area	Egr Area	Unit Cost	Undsprc	Value		
BAS	First Floor	2,760	2,760	106.36	293,551				
CAN	Canopy	0	70	10.64	745				
FOP	Porch, Open, Finished	0	30	21.27	638				
FUS	Upper Story, Finished	2,760	2,760	106.36	293,551				
UST	Utility, Storage, Unfinished	0	70	27.35	1,914				
Ttl. Gross Liv/Lease Area:		5,520	5,690	5,551	590,399				



TAX CARD – SUBJECT PROPERTY

Property Location: ELM ST
 Vision ID: 1217
 MAP ID: 367/ 71/ 26/ 1
 Account # 7380
 Bldg Name: 1 of 1
 State Use: 9030
 Print Date: 10/26/2016 09:35

UTILITIES
 1 All Public

STRT./ROAD
 LOCATION

TOPO.
 EXM LAND

CURRENT ASSESSMENT
 Code 9030 Appraised Value 57,000 Assessed Value 57,000

Supplemental Data:
 Other ID: 31 71 1F
 OWNOC N
 ZONE 1 C
 ZONE 1 % 100
 GIS ID: 367-71-26
 WARD WARD 6

RECORD OF OWNERSHIP
 BK-VOL/PAGE 0391/0251
 SALE DATE 09/26/1958 w/ SALE PRICE V.C.
 09/25/1958 U V

PREVIOUS ASSESSMENTS (HISTORY)

Yr. Code	Assessed Value	Yr. Code	Assessed Value	Yr. Code	Assessed Value
2015 9030	58,900	2014 9030	58,200	2013 9030	55,700
Total:			58,200	Total: 55,700	

EXEMPTIONS

Year	Type	Description	Amount	Code	Description	Number	Amount	Comm. Int.
OTHER ASSESSMENTS								
ASSESSING NEIGHBORHOOD								
NOTES								
LEASED SINCE 12/31/85								
VACANT LAND ONLY								
BOATS STORED (LEASED)								
BUILDG SEE 367-71-26.01								
CITY RESERVED 10 P SPACES								
PUBLIC USE								

APPRAISED VALUE SUMMARY

Appraised Bldg. Value (Card)	0
Appraised XF (B) Value (Bldg)	0
Appraised OB (L) Value (Bldg)	0
Appraised Land Value (Bldg)	57,000
Special Land Value	0
Total Appraised Parcel Value	57,000
Valuation Method:	C
Adjustment:	0
Net Total Appraised Parcel Value	57,000

BUILDING PERMIT RECORD

Permit ID	Issue Date	Type	Description	Amount	Insp. Date	% Comp.	Date Comp.	Comments
					04/15/2010			RK 29 DRIVE BY REVIEW
					08/04/1987			99 99 MMC INFO

LAND LINE VALUATION SECTION

Zone	Front	Depth	Units	Unit Price	Factor S.A.	Acre Disc	Factor Idx	Adj.	Notes-Adj
C			35,284 SF	1.62	1.0000	5	1.00	OM	1.00 P [S-10]

VISIT/CHANGE HISTORY

Date	Type	IS	ID	Cd.	Purpose/Result
04/15/2010					RK 29 DRIVE BY REVIEW
08/04/1987					99 99 MMC INFO

Special Pricing

Spec. Use	Spec. Calc.	S Adj. Fact	Unit Price	Land Value
		1.00	1.62	57,000

Total Card Land Units: 0.81 AC
Parcel Total Land Area: 0.81 AC
Total Land Value: 57,000

TAX CARD - SUBJECT PROPERTY

Property Location: ELM ST
 Vision ID: 1217

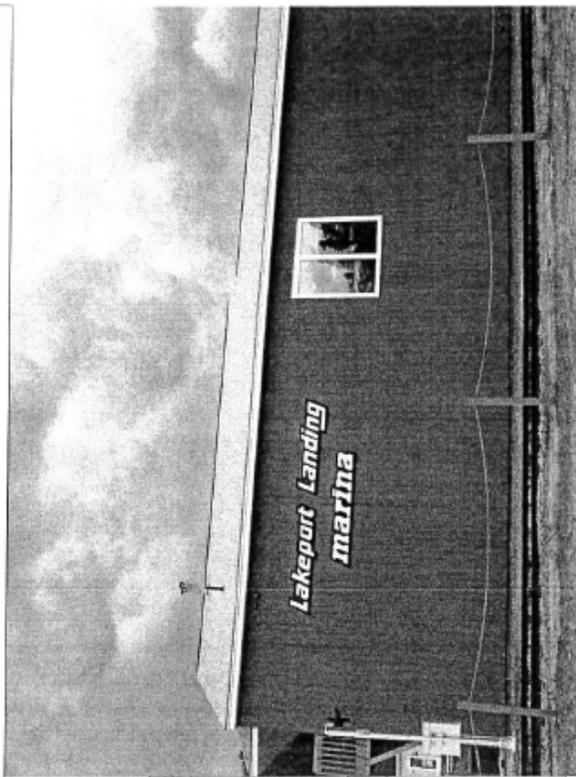
Account # 7380
 MAP ID: 3671 7U 26 /

Bldg Name:
 Sec #: 1 of 1 Card 1 of 1

Bldg #:
 Blg #:

State Use: 9030
 Print Date: 10/26/2016 09:35

CONSTRUCTION DETAIL		Element	Description	Cd.	Ch.	Description							
Model	00	Vacant											
MIXED USE													
Code	903V	MUNICIPAL MDL-00				Percentage 100							
COST/MARKET VALUATION													
Adj. Base Rate:						0.00							
Net Other Adj:						0							
Replace Cost						0.00							
AYB						0							
EYB						0							
Dep Code													
Remodel Rating													
Year Remodeled													
Dep %													
Functional Obsolesc													
External Obsolesc													
Cost Trend Factor													
Condition													
% Complete													
Overall % Cond													
Apprais Val													
Dep % Ovr													
Dep Ovr Comment													
Misc Imp Ovr													
Misc Imp Ovr Comment													
Cost to Cure Ovr													
Cost to Cure Ovr Comment													
OB-OUTBUILDING & YARD ITEMS(L) / XF-BUILDING EXTRA FEATURES(B)													
Code	Description	Sub	Sub	Unit	Price	Yr	Gld	Dp	Ri	Cnd	%Cnd	Apr	Value
BUILDING SUB-AREA SUMMARY SECTION													
Code	Description	Living Area	Gross Area	Eff. Area	Unit Cost	Undeprec. Value							
		0	0	0	0	0							
Ttl. Gross Liv/Lease Area:		0	0	0	0	0							



TAX CARD - SUBJECT PROPERTY

Property Location: RAILROAD AV MAP ID: 367/189/24/ Bldg #: 1 of 1 Card 1 of 1 State Use: 9030
 Vision ID: 1235 Account # 351 UTILITIES 1 All Public SIRT/ROAD 4 Medium LOCATION 4 Medium Print Date: 10/26/2016 09:38
 CURRENT OWNER LACONIA CITY OF VAC BLDG/TORN DOWN 45 BEACON ST E LACONIA, NH 03246 Additional Owners:

Year	Type	Description	Amount	Code	Description	Number	Amount	Comm. Int.
RECORD OF OWNERSHIP								
1696/0902	I	11/02/2001	75,000	1E	SALE PRICE V.C.			
1613/0151	I	10/25/2000	60,000	00				
1529/0130	Q	05/10/1999	41,000	00				
0765/0050	U	03/26/1979	0	00				
EXEMPTIONS								
LACONIA CITY OF								
BARRETT BRUCE N & DONNA D								
BAY OF FUNDY REALTY TRUST								
BEACON MILL INC								
GALLAGHER EDWARD J ESTATE								
OTHER ASSESSMENTS								
Total: 59,100 Total: 56,700 Total: 56,900								
This signature acknowledges a visit by a Data Collector or Assessor								
PREVIOUS ASSESSMENTS (HISTORY)								
43,300	2014	9030	40,900	2013	9030	40,900		
15,800	2014	9030	15,800	2013	9030	15,800		
APPRaised VALUE SUMMARY								
Appraised Bldg. Value (Card) 0								
Appraised XF (B) Value (Bldg) 0								
Appraised OB (L) Value (Bldg) 15,800								
Appraised Land Value (Bldg) 41,100								
Special Land Value 0								
Total Appraised Parcel Value 56,900								
Valuation Method: C								
Adjustment: 0								
Net Total Appraised Parcel Value 56,900								
BUILDING PERMIT RECORD								
345-99	10/04/1999	C-RENOVATE	4,000	01/21/2000	100			
LAND LINE VALUATION SECTION								
B Use # Code	Description	Zone	D	Front Depth	Units	Unit Price	Acres	ST
1	903V MUNICIPAL MDL-00	C			8,488	SF	4.85	1.00
Total Card Land Units: 0.19 AC Parcel Total Land Area: 0.19 AC								
Total Land Value: 41,100								

Current Assessment: 9030 Appraised Value: 41,100 Assessed Value: 15,800
 EXM LAND 9030 Appraised Value: 41,100 Assessed Value: 15,800
 EXEMPT 9030 Appraised Value: 41,100 Assessed Value: 15,800

Other ID: 31 189 1B ZONE 2 % WARD 6
 OWNOC N
 ZONE 1 C
 ZONE 1 % 100
 GIS ID: 367-189-24 ASSOC PID#

PER BOUNDARY PLAN 8/2091
 PARKING LOT
 PART VISIB VIA UNION AVE
 BUILDING DEMO FOR PARKING
 LOT 2003

Notes: ASSESSING NEIGHBORHOOD TRF2

Visit/Change History:
 04/13/2010 RK 29 DRIVE BY REVIEW
 03/09/2004 TS 15 PERMIT VISIT
 08/08/2001 TS 02 MEASURED
 01/21/2000 TS 15 PERMIT VISIT
 07/20/1999 TS 09 UNOCCUPIED

Special Pricing: Spec Use Spec Calc S Adj Fact Adj Unit Price Land Value
 1.00 4.85 41,100

TAX CARD – SUBJECT PROPERTY

Property Location: RAILROAD AV
 Vision ID: 1235

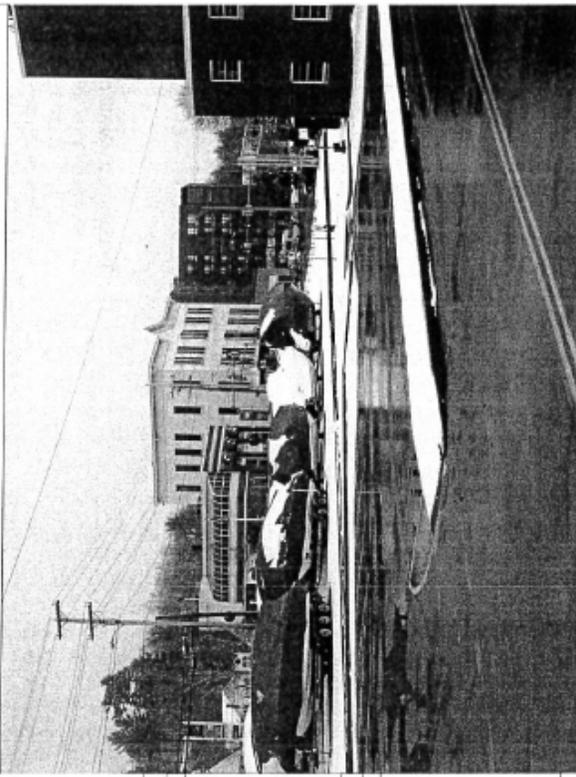
Account #351

MAP ID: 367/ 189/ 24/ 1

State Use: 9030
 Print Date: 10/26/2016 09:38

Bldg Name:
 1 of 1 Sec #: 1 of 1 Card 1 of 1

CONSTRUCTION DETAIL		CONSTRUCTION DETAIL (CONTINUED)									
Element	Description	Element	Description								
00	Vacant										
MIXED USE											
Code	Description	Percentage									
903V	MUNICIPAL MIDL-00	100									
COST/MARKET VALUATION											
Adj. Base Rate:	0.00										
Net Other Adj:	0.00										
Replace Cost	0										
AYB	0										
EYB	0										
Dep Code											
Remodel Rating											
Year Remodeled											
Dep %											
Functional ObsInc											
External ObsInc											
Cost Trend Factor											
Condition											
% Complete											
Overall % Cond											
Apprais Val											
Dep % Ovr	0										
Dep Ovr Comment											
Misc Imp Ovr	0										
Misc Imp Ovr Comment											
Cost to Cure Ovr	0										
Cost to Cure Ovr Comment											
OB-OUTBUILDING & YARD ITEMS(L) / XF-BUILDING EXTRA FEATURES(B)											
Code	Description	Sub	Units	Unit Price	Yr	Code	Dep	Rt	Code	%Cond	Appr Value
PAV1	PAVING-ASPT	L	7,000	2.50	2003	VG	90		VG	90	15,900
BUILDING SUB-AREA SUMMARY SECTION											
Code	Description	Living Area	Gross Area	Eff. Area	Unit Cost	Underprec. Value					
Ttl. Gross Liv/Lease Area:		0	0	0	0	0					



LEGAL DESCRIPTION - SUBJECT PROPERTY

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WARRANTY DEED

KNOW ALL MEN BY THESE PRESENTS

that the Boston and Maine Railroad, a corporation duly established under the laws of the State of New Hampshire,

IN CONSIDERATION of one one dollar and other valuable considerations paid by City of Laconia, a municipal corporation duly established under the laws of the State aforesaid, the receipt whereof is hereby acknowledged, does hereby give, bargain, sell and convey unto the said City of Laconia, its successors and assigns, forever, all of the right, title and interest of the Boston and Maine Railroad in and to two (2) certain pieces or parcels of land with the depot buildings thereon situated in Laconia, in the County of Belknap and State of New Hampshire, bounded and described as follows:

Parcel 1. A certain piece or parcel of land situated in said Laconia with the depot building thereon, bounded and described as follows:

beginning on the northeasterly side of Pleasant Street, so-called, and on remaining land of Boston and Maine Railroad at a point fifteen and two hundredths (15.02) feet South 53° 45' 00" East from Station 1449+27.09 on the center line of location of the New Hampshire-Portland Divisions main line route, thence running by said remaining land of said Railroad on two (2) courses as follows: North 39° 01' 00" East four hundred three and fifty-one hundredths (403.51) feet and northeasterly on a curve to the right having a radius of six hundred fourteen and seventy-six hundredths (614.76) feet one hundred twenty-four and forty-six hundredths (124.46) feet to said Main Street; thence turning and running South 12° 39' 00" East by said Main Street one hundred eighty-seven and ninety-nine hundredths (187.99) feet to a point at Depot Street, so-called; thence turning and running by said Depot Street on eight (8) courses as follows: South 86° 54' 00" West ninety-five and sixty-three hundredths (95.63) feet, South 80° 24' 00" West sixty-nine and twenty-eight hundredths (69.28) feet, South 51° 06' 00" East twelve (12.00) feet, South 38° 54' 00" West forty-five and fifty hundredths (45.50) feet, South 51° 06' 00" East thirty-two (32.00) feet, South 38° 54' 00" West forty-four (44.00) feet, North 51° 06' 00" West twelve (12.00) feet, and South 32° 26' 30" West two hundred one and fifty-seven hundredths (201.57) feet to said Pleasant Street; thence turning and running North 53° 45' 00" West by said Pleasant Street ninety-eight and seventy-six hundredths (98.76) feet to the point of beginning, be all of said measurements more or less, said parcel containing about forty-five thousand, eighteen (45,018) square feet and being shown upon plan marked "Land in Laconia, N.H. Boston and Maine Railroad - to- City of Laconia, J. F. Kerwin Eng'r. of Design May, 1958", to be recorded herewith, a copy of which is hereto attached, to which reference is hereby made for a further description of said parcel

Parcel 1
432-255-2

Parcel 2. A certain piece or parcel of land situated in said Laconia, with the depot building thereon, bounded and described as follows:

beginning on the northeasterly side of Elm Street and on remaining land of Boston and Maine Railroad at a point fourteen and forty-eight hundredths (14.48) feet South 35° 59' 00" East from Station 1525+62.48 on the center line of location of the New Hampshire-Portland Divisions main line route of said Railroad, thence running by said remaining land of said Railroad on three (3) courses as follows: North 38° 04' 00" East three hundred forty-seven and sixty-one hundredths (347.61) feet, northeasterly on a curve to the left having a radius of nine hundred eighty-three and twenty hundredths (983.20) feet two hundred eighty-four and five hundredths (284.05) feet and South 67° 25' 00" East ninety-four and one hundredth (94.01) feet to Union Street, so-called; thence turning and running South 38° 03' 00" West by said Union Street six hundred sixty-seven and twelve hundredths (667.12) feet to a point at said Elm Street; thence turning and running North 35° 59' 00" West by said Elm Street fifty-two and five hundredths (52.05) feet to the point of beginning, be all of said measurements more or less, said parcel containing about thirty-six thousand, six hundred nineteen (36,619) square feet and being shown upon plan marked "Land in Laconia, N.H. Boston and Maine Railroad - to- City of Laconia J. F. Kerwin Eng'r. of Design May, 1958", to be recorded herewith, a copy of which is hereto attached, to which reference is hereby made for a further description of said parcel.

367-71-26

.....
U.S. Revenue Stamps .
\$66.00 .
BMRB 9/26/58 .
.....

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Excepting from this conveyance the automatic highway crossing protection facilities located on said Parcel 2 in the vicinity of Elm Street.

Excepting from this conveyance any and all pole and wire lines and underground facilities as they are now located upon, along, under and over said Parcel 1 and Parcel 2.

Excepting from this conveyance the section of sidetrack and its appurtenances located on said Parcel 2.

Said Boston and Maine Railroad hereby reserves unto itself, its successors and assigns, the right to use said automatic highway crossing protection facilities on said Parcel 2, and to enter upon said Parcel 2 from time to time and at any and all times to inspect, repair, replace, renew and remove said automatic highway crossing protection facilities. -3-

Said Boston and Maine Railroad hereby reserves unto itself, its successors and assigns, the right to maintain and use said poles and wire lines and underground facilities located within the limits of said Parcel 1 and Parcel 2, and to enter upon said Parcels 1 and 2 from time to time and at any and all times to inspect, replace, repair, renew and remove said pole and wire lines and underground facilities.

Said Boston and Maine Railroad hereby reserves unto itself, its successors and assigns, the right to and agrees to remove said section of sidetrack and sidetrack appurtenances from said Parcel 2 within sixty (60) days from the date of delivery of this instrument.

Said Boston and Maine Railroad hereby reserves unto itself and for its patrons the right to pass and repass on foot and with vehicles on and over said Parcel 2 via a strip of land sixteen (16) feet in width throughout, running from said Elm Street to remaining land of the grantor situated northeasterly of said Parcel 2.

This conveyance is made subject to the right of the grantor's license to maintain and use said pole and wire lines and underground facilities as they are now located upon, along, under and over said Parcel 1 and Parcel 2 and to enter upon said Parcel 1 and Parcel 2 from time to time and at any and all times to inspect, replace, repair, renew and remove said pole and wire lines and underground facilities.

This conveyance is made subject to:

(a) an agreement dated November 5, 1945 made by and between the grantor and Eugene C. Richardson covering use of certain space in the depot building on said Parcel 1 for the location of a newsstand and lunch bar, which agreement was amended as to rental under date of April 11, 1952; and

(b) an agreement dated June 22, 1935 made by and between the grantor and Eugene Richardson covering the privilege of soliciting taxicab patrons on said Parcel 1, and for use of certain space for a taxicab office in the depot building on said Parcel 1;

and for the consideration aforesaid said grantor does hereby assign, transfer and set over unto said grantee and its successors and assigns, all its rights in and to said agreements and amendments thereto, and all benefits to be derived therefrom. -4-

This conveyance is made subject to the following restriction for the benefit of other land of the grantor, to wit: that neither the grantor nor its successors or assigns, shall ever be liable to the said grantee, or its successors or assigns, or to any lessee of said parcel of land or of any part thereof, for any damages to any buildings or property upon the above described Parcels 1 and 2 caused by fire whether communicated directly or indirectly by or from locomotive engines upon the railroad operated by the grantor or otherwise.

By the acceptance of this deed the grantee hereby covenants and agrees for itself, its successors and assigns, to build and forever maintain a suitable fence along the northwesterly side of said Parcel 1 and along the Northwesterly and northeasterly sides of said Parcel 2 for the benefit of the remaining land of the grantor if fences are required at any time hereafter. This covenant is to run with the land hereinabove described and to be binding upon the grantee, its successors and assigns, forever.

Said City of Laconia for itself, its successors and assigns, in consideration of the foregoing conveyance does hereby release and agrees to save harmless, all parties which may be concerned, from any and all claims for damages to the property above conveyed, and to any structures or property erected or placed thereon, which may arise on account of or be in any way referable to the elimination of the existing grade crossings at said Pleasant Street and/or Main Street adjacent to said Parcel 1 and Elm Street adjacent to said Parcel 2, and the tracks of said Railroad, and further agrees that no proceedings shall ever be brought against the said Railroad, its successors or assigns, or any other parties for such damages, by said City of Laconia, its successors or assigns, or by any other person or corporation claiming by, through or under it; and it is further covenanted and agreed that the foregoing covenants are to be covenants running with the land above conveyed and are to be binding upon said City of Laconia, its successors and assigns, forever.

TO HAVE AND TO HOLD the above described premises with all the privileges and appurtenances thereto belonging to the said City of Laconia, its successors and assigns, to their own use and behoof forever, but upon the express conditions, with regard to Parcel 1 however, that: -5-

1. Said grantor, its successors and assigns, shall provide and maintain on said Parcel 1, to the grantor, its successors and assigns, for the accommodation of and use by said grantor, its successors, assigns and patrons, -

(a) in said existing depot building and in any new building that may be constructed on said parcel by the grantee, its successors or assigns, in substitution for said depot building, suitable passenger station facilities including two hundred (200) square feet of waiting room space, ticket office with dimensions ten (10) feet by twelve (12) feet, water, and toilet facilities for men and women, baggage room having dimensions of twelve (12) feet by twelve (12) feet;

(b) a suitable platform and awning adjacent to said baggage room;

(c) parking space sufficient to accommodate fifteen (15) automobiles, together with access on and over said parcel, to, from and through said parking space, passenger station facilities, ticket office, toilet facilities, baggage room, platform, awning, Pleasant Street and Depot Street; and

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(d) heat, light and janitor service to and in such passenger station facilities, ticket office, toilet facilities, baggage room, platform, awning, parking space and access areas during normal business hours when passenger trains operate in and out of Laconia.

2. That the furnishing of said passenger station facilities, ticket office, toilet facilities, baggage room, platform, awning, parking space, heat, light, janitor service and access shall be without charge to said grantor, its successors, assigns and patrons and shall be in a manner satisfactory to the principal engineering officer of the grantor, its successors or assigns, as to all reasonable requests made by such officer.

3. That there shall be no interruption in the furnishing of said passenger station facilities, ticket office, toilet facilities, baggage room, platform, awning, parking space, heat, light, janitor service and access, it being the duty of the grantee, its successors and assigns, in the event it is desired to erect such substitute building to so arrange the schedule and manner of construction of same so that there shall be no interruption in the furnishing of such passenger station facilities, ticket office, toilet facilities, baggage room, platform, awning, parking space, heat, light, janitor service and access, and no work in connection with the construction of such substitute building shall be commenced until plans thereof have been submitted by said grantee, its successors or assigns, to said principal engineering officer and his approval thereof has been given.

In the event of breach of any or all of the foregoing conditions (1), (2) and (3) then the grantor, its successors and assigns, shall have the right but not the obligation to enter upon the premises comprising Parcel 1 and take possession of the same and upon such entry and repossession the premises shall revert to and become the property of the grantor, its successors or assigns, and the filing of a certificate in the Registry of Deeds for the County in which said Parcel 1 lies shall be conclusive evidence of such entry and repossession of the premises affected thereby. The waiver by the grantee, its successors or assigns, of any breach of any or all of the foregoing conditions shall be limited to the particular instance involved and shall not operate or be deemed to be a release of said conditions or a waiver of any future, succeeding or continuing breach of the same or in any way affect the right of re-entry for condition broken herein provided for.

Provided however, that the said express conditions shall terminate if and when the grantor, its successors or assigns, abandons passenger train service in said Laconia.

IN WITNESS WHEREOF the said Boston and Maine Railroad has caused these presents to be executed and its corporate seal to be affixed by G.F. Glacy, a Vice President, thereunto duly authorized, this 26th day of September, in the year one thousand nine hundred and fifty-eight.

Signed and Sealed
in presence of

K. M. McCarty

BOSTON AND MAINE RAILROAD

By G. F. Glacy
Vice President (EMER Seal)

COMMONWEALTH OF MASSACHUSETTS

County of Suffolk

On this the 26th day of September, 1958, before me, Walter H. Barrett, the undersigned officer, personally appeared G. F. Glacy, who acknowledged himself to be a Vice President of Boston and Maine Railroad, a corporation, and that he, as such Vice President being authorized so to do, executed the foregoing instrument for the purposes therein contained by signing the name of the corporation by himself as Vice President.

In witness whereof I hereto set my hand and official seal.

Walter H. Barrett
Notary Public (Notary Seal)

My Commission expires July 7, 1962

At a Meeting of the Board of Directors of BOSTON AND MAINE RAILROAD, duly called, notified and held on June 26, 1957, a quorum being present, the following action was taken:

"VOTED: to enter into an agreement, the terms of which are to be such as meet with the approval of the President or any Vice President of this Company, for the sale by this Company to City of Laconia for a consideration of \$60,000.00, of two (2) parcels of land, together with the Passenger Station buildings thereon, situated in Laconia, New Hampshire; one of said parcels containing an area of about 45,000 square feet, subject to more accurate computation and survey, and the other of said parcels containing an area of about 35,200 square feet,

subject to more accurate computation and survey approved by the President or any Vice President of this Company; and the President, or any Vice President of this Company be and he hereby is authorized, in its name and behalf, to execute and deliver such agreement; and further

"VOTED: that the President, or any Vice President of this Company, be and he hereby is authorized in its name and behalf to execute, acknowledge and deliver a deed of said premises when said further computation and survey have been completed and the signature of such officer on such deed shall be conclusive evidence of his approval of such computation and survey."

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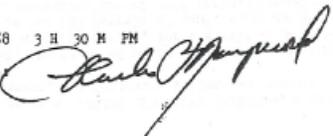
I, Maynard W. Bullis, Clerk of said Boston and Maine Railroad, do hereby certify that City of
Leconia, the grantee in the deed to which this certificate is attached, is the party who has been
nominated to accept such deed; and I further certify that the above mentioned computation and survey
have been completed and that the premises described as conveyed by said deed are the same premises
authorized to be conveyed in the vote of said Board of Directors hereinabove set forth.

Attest:

Maynard W. Bullis (BMR Seal)
Clerk

Received: September 26, 1958 3 H 30 M PM

Recorded and examined; attest



Registrar

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WARRANTY DEED

KNOW ALL MEN BY THESE PRESENTS, That Edward J. Gallagher of Laconia, in the County of Belknap, and State of New Hampshire, in consideration of One Dollar (\$1.00) and other valuable considerations paid, by the City of Laconia, a Municipal Corporation duly established by law and situated in Laconia, in said County and State, receipt whereof is hereby acknowledged do hereby give, bargain, sell, and convey unto the said City of Laconia, its successors and assigns, forever,

A certain piece or parcel of land, situated in said Laconia, bounded and described as follows:

Beginning at a point on the northerly side of Elm Street, said point further described as being eighteen (18') feet northwesterly from the center line of track of New Hampshire Division of Boston & Maine Railroad; thence running on a magnetic bearing of north thirty-five degrees fifty-nine minutes west (N 35° 59' W) along the northerly side of Elm Street a distance of one hundred and fifty-eight and ninety-two hundredths feet (158.92') to a point at land of Isaac Sakansky; thence turning a deflection angle to the right and running a magnetic bearing of north fifty-nine degrees fifteen minutes east (N 59° 15' E) along the land of said Isaac Sakansky a distance of four and fifty-four hundredths feet (4.54') to a point; thence turning a deflection angle to the left and running on a magnetic bearing of north forty-eight degrees fifty-one minutes east (N 48° 51' E) along the land of Isaac Sakansky a distance of ninety and seventy-three hundredths feet (90.73') to a point at the land of said grantor; thence turning a deflection angle to the right and running on a magnetic bearing of south thirty-five degrees fifty-nine minutes east (S 35° 59' E) a distance of one hundred thirty-nine and twenty-four hundredths feet (139.24') to a point at the land of the Boston & Maine Railroad; thence turning a deflection angle to the right and running on a magnetic bearing of south thirty-eight degrees four minutes west (S 38° 4' W) a distance of ninety-eight and eight tenths feet (98.8) to Elm Street, at the point of beginning.

Meaning, hereby, to convey a parcel of land having an area about thirteen thousand nine hundred and nineteen (13,919) square feet as shown on a plan R 21-65-15 entitled - "Land in Laconia, N. H., Boston & Maine Railroad to Edward J. Gallagher, J.F. Kerwin, Engineer of Design - Scale 1" = 20 feet - January 1955" which plan is to be filed with the Registry of Deeds, for Belknap County to which reference is hereby made for a further description of the premises hereby conveyed.

Excepting from this conveyance the pole and wire fence as now located upon, along and over said premises.

Excepting from this conveyance any underground facilities which may be located within said premises.

Excepting from this conveyance the Fire House located on said premises, which Fire House is now owned by the grantee.

Said Boston & Maine Railroad, its successors and assigns, hereby reserves unto itself, the right to maintain and use said pole and wire fence and to enter upon said premises from time to time to repair, renew, and remove said pole and wire line.

Said grantor, his heirs and assigns, said Boston & Maine Railroad hereby reserves unto itself, its successors and assigns, the right to pass and repass over and to use for driveway purposes a strip of land which is a portion of said parcel and situated along the northwesterly side of said parcel and extending in length from the northeasterly side of land of the Boston & Maine Railroad to said Elm Street, said strip being thirty (30') feet wide and marked "DRIVEWAY" on said plan, it being agreed that the grantee, its successors and assigns, shall maintain said driveway in proper condition and shall remove ice and snow therefrom, and that said driveway shall remain open at all times so that said grantor, his heirs and assigns, and the said Boston & Maine Railroad, its successors and assigns, may drive, pass and repass over said driveway between said Elm Street, without hindrance, and land of the Boston & Maine Railroad, situated northeasterly of parcel.

The said grantor reserves unto himself, his heirs and assigns, the right to pass and repass over and to use for driveway purposes in common with said City of Laconia, a strip of land which is a portion of said parcel and situated on the southeasterly side of said parcel as shown on said plan in red ink, from the southerly side of other land of the grantor, to said Elm Street. Said right of way being sixteen (16') feet in width and near land of the Boston & Maine Railroad, situated southeasterly of the premises herein conveyed, it being agreed that the grantee, the City of Laconia, its successors and assigns shall maintain said driveway in proper condition and shall remove therefrom ice and snow, and that said driveway shall remain open at all times so that the said grantor, his heirs and assigns, may drive, pass and repass over said driveway, without hindrance, between said Elm Street and land of the grantor.

Said Boston & Maine Railroad reserves unto itself, its successors and assigns, the right to maintain and use said underground facilities as now or hereafter may be located on said premises, and to enter said premises from time to time to repair, replace, renew, policy and remove said underground facilities. In the event that the grantee, its successors and assigns, should request that said underground facilities be relocated, any relocation of such facilities will be made only at the expense of the grantee, its successors and assigns, and provided that such proposed relocation meets with the approval of the Chief Engineer of the Boston & Maine

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Unofficial Document

Railroad.

This conveyance is made subject to the right of the New England Telephone and Telegraph Company to maintain and use said pole and wire line and to enter upon said premises from time to time to repair, renew and remove said pole and wire line.

This conveyance is made subject to an agreement dated September 1, 1922, between the Boston & Maine Railroad and the City of Laconia, covering a portion of said premises for a Fire House, and for the consideration aforesaid, the grantor does hereby assign, transfer and set over unto the said grantee, its successors and assigns, all his rights in said agreement dated September 1, 1922, and all benefits derived therefrom.

This conveyance is made subject to the following restriction for the benefit of other land of the Boston & Maine Railroad, to wit: that neither the Boston and Maine Railroad, nor its successors and assigns, shall ever be liable to the said grantee, its successors and assigns, or to any lessee of said parcel of land or of any part thereof, for any damages to any buildings or property upon the above described caused by fire, whether directly or indirectly by or from locomotive engines upon the railroad operated by the Boston & Maine Railroad, or otherwise.

TO HAVE AND TO HOLD the above described premises with all the privileges and appurtenances thereto belonging, to the City of Laconia, its successors and assigns, or to its own use and behoof, forever, subject, however, to the following covenants and agreements:

By the acceptance of this deed, the grantee hereby covenants and agrees, for the City of Laconia, its successors and assigns, to build and forever maintain suitable fences along the northeast and southeast sides of the above described premises for the benefit of the remaining land of the Boston & Maine Railroad, if fences are required at any time hereafter. This covenant is to run with the land hereinabove described and to be binding upon the grantee, its successors and assigns, forever.

.....
U. S. Revenue Stamp
\$7.70
3/16/55 E.J.G.
.....

Unofficial Document

And I, Etta G. Gallagher, wife of the said Edward J. Gallagher, do hereby release my right of dower in the above described premises.

And we release homestead and other interests therein.

IN WITNESS WHEREOF, we have hereunto set our hands and seals this 16th day of March A.D., 1955

WITNESS:

F. E. Norwood

Edward J. Gallagher (Seal)

Etta G. Gallagher (Seal)

STATE OF NEW HAMPSHIRE
SHELTON, SS.

On this the 16th day of March A.D., 1955, before me, the undersigned officer, personally appeared the above named ETTA G. GALLAGHER and EDWARD J. GALLAGHER known to me, or satisfactorily proven, to be the persons whose names are subscribed to the within instrument, and acknowledged that they executed the same for the purposes therein contained.

IN WITNESS WHEREOF, I have hereunto set my hand.

Fortunat E. Norwood

Justice of the Peace

Received: March 18, 1955 4 11 31 M PM

Recorded and Examined Attest

Registrar

Unofficial Document

LEGAL DESCRIPTION – SUBJECT PROPERTY

RECEIVED

Unofficial Document Unofficial Document

301958

2003 JAN 29 AM 11:46
Rachel M. Hammond
REGISTRAR
BELKNAP COUNTY

STATE OF NEW HAMPSHIRE

DEPARTMENT OF REVENUE ADMINISTRATION

REAL ESTATE TRANSFER TAX

***** THOUSAND \$ HUNDRED AND 40 DOLLARS

01/29/2003 573329 \$ *****40.00

VOID IF ALTERED

225789 (1-162) VERIZON NEW ENGLAND, INC. - EASEMENT -

Know All Men By These Presents That The **CITY OF LACONIA**, a Municipal Corporation duly established by law and having a principal place of business at 45 Beacon Street East, Laconia, County of Belknap, and State of New Hampshire 03246, (hereinafter called Grantor), for and in consideration of the sum of One Dollar and other valuable consideration paid by **VERIZON NEW ENGLAND, INC.**, a New York corporation having its principal place of business at 185 Franklin Street, Boston, Massachusetts, (hereinafter called Grantee), receipt of which is hereby acknowledged, hereby grant(s), bargain(s), sell(s), and convey(s) unto said Grantee, its successors and assigns, with warranty covenants, the perpetual right and easement as hereinafter specified, to lay, construct, reconstruct, operate, maintain, replace, and remove lines for the transmission of intelligence by electricity and light, including the necessary wires, conduits, pipes, cables, supportive pads and prepared surface mounted equipment huts, cabinets and appurtenances on, across, and under the following described premises in the City of Laconia, County of Belknap, and State of New Hampshire, of which we are the sole owner, bounded and described as follows, to wit:

Being an easement area located on the southeasterly side of Railroad Avenue, as shown on a plan titled "Verizon New England, Inc., Easement on Land of City of Laconia, Tax Map 367, Lot 25, Railroad Avenue, Laconia, Belknap County, NH, Easement Plan", prepared by Provan & Lorber, Inc., dated August 2002, Project No. M1407, and recorded as Map # **03-143**, at the Belknap County Registry of Deeds. Owner of record is the City of Laconia, NH.

For Grantor's title, see Deed recorded in Book 361, Page 241 at the Belknap County Registry of Deeds.

The above granted rights being more particularly described as the exclusive right within a parcel or lot of land, to construct, reconstruct, operate, maintain, repair, replace, and remove prepared surface mounted equipment huts and cabinets including the necessary cables, equipment, facilities, and appurtenances as the Grantee may desire from time to time upon and under said described parcel, with the right to cut down and keep trimmed all trees, bushes, underbrush, and growth, including the foliage thereon, as the Grantee may deem necessary in the exercise of all the above rights and with the right to permit the attachments of and/or to lay or carry in conduits the wires and cables of any other company, with further permission to enter upon said parcel and upon said premises for access thereto for all the above purposes.

BK 184 0PG0766

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LEGAL DESCRIPTION – SUBJECT PROPERTY

Unofficial Document Unofficial Document
(2)

The Grantee shall have the right to connect such cables and wires within said prepared equipment huts and cabinets with the manholes, poles, cables and wires which are located or which may be placed in the public ways or streets within, adjacent or contiguous to the aforesaid premises.

The Grantors for ourselves, our heirs, executors, administrators and assigns, hereby covenant that we shall not erect or permit any building or any other structure upon said parcel which in the judgment of the Grantee, its successors and assigns might interfere with the proper maintenance of said facilities or their service connection therewith.

Grantee agrees to indemnify and hold harmless from and against any and all actions, claims, or liabilities involving personal injury, property damage, or death caused solely by the negligent acts or omissions or willful misconduct of the Grantee in the Grantee's use hereunder.

To have and to hold the above granted rights and privileges in, upon and over said premises to the said Grantee, its successors and assigns for their own use and be hoof forever.

And we do hereby for ourselves, our heirs, executors and administrators covenant with the said Grantee and its successors and assigns that we are free from all encumbrances, except, that we have good right to sell and convey the rights aforesaid and that we, our heirs, executors and administrators will warrant and defend the same said Grantee, its successors and assigns forever against the lawful claims and demands of all persons.

In Witness Whereof, The City of Laconia has caused these presents to be signed and its seal to be hereto affixed by (Name) Eileen Cabanel, (Title) City Manager thereunto duly authorized this 10th day of December, 2002.

Witness Marie M. Bradley

City of Laconia
By Eileen Cabanel
Print Name: Eileen Cabanel
Title: City Manager

BK 1840PG0767

State of New Hampshire
County of Belknap
December 10, 2002

Then personally appeared the above named (Name) Eileen Cabanel (Title) City Manager of the City of Laconia, and acknowledged the foregoing instrument to be his/her free act and deed, and the free act and deed of the City of Laconia, a Municipal Corporation.

Before me: Marie M. Bradley
Notary Public / Justice of the Peace
Marie M. Bradley

My Commission Expires: 8/14/07

Unofficial Document Unofficial Document

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LEGAL DESCRIPTION – SUBJECT PROPERTY

WARRANTY DEED

117162

Unofficial Document U

THAT We, Bruce N. Barrett and Donna D. Barrett, married, of 24 Oak Drive, Belmont 03220 of Belknap County, State of New Hampshire, for consideration paid, grant to the City of Laconia, whose address is 45 Beacon Street E, Laconia, New Hampshire 03246, with WARRANTY covenants,

A certain parcel of land, not homestead, situated on the Easterly side of Railroad Avenue, as now travelled, in the City of Laconia, Village of Lakeport, County of Belknap, State of New Hampshire, and being near Railroad Avenue Construction Center Line Station 31+60 as shown on a Plan of Laconia, STP-X-5245(130), 10033B, on file in the records of the New Hampshire Department of Transportation and to be recorded in the Belknap County Registry of Deeds, bounded and described as follows:

Beginning on remaining land of the Boston and Maine Railroad at a point eighteen (18) feet North 51° 56' East from Station 1527-50.98 on the center line of tract of the New Hampshire Division of said Railroad, thence running South 38° 04' West by said remaining land of said Railroad one hundred eighty three and thirty-four hundredths (183.34) feet to Elm Street, so-called; thence turning and running North 35° 59' West by said Elm Street one hundred fifty-eight and ninety-two hundredths (158.92) feet to a point at land of Issac Sakansky; thence running by said last mentioned land on two courses as follows: North 59° 15' East four and fifty-four hundredths (4.54) feet and North 48° 51' East one hundred thirty-seven and ninety hundredths (137.90) feet to a point at remaining land of said Railroad; thence turning and running South 51° 56' East by said last mentioned land one hundred twenty-five and seventeen hundredths (125.17) feet to the point of beginning, be all of said measurements more or less, said parcel containing about twenty-two thousand, six hundred eighty-two (22,682) square feet and being shown upon plan marked "Land in Laconia, N. H. Boston and Maine Railroad – to Edward J. Gallagher J. F. Kerwin Engr. of Design January, 1955" to be recorded herewith, a copy of which is hereto attached, to which reference is hereby made for a further description of the premises hereby conveyed.

Excepting from this conveyance the pole and wire line as now located upon, along and over premises.

Excepting from this conveyance any underground facilities which may be located within said premises.

Excepting from this conveyance the sidetrack material situated in the easterly corner of said premises.

Excepting from this conveyance the sidetrack and sidetrack material located in the northerly corner of said premises.

Said Boston and Maine Railroad hereby reserves unto itself, its successors and assigns, the right to maintain and use the said sidetrack which is situated in the easterly corner of said premises and to operate with locomotives and cars thereon, and to enter upon said premises from time to time to repair, relay, renew and remove said sidetrack and sidetrack material.

Said Boston and Maine Railroad hereby reserves unto itself, its successors and assigns the right to maintain and use said pole and wire line and to enter upon said premises from time to time to repair, renew and remove said pole and wire line.

Said Boston and Maine Railroad hereby reserves unto itself, its successors and assigns, the right to pass and repass over and to use for driveway purposes, a strip of land which is a portion of said parcel and situated along the northwesterly side of said parcel and extending in length from the northeasterly side of said parcel to said Elm Street, said strip being thirty (30) feet wide and marked "Driveway" on said plan, it being agreed that the grantee, his heirs and assigns, shall maintain said driveway in proper conditions and shall remove ice and snow therefrom, and that said driveway shall remain open at all times so that said grantor, its successors and assigns, may drive, pass and repass over said driveway between said Elm Street and land situated northeasterly of said Parcel with hindrance.

BK 1696PG0902

LEGAL DESCRIPTION – SUBJECT PROPERTY

Said Boston and Maine Railroad hereby reserved unto itself, its successors and assigns the right to maintain and use said underground facilities as now or hereafter may be located on said premises, and to enter upon said premises from time to time to repair, replace, renew, relay and remove said underground facilities. In the event the grantee, his heirs or assigns, should request that said underground facilities be relocated, any relocation of such facilities will be made only at the expense of the grantee, his heirs and assigns, and provided such proposed relocation meets with the approval of said Chief Engineer.

This conveyance is made subject to the right of New England Telephone and Telegraph Company to maintain and use said pole and wire line and to enter upon said premises from time to time to repair, renew, and remove said pole and wire line.

The conveyance is made subject to an agreement dated September 1, 1922 between Boston and Maine Railroad and the City of Laconia covering use of a portion of said premises for a Fire House, and for the consideration aforesaid, the grantor does hereby assign, transfer, and set over unto grantee, his heirs and assigns, all its rights in said agreement dated September 1, 1922 and all benefits to be derived therefrom.

This conveyance is made subject to the following restriction for the benefit of other land of the grantor, to wit: that neither the grantor nor its successors or assigns, shall ever be liable to the said grantee, or his heirs, executors, administrators or assigns, or to any lessee of said parcel of land or of any part thereof, for any damages to any buildings or property upon the above described premises caused by fire whether communicated directly or indirectly by or from locomotive engines upon the railroad operated by the grantor or otherwise.

By the acceptance of this deed the grantee hereby covenants and agrees, for himself, his heirs and assigns, to build and forever maintain suitable fences along the northeast and southeast sides of the above described premises for the benefit of the remaining land of the grantor if fences are required at any time hereafter. This covenant is to run with the land hereinabove described and to be binding upon the grantee, his heirs and assigns, forever.

Excepting and reserving from the above-described premises a parcel conveyed to the City of Laconia by deed recorded in the Belknap County Registry of Deeds in Book 361, Page 241.

Excepting and reserving all easements of record.

Containing one hundred eighty-nine thousandths (0.189) of an acre, more or less, and being all of that real estate recorded October 25, 2000, at the Belknap County Registry of Deeds in Book 1613, Page 151.

It is hereby made a part of the before mentioned consideration and a condition to this instrument that the property taxes are to be pro-rated as of the date of execution of this instrument.

Executed this 2nd day of November, 2001.

RECEIVED

2001 NOV -2 AM 10:37
Rachel M. Normandin
REGISTRAR OF DEEDS
BELKNAP COUNTY
Registrar

Bruce Barrett
Bruce N. Barrett

Donna D. Barrett
Donna D. Barrett

BK 1696PG0903

STATE OF NEW HAMPSHIRE, Belknap SS 11/2 A. D., 2001.

Personally appeared the above named, Bruce N. Barrett and Donna D. Barrett, the foregoing instrument to be their voluntary act and deed. Before me:

RICHARD N. WEISS
Justice of the Peace
My Commission Expires
October 27, 2004

[Signature]
Notary Public/Justice of the Peace
My commission expires: 10/27/04

ENGAGEMENT LETTER



PURCHASE ORDER

Vendor Copy

TO: CAPITAL APPRAISALS , ASSOCIATES, INC
 128 SOUTH FRUIT STREET
 CONCORD, NH 03301

Contact:
 Vendor ID: 055148 (603) 228-9040

BILL TO: City of Laconia
 45 Beacon St. East
 Laconia, NH 03246-3474

PO No: **69679**
 Date: 10/25/2016
 Dept. Of: FISCAL
 Job No:
 Ship Via: Best Way Ground
 Terms: Net 30
 Comment: Per Letter Dated 10/24/16

SHIP TO: City of Laconia
 45 Beacon St. East
 Laconia, NH 03246-3474

Attention:

Requested By: JGardner

ITEM	DESCRIPTION	QTY	PRICE	TOTAL
Appraisal	Appraisal of 3 parcels off Elm Street	1.0000	5,000.0000	5,000.00
			Total:	5,000.00

Vendor, by accepting this order, agrees to the City of Laconia Purchase Order Terms and Conditions.

Department Head or _____


 Purchasing Specialist

Vendor Copy

Page: 1

ENGAGEMENT LETTER

Capital Appraisal Associates, Inc. *Real Estate Appraisers and Consultants*

128 S. Fruit Street, Concord, New Hampshire 03301
Telephone (603) 228-9040, Facsimile (603) 228-2072

October 24, 2016

Mr. Jonathan Gardner
City of Laconia
45 Beacon Street East
Laconia, NH 03246

Re: Bid Proposal – 3 parcels of land on Elm Street

Dear Mr. Gardner:

Thank you for the opportunity to bid on this project.

The 3 parcels have been identified as consisting of a portion of three lots owned by the City of Laconia. The lots are identified as Map 367, Block 71, Lots 24, 25 and 26. The size of each proposed lot is based on the picture and estimated square footage you provided.

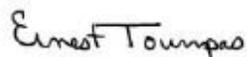
The report will be completed as a narrative report to determine the market value as follows:

1. Market value of the southern section of Lot 23, estimated to be approximately 9,241± square feet in size.
2. Market value the eastern section of Lot 24, estimated to be approximately 4,883± square feet in size.
3. Market value the eastern section of Lot 25, estimated to be approximately 12,084± square feet in size which is improved with a commercial building reportedly last utilized as a fire station.

Our fee to prepare the report is \$5,000 with a time frame of four (4) to five (5) weeks or before November 14, 2016 if possible.

If you have any questions, please do not hesitate to call.

Sincerely,



Ernest Toumpas
NH Certified General Appraiser #731

**ASSUMPTION AND
LIMITING CONDITIONS**

ASSUMPTIONS AND LIMITING CONDITIONS

Unless otherwise stated, this appraisal report is subject to the following assumptions and limiting conditions:

1. - No responsibility is assumed for the legal description or for matters including legal or title considerations. Title to the property is assumed to be good and marketable unless otherwise stated.
2. - The property is appraised free and clear of any or all liens or encumbrances unless otherwise stated.
3. - Responsible ownership and competent property management are assumed.
4. - The property will be operated in conformance with applicable government regulations, codes, ordinances and statutes.
5. - The information furnished by others is believed to be reliable; however, it cannot be guaranteed as being certain. Thus, no warranty is given for its accuracy. No single item of information was completely relied upon to the exclusion of other information.
6. - All engineering is assumed to be correct. No survey of the property has been made by me and no responsibility is assumed in connection with such matters. The plot plans and illustrative material in this report are included only to assist the reader in visualizing the property.
7. - It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures that render it more or less valuable. No responsibility is assumed for such conditions or for arranging for engineering studies that may be required to discover them.
8. - It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless noncompliance is stated, defined, and considered in the appraisal report.
9. - It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a nonconformity has been stated, defined, and considered in the appraisal report.
10. - It is assumed that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, or national government or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in the report is based.
11. - It is assumed that the utilization of the land and improvements is within the boundaries or property lines of the property described and that there is no encroachment or trespass unless noted in the report.
12. - The distribution, if any, of the total valuation in this report between land and improvements applies only under the stated program of utilization. The separate allocations for land and buildings must not be used in conjunction with any other appraisal and are invalid if so used.
13. - By reason of this appraisal, I am not required to give further consultation, testimony, or be in attendance in court with reference to the property in question unless arrangements have been previously made.

14. - Information relative to sale transactions has been confirmed by either the buyer, seller, or a third party. Every reasonable attempt has been made by me to verify this information and it is assumed to be reliable. It is specifically assumed that the sales information noted herein is correct.
15. - Unless otherwise stated in this report the existence of hazardous material, which may or may not be present on the property, was not observed by me. I have no knowledge of the existence of such materials on or in the property. However, I am not qualified to detect such substances. The presence of substances such as asbestos, urea-formaldehyde foam insulation, or other potentially hazardous materials may affect the value of the property. The value estimate is predicated on the assumption that NO HAZARDOUS WASTE or HAZARDOUS MATERIAL, as defined in N.H. RSA 107-A and 107-B or in any similar equivalent federal statute, is present on the appraised property and that with respect to this program embodied in New Hampshire RSA 107-A and 107-B, the Federal Resource Conservation and Recovery Act and Comprehensive Environmental Response, Compensation, and Liability Act, and ANY other applicable state, federal or local hazardous waste statutes. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field, if desired.
16. - Disclosure of the contents of the appraisal report is governed by the bylaws and regulations of the professional appraisal organizations with which I am affiliated.
17. - When the signatory of this appraisal report is a candidate or a member of the Appraisal Institute, its bylaws and regulations require the member or candidate to control the use and distribution of the report. Therefore, except as hereinafter provided, the party for whom this appraisal report was prepared may distribute copies of the report, in its entirety, to such third parties as may be selected by the party for whom this appraisal report was prepared. However, selected portions of this appraisal report may not be given to third parties without the prior written consent of the signatory of the report. Further, neither all nor any part of the appraisal report shall be disseminated to the general public by the use of advertising media, public relations media, news media, sales media or other media for public communication without the prior written consent of the signatory of the report. Nor shall I, the firm, or professional organization of which I am a member be identified without my written consent.
18. - Opinions of value contained herein are estimates. There is no guarantee, written or implied, that the subject property will sell or lease for the indicated amounts.
19. - I have not made a survey or analysis of the subject property to determine whether the physical aspects of the improvements meet the accessibility guidelines specified under Americans with Disabilities Act (ADA). Under ADA guidelines, compliance matches each owner's financial ability with the cost to cure the potential physical deficiencies of the property. Thus, the requirements for compliance can change with each owner's financial ability to correct (cure) the no accessibility problems for the property. Specific studies of the cost-to-cure the deficiencies and the owner's financial ability to afford these costs would be needed for the Departments of Justice to determine compliance.
20. - The estimate of market value presented herein does not consider the effects of potential noncompliance.

21. - All mortgages, liens, encumbrances, leases, and servitudes have been disregarded unless so specified within the report. The property is appraised as though under responsible ownership and competent management.
22. - Unless so specified within the report, I am unaware of any housing or life, health and safety code violations or deficiencies which may exist in the subject property as of the date of the inspection. This does not preclude the presence of such violations or deficiencies; however, inspection for such items is beyond the scope of my assignment and, therefore, has not been addressed. It should be noted, however, that any physical defects found within the subject property, which may affect value, are addressed according to accepted appraisal practice within the body of the report.

General Limiting Conditions

1. - Possession of this report, or a copy thereof, does not carry with it the right of publication. It may not be used for any purposes by any person other than the party to whom it is addressed without my written consent, and in any event only with the proper written qualification and only in its entirety.
2. - The distribution of the total valuation in this report between land and improvements applies only under the reported highest and best use of the property. The allocations of value for land and improvements must not be used in conjunction with any other appraisal and are invalid if so used.
3. - No environmental impact studies were either requested or made in conjunction with the appraisal, and I hereby reserve the right to alter, amend, revise or rescind any of the value opinions based upon any subsequent environmental impact studies, research or investigation.
4. - This report has been specifically prepared for the purpose and function described within the body of this document. The use of this report for any other purpose or function, without my full written concurrence, renders this report null and void, and discharges me from all liability.
5. - Acceptance of and/or use of this appraisal report constitutes acceptance of the foregoing general assumptions and general limiting conditions.

APPRAISER QUALIFICATIONS

**APPRAISAL QUALIFICATIONS
OF
ERNEST TOUMPAS**

New Hampshire
Certified General Appraiser #731

EDUCATION

University of New Hampshire, Durham, NH

1976 - Bachelor of Science - Business Administration

J M B Real Estate Academy, Inc.

2003 - Basics of Real Estate Appraising

2003 - Appraising 1-4 Family Properties

2003 - National Uniform Standards Of Professional Appraisal Practice

2004 - Appraising Income Properties

2005 - Residential Market Analysis and Highest & Best Use

2006 - Residential Site Valuation and Cost Approach

2006 - Advanced Income Property Appraising

2007 - National USPAP Update Seminar

Massachusetts Board of Real Estate Appraisers

2007 - Appraising Complex Residential Properties

Lemay School of Real Estate

2006 - Real Estate Finance

2008 - Beyond Paired Sales

2008 - National USPAP Update Seminar

2010 - Seminar, 2010-2011 National USPAP Update

2012 - Uniform Appraisal Standards for Federal Land Acquisitions

2012 - Seminar, 2012-2013 National USPAP Update

2013 - The Strange Case on Agile Mountain

2014 - Seminar, 2014-2015 National USPAP Update

2015 - Darker Shades of Gray

2015 - Seminar, 2016-2017 National USPAP Update

2016 - Beyond Paired Sales

Trans-American Institute of Professional Studies, Inc.

2008 - Appraising in the Foreclosure Market
2004 - National USPAP Update Seminar

McKissock Education

2009 - Private Appraisal Assignments
2010 - Residential Report Writing
2011 - Introduction to Residential Green Building
2011 - Introduction to Regression Analysis
2011 - Deriving and Supporting Adjustments
2013 - Introduction to Expert Witness Testimony
2014 - Appraisal of Self Storage Facilities
2016 - Appraisal of Assisted Living Facilities

PROFESSIONAL EXPERIENCE

December 2007 - Present

Certified General Appraiser - Capital Appraisal Associates,
Real Estate Appraisers and Consultants.

2005 - 2007

Licensed Residential Appraiser - Capital Appraisal Associates,
Real Estate Appraisers and Consultants.

2003 - 2005

Appraiser/Trainee - Capital Appraisal Associates,
Real Estate Appraisers and Consultants.

1988 - 2002

New Hampshire Army National Guard
Military Personnel Technician (1993-2002)
Personnel Database and Personnel Records Branch Chief
Property Account Technician (1988-1993)
1st Battalion 172d Field Artillery
Stock Control & Accounting Supervisor (1982-1988)

1976 - 1982

Sears Roebuck & Company, Concord, NH
Division Manager: Hardware, Paint, Electrical, Lawn & Garden

COURT EXPERIENCE

Qualified Expert - United States Bankruptcy Court, District of New Hampshire
Qualified Expert - State of New Hampshire, Board of Tax and Land Appeal

NH REAL ESTATE CERTIFICATE

State of New Hampshire

REAL ESTATE APPRAISER BOARD

APPROVED TO PRACTICE AS A

CERTIFIED GENERAL APPRAISER

ISSUED TO: ERNEST TOUMPAS



Certificate No: NHCg-731

EXPIRATION DATE: 12/31/2017

State of New Hampshire

REAL ESTATE APPRAISER BOARD

APPROVED TO PRACTICE AS A

Certified General Appraiser

ISSUED TO: ERNEST TOUMPAS



Certificate No:
NHCg-731

EXPIRATION DATE:
12/31/2017

For additional information please contact the Board office at dawn.couture@nh.gov or visit our web site at <http://www.nh.gov/nhreab>