



WESLEY G. REEKS, MAI
Real Estate Appraisers · Consultants

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28 July 2020

Gary Frederick
Senior Vice President/Market Leader-Northeast
Hillwood Enterprises, LP
Northeast Regional Office
5050 West Tilgham Street, Suite 435
Allentown, Pennsylvania 18104

RE: Market data research and analysis associated with the proposed Hudson Logistics Center in Hudson, New Hampshire

Dear Mr. Frederick:

In accordance with your request, I have collected and analyzed market data in order to determine potential impacts on nearby residential dwelling values of the proposed Hudson Logistics Center. As per your instructions, this study and its conclusions are disseminated in the attached report.

This is an *Appraisal Services Report* that complies with requirements set forth in Standards Rule 1 and the reporting requirements set forth in Standards Rule 2 of the Uniform Standards of Professional Appraisal Practice (USPAP). As such, it presents required statements and definitions as required therein. The attached report includes the sufficient data and analysis to develop and convey the ultimate conclusions. Additional data are included in the appraiser's work file. The intended use of this appraisal service is to assist in determining if the proposed Hudson Logistics Center will impact market values of nearby residential dwellings. The client is Hillwood Enterprises, LP. The intended user(s) is(are) Hillwood Enterprises, LP and the Town of Hudson, New Hampshire Planning Board. The depth of discussion contained in this report is specific to the needs of the client and the intended use stated herein.

This investigation and analysis concludes there will be no discernable impacts to the market value of residential family dwellings in the vicinity of the proposed Hudson Logistics Center.

If you have questions or comments concerning this appraisal, please feel free to contact me. Thank you for allowing me to be of service to you.

Sincerely yours,

A handwritten signature in black ink that reads "Wesley G. Reeks".

Wesley G. Reeks
Certified General Appraiser CG411
State of New Hampshire

MARKET DATA RESEARCH AND ANALYSIS

Introduction

The scope of this appraisal service consisted of:

- Site visit and inspection of Green Meadow Golf Course and the surrounding neighborhood areas;
- Collection of market data related to market conditions and activity;
- Review of site plans of the proposed logistics facility;
- Research and inspection of the comparable data utilized herein;
- Analysis of the comparable data as it relates to the proposed facility; and
- Providing our analysis and findings in this report

The purpose of this appraisal service is to provide market data research and analysis relating to properties located within the vicinity of the Green Meadow Golf Course in Hudson, New Hampshire. The effective date of this appraisal service is 24 July 2020. The function or intended use of this appraisal service is to assist in determining if the proposed Hudson Logistics Center will impact market values of nearby residential dwellings. The client is Hillwood Enterprises, LP. The intended user(s) is(are) Hillwood Enterprises, LP and the Town of Hudson, New Hampshire Planning Board. Property rights considered in this appraisal service are those of the fee simple estate which is defined as the absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.

To the extent that sales prices and market values are analyzed in this appraisal service, market value is defined 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 are 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 U.S. 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.

Area Description

The Town of Hudson is located in the south-central portion of New Hampshire and is bordered by the Massachusetts state line to the south. This general area is known as the Gateway Region of the state. It is immediately across the Merrimack River from Nashua, the county seat for Hillsborough County and the second largest city in the state. Hudson is 18 miles southerly of Manchester, the state's largest city, and 45 miles northwesterly of Boston, Massachusetts, the center of commerce in the New England region. As of the 2010 Census, population of the town proper is 24,467 which is 6.1% of the total population of Hillsborough County. The Nashua metro area of which Hudson is a part has a population is 273,879.

Highway access to Hudson is very good via the Everett Turnpike (US Route 3), a major north/south, controlled-access artery bisecting Nashua. There is a major interchange from the Turnpike serving a short spur expressway (one mile) over the Merrimack River into the southern portion of Hudson known as Circumferential Highway or Sagamore Bridge Road. It ends at Route 3A (Lowell Road),

the primary north/south commercial artery in the town. The proposed Hudson Logistics Center is in the southwest quadrant of this intersection. The Everett Turnpike extends north from this spur interchange 18 miles to Manchester where it interchanges with Interstate 93 which serves the northern portion of the state including Concord, the State Capital. The Turnpike (US Route 3) extends south into Massachusetts where it interchanges with Interstate Loops 495 and 95, the outer and inner loop systems around Boston. Both loops serve the Massachusetts Turnpike (Interstate 90) which extends west through Massachusetts to the New York State border.

Growth in all real estate sectors is projected in the next several years, notwithstanding COVID-19, and the long-term outlook for Hudson is very good due to its proximity to major highway links in New England, its proximity to the Boston metropolitan area, and the good overall quality of life offered in New Hampshire.

Neighborhood Description

The neighborhood includes the southern portion of Hudson. This is a mixed-use area with commercial and light industrial uses along Route 3A (Lowell Road) and Route 111 intermingled with residential properties. There is industrial development along and off Route 111 in the central portion, commercial along Route 111 near the Hudson town center, dense commercial along Lowell Road, a large industrial park in the northwest quadrant of Lowell Road and Sagamore Bridge Road known as Sagamore Industrial Park, and mostly residential uses along secondary streets and side streets.

Green Meadow Golf Club

Originally developed around 1960 as a 9-hole public golf course, Green Meadow Golf Club has grown to include two 18-hole courses. The golf courses consist of two, contiguous assessment parcels designated as Map 239, Lot 1 containing 346.047 acres and Map 234, Lot 5 containing 46.020 acres for a total land area of 392.067 acres. It is irregularly-shaped and is situated in the southwest quadrant of Lowell Road and Sagamore Bridge Road. Topography is gently rolling hills with a general downward slope to the west toward the Merrimack River. The sites are zoned “G-1”, General One District which permits uses including single family, commercial, industrial, and institutional. The existing golf course is a conforming use.

At the time Green Meadows was developed, the F. E. Everett Turnpike was in its infancy having been constructed in the late 1950's. It did not provide direct service to the then two-lane bridge over the Merrimack River to Lowell Road. Around 2000, this was replaced with a modern, 4- to 6-lane expressway bridge with a large interchange at the Turnpike, connecting the Turnpike to Lowell Road. Although still popular with golfers in south-central New Hampshire and northeastern Massachusetts, additions of this modern infrastructure has increased demand for commercial and industrial development in the neighborhood, and increased land values to the point whereby large recreational uses are no longer the highest and best use of this site.

Proposed for the golf club site is three-lot, three-building, distribution center totaling approximately 2,600,000 square feet to be known as the Hudson Logistics Center. Preliminary plans indicate Lot A will be at the northerly end of the development adjacent to Sagamore Bridge Road. Lots B and C will be side-by-side at the southerly end of the development adjacent to a proposed roadway known as Green Meadow Drive. Primary access will be from a dedicated roadway off Lowell Road to be known as Green Meadow Drive, and secondarily from the end of Walmart Boulevard to Lot A. Roughly 230 acres, or 59% of the site's 392.067 acres will reportedly be preserved as green space.

Green Meadows Subdivision

Green Meadows Subdivision is a single family subdivision developed in the late 1970's and early 1980's on a 122-acre site adjacent to the south of Green Meadow Golf Club. The subdivision includes 78 lots on five streets and is accessed from Route 3A (River Road) via Chalifoux Road. Of the 78 lots, a total of 18 along Fairway Drive and Eagle Drive abut to the back of the golf course property. Typical dwellings in the subdivision range from one-story ranch-style to two-story colonials with approximately 1,800 to 2,700 square feet. Assessed values fall in a range of roughly \$330,000 to \$435,000.

The table below lists sales of residential properties in Green Meadows that have sold since 2010. Sales since 2016 are within this range from \$330,000 to \$400,000, and about \$146 to \$198 per square foot. There is a prominent increasing trend in sales prices, particularly in the past three to four years. Those sales marked with a single asterisk (*) are sites which back to the golf course. Of significance is the dwellings that do not front the golf course sell for similar amounts per square foot as those 18 sites along Fairway and Eagle abutting the golf course. These data indicate the market does not perceive a benefit in the form of increased market value from living on a lot which directly abuts the golf course. Furthermore, the site marketed with a double asterisk (**) currently is under agreement. The listing (asking) price is \$424,900, but the contract price was not disclosed. However, based on a 5-day marketing time, it is likely the contract price is at or near the listing price. Incidentally, this property previously sold in August 2015 indicating an average annual increase in value of 4.6%. The "Conclusion" on page 14 provides more information on this property sale.

| Year | Property | Sales Price | SF | Price/SF |
|------|---------------|-------------|-------|----------|
| 2010 | 7 Fairway * | \$279,000 | 2,472 | \$112.86 |
| | 11 Par | \$322,500 | 2,504 | \$128.79 |
| 2011 | 12 Eagle * | \$313,500 | 2,672 | \$117.33 |
| | 16 Par | \$292,500 | 1,978 | \$147.88 |
| 2012 | 6 Eagle * | \$295,000 | 2,058 | \$143.34 |
| | 14 Muldoon | \$272,500 | 2,100 | \$129.76 |
| | 3 Birdie | \$278,000 | 1,862 | \$149.30 |
| 2013 | 13 Fairway * | \$315,000 | 2,652 | \$118.78 |
| | 22 Par | \$313,700 | 2,058 | \$152.43 |
| 2014 | 8 Eagle * | \$310,000 | 2,150 | \$144.19 |
| | 5 Muldoon | \$315,000 | 2,086 | \$151.01 |
| | 6 Birdie | \$335,000 | 2,100 | \$159.52 |
| 2015 | 20 Fairway | \$345,000 | 2,156 | \$160.02 |
| 2016 | 21 Fairway * | \$350,000 | 2,012 | \$173.96 |
| | 9 Muldoon | \$330,000 | 2,254 | \$146.41 |
| 2017 | 7 Eagle | \$385,000 | 2,200 | \$175.00 |
| | 11 Muldoon | \$375,000 | 1,896 | \$197.78 |
| | 9 Muldoon | \$385,000 | 2,254 | \$170.81 |
| 2019 | 8 Muldoon | \$400,000 | 2,086 | \$191.75 |
| 2020 | 20 Fairway ** | \$424,900 | 2,156 | \$197.08 |



Green Meadow Photographs

Taken on 25 and 28 July 2020



Hole 3 along the southerly end of the golf course



Fairway of Hole 3



Fairway and green of Hole 3



View from fairway toward dwelling on Fairway



View from fairway to dwelling on Eagle Drive



Typical dwelling on Fairway Drive



Typical dwelling on Eagle Drive



Eagle Drive

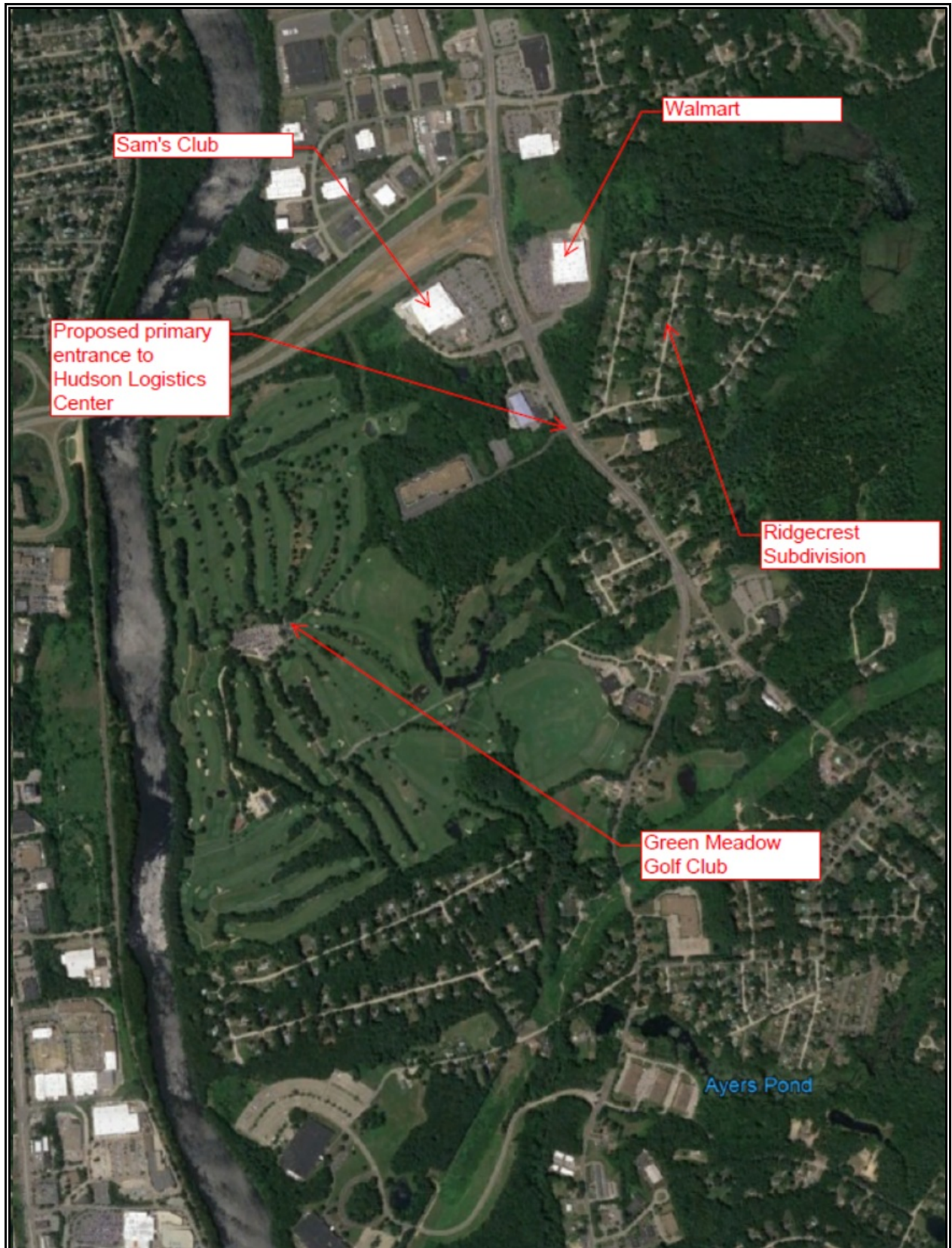
Ridgecrest Subdivision

Ridgecrest Subdivision is a single family subdivision developed in the mid-1960's on a 75-acre site on the easterly side of Lowell Road near Green Meadow Golf Club. The subdivision includes 78 lots on five streets and is accessed from Route 3A (Lowell Road) at a signaled intersection at Rena Lane. The primary entrance to the proposed Hudson Logistics Center will be at this intersection directly opposite Rena Lane. Typical dwellings in the subdivision range from one-story, ranch-style to split-level colonials with approximately 1,000 to 2,500 square feet. Assessed values fall in a range of roughly \$330,000 to \$350,000.

Below are the market sales transactions in Ridgecrest since 2010. Sales from 2010 to 2014 were two to four houses per year; however, since 2014, only two have sold. This is an indication of the stability of residential living in this subdivision and the general area. Further evidence is that currently, no houses are listed for sale in Ridgecrest. Prices per square foot increased steadily from 2011 to 2014 and are within a range from \$110 to \$176 per square foot. Then, after a 5-year period of no sales, the price jumped to an average of just over \$250 per square foot for the sales in 2019 and 2020. For comparison, the average sales price per square foot for 2013-14 is \$156.50 and the average for 2019-20 is \$251.26, an increase of 60%.

Of particular consequence in this analysis is the most recent sale at 18 Ridgecrest. This property was listed for sale on 1 May 2020 for \$354,900, *after* the proposed Hudson Logistics Center became public knowledge. The property sold in three (3) days for \$355,000.

| Year | Property | Sales Price | SF | Price/SF |
|------|---------------|-------------|-------|----------|
| 2011 | 8 Ridgecrest | \$275,000 | 2,496 | \$110.18 |
| | 11 Rita | \$205,000 | 1,632 | \$125.61 |
| 2012 | 2 Ridgecrest | \$159,900 | 1,248 | \$128.13 |
| | 13 Rita | \$201,000 | 1,380 | \$145.65 |
| 2013 | 4 Rose | \$225,000 | 1,428 | \$157.56 |
| | 9 Ridgecrest | \$197,000 | 1,240 | \$158.87 |
| | 16 Ridgecrest | \$272,500 | 1,544 | \$176.49 |
| | 1 Rose | \$240,000 | 1,803 | \$133.11 |
| 2014 | 10 Rega | \$153,000 | 960 | \$159.38 |
| | 17 Ridgecrest | \$177,000 | 1,016 | \$174.21 |
| | 4 Ridgecrest | \$171,000 | 1,056 | \$161.93 |
| | 8 Rega | \$239,165 | 1,834 | \$130.41 |
| 2019 | 2 Ridgecrest | \$297,500 | 1,248 | \$238.38 |
| 2020 | 18 Ridgecrest | \$355,000 | 1,344 | \$264.14 |



Ridgecrest Photographs

Taken on 2 August 2020



View looking from proposed entrance to Rena Avenue



View looking from Rena Avenue to proposed entrance



Lowell Road looking northerly, Rena Avenue at right



View along Rena Avenue



Typical dwelling in Ridgecrest Subdivision



Typical dwelling in Ridgecrest Subdivision

Methodology

In order to determine if redevelopment of Green Meadow Golf Club with the proposed Hudson Logistics Center will impact the market value of nearby residential family housing, research was conducted on similar development scenarios in New Hampshire. Due to its somewhat secluded nature in northern New England, large distribution facilities are limited. However, there are two which have similar characteristics – Pettengill Commerce Park in Londonderry and the Walmart regional distribution facility in Raymond. The former, like the subject, is a multi-building warehouse distribution development, while the latter is a single large distribution warehouse.

Pettengill Commerce Park

Pettengill Commerce Park is a 10-lot, 375± acre industrial park on the south side of the Manchester-Boston Regional Airport in Londonderry, New Hampshire. Initial development was in 2013 following completion of a new expressway bridge over the Merrimack River linking the Everett Turnpike to the airport and the industrial area to the south of the airport. Much like the proposed development, this short, controlled-access artery and bridge opened the area to major development. The three largest properties in Pettengill are a FedEx Ground facility with 304,000 square feet completed in 2014, a UPS Northeast Logistics Center with 603,000 square feet completed in 2015, and an F. W. Webb distribution facility with 768,000 square feet completed in 2016. Now underway on an adjacent site is a 142,000 distribution facility for Belevance Beverage Company. There is a 57-acre vacant parcel in the southwesterly portion of the development. Other sites are smaller and to the north.

Of interest in this case is the Webb facility as well as the 57-acre vacant parcel. Both are located along westerly edge of this development formed by the Londonderry/Manchester line. Contiguous with these two lots to the west is a single family subdivision in Manchester known as Trolley Crossing which was developed between 1985 and 1990. Typical dwellings within Trolley Crossing are 1,500 to 2,100 square feet with assessments ranging from \$200,000 to \$235,000. Recent sales are \$135 to \$200 per square foot. Within this development are three streets – Brent Street, Charlotte Street and Surrey Lane – which front the Pettengill land. Based on aerial imagery and the Londonderry GIS system, the building is within 600 to 800 feet from the dwellings and driveways and truck aprons within about 400 feet. Practically the entire 400 feet is buffered by rolling hills and dense, mature trees. Depending on building placement, development of the 57-acre parcel will be somewhat closer to houses along Brent Street.

To the extent that the dwellings are impacted by the Webb facility, focus is on the end of northerly end of Brent Street, the southerly end of Charlotte Street, and several lots along Surrey Lane which are between the two. Those dwellings along the easterly side back to Pettengill and with a similar forested buffer.

Pettengill Commerce Park Analysis

To ascertain potential impacts of Pettengill (particularly the F. W. Webb facility) on residences in Trolley Crossing, comparative analysis of sales and re-sales is used. In this instance, the starting point of the research is 2009 which coincides with the start of the economic recovery after the 2007 mortgage crisis. Research of lots from 317 Charlotte south to 197 Charlotte, to lots on Surrey Lane, and 328 Brent south to 546 Brent indicated that there are seven (7) sales and re-sales of dwellings between 2009 and 2020. Stretches of these streets between those address are directly adjacent to the Webb facility. Several show sales prior to any knowledge of the Pettengill project, while others are

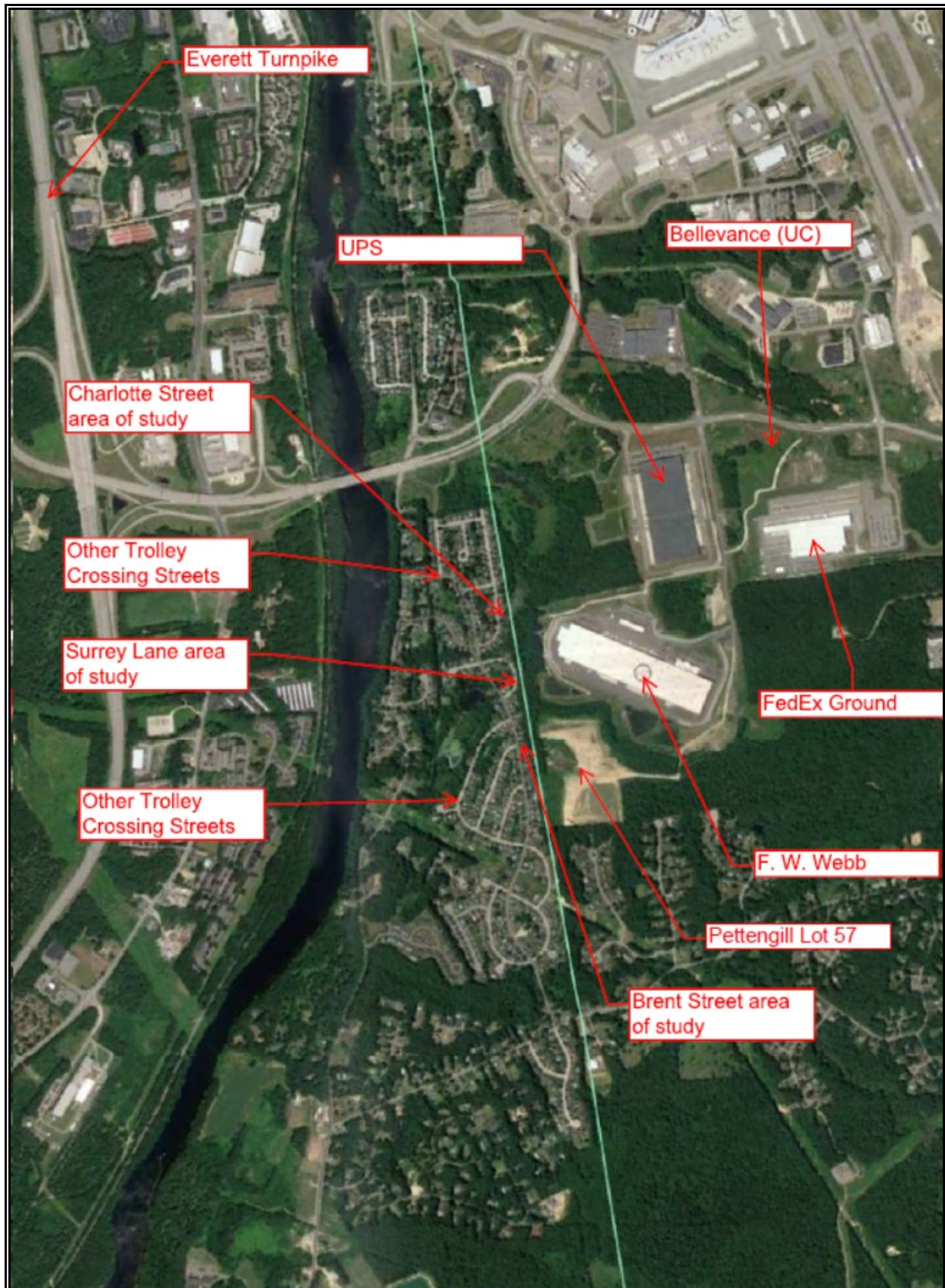
later and closer together whereby both sales closed after the completion of construction. The data are presented in the following table.

| Trolley Crossing Properties Along Pettengill Boundary | | | | | | | | | |
|--|-------|------------|------------|----------|--------------|---------------|----------|---------|--------|
| Address | SF | Sale Date | Sale Price | SP/sf | Re-Sale Date | Re-Sale Price | SP/sf | Val Chg | Ann VC |
| 281 Charlotte | 1,652 | 5/4/2009 | \$180,000 | \$108.96 | 2/28/2017 | \$220,000 | \$133.17 | 22.2% | 2.8% |
| 293 Charlotte | 1,867 | 6/1/2015 | \$233,500 | \$125.07 | 2/11/2019 | \$265,000 | \$141.94 | 13.5% | 3.6% |
| 472 Brent | 1,530 | 11/16/2010 | \$235,000 | \$153.59 | 4/17/2020 | \$304,000 | \$198.69 | 29.4% | 3.1% |
| 524 Brent | 1,666 | 6/20/2012 | \$203,000 | \$121.85 | 7/17/2014 | \$231,900 | \$139.20 | 14.2% | 6.9% |
| 536 Brent | 1,632 | 6/27/2014 | \$239,500 | \$146.75 | 6/8/2020 | \$325,000 | \$199.14 | 35.7% | 6.0% |
| 566 Brent | 1,428 | 10/29/2009 | \$193,000 | \$135.15 | 6/15/2018 | \$268,000 | \$187.68 | 38.9% | 4.5% |
| 34 Surrey | 1,536 | 12/15/2016 | \$251,400 | \$163.67 | 9/27/2018 | \$281,000 | \$182.94 | 11.8% | 6.6% |
| Averages | | | | | | | | 23.7% | 4.8% |

A second table includes sales and re-sales of similar properties in Trolley Crossing in the same time frame; however, these sales are two to three blocks westerly and not adjacent to Webb. These data are included to isolate the impact of the Pettengill development. As can be seen, the total value change average is essentially identical and the average annual value change is a nominal difference of 0.7% (See Aerial Photograph on the following page).

| Trolley Crossing Properties 2 to 3 Blocks Westerly of Pettengill Boundary | | | | | | | | | |
|--|-------|------------|------------|----------|--------------|---------------|----------|---------|--------|
| Address | SF | Sale Date | Sale Price | SP/sf | Re-Sale Date | Re-Sale Price | SP/sf | Val Chg | Ann VC |
| 130 Trolley | 2,400 | 7/20/2015 | \$250,000 | \$104.17 | 3/31/2017 | \$278,500 | \$116.04 | 11.4% | 6.7% |
| 150 Trolley | 1,700 | 2/27/2012 | \$165,000 | \$97.06 | 7/29/2016 | \$235,000 | \$138.24 | 42.4% | 9.6% |
| 139 Brent | 1,600 | 7/21/2016 | \$237,500 | \$148.44 | 3/31/2020 | \$285,000 | \$178.13 | 20.0% | 5.4% |
| 205 Brent | 1,632 | 12/28/2012 | \$202,000 | \$123.77 | 4/6/2016 | \$230,000 | \$140.93 | 13.9% | 4.2% |
| 15 Gantry | 1,428 | 7/15/2011 | \$219,000 | \$153.36 | 7/12/2019 | \$272,500 | \$190.83 | 24.4% | 3.1% |
| 74 Gantry | 1,779 | 8/5/2009 | \$175,000 | \$98.37 | 7/2/2014 | \$224,900 | \$126.42 | 28.5% | 5.8% |
| 106 Gantry | 1,774 | 5/27/2011 | \$189,900 | \$107.05 | 4/4/2018 | \$237,000 | \$133.60 | 24.8% | 3.6% |
| Averages | | | | | | | | 23.6% | 5.5% |

Further analysis through New England Real Estate Network, the statewide multiple listing service, indicates that price increases city-wide in Manchester from 2009 to 2020 for houses in the \$150,000 to \$350,000 price range was a total increase of 23.8%, similar to the value changes above.



Area Photographs
Taken on 25 and 26 July 2020



Entrance to Pettengill Commerce Park



F. W. Webb distribution center



UPS facility



FedEx Ground facility



Bellevance



Lot 57



Typical dwelling backing to Pettengill



Typical dwelling backing to Pettengill

Area Photographs
Taken on 25 and 26 July 2020



Typical dwelling backing to Pettengill



Typical dwelling backing to Pettengill



Typical dwelling several blocks away from Pettengill



Typical dwelling several blocks away from Pettengill



Typical dwelling several blocks away from Pettengill



Typical dwelling several blocks away from Pettengill

Walmart Regional Distribution Facility

Walmart constructed this 1,138,588 square foot New England regional facility on a 220-acre site in 1996. The site is in the southeasterly quadrant of Route 101 and Route 102, the former (Route 101) being the primary east/west expressway artery serving southern New Hampshire. Like the area of the proposed Hudson Logistics Center, this site is strategically located adjacent to this highway roughly midway between its interchange with Interstate 95 in the Seacoast area and Interstate 93 in Manchester. Unlike the proposed Hudson facility and Pettengill Commerce Park, this site is more secluded and also is naturally buffered to the north by Route 101; to the south by the Lamprey River, Dead Pond, and a large RV Park; and to the west by Route 102. To the east is a rural road and sparse residential uses along Prescott Road.

Due to the limited number of dwellings along Prescott Road and the time of development almost 25 years ago, a reasonable sampling of sale and re-sale data are not available like in the preceding Londonderry/Manchester analysis. In place of this however, is the development of a small, 7-lot, cul-de-sac subdivision off the westerly side of Prescott Road and directly adjacent to the rear loading dock area of the Walmart facility. Known as Jady's Way, Diamond Edge Realty and Development purchased four of the seven lots on which it completed and sold houses in 2018 and 2019. Information on these is included below. The last two at 8 and 10 Jady's Way and are within 300 feet of the rear loading docks of Walmart with only a 30-foot-wide buffer of trees.

| Diamond Edge Jady's Way Sales | | | | |
|-------------------------------|-------|------------|------------|----------|
| Address | SF | Sale Date | Sale Price | SP/sf |
| 4 Jady's Way, Raymond, NH | 1,685 | 11/8/2018 | \$315,900 | \$187.48 |
| 6 Jady's Way, Raymond, NH * | 1,685 | 10/12/2018 | \$269,900 | \$160.18 |
| 8 Jady's Way, Raymond, NH | 1,685 | 9/13/2018 | \$337,800 | \$200.47 |
| 10 Jady's Way, Raymond, NH | 1,768 | 1/25/2019 | \$320,000 | \$181.00 |
| Average | | | | \$182.28 |
| Average excl. 6 Jady's Way | | | | \$189.65 |

* Sales price was lower due to semi-finished second floor

During the same time period, Diamond Edge purchased three other lots in Raymond, but not near the Walmart facility, i.e., without potential impacts of this distribution facility (See following page). On these lots, houses were constructed similar to those other dwellings. The average sales price for Jady's Way is \$189.65 (excluding the semi-finished property), and the average sales price for those sales of the other three lots in Raymond similar. Therefore, it is concluded that there was no diminution of value arising from the location of the Jady's Way properties abutting the Walmart facility.

| Other Diamond Edge Sales | | | | |
|-----------------------------|-------|------------|------------|----------|
| Address | SF | Sale Date | Sale Price | SP/sf |
| 19 Essex Drive, Raymond, NH | 1,685 | 5/3/2019 | \$324,900 | \$192.82 |
| 48 Mildred Ave, Raymond, NH | 1,685 | 11/27/2019 | \$325,000 | \$192.88 |
| 14 Bertha Way, Raymond, NH | 1,685 | 11/11/2019 | \$319,900 | \$189.85 |
| Average | | | | \$191.85 |



Area Photographs
Taken on 25 July 2020



Route 102 entrance to Walmart



Walmart docks adjacent to 8 and 10 Jady's Way



10 Jady's Way



8 Jady's Way



4 Jady's Way



19 Essex



48 Mildred



14 Bertha

Conclusion

The preceding study was undertaken in order to determine if the proposed Hudson Logistics Center will impact market values of nearby residential dwellings. The analysis includes detailed examinations of two logistics/distribution facilities in southern New Hampshire with similar site and neighborhood characteristics as the proposed Hudson property. In both data sets, sales data were compared to determine any impact on market value of a property contiguous with the respective facilities as opposed to similar properties in somewhat further proximity, that is to say, not directly impacted. Furthermore, it is shown that properties in the larger market have similar average annual increases in value as those adjacent to and contiguous with the respective facilities. As such, the data provide substantial evidence that development of the two comparable logistics centers did not diminish the market value of the neighboring residential properties. Accordingly by extension, it is concluded that the proposed Hudson Logistics Center will have no impact on the market values in Green Meadow Subdivision or other nearby residential properties.

As further proof the proposed development will not have an impact on value in Green Meadow Subdivision is a current pending sale at 20 Fairway Drive. While it is on the southerly side of Fairway and does not back to the golf course, it is within several hundred feet of the houses on the northerly side which do. This is the only property listed for sale or under contract of sale of the 78 lots in the subdivision, which in and of itself, shows current stability for the immediate area. In a telephone interview, the listing Realtor for 20 Fairway reported the property was listed on 15 May 2020 (after public knowledge of the proposed Hudson Logistics Center) for \$424,900 and went under agreement on 20 May 2020 (5-day exposure). The closing is set for 31 August 2020. Though she could not disclose the final sales price, she did report that there were three interested parties all of who put in bids, and that the final contract price is *higher* than the list price. With the listing price at \$197.08 per square foot, the final sales price likely is near or over \$200 per square foot. This will be the highest price per square foot ever paid in the subdivision.



20 Fairway Drive

In addition, the previously noted recent sale at 18 Ridgecrest which listed and sold since announcement of the proposed logistics center provides evidence that it will not have a significant impact on value in Ridgecrest Subdivision. This property which was listed on 1 May 2020, went under agreement on 4 May 2020, and closed on 15 July 2020. The final sales price of \$255,000 is slightly higher than the listing price of \$254,900. Moreover, at \$264.14 per square foot, this is the highest-ever price per square foot achieved in this development.



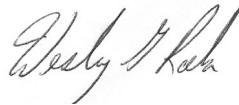
18 Ridgecrest Drive

Appraiser/Consultant's Certification

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

- the statements of fact contained in this report are true and correct;
- the reported analyses, opinions and conclusions are limited only by the reported assumptions and limiting conditions, they are my personal, impartial, unbiased professional analyses, opinions, and conclusions;
- I have no present or prospective interest in Green Meadow Golf Club or the proposed Hudson Logistics Center and I have no personal interest or bias with respect to the parties involved;
- I have performed no other services, as an appraiser or in any other capacity, regarding Green Meadow Golf Club or the proposed Hudson Logistics Center within the three-year period immediately preceding acceptance of this assignment;
- I have no bias with respect to the properties that are is the subject of this report or to the parties involved with this assignment;
- my engagement in this assignment was not contingent upon developing or reporting predetermined results;
- my compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction of 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 service;
- my analyses, opinions and conclusions were developed and this report has been prepared in conformity with the Uniform Standards of Professional Appraisal Practice, Title XI of FIRREA, 12 CFR part 323 of the Federal Deposit Insurance Corporation (FDIC), and any implementing regulations in effect as of the date of this report;
- I, Wesley G. Reeks, have made a personal inspection the all properties included in this analysis;
- no one provided significant professional appraisal assistance to the person signing this report;
- this appraisal service sets forth all limiting conditions (imposed by the terms of my agreement or by the undersigned) affecting the analysis, opinions, and conclusions;
- as of the date of this report, I, Wesley G. Reeks has completed the continuing education program for Designated Members of the Appraisal Institute.
- I certify that the use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives;
- as of the date of this report, I am a State Certified General Real Estate Appraiser in the States of New Hampshire, Massachusetts, and Maine;

- the conclusions expressed in this report are not based in whole or part upon race, color, or national origin of the current/prospective owners, prospective owners, or occupants;
- I have adequate education, and have previously performed similar studies, and I am familiar with the area. Please see the qualifications in this report for additional information;
- my analyses, opinions and conclusions were developed and this report has been prepared in conformance with the requirements of the Code of Professional Ethics and the Standards of Professional Practice of the Appraisal Institute, and the use of this report is subject to the requirements of the Institute relating to review by its duly authorized representatives;



Wesley G. Reeks, MAI
New Hampshire Certified General
Real Estate Appraiser/Consultant
Certificate Number 411

Assumptions and Limiting Conditions

This appraisal is made under the following assumptions and contingent conditions:

- (1) This appraisal services report sets forth all of the limited conditions (imposed by the terms of my assignment or by the undersigned) affecting the analyses, opinions and conclusions contained in the report;
- (2) Title to the property is assumed to be free, clear, and unencumbered, and there are no leases, easements, liens, or other encumbrances on the property other than those listed in this report;
- (3) To the best of my knowledge and belief the statements of fact contained in this appraisal services report, upon which the analyses, opinions and conclusions expressed herein are based, are true and correct, but I assume no responsibility for the accuracy of such information as title information, measurements, survey, and other information furnished by you as likewise comparable sales data furnished by the court records and the principals involved in the various transactions;
- (4) It is assumed that the improvements are located on the land described herein and do not overlap this land unless otherwise stated in the report;
- (5) No responsibility is here assumed for any matters which are legal or political, social, or economic changed conditions which could have an effect on real estate values which changes take place after the date of this valuation;
- (6) Disclosure of the contents of this report is governed by the by-laws and regulations of the Appraisal Institute. Neither all nor any part of the contents of this report (especially any conclusions, the identity of the appraiser, or of said firm with which he is connected or any reference to the Appraisal Institute or the MAI, SREA, SRPA, RM, or SRA designations) shall be disseminated to the public through advertising, media, public relations media, news media, sales media, or any other public means of communication without the previous written consent and approval of the undersigned;
- (7) Future income and expense projections are estimated to be typical projections by typical purchasers in the market place, rather than the appraiser/consultant's personal projections. None of these projections should be interpreted as the appraiser/consultant's personal projections;
- (8) Any survey contained in this report is assumed to be true and correct, and it is also assumed that there are no encroachments upon the property appraised except as noted herein. Any sketch prepared by the appraiser/consultant and included in the report may show approximate dimensions and is included to assist the reader in visualizing the property; however, the appraiser/consultant has not made a survey of the property;
- (9) A current "as built" survey may affect the value estimate, and should be provided if not included in this report, to verify data provided to the appraiser/consultant;
- (10) The appraiser/consultant assumes that there are no hidden or unapparent conditions of the property, subsoil, or structures, which would render it more or less valuable. The appraiser/consultant assumes no responsibility for such conditions or for engineering which might be required to discover such factors;
- (11) The appraiser/consultant is not required to give testimony or appear in court unless arrangements have previously been made therefor;

- (12) No one may use this report for any other use than that stated in the "Function or Intended Use" section of this report;
- (13) Unless otherwise stated in this report, the existence of hazardous materials, which may or may not be present on the property, or in the vicinity, was not observed by the appraiser/consultant. The appraiser/consultant has no knowledge of the existence of such materials on or in the property except as stated in this report. The appraiser/consultant, however, is not qualified to detect such substances. The appraiser/consultant has made no study to determine such conditions. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them. The client agrees to hold harmless the appraiser/consultant and fully defend the appraiser/consultant in any future lawsuit resulting from such hazardous materials. Client will fully indemnify appraiser/consultant from all losses in any such lawsuit.
- (14) Furnishings and equipment or business operations, except as specifically indicated and typically considered as a part of real estate, have been disregarded with only the real estate being considered.
- (15) This appraisal service has been prepared for the exclusive benefit of the Addressee and intended users. It may not be used or relied upon by any other party. Any party who uses or relies upon any information in this report, without the preparer's written consent, does so at his own risk.
- (16) This is a *Appraisal Services Report* that complies with requirements set forth in Standards Rule 1 and the reporting requirements set forth in Standards Rule 2 of the Uniform Standards of Professional Appraisal Practice. It presents required statements and definitions as required by USPAP as well as abbreviated descriptions of the physical and functional characteristics of the property under study. The attached report includes the necessary data, reasoning, and analysis used in the process to develop my opinions. The depth of discussion contained in this report is specific to the needs of the client and the intended use stated herein. I am not responsible for the unauthorized use of this report.
- (17) This appraisal service was prepared by Wesley G. Reeks, MAI for the exclusive use of the Addressee. The information and opinions contained herein forth the appraiser/consultant's best judgement in light of the information available at the time of the preparation of this report. Any use of this study by any other person or entity, or any reliance or decisions based on this appraisal are the sole responsibility and at the sole risk of the third party. Wesley G. Reeks, MAI accepts no responsibility for damages suffered by any third party as a result of reliance on or decisions made or actions taken based on this appraisal.
- (18) **General Conditions** - The Appraisal Institute conducts a mandatory program of continuing education for its designated members. Members meeting the minimum standards of this program are awarded periodic educational certification. As of the date of this report, Wesley G. Reeks has completed the requirements under the continuing education program of the Appraisal Institute.

The fee for this appraisal or study is for the service rendered and based on an hourly rate for time in research, analysis, and report preparation.

Acceptance of, and/or use of this appraisal report constitutes acceptance of the preceding Assumptions and Limiting Conditions.

**Qualifications of the Appraisers
for
Wesley G. Reeks, MAI**

Professional Memberships

Member of the Appraisal Institute (MAI #10863), Residential Member of the Appraisal Institute (RM #2721), Certified General Real Estate Appraiser in New Hampshire, Massachusetts, and Maine.

Year 2000 President of the New Hampshire Chapter of the Appraisal Institute

The Appraisal Institute conducts a mandatory program of continuing education for its designated members. As of the date of this report, I have completed the requirements under the continuing education program and I am currently certified under this program.

Appraisal Experience

Appraised a wide variety of properties including free-standing retail, shopping centers, small office, multi-tenant high-rise office, restaurants, hotels, gasoline/convenience stores, industrial, R&D, warehouse, truck terminals, multifamily, single family, marinas, amusement parks, health clubs, tennis clubs, farm land, and vacant commercial and residential land in 19 states including New Hampshire, Vermont, Maine, Massachusetts, Rhode Island, Connecticut, New Jersey, Pennsylvania, Maryland, South Carolina, Ohio, Minnesota, South Dakota, Louisiana, Texas, Oklahoma, New Mexico, and California.

Appraisal Employment

Principal, Wesley G. Reeks, MAI, a commercial real estate appraisal company formed in December 1992 with offices in Bedford, New Hampshire.

Affiliated with Hunsicker Appraisal Company in Nashua, New Hampshire, performing commercial appraisals as an independent contractor, December 1992 to April 1995.

Marshall F. Graham and Associates, Shreveport, Louisiana, December 1989 to November 1992.

John F. Luck and Associates, Shreveport, Louisiana, June 1985 to November 1989.

Education

Louisiana State University, Baton Rouge, Louisiana
Bachelor of Science Degree - December 1980

Civic

Immediate Past District Chairman, Massabesic District, Daniel Webster Council, Boy Scouts of America

Court Experience

Relied on as an expert witness in court testimony on improved and unimproved properties in New Hampshire and Texas