



## **R.P. Hubbell and Company, Inc.**

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State Certified General Appraiser  
ANDREW WARD  
GORDON CASEMENT

State Certified Residential Appraiser  
CHARLES F. CARNELL

### ***APPRAISAL REPORT*** **SELF-CONTAINED REPORT FORMAT**

#### ***PROPERTY***

**Former Ossining Police Station  
507 North State Road  
Town of Ossining, Westchester County, New York 10562**



#### ***SUBMITTED TO***

**Town of Ossining  
Susanne Donnelly, Supervisor  
16 Croton Avenue  
Ossining, NY 10562**





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April 22, 2013

Town of Ossining  
Susanne Donnelly, Supervisor  
16 Croton Avenue  
Ossining, NY 10562

Re. 507 North State Road, Ossining, New York

Dear Ms. Donnelly:

In accordance with your request, the following is a self-contained report of the above-referenced property. The purpose of the appraisal is to estimate the market value of the fee simple interest of the subject parcel hereinafter described as of March 15, 2013, the date of inspection. The report to follow sets forth the most pertinent data gathered, the techniques of valuation, the reasoning leading to the opinion of value, is subject to the enclosed limiting conditions and has been made in conformance to the Code of Professional Ethics, Standards of Professional Conduct of the Appraisal Institute, the Uniform Standards of Professional Appraisal Practice.

The subject consists of a one-story police station, formerly occupied by the Town of Ossining Police. The building totals 8,643 square feet of gross building area and is situated on a 0.95-acre lot. At the time of inspection, the building appeared to be in good condition.



We hereby certify that to the best of our knowledge and belief the data, facts and opinions set forth herein are accurate, subject to the statement of limiting conditions set forth and extraordinary assumptions.

Considering the data and conclusions contained herein, it is our opinion that the market value indication of the subject property's fee simple estate as of the effective date of valuation, March 15, 2013, is:

**ONE MILLION SIX HUNDRED THOUSAND DOLLARS**  
**(\$1,600,000)**

Respectfully submitted,

R.P HUBBELL and COMPANY, INC.

Signature:



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Grant Ackerly, MAI , CCIM  
*State Certified General Real Estate Appraiser No.46..46551*

Signature:



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Angelo Lallis  
*State Licensed Appraiser Assistant No. 48..43256*



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**SUMMARY OF SALIENT FACTS**

<b>TYPE OF PROPERTY:</b>	Former Police Station
<b>LOCATION:</b>	507 North State Road, Town of Ossining, New York
<b>OWNER OF RECORD:</b>	Town of Ossining
<b>PROPERTY RIGHTS APPRAISED:</b>	Fee simple estate
<b>TAX MAP REFERENCE:</b>	90.19-2-9
<b>ACREAGE:</b>	0.95 acres
<b>ACREAGE SOURCE:</b>	Survey by Ward Carpenter Engineers Inc, dated July 27, 2002
<b>ZONING:</b>	GB General Business District
<b>IMPROVEMENTS:</b>	One-story, 8,643 square foot, masonry building built in 2005 formerly used as the Town of Ossining Police Station.
<b>UTILITIES:</b>	Municipal water, sewer, gas
<b>DEED RESTRICTIONS &amp; EASEMENTS:</b>	None noted
<b>EXTRAORDINARY ASSUMPTIONS:</b>	None
<b>HIGHEST AND BEST USE:</b>	Office Use
<b>DATE OF VALUATION:</b>	March 15, 2013
<b>DATE OF REPORT:</b>	April 22, 2013
<b>DATE OF INSPECTION:</b>	March 15, 2013
<b>OPINION OF MARKET VALUE:</b>	<b>\$1,600,000</b>

**PURPOSE OF THE APPRAISAL:** The purpose of this appraisal is to provide an opinion of the market value of the subject property's fee simple estate as of the effective date of valuation.

**CLIENT:** Town of Ossining  
Susanne Donnelly, Supervisor  
16 Croton Avenue  
Ossining, NY 10562

**APPRAISERS:** Angelo Lallis  
Grant Ackerly, MAI, CCIM  
R.P. Hubbell & Company, Inc.  
3 Neptune Road, S-400  
Poughkeepsie, New York 12601

**SUBJECT:** Former Police Station  
507 North State Road  
Town of Ossining, Westchester County, New York

**DEFINITION OF MARKET VALUE:** *Market value* is defined by the federal financial institutions regulatory agencies as follows:

Market Value - means 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:

- (1) Buyer and seller are typically motivated;
- (2) Both parties are well informed or well advised, and acting in what they consider their own best interest;
- (3) A reasonable time is allowed for exposure in the open market;

(4) Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and

(5) The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.<sup>1</sup>

**INTENDED USE OF THE REPORT:** This appraisal is intended to assist the client, The Town of Ossining, for establishing market value for potential disposition.

**INTENDED USER:** The intended user is the client, The Town of Ossining

**HYPOTHETICAL CONDITIONS AND EXTRAORDINARY ASSUMPTIONS:** None.

**PROPERTY RIGHTS APPRAISED:** Fee Simple Estate

**DEFINITION OF FEE SIMPLE ESTATE:** *Absolute ownership unencumbered by any other interest or estate subject only to the four powers of government: ad valorem taxation, eminent domain, police power, and escheat.*<sup>2</sup>

**SCOPE OF THE APPRAISAL:** As part of this appraisal, we have made a number of independent investigations and analyses. The investigations undertaken and data sources used are listed below.

- Area and Neighborhood Analysis - Demographic, employment, and housing data was gathered from the New York State Department of Labor Bulletin "New York State Employment Trends," The Real Estate Center of Texas A&M University, Site to Do Business, New York State Association of Realtors and observations of the neighborhood.
- Site and Improvement Description and Analysis - examined tax maps prepared by the Real Property Tax Office of Westchester County; inspected and photographed the subject on March 15, 2013 with the Town Assessor, Fernando Gonzalez. Viewed and photographed the interior and exterior of the

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<sup>1</sup> Rules and Regulations, *Federal Register*, Vol. 55, No. 165, Page 34696.

<sup>2</sup> *The Dictionary of Real Estate Appraisal*, 5<sup>th</sup> ed., (Chicago: Appraisal Institute, 2010), p. 78

improvements. The building was measured by the appraiser. Examined survey, zoning map, floodplain map and aerial maps.

- Market Data Program - obtained data on comparable sales by researching transactions on the MLS, Real-info pay service and the state's Office of Real Property, with a focus on the subject sub-market of the Town and Village of Ossining as well as the Village of Briarcliff Manor. Due to the lack of data, properties in the Village of Sleepy Hollow were also researched. Gathered comparable lease information in the same areas.
- Highest and Best Use - In estimating highest and best use for the subject property, an analysis was made of the data compiled above, in order to estimate the economic feasibility of the subject.
- Approach to Value – utilized the Sales Comparison Approach and Income Approach to arrive at an opinion of market value. The cost approach is not utilized as market participants typically do not rely on this approach.
- Reconciliation - After assembling and analyzing the data defined in this scope of the appraisal, a final opinion of market value has been made.

**EXPOSURE TIME:** Exposure time is defined 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 on an analysis of past events assuming a competitive and open market.<sup>3</sup>

Based on conversations with brokers and assuming proper pricing, similar properties sold in the subject market area in 6 to 12 months over the last year. Marketing times have remained stable over the last year. As stated in the current edition of USPAP, "The reasonable exposure period is a function of price, time and use, not an isolated opinion of time alone." Thus, the estimate of exposure time assumes:

1. An open, competitive market for the subject property type
2. Proper marketing of the subject with an experienced and competent commercial

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<sup>3</sup> Uniform Standards of Professional Appraisal Practice, 2008-2009 ed., (Appraisal Foundation, 2008), p.U-87

broker

3. A list price of no more than 110% of the appraised value
4. Availability of mortgage money at competitive, market interest rates

Address	Sale date	Days on market
1 N Broadway	12/09/10	231
30 S Highland	03/19/09	238
425 N State St	09/21/12	210
Average marketing time		226 – 7.5 months

Analysis of improved property sales in the area indicates that **exposure** time would have been 7 to 8 months. Looking forward, marketing times will likely continue to be similar or could decrease in the near future as the demand for commercial real estate appears to be picking up with a greater number of inquiries.

**IDENTIFICATION AND HISTORY OF THE SUBJECT PROPERTY:** The subject is located at 507 North State Road, with a Briarcliff Manor mailing address, in the Town of Ossining, Westchester County, New York. It is a 0.95 acre site and improved with a one-story, former police station, built in 2005, and in overall good condition at the time of inspection. The total gross building area is 8,643 square feet along with a small attic storage area not included in the total. A building permit was issued on October 30, 2003 with an estimated cost to construct in the amount of \$2,546,754 with a final certificate of occupancy granted on August 30, 2005.

The owner of record is the Town Ossining. The property was last transferred on August 15, 2002 from Richard S Bell Plumbing and Heating Inc. for \$431,000, and recorded under control number 422760735, dated October 10, 2002. The subject has been marketed for sale by the Town of Ossining with an asking price of \$3,500,000. There is no pending contract to our knowledge.

A tax map and aerial photo are provided as follows.

TAX MAP



AERIAL PHOTO



## REGIONAL DESCRIPTION

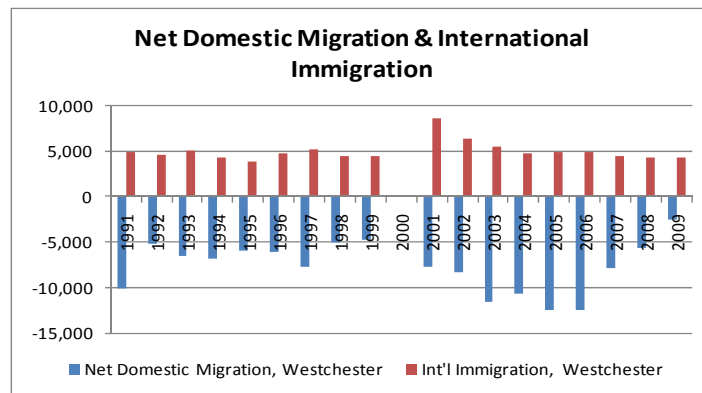
**Westchester County** is one of seven counties in the Hudson Valley Region of New York State. A region termed New York's *natural growth areas* due to the proximity of New York City and its attractive landscape. Westchester County is located in the southeastern-most portion of this Hudson Valley Region which also includes Columbia, Dutchess, Ulster, Orange, Putnam, and Rockland.

The central Westchester sector includes many multi-national companies such as IBM, General Foods, PepsiCo, Texaco, Union Carbide, Nestle, CIBA-GEIGY, Nationwide Insurance, Technicon and others of similar magnitude had established corporate headquarters or major research and production facilities in central Westchester, providing substantial employment opportunities for office and executive personnel.

The eastern sector of this corridor, from White Plains to the Connecticut border, has experienced the most intense office development, known as the "Platinum Mile." The roster of companies includes IBM, PepsiCo, Texaco, General Foods, Nestle, the Gannett-Westchester newspapers, and other distinguished corporations. The western section of the corridor (from White Plains to Tarrytown) includes a number of major hotel chains that have located along this corridor, including Day's Inns, Marriott, Stouffers, Arrowwood, and two Hilton facilities (The Ryetown Hilton at the easterly end of the corridor, and the Tarrytown Hilton near the Tappan Zee Bridge).

The City of White Plains, the county seat, strategically situated in the center of the I-287 corridor, is the business, financial, governmental, legal, retail and transportation center of Westchester County. Virtually all of the dominant regional and national retail merchandisers are located in the city, including department stores such as Saks Fifth Avenue, Bloomingdale's, Sears, Macy's, Neiman-Marcus and, anchoring the 100-store Galleria shopping mall, the county's premier shopping center, J. C. Penney and Abraham & Straus.

Following the 9/11 catastrophe, net domestic migration out of the County peaked mid-decade as residents of the Metropolitan New York region moved north to the northern Mid-Hudson Valley, as well as other locales region- and nation-wide. According to the 2010 census, the County population increased 2.80%;



lower than Putnam, Orange, Rockland, and Dutchess Counties. In recent years the County has lost many residents due to the high cost of housing within Westchester, as the Mid-Hudson region of Rockland, Dutchess, Orange, and Putnam Counties have provided more affordable housing options, though with a longer commute time to regional employment centers. Prior to the 2008/09 recession, net-domestic out migration peaked due to the increasing unemployment rates throughout New York State.

Over the past decade, Westchester County has seen a similar rate of population growth as compared to New York State. Median Income and Per Capita Income are superior to state-wide incomes. Westchester County has a higher median age and higher average household size, as compared to New York State, indicating an older upper-middle class suburban workforce than state-wide. The table at

2000 - 2015 Demographics				
		Ossining	Westchester County	New York
<b>Population</b>				
	2000 Population	36,534	923,459	18,976,457
	2010 Population	38,514	956,959	19,543,731
	2015 Population	39,007	966,110	19,736,749
<b>Growth Rate</b>				
	2000 - 2010	5.42%	3.63%	2.99%
	2010 - 2015	1.28%	0.96%	0.99%
<b>Households</b>				
	2000 Households	12,355	337,142	7,056,860
	2010 Households	12,800	345,534	7,259,376
	2015 Households	12,938	348,186	7,332,820
<b>Growth Rate</b>				
	2000 - 2010	3.60%	2.49%	2.87%
	2010 - 2015	1.08%	0.77%	1.01%
<b>Median Income</b>				
	2000 Median Income	\$ 65,567	\$ 63,637	\$ 43,582
	2010 Median Income	\$ 87,392	\$ 83,123	\$ 58,128
	2015 Median Income	\$ 102,005	\$ 96,466	\$ 67,526
<b>Growth Rate</b>				
	2000 - 2010	33.29%	30.62%	33.38%
	2010 - 2015	16.72%	16.05%	16.17%
<b>2010 Per Capita Income</b>				
		\$ 41,529	\$ 44,320	\$ 29,455
<b>Median Age</b>				
		38.3	39.9	37.7
<b>Avg Household Size</b>				
		2.68	2.7	2.61
* Site To Do Business				

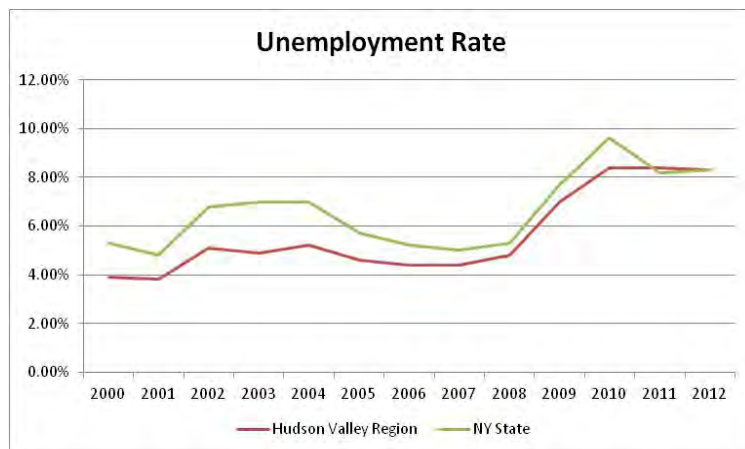
right summarizes historic and current population statistics, as well as future projections, for Westchester County and New York State.



## Employment

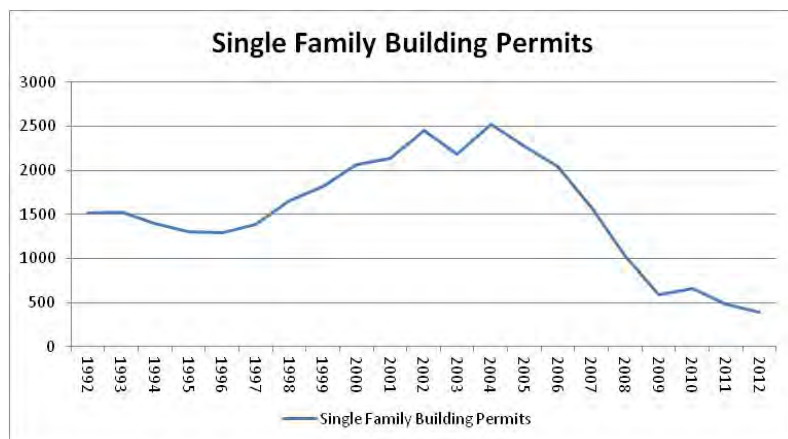
According to the New York State Labor Department, private sector employment in the Hudson Valley Region increased 7,800 or 1.1 percent, for the 12-month period ending February 2013. Employment gains were strongest in educational and health services (+4,100), followed by trade, transportation and utilities (+2,900), professional and business services (+2,300), leisure and hospitality (+1,500), and other services (+900). Job losses were centered in the following industries: manufacturing (-1,300), financial activities (-1,000), information (-900), and natural resources, mining and construction (-700). The government sector shed 2,400 jobs over the year.

The Hudson Valley region was hit hard by the “Great Recession.” Local job losses over the past few years were on par with those of the economic downturn in the early 1990s. Yet despite being decimated by layoffs and plant closings in the latest downturn, the region’s labor job market is slowly



rebounding. The falling rate of unemployment through 2010 and 2012 reflects this upturn. Unemployment percentage rose during the 2008/09 economic recession, with recent statistics showing unemployment at 7.0% as of December 2012. Westchester County unemployment percentage has consistently been lower than State- and Nation-wide unemployment numbers.

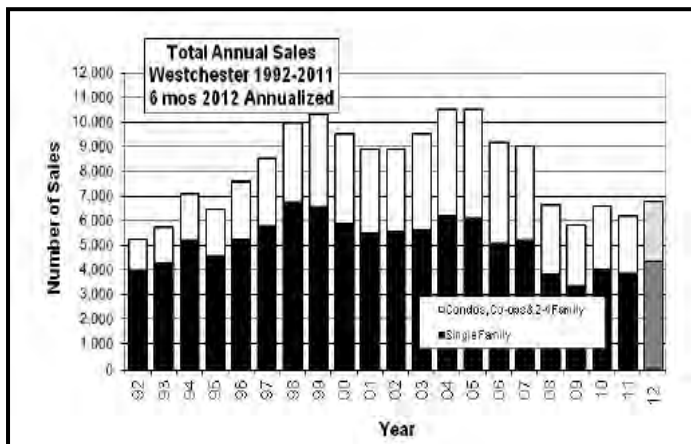
**Building Activity:** The annual number of construction permits (all residential, previous 12-months) remained steady at approximately 2,700 units from 1994 to mid-year 1996. In Q3 1996, building permits within the County increased steadily to over 4,000 permits in April 2000, an



increase of 48%. Since the first half of 2000, building construction has steadily

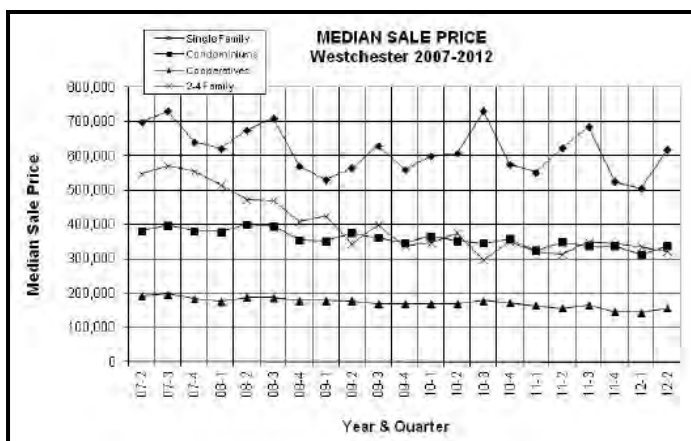
decreased to a total of 392 permits in 2012, an overall decrease of 85%. Much of this is due to the increasing lack of affordability within the County and the increase of more affordable, quality housing alternatives in those other counties within the Hudson Valley.

**Housing:** Up until mid-2007, the Westchester County housing market was an increasingly strong market. The number of single family homes sold in the County since 2000 had been consistently in the 5,000+ units per year range, peaking at 6,000+ units per year in 2004 and 2005. In 2008, sales volume plummeted to 3,808 sales and dropped even further in 2009



with 3,353 sales. This represents a decline in sales volume of 45.2% from the peak of the market in 2004. Prices for residential real estate through the majority of the decade experienced increasingly strong growth rates, with the peak of the market reached mid-2007. Since then, housing values have also fallen as a result of the sub-prime mortgage fall-out, the Wall Street financial crisis, and the 2009 economic recession.

Median home prices peaked between 2006 and 2007 at \$685,000, an increase of 67% from 2000 median prices of \$409,750. This represents a 9.6% increase per year in home values, as a result of increased net domestic migration and the growth of the sub-prime mortgage market through the decade. According to



figures compiled by the Wall Street Journal regarding housing price trends in selected areas of the nation, the Hudson Valley rate of price increase was among the highest throughout the nation. Since the market's peak in 2007, median prices decreased approximately 15% to roughly \$580,000 in 2009. In the second quarter of 2012 (most recent data available), median sales price is \$619,000, a slight decrease of 0.6% from 2011's second year quarter median of \$622,750.

**Conclusion:** The region is currently still recovering from the economic recession of

2008/09. Indicators such as unemployment, building permits, and housing prices show that the regional economy has begun to improve with slow growth anticipated in the near future.

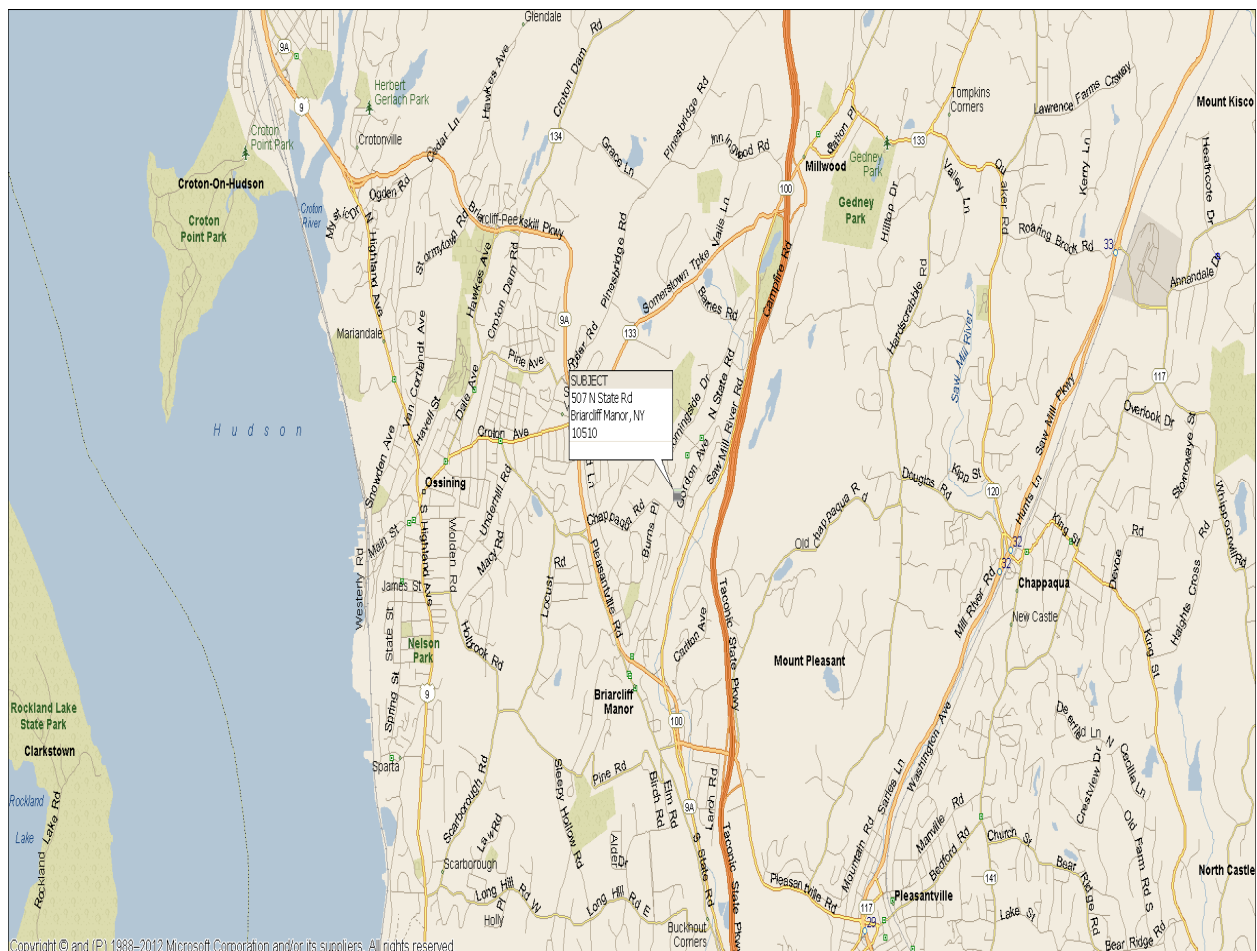
## REGIONAL LOCATION MAP



## NEIGHBORHOOD DESCRIPTION

The subject is located in the Town of Ossining, Westchester County, New York. Select demographic data for the municipality, county and state was previously cited earlier in the Area and Regional Analysis section of this report. The immediate neighborhood contains a mix of neighborhood commercial and residential properties. The subject is just outside of the Village of Briarcliff Manor's borders to the south. The Village of Ossining is located to the west, along the Hudson River. To the north is Croton on the Hudson. To the east is the Taconic State Parkway a north/south arterial linking Albany and New York City. Municipalities along the western portion of Westchester County benefit from their close proximity to the Metro North Railway, which provides access to the Metro New York City area to the south. Most residents of these municipalities typically commute to New York City for employment, as well as to employment centers within the County, such as White Plains.

## NEIGHBORHOOD LOCATION MAP



**Market Analysis – Office market:**

Within the Town of Ossining and the surrounding areas of the Village of Ossining and Village of Briarcliff Manor, there are numerous office buildings. Some are located in along highly visible corridors of Route 9 (Highland Avenue) and North State Road while other buildings are located in walk-able neighborhoods and downtown commercial hamlets. There are numerous converted residences along South Highland Avenue that are used for offices or a mix of first floor office use and upper floor apartments. The office buildings within the market are mostly multi-tenant with partial owner-occupancy.

According to Jones Lang LaSalle's "Office Highlights" for Westchester County in the Fourth Quarter of 2012, leasing activity showed a significant rebound from prior quarters. The total leasing activity for 2012 was 2.1 million square feet with 870,000, or 41% of all activity took place in the last quarter. The activity was almost equally divided between new leases and renewals. Sales activity remains slow although inquiries have picked up. Only one sale and one pending sale were noted in the office market report. No new construction is in the pipeline as some older, functionally obsolete buildings are converted to alternative uses.

The following table summarizes recent sales and listings in the subject's larger market area. One of the buildings was sold in 2009, just after the peak of the commercial markets.

Location	Sale Date	List/sale Price	Size (sf)	Price/sf	Comments
30 S Highland Ave, Ossining	March 2009	\$925,000	4,576	\$202	Former post office building now medical and general offices at the center of the Village of Ossining's commercial district
30 State Street, Ossining	May 2010	\$700,000	2,688	\$260	Converted residence with river views now offices
61 Sunset Dr., Ossining, NY	May 2010	\$399,000	1,600	\$249.38	Former residence outside of the Village of Briarcliff Manor used as a dental office
425 N State Rd., Briarcliff Manor	Sept. 2012	\$920,000	5,500	\$167	Class B multi-tenant suburban office along a visible highway
145 N Highland Ave, Ossining	Listing	\$2,000,000	6,800	\$294	Listing of a completely renovated brick office building on 0.85 acres
100 S Highland Ave, Unit 100, Ossining	Listing	\$239,000	1,800	\$133	Office condo south of Ossining CBD
176 S Highland Ave, Ossining	Listing	\$325,000	1,080	\$301	Small building marketed as offices or apartments

After the 2008-2009 national economic recession, the office markets slowed dramatically throughout the Hudson Valley and Westchester market with a sharp decline in demand and rental rates. Based on historical and current leases, it appears rental rates have declined by as much as 25% since 2008-2009. The market appears to have stabilized in 2011 from the sharp declines realized at the height of the recession.

The table to follow summarizes recent office leases and listings in the Ossining sub-market.

Address	Size (sq ft)	Rental rate / sq ft	Basis	Date	Term	Comments
1392 Albany Post Rd (Route 9)	1,400	\$13.71	Plus utilities	April 2012	Not disclosed	Two offices with large reception area and private bathroom
75 S Highland Ave, Ossining	975	\$19.69	Plus electric	August 2011	Not disclosed	Class B-C building
145 Main Street, Ossining	1,727	\$13.72	Plus electric	January 2013	Not disclosed	Row building in Ossining CBD – rented in 2009 for \$18.07 per sq ft
95 Main St, 2 <sup>nd</sup> floor, Ossining	1,600	\$19.88	Plus utilities	May 2010	Not disclosed	Office building in CBD with river views – being marketed again at \$2800 per month or \$21 per sq ft
515 N State Road, Briarcliff Manor	1,275	\$17.40	Plus utilities	Oct 2011	Not disclosed	Class B-C office space adjacent to subject
81 Croton Ave, Ossining	3,650	\$16.44	Plus utilities	Active listing		Former institutional building marketed for creative office space
2 Church St, Ossining	4,300	\$22.00	Plus utilities	Active listing		Marketed as a Class A office building in the CBD along Highland and Church
515 N State Road, Briarcliff Manor	2,625	\$22.80	Triple Net	Active Listing		Class B-C office space adjacent to subject
515 N State Road, Briarcliff Manor	1,500	\$20.04	Triple Net	Active Listing		Class B-C office space adjacent to subject
510 N State Road, Briarcliff Manor	1,340	\$20.59	Triple Net	March 2009	Not disclosed	Marketed as retail or office space
141 N State Rd, Briarcliff Manor	1,600	\$19.88	Triple Net	March 2011	Not disclosed	Class B office building along visible corridor – small office node

The rates in the market vary based on class of building, type of space, parking and location. The range in rental rates for closed and active leases is from \$12.00 to \$22.00 per square foot on a modified gross basis and from \$19.88 to \$22.80 per square foot on a triple net basis. The property located at 515 N State Road has both modified gross and triple net basis rents; the broker indicated that going forward all leases in the building will be on a triple net basis. Additional discussions with local brokers indicate

that asking rents may reach as high as \$25 to \$30 per square foot; however they are unlikely to be leased at these rates.

### **Vacancy rates**

The overall county vacancy rate as reported by Colliers for the Second Quarter of 2012 (latest available) was 13.4%.

Since the Ossining market is not tracked by any firms, an in-house office vacancy survey on select buildings in the subject market area was conducted and shown in the table below. This is deemed to be a reasonable reflection of the overall vacancy for the area.

Address	Size (GBA)	Vacant space	Vacancy %	Comments
2 Church Street	25,000	4,300	17%	Class A office
152 S Highland Avenue	9,672	2,685	28%	Class B Retail-office
24 Old Albany Post Rd	10,000	3,265	33%	Class A retail-office
95 Main Street	22,000	1,600	7%	Class B office
141 N State Road	8,000	800	10%	Class B office
75 S Highland Avenue	4,200	0	0%	Class B-C office
425 N State Road	5,500	0	0%	Class B office
400 Executive Blvd	28,284	5,000	18%	Class A-B office
Totals	112,156	17,650	16%	

### **Conclusion**

The survey indicates an overall vacancy rate of 16% for the buildings surveyed, above the overall county survey of 13.4% presented earlier. The individual vacancy rates vary from 0% to 33%. The building at 152 South Highland Avenue has two second floor spaces for lease and along with 24 Old Albany Post Road which also has three second floor spaces available comprise 34% of the available space surveyed. This most likely skews the overall vacancy rate. Lease-up time for space priced right can be 6 to 12 months. The market will most likely remain slow as those landlords with higher vacancies will attempt to fill the spaces by offering concessions, flat rent and reduced rents in order to attract tenants. On a positive note, there was no new supply of speculative space in 2012 with none planned. Therefore, the gap between supply and demand may tighten somewhat next year if the local economy continues in a slow but positive recovery mode.

## PROPERTY DESCRIPTION:

### Site Description:

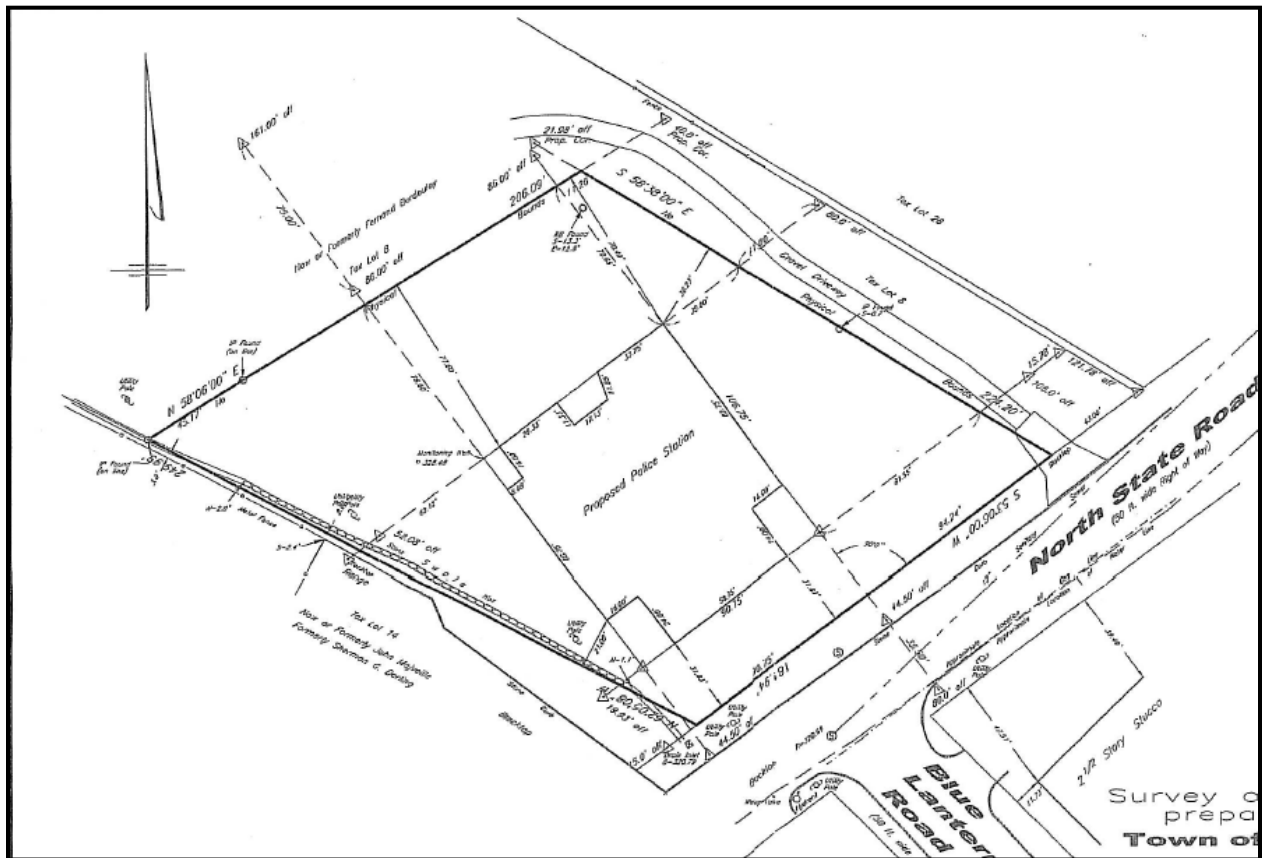
Site Area: 0.95 acres

Configuration: Rectangular

Frontage: 181.94' along the west side of North State Road

Access: Good

## SURVEY



Visibility: Good

Utilities: Municipal water, sewer and gas

Topography: Slight slope up from road grade to a mostly level site

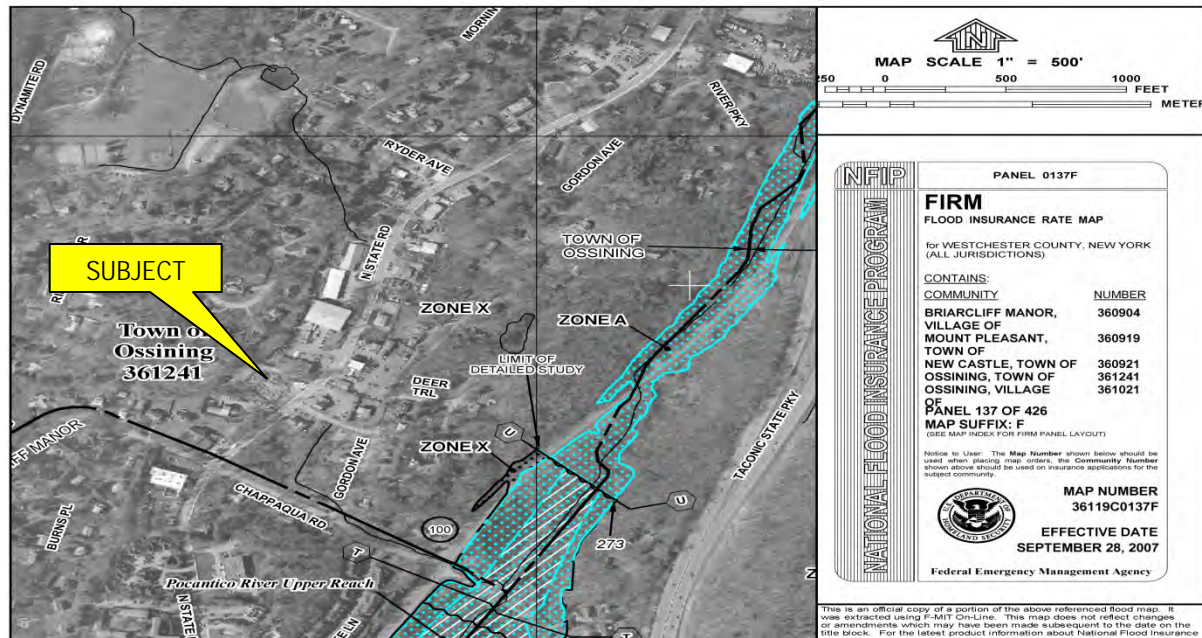


## TOPOGRAPHY MAP



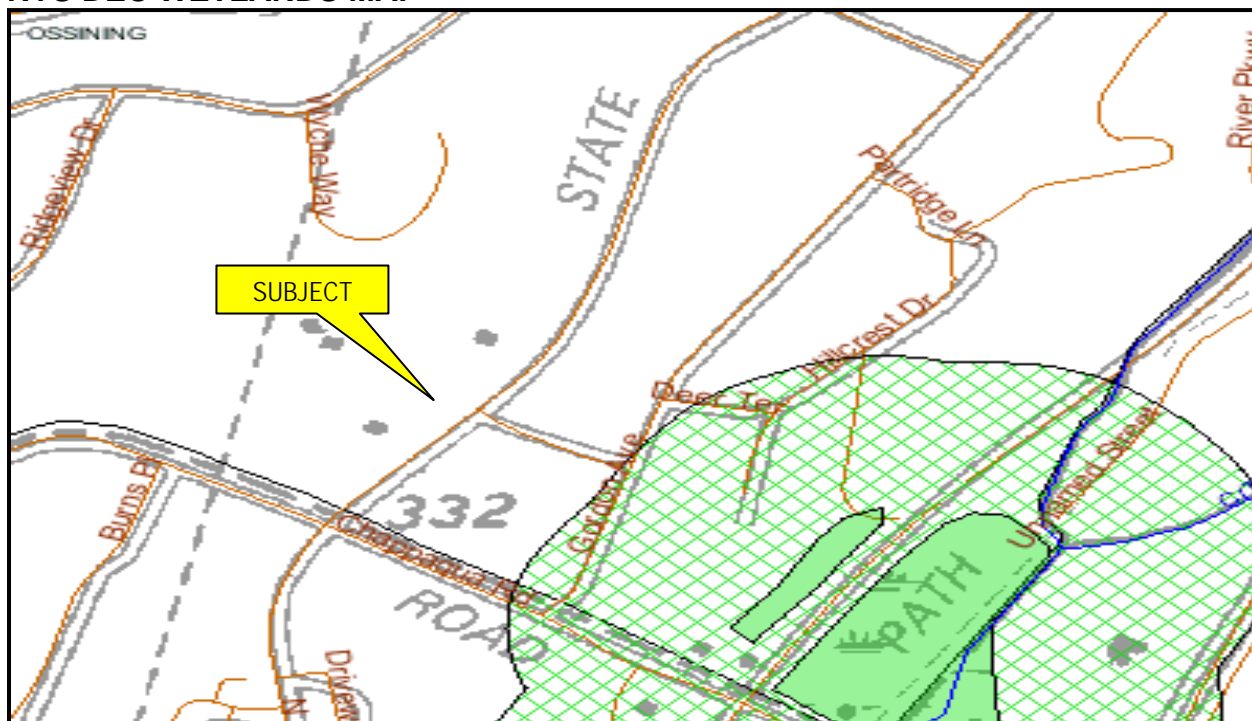
Flood Zone: Zone X, areas determined to be outside the floodplain; per community panel number # 36119C0137F, dated September 28, 2007

## FLOOD MAP



Wetlands: None noted

# **NYS DEC WETLANDS MAP**



Easements and/or

Encroachments: None noted

Site Improvements: Paved parking lot, curbing, drainage, and landscaping,

Off-site Improvements: Sidewalks, lighting

Zoning: GB General Business District

GB - General Business District Town of Ossining Westchester County, New York	
Minimum Lot Area (square feet)	20,000
Minimum Lot Width	100'
Minimum Lot Depth	130'
Minimum Yard (Front / side & rear along residential districts)	30' / 30' / 30'
Maximum Building Height (Feet / Stories)	35' / 2
Building Coverage	30%

Principal Permitted Uses: (1) Retail stores and shops, and fully enclosed storage, warehouse and assembly activities which also have a substantial retail component, but excluding: (a) Construction material supply yards, lumber yards, or construction equipment sales or rental establishments servicing contractors or the construction industry. (b) The sale of bulk or loose materials such as, but not limited to gravel, mulch, sand, soil, etc. (2) Personal service establishments. (3) Eating and drinking establishments, excluding fast food establishments, and provided that no live entertainment or live music is supplied or dancing permitted, unless a cabaret license has been issued by the Town Board in accordance with Chapter **68** of the Town Code. (4) Business, professional and governmental offices, and banks. (5) Public utility structures. (6) Theaters (except drive-ins), bowling alleys and other commercial recreation facilities conducted within a fully enclosed building. (7) Clubs and fraternal lodges. (8) Funeral homes. (9) Buildings and uses owned and operated by the Town. (10) Child-care and elder-care facilities. (11) Galleries, museums, performing arts centers, and other cultural facilities or institutions. (12) Spas. (13) Dance studios or other instructional facilities. (14) Indoor recreational facilities. (15) Fully enclosed animal hospitals. (16) Private preschools and elementary schools. (17) Dog or cat day and overnight care, provided that there are no outdoor areas on the lot for said animals unless the lot abuts or is directly across the street from an existing dog or cat care establishment with outdoor facilities, in which case the proposed use may have outdoor facilities but not to include the outdoor housing of said animals or the keeping of them outside for extended periods or overnight. (18) Self-storage facilities and related business offices, subject to the following

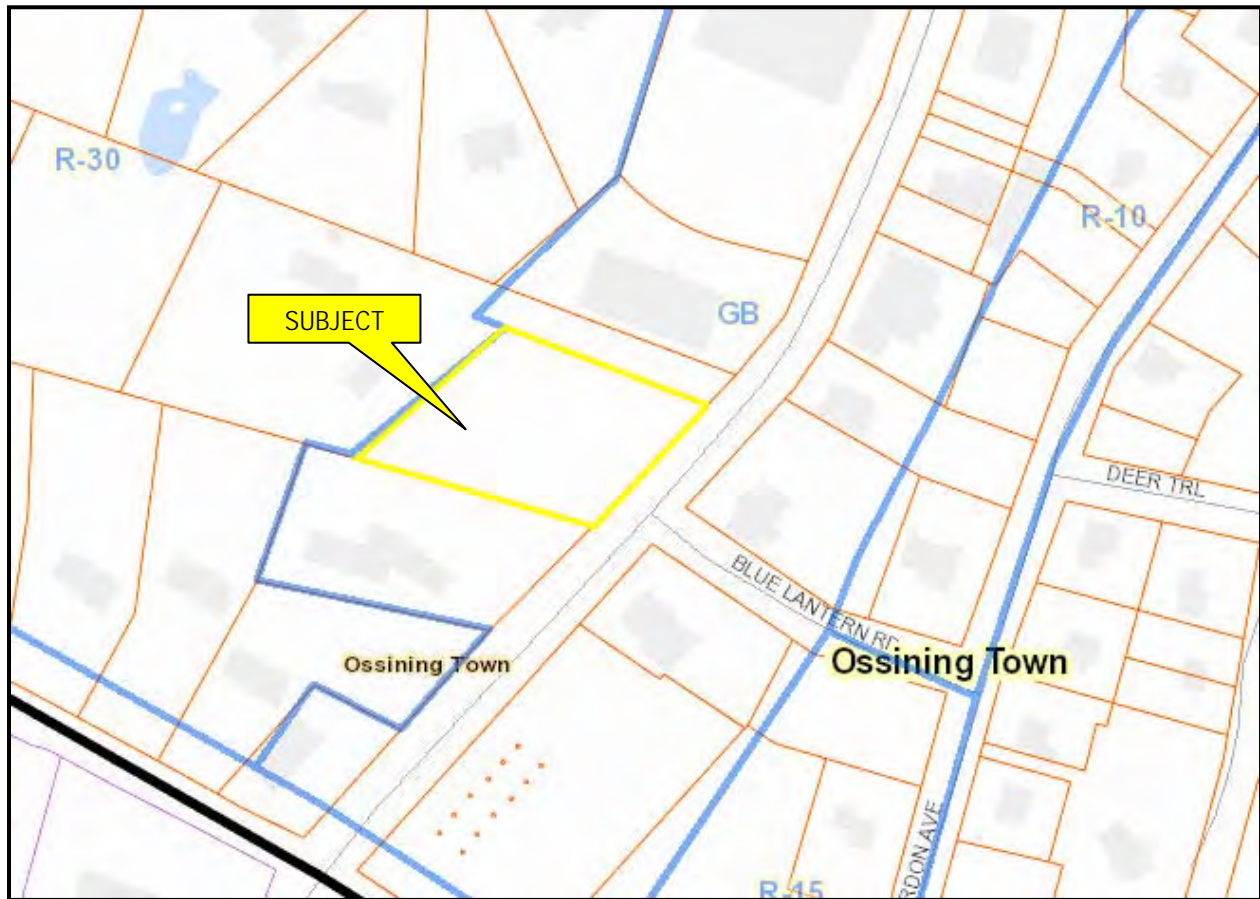
special requirements: (a) No outdoor storage of any kind shall be permitted. (b) No such use shall be permitted on a lot having less than 100,000 square feet. (c) No building on a lot devoted to such use shall have a footprint more than 10,000 square feet. (d) All buildings on a lot devoted to such use shall have the narrowest side of such buildings facing toward the principal public street on which the lot is located. (e) Notwithstanding any provisions of this chapter to the contrary, the following shall apply: [1] The minimum front yard setback for a detached, small security gatehouse and fencing shall be 50 feet. [2] The minimum front yard setback for principal buildings shall be 90 feet. [3] The minimum side yard setback adjacent to a nonresidential district shall be 10 feet.

Conditional uses: Multiple dwellings and row or attached dwellings and mixed use buildings

Conclusion: The subject is a legally conforming use as a governmental office (police station) according to the current code allowed by right.



## ZONING MAP



### Taxes and Assessment

Tax Map Number: 90.19-2-9

Assessed Value: \$180,600

Equalization Rate: 6.10%

Implied Value: \$2,960,656

Tax rates:	2013 County/Town:	\$228.05
	2012/2013 Ossining School:	<u>\$415.19</u>
	Total:	\$643.24

Tax Calculation:                \$180,600/1000        =        \$180.60  
                                      \$180.60 x \$643.24    =        \$116,169

Total 2012/13 taxes:        \$116,169 or \$13.44 per square foot.

Comments: The subject is wholly exempt from taxation as it is a Town of Ossining owned property; however it appears to be over-assessed. Market rate taxes of \$7.00 per square foot will be utilized in the income approach, based on the following comparable assessments.

Tax ID	Address	SF	2012 Assessment	Tax Rate	Taxes \$	Taxes/SF	Use
98.07-1-3	425 N State Road	5,500	\$ 65,000	\$ 643.24	\$ 41,811	\$ 7.60	Office
98.10-2-36	141 N State Road	8,000	\$ 78,080	\$ 643.24	\$ 50,224	\$ 6.28	Office
90.19-2-14	510 N State Road	6,000	\$ 69,000	\$ 643.24	\$ 44,384	\$ 7.40	Office/retail

**Description of the Improvements:** The subject consists of a one-story masonry building with a small storage area in the attic. It was formerly the Town of Ossining police station and was vacated in the summer of 2012. The floor layout includes a public lobby, front desk and communications area, offices, conference room, men's and women's locker rooms, fitness room, prisoner processing rooms, and a bulk evidence and sally port area with two 10 foot high bay doors. There is an ADA accessible ramp for the front entrance.

**Improvement Details:**

Foundation:                    Concrete Slab

Frame:                         Masonry

Exterior Skin:                Brick

Windows:                     Fixed glass in metal frame

Roof Structure:              Gable

Roof Cover:                  Asphalt shingles

Insulation:	Assumed to be fiberglass
Interior Partitions:	Gypsum board and concrete block
Floor structure:	Concrete
Finished Floor Cover:	Mix of ceramic, carpet, vinyl, and concrete
Doors:	Interior – metal; Exterior –Glass in metal frame
Finished Ceiling:	Acoustic tile
HVAC:	Gas-fired furnace and central air condensers. Forced hot air blowers in the sally port area.
Electric:	400 amp main panel, with a backup generator
Lighting:	Fluorescent and incandescent lighting
Plumbing:	Men's and Women's locker rooms containing, restrooms and showers along with toilets in cells and in waiting area. . Assumed to be copper and cast-iron. 100 gallon hot water heater.
Sprinkler System:	Full Sprinklers
Deferred Maintenance:	None Noted
Condition and quality:	Good
Size (GBA):	8,643 square feet





## SKETCH/AREA TABLE ADDENDUM

<b>SUBJECT</b>	Property Address		
	City	State	Zip
	Owner		
	Client		
	Appraiser Name		

<b>IMPROVEMENTS SKETCH</b>		
	<p>One Story</p> <p>8643.0 sf</p>	

Scale: 1" = 30'

<b>AREA CALCULATIONS</b>	AREA CALCULATIONS SUMMARY					
	Code	Description	Factor	Net Size	Perimeter	Net Totals
	GBA1	One Story	1.00	8643.00	414.7	8643.00
	Net BUILDING Area (rounded w/ factors)					8643

Comment Table 1	
Comment Table 2	Comment Table 3

RP Hubbell

APEX SOFTWARE 800-655-9958

April 22, 2013

## PHOTOGRAPHS OF SUBJECT



Front of Subject



Rear of Subject



North State Road Facing Northeast



North State Road Facing Southwest



Backup Generator



Central Air Condensers





Public Lobby



Public Restroom



Conference Room



Office



Attic Storage Area



Office



Office Area



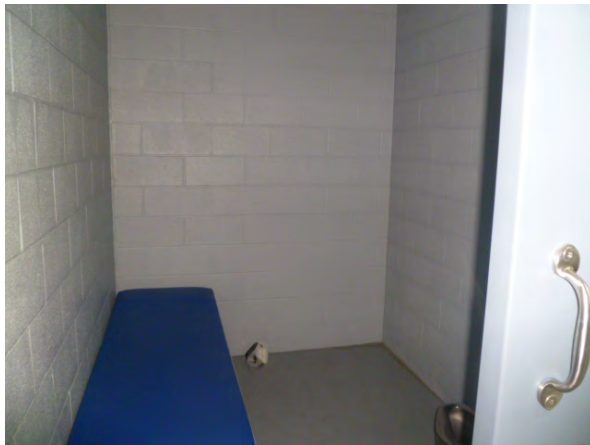
Furnace



Locker Room



Showers



Holding Cell



Sally Port Area



## HIGHEST AND BEST USE

This principle of real estate valuation is defined as, "the reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value."<sup>6</sup>

Certain criteria must be met in the economic analysis to distinguish highest and best use. These are:

1. Legally Permissible: - Is it permissible, therefore possible?
2. Physically Possible: - Is the site, or can it be physically adapted?
3. Financially Feasible: - Does it appear to make economic or financial sense for the proposed use to be undertaken on the site at this time?
4. Maximally Productive: - Of the financially feasible uses, what use produces the highest economic return to be undertaken on this site at this time?

The highest and best use of the land or a site, vacant and available for use, may be different from the highest and best use of the improved property. This is true when the improvement is not an appropriate use, but it makes a contribution to the total property value in excess of the site. The following tests are applied to the property, both as vacant and as improved, and must be met in estimating the highest and best use: the use must be legal and probable, not speculative or conjectural; demand for the use must exist and must yield the highest net return in terms of dollars to the land among the competing alternatives.

The highest and best use is the best estimate of the appraiser, based on his opinion, as to the most profitable use among those competing alternatives, after analyzing the competitive forces within the market where the property is located, at the date of valuation.

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<sup>6</sup> *The Appraisal of Real Estate*, 13th Edition, American Institute of Real Estate Appraisers, 875 North Michigan Avenue, Chicago, Illinois, 2008, Page 278.

## **HIGHEST AND BEST USE: as vacant**

**Legally Permissible-** This test analyzes the allowable uses under the current municipal code as well as other legal restrictions such as deed restrictions and easements. There were no easements noted. The minimum lot size is 20,000 square feet to which the subject conforms. All legally permissible uses in the district are possible.

**Physically Possible-** The site slightly slopes up from road grade to a mostly level site. It is not located in a flood zone and soils are assumed not to hinder development. Based on the surrounding development, the subject lot meets the physical requirements for development.

**Financially Feasible and Maximally Productive -** This test analyzes the uses that are both physically possible and legally permissible, eliminating those uses that do not meet the criteria to produce an income or return equal to or greater than the amount needed to satisfy operating expenses, financial obligations and capital amortization. Uses that are expected to produce a positive return are now regarded as being financially feasible within some price limits. The subject is located in along a commercial corridor with retail and office space. Given the observations of the neighborhood, the highest and best use of the subject is deemed to be office use.

## **Highest and best use as improved**

*Ideal versus Existing:* The subject currently is improved with a one-story former police station totaling 8,643 square feet in gross building area. The building is in good condition.

*Legally permissible:* The subject's current use as a governmental office is legally permissible.

*Physically possible:* The subject is a developable site with municipal services available.

*Financially Feasible:* The current improvements add significant value to the site. Further support of a continued positive return into the future for the subject is expected based on the current market conditions where a number of office buildings have sold for continued use.

*Maximally productive:* This final test determines what course of action should be taken with regard to the existing improvements. The options are:

- 1) Maintain
- 2) Modify (remodel or renovate)
- 3) Convert
- 4) Demolish

Overall, the building appeared to be well maintained and in good condition and would appeal to an end-user. The building was built as a police station with holding cells. An end-user would have to make modifications to the building to suit their needs. Currently the property is vacant and marketed for sale. Inquirers of the property have all been for potential office use and include a credit union, medical practitioner, and IT company. Considering the preceding analysis, the highest and best use as improved is office use.

### **THE APPRAISAL PROCESS**

There are three approaches to value estimation potentially available to the appraiser in every appraisal assignment, namely: the Direct Sales Comparison Approach, the Cost Approach, and the Income Approach. The appraiser has considered each of these approaches in the appraisal process.

The Sales Comparison Approach has as its premise the principle of substitution, which holds that an informed purchaser will pay no more than the cost of acquiring a satisfactory substitute property, with the same utility as the subject property on the current market. The sales adjustment process, which is at the heart of the sales comparison analysis, is based on identification and measurement of the effect that the presence, absence or amount of some characteristics have on the sales price of competitive (comparable) properties, and hence on the value of the subject property itself.

The Income Approach has as its premise that value is the present worth of anticipated or forecast future benefits. Present worth is obtained by discounting (i.e., the form of capitalization applied to calculate the present worth of a future income stream). This approach is generally applicable only to investment real estate expected or capable of producing money income.

The Cost Approach has as its premise that the informed rational purchaser will pay no more for a property than the cost of reproducing a substitute property with the same utility as the subject property. To the site value (estimated by the direct Sales Comparison Approach) is added the present worth of the improvements (reproduction costs less accrued depreciation), thereby developing the value of the entire property.

The applicability of any approach in a given appraisal problem depends on the problem, type of property, the market, and the availability and quality of the data. Normally, each approach will indicate a different value, and this serves as a check to aid in identifying erroneous assumptions. After all the factors in each of the three approaches have been carefully weighed, the estimated indications of value are correlated to arrive to a final estimate.

We have considered the three approaches in estimating the value of the subject property. The Direct Sales Comparison Approach and the Income Approach are utilized to arrive at value. The cost approach was not utilized as this approach is not applicable given the current market conditions and difficulty in estimating depreciation.

### **SALES COMPARISON APPROACH “as is”**

The **Sales Comparison Approach** requires the appraiser to research the market for sales of properties similar to the subject. There were a limited number of sales in the market area which includes the Village of Ossining, Town of Ossining and Village of Briarcliff Manor. A sale in the Village of Sleepy Hollow was also utilized with the sales analyzed on a grid for comparison. One sale is dated 2009, one of the sales is dated 2010, and one is dated 2012.

### **Analysis:**

*Discussion based on price per square foot.*

The following summary describes the adjustments made to the comparable sales based on various elements of comparison. A negative adjustment indicates the sale is superior to the subject. A sales location map follows this introduction with details of each improved sale. All sales were verified with a principle to the transaction where noted. When necessary, public records such as the multiple listing service and county records are used and considered reliable.



**Elements of Comparison; Dollar adjustments:**

*Buyer Expenditures:* None noted.

*Property Rights:* Sale 1 is of the leased-fee interest, however the sale involved some portion of the owner occupying space and therefore, no adjustment is warranted.

*Financing:* No financing adjustments are necessary as all sales are assumed to be cash or cash-equivalent. .

*Conditions of sale:* No unusual conditions are noted.

**Percentage adjustments:** A positive adjustment indicates the subject is superior to the sale and a negative adjustment indicates the subject is inferior to the sale.

*Market Conditions or time:* Changing market conditions can obviously affect sale prices. Market conditions can change due to a number of factors, such as tax law revisions, supply and demand imbalances, economic recession, or economic boom. Each comparable sale should be analyzed to determine if the market conditions at the time of sale were different than those that prevail as of the effective date of the appraisal. If the comparable property sold when higher prices were prevalent, then a negative adjustment should be made to account for the difference and the opposite if prices were lower. Sales 1 and 3 are adjusted by -10% and compounded monthly through December 2010 due to the decline in market conditions. Prices are assumed to have stabilized in 2011.

*Location:* The location adjustment takes into consideration the neighborhood and its environment, including such things as the relative closeness to facilities, price ranges of neighboring properties, the socio-economic position of the neighborhood, and general amenities of the neighborhood in relationship to other similar and competitive areas. Sale 3 is located along North Broadway (Route 9) a highly trafficked road and is deemed to be superior with a negative adjustment given.

*Land to Building:* This adjustment is based upon the differences in land size to building size ratios between the subject and the sale properties. Typically, properties with higher land to building ratios, sell at a higher price per square foot, as the buyer is purchasing excess land along with the prime site. Sale 3 is given a positive adjustment

for its inferior ratio.

*Zoning:* This adjustment is based on the overall differences in zoning and the density of allowed development between the sales and the subject. No adjustments are necessary.

*Services:* The value of a parcel can be affected by the utilities it offers or lacks. All sales as well as the subject have access to municipal services and therefore no adjustments are necessary.

*Building Size:* Market conditions generally indicate that larger buildings tend to sell for less (inferior) than smaller ones with similar amenities. All sales are similar in size with no adjustments given.

*Condition:* This adjustment is based on the overall differences in condition of the buildings between the sales and the subject. The subject was built in 2005 and is in overall good condition based upon the observed wear on the interior and exterior. Sales 1 and 2 were in inferior condition at the time of sale with positive adjustments given.

*Finished lower level:* Sale 2 has a finished lower level that adds value to the property, therefore it is given a negative adjustment.

### **Reconciliation**

The sales range from an adjusted price per square foot of \$177 indicated by Sale 2 to \$190 indicated by Sale 3. The average and median prices per square foot are \$184, respectively. Sale 1 is the most recent sale and is located on the same street as the subject. Sale 2 is the oldest sale and is given the least weight in this analysis. Sale 3 is located in the Village of Sleepy Hollow and is most similar in condition, however the subject may require modifications. More weight is given to sale 1 in the final reconciliation.

The market value indication of the subject via the sales approach as of the effective date of valuation, March 15, 2013, is:

\$184 x 8,643 ..... **\$1,590,000, rounded**

## IMPROVED SALES GRID

PROPERTY:	507 NORTH STATE ROAD OSSINING, NEW YORK			
CLIENT:	TOWN OF OSSINING			
ITEM	SUBJECT	SALE 1	SALE 2	SALE 3
DATE	MARCH 2013	SEPTEMBER 2012	MARCH 2009	DECEMBER 2010
PRICE		\$920,000	\$925,000	\$2,400,000
CONDITIONS OF SALE		\$0	\$0	\$0
ADJUSTED SALE PRICE		\$920,000	\$925,000	\$2,400,000
LOCATION	507 NORTH STATE ROAD	425 N STATE RD	30 S HIGHLAND AVE	300 N BROADWAY
TOWN/CITY/VILLAGE	TOWN OF OSSINING	BRIARCLIFF MANOR	OSSINING	SLEEPY HOLLOW
COUNTY	WESTCHESTER	WESTCHESTER	WESTCHESTER	WESTCHESTER
PROPERTY RIGHTS	FEE SIMPLE	LEASED FEE	FEE SIMPLE	FEE SIMPLE
LAND SIZE (acre)	0.95	0.58	0.61	0.32
LAND/BLDG RATIO	4.79	4.59	5.81	1.12
ZONING	GB - GENERAL BUSINESS	B-1, RETAIL BUSINESS	VC, VILLAGE CENTER	C-2
SERVICES	MUNI W, S AND GAS	MUNI W, S AND GAS	MUNI W, S AND GAS	MUNI W, S AND GAS
USE	CLASS B OFFICE	CLASS-B OFFICE	CLASS B OFFICE	OFFICE / RETAIL
BUILDING CONSTRUCTION /YEAR BUILT	1-STY MASONRY, BUILT 2005	2-STY STEEL, CIRCA 1960	ONE-STORY BRICK AND MASONRY, BLT 1935	TWO-STORY MASONRY AND WOOD FRAME, BLT 2009
GBA (SQ. FT.)	8,643	5,500	4,576	12,500
CONDITION	GOOD	AVERAGE-GOOD	AVERAGE-GOOD	GOOD
ON-SITE PARKING	ADEQUATE	ADEQUATE	ADEQUATE	ADEQUATE
FINISHED LOWER LEVEL	NO	NO	YES, 2,000 SF	NO
VACANCY				
PRICE/SQ. FT.		\$167.27	\$202.14	\$192.00
MRKT. COND.		\$167.27	\$168.10	\$190.39
LOCATION		0%	0%	-5%
LAND TO BLDG		0%	0%	5%
ZONING		0%	0%	0%
SERVICES		0%	0%	0%
BUILDING SIZE		0%	0%	0%
CONDITION		10%	10%	0%
FINISHED LOWER LEVEL		0%	-5%	0%
NET ADJ.		10%	5%	0%
IND. VALUE		\$184.00	\$177.00	\$190.00
MEDIAN PRICE PER SQ FT	AVG PRICE PER SQ FT	GBA SQ.FT.	INDICATED VALUE/SF	VALUE INDICATION
\$184	\$184	8,643	\$184.00	\$1,590,000

## IMPROVED SALES MAP



## IMPROVED SALES SUMMARY TABLE

No.	Location	Sale Date	Price	Building Size (SF)	Price/ SF
1.	425 North State Road	09/21/2012	\$920,000	5,500	\$167.27
2.	30 South Highland Ave	03/19/2009	\$925,000	4,576	\$202.14
3.	300 N Broadway	12/09/2010	\$2,400,000	12,500	\$192.00

**Improved Sale No. 1**



**Property Identification**

<b>Record ID</b>	2110
<b>Property Type</b>	400 - commercial, 464 - Office Building
<b>Address</b>	425 North State Road, Briarcliff Manor, Westchester County, 10510
<b>Tax ID</b>	98.07-1-3

**Sale Data**

<b>Grantor</b>	425 North State Road, LLC
<b>Grantee</b>	Academic Federal Credit Union
<b>Sale Date</b>	September 21, 2012
<b>Deed Book/Page</b>	52257/3402
<b>Property Rights</b>	Leased fee
<b>Conditions of Sale</b>	Typical
<b>Sale History</b>	Sold for \$1.2 million on September 23, 2005
<b>Verification</b>	Listing agent; Confirmed by Grant Ackerly

<b>Sale Price</b>	\$920,000
<b>Cash Equivalent</b>	\$920,000

**Land Data**

<b>Land Size</b>	0.580 Acres or 25,265 SF
<b>Front Footage</b>	252 ft Total Frontage: 252 ft North State Road

**Improved Sale No. 1 (Cont.)**

<b>Zoning</b>	B-1, Retail Business
<b>Topography</b>	Level to sloping
<b>Utilities</b>	Municipal water, sewer and gas

**General Physical Data**

<b>Building Type</b>	Multi Tenant
<b>SF</b>	5,500

<b>Construction Type</b>	Steel
<b>Stories</b>	2
<b>Year Built</b>	1960 Renovated over time
<b>Condition</b>	Average to good

<b>Parking</b>	Paved	20
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<b>Building Class</b>	Class B
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**Indicators**

<b>Sale Price/ SF</b>	\$167.27
<b>Floor Area Ratio</b>	0.22
<b>Land to Building Ratio</b>	4.59:1

**Remarks**

Sale of a Class B office building purchased for partial owner-occupancy. There were tenants occupying 1500 square feet at the time of purchase with the remaining space to be occupied by the grantee. Tenant income totaled \$34,000 annually.

It is located in a highway corridor setting with good visibility.



**Improved Sale No. 2**



**Improved Sale No. 2 (Cont.)**

**Property Identification**

<b>Record ID</b>	2113
<b>Property Type</b>	400 - commercial, 464 - Office Building
<b>Address</b>	30 South Highland Ave, Ossining, Westchester County, 10562
<b>Tax ID</b>	89.19-4-51

**Sale Data**

<b>Grantor</b>	Elio Ippolito
<b>Grantee</b>	Whitebeard Management, LLC
<b>Sale Date</b>	March 19, 2009
<b>Deed Book/Page</b>	49146/278
<b>Property Rights</b>	Fee simple
<b>Conditions of Sale</b>	Normal
<b>Verification</b>	Listing broker; Confirmed by Grant Ackerly
<b>Sale Price</b>	\$925,000
<b>Cash Equivalent</b>	\$925,000

**Land Data**

<b>Land Size</b>	0.610 Acres or 26,572 SF
<b>Front Footage</b>	156 ft Total Frontage: 156 ft South Highland
<b>Zoning</b>	VC, Village Center District
<b>Topography</b>	Level and sloping
<b>Utilities</b>	Municipal water, sewer and gas
<b>Shape</b>	Rectangular

**General Physical Data**

<b>Building Type</b>	Single Tenant
<b>SF</b>	4,576 excludes finished lower
<b>Construction Type</b>	Brick
<b>Stories</b>	1
<b>Year Built</b>	1935 renovated over time
<b>Condition</b>	Average to good
<b>Building Class</b>	Class B

**Indicators**

<b>Sale Price/ SF</b>	\$202.14
<b>Floor Area Ratio</b>	0.17
<b>Land to Building Ratio</b>	5.81:1

**Remarks**

Sale of a former post office building in the center of the Village of Ossining CBD and along a highly visible corridor. There is a large rear lot with ample parking. The building was purchased for partial owner occupancy and had a tenant in the lower level. There are store fronts possible given the configuration. The property slopes down with a finished walk-out lower level of approximately 2,000 square feet.



**Improved Sale No. 3**



**Property Identification**

<b>Record ID</b>	1881
<b>Property Type</b>	400 - commercial, 642 - All other Health Facilities
<b>Address</b>	300 N Broadway, Sleepy Hollow, Westchester County
<b>Tax ID</b>	115.11-4-27

**Sale Data**

<b>Grantor</b>	Grotto Holdings Corp
<b>Grantee</b>	Open Door Family Medical Center
<b>Sale Date</b>	December 09, 2010
<b>Deed Book/Page</b>	50342/3698
<b>Verification</b>	Ann Silver, listing broker; Confirmed by Daniel Hubbell

<b>Sale Price</b>	\$2,400,000
<b>Cash Equivalent</b>	\$2,400,000

**Land Data**

<b>Land Size</b>	0.320 Acres or 13,939 SF
<b>Zoning</b>	C-2, Central Commercial
<b>Topography</b>	Level to sloping
<b>Utilities</b>	Muni W, S, gas

**General Physical Data**

<b>Building Type</b>	Multi Tenant
<b>SF</b>	12,500

<b>Construction Type</b>	<b>Improved Sale No. 3 (Cont.)</b>
<b>Roof Type</b>	Masonry & wood frame
<b>Foundation</b>	Peak, asphalt shingle
<b>Stories</b>	Full, poured concrete
<b>Floor Height</b>	1 & 2
<b>Year Built</b>	9
<b>Condition</b>	2009
	Good

**Indicators**

<b>Sale Price/ SF</b>	\$192.00
<b>Floor Area Ratio</b>	0.90

**Remarks**

12,500 square foot, multi-tenant commercial / retail building located at 1 N Broadway in the Village of Sleepy Hollow, Westchester County, New York. The property site is 0.32-acres in size, zoned CM District with mostly commercial uses permitted by right, and has access to municipal water, sewer, and gas. The building is masonry and wood frame construction, with on-site parking, and was built in 2009. Overall quality and condition of the property is good. The building sold 100% vacant.

## **INCOME CAPITALIZATION APPROACH**

The Income Capitalization Approach is based on the recognition that investors value properties on their income potential. This approach converts anticipated future benefits of a property into a present value estimate.

**Market Rent Analysis:** In order to estimate market rent for the subject property, comparable rentals that represent leased office space with similar utility to the subject have been analyzed. Building owners, tenants and real estate brokers in the Hudson Valley region lease office space and establish rentals based on the dollar per square foot unit of measure, which is utilized in estimating the rental value of the subject. The table to follow summarizes the three most comparable leases and listings in similar locations as the subject.

	Lease 1	Lease 2	Lease 3
Date	Mar-09	Mar-11	Listing
Location	510 N State Rd	141 N State Rd	515 N State Rd
Municipality	Ossining	Ossining	Ossining
County	Westchester	Westchester	Westchester
Type	Office	Office	Office
Size	1,340	1,600	2,625
Condition	GOOD	GOOD	GOOD
Rent/SF	\$20.59	\$19.88	\$22.80
Basis	NNN	NNN	NNN

Lease 1 is located across the street from the subject in a multi tenant building with a mix of retail and office space. Lease 2 is a multi tenant professional office building on North State Road and Lease 3 is also a multi tenant building and is located adjacent to the subject property. The comparable leases range from \$19.88 to \$22.80 per square foot on a triple net basis. Considering the subject is much larger than the comparable leases a rate on the lower end of the range is deemed reasonable. In this analysis a rate of \$19.75 per square foot on a triple net basis will be utilized.

## COMPARABLE LEASE PHOTOS



510 N State Rd

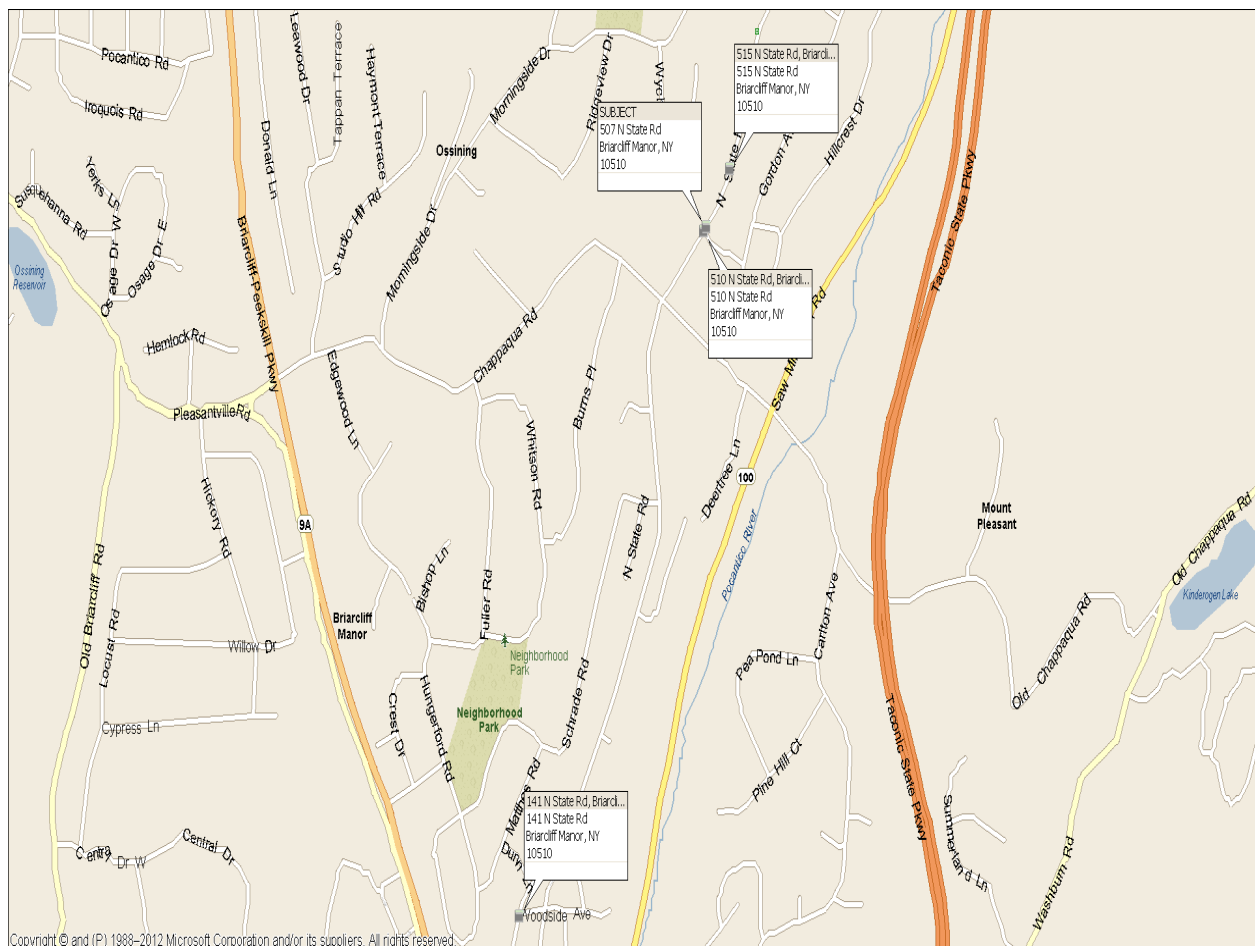


141 N State Rd



515 N State Rd

## COMPARABLE LEASE MAP



**Vacancy Rates:** Based on an observation of the neighborhood and the market analysis section, a vacancy rate of 10% is deemed to be appropriate.

**Reimbursements:** The subject analysis is on a triple net basis with property taxes, insurance, and common area maintenance (CAM) reimbursed. Total reimbursement is calculated minus the 10% vacancy rate.

**Expenses:** The anticipated market expenses for 2013 is based on the following comparable market data, deemed reliable and shown in the table below.

Size - year	8000	2011	6979	2010	7603	2011
	<u>Building 1</u>	<u>\$/sq ft</u>	<u>Building 2</u>	<u>\$/sq ft</u>		<u>\$/sq ft</u>
INSURANCE	\$5,000.00	\$ 0.63	\$5,000.00	\$0.72	\$10,474.00	\$1.38
UTILITIES	\$ 1,848.00	\$ 0.23				
MAINTENANCE	\$ 6,800.00	\$ 0.85	\$2,000.00	\$0.29	\$10,058.00	\$1.32

The expense categories are estimated on a dollar per square foot of the total area as follows:

**Real estate taxes:** are estimated at \$7.00 per square foot, based on the comparables as calculated earlier in this report.

**Insurance:** is estimated at \$0.75 per square foot, based on the comparable expenses.

**Utilities:** Paid by the tenant.

**Water/Sewer:** Paid by the tenant.

**CAM/Repairs:** includes lawn/snow, maintenance and trash and is estimated at \$0.50 per square foot, based on the comparable expenses.

**Legal/Professional Fees:** are estimated at \$0.10 per square foot based on typical expenses and covers such costs as accounting, tax preparation, and legal costs.

**Miscellaneous:** is estimated at \$0.05 per square foot based on typical expenses.

**Management fee:** is estimated at 3% of the effective gross income prior to reimbursements, or \$6,534 (\$0.76 per square foot). This is a standard fee that includes collecting rents and managing repairs.

**Reserves:** are estimated at 1% based on the condition of the improvements. A prudent investor would set up a reserve fund for these items even though the expense comparables do not account for this expense item. This includes those items within the building that age more rapidly than the building itself such as the plumbing and electrical wiring; estimated at \$0.25 per square foot.

The total amount of expenses based on the subject analysis is \$81,313 which translates into an operating expense ratio of 37.33%, in line with typical market ratios. The net operating income (NOI) is \$136,490 which will be used in the following capitalization section.

### Capitalization Rate Derivation

RealtyRates.com Investor Survey - (1st Qtr.'13)- Office – Suburban market cap rates (Ro) range between 5.26% and 12.35% with an average overall cap rate of 8.71%. The equity dividend rates range from 8.21% to 15.97% with an average rate of 11.70%. An equity dividend rate of 12.00% is chosen, near the average.

### Band of Investment

L.T.V.	x	Rm		
.70	x	0.0702	=	4.91%
1-L.T.V	x	RE		
.30	x	0.1100	=	<u>3.60%</u>
		Cap Rate:		8.51%;
		Applied cap rate:		8.50%, rounded

RealtyRates.com INVESTOR SURVEY - 1st Quarter 2013*						
OFFICE - SUBURBAN						
Item	Input					OAR
<b>Minimum</b>						
Spread Over 10-Year Treasury	1.05%	<b>DCR Technique</b>	1.15	0.048672	0.80	<b>4.48</b>
Debt Coverage Ratio	1.15	<b>Band of Investment Technique</b>				
Interest Rate	2.70%	Mortgage	80%	0.048672	0.038937	
Amortization	30	Equity	20%	0.082091	0.016418	
Mortgage Constant	0.048672	OAR				<b>5.54</b>
Loan-to-Value Ratio	80%	<b>Surveyed Rates</b>				<b>5.26</b>
Equity Dividend Rate	8.21%					
<b>Maximum</b>						
Spread Over 10-Year Treasury	5.70%	<b>DCR Technique</b>	2.00	0.110221	0.60	<b>13.23</b>
Debt Coverage Ratio	2.00	<b>Band of Investment Technique</b>				
Interest Rate	7.35%	Mortgage	60%	0.110221	0.066133	
Amortization	15	Equity	40%	0.159706	0.063882	
Mortgage Constant	0.110221	OAR				<b>13.00</b>
Loan-to-Value Ratio	60%	<b>Surveyed Rates</b>				<b>12.35</b>
Equity Dividend Rate	15.97%					
<b>Average</b>						
Spread Over 10-Year Treasury	3.38%	<b>DCR Technique</b>	1.58	0.074290	0.70	<b>8.19</b>
Debt Coverage Ratio	1.58	<b>Band of Investment Technique</b>				
Interest Rate	5.03%	Mortgage	70%	0.074290	0.052003	
Amortization	23	Equity	30%	0.117018	0.035105	
Mortgage Constant	0.074290	OAR				<b>8.71</b>
Loan-to-Value Ratio	70%	<b>Surveyed Rates</b>				<b>9.46</b>
Equity Dividend Rate	11.70%					

\*4th Quarter 2012 Data

Copyright 2013 RealtyRates.com™

The appraiser conducted a local bank survey in which to extract overall rates from the market. The investor survey and the band of investment mortgage/equity analysis are used to estimate the overall rate and the rate that would be applied to the net operating income.

The overall rate is estimated at 8.50%, based partly on the investor survey and the following four assumptions:

1. Typically, an equity investor will purchase and hold a property such as the subject for a period of between five and ten years in order to minimize equity outlay and maximize tax benefits. We have assumed that a typical investor would hold the subject property for a period of ten years.
2. Financing is presently available through money centers and local mortgage brokers or banks for properties similar to the subject. It is assumed that financing will be available at a variable rate of interest for up to 25 years at

5.00% based on a survey of local lenders. Payments are calculated on a 25 year amortization. The annual mortgage constant (Rm) for a 5.00% interest loan is .0702.

3. Equity investors of comparable grade properties are currently expecting a 8.21% to 15.97% equity dividend rate (cash on cash rate) as illustrated by the 1<sup>st</sup> Quarter 2013 "RealtyRates.Com" investor survey. Used in this analysis is 12.00%, near the average.
5. It is assumed that the property value will appreciate over the ten-year holding period by an amount equal to 0%.

The summary of the data analyzed using the Income Approach is illustrated in the table to follow.

The market value indication of the subject via the income approach as of the effective date of valuation, March 15, 2013, is:..... **\$1,610,000, rounded**



## INCOME AND EXPENSE

### INCOME AND EXPENSE SUMMARY:

PROPERTY : 507 NORTH STATE ROAD  
OSSINING, NEW YORK

GROSS BUILDING AREA: 8,643 SQUARE FEET

#### BUILDING INCOME:

	<u>RENT/SQ.FT.</u>	<u>NRA (sq. ft.)</u>	<u>ANNUAL RENT</u>
FIRST FLOOR	\$19.75	8,643	\$170,699

POTENTIAL GROSS INCOME (PGI) \$170,699

OFFICE VACANCY AND CREDIT LOSS: 10% (\$17,070)

EFFECTIVE GROSS INCOME (EGI) \$153,629

REIMBURSEMENTS	TAXES:	\$54,451
	INSURANCE:	\$5,834
	CAM/REPAIRS:	\$3,889

	TOTAL REIMBURSEMENTS:	\$64,174
EFFECTIVE GROSS INC.		\$217,804

#### EXPENSES:

	ANNUAL COST	\$/SQ.FT.
REAL ESTATE TAXES	\$60,501	\$7.00

INSURANCE	\$6,482	\$0.75
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UTILITIES TENANTS PAY THIS EXPENSE

WATER/SEWER TENANTS PAY THIS EXPENSE

CAM/REPAIRS	\$4,322	\$0.50
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LEGAL/PROF FEES	\$864	\$0.10
-----------------	-------	--------

MISCELLANEOUS	\$432	\$0.05
---------------	-------	--------

MANAGEMENT (% of EGI)	3%	\$6,534	\$0.76
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RESERVES ( % of EGI)	1%	\$2,178	\$0.25
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TOTAL EXPENSES	OER 37.33%	\$81,313
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EXP/SF \$9.41

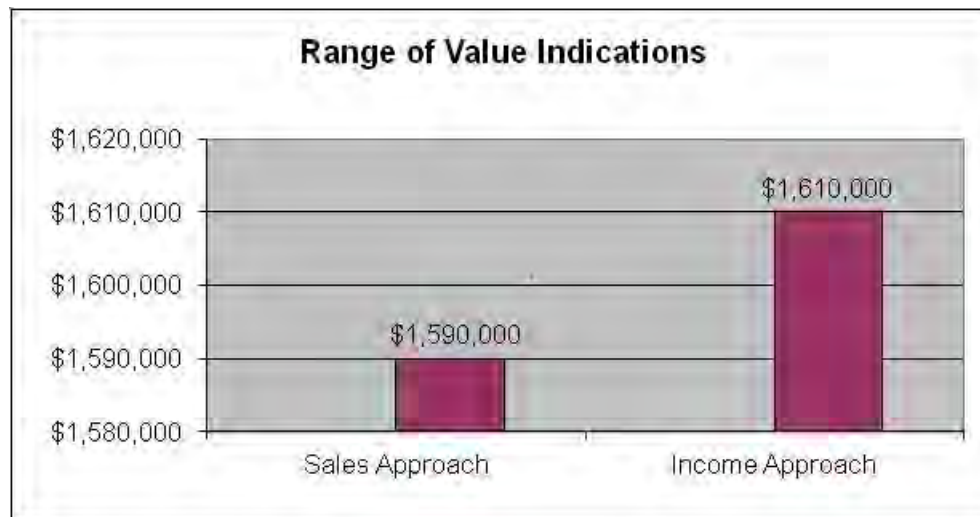
NET OPERATING INCOME: \$136,490

\$186.28

## RECONCILIATION AND FINAL VALUE CONCLUSION

The Sales Comparison Approach and Income Capitalization Approach are used in this analysis.

This discussion will determine a final value opinion based on the two approaches used. The discussion will summarize each approach and outline the strengths and weaknesses of the data used. The chart below illustrates the value indications from the two approaches. There is a 3.1% spread between the two approaches.



### Sales Comparison Approach

*Quality of sales:* There are an adequate number of sales available used to estimate the value of the subject. The three most comparable were used in the analysis.

*Adjustments:* Adjustments are made qualitatively based on the appraiser's experience and judgment since paired sales were not found.

*Active listings:* Listings of similar properties are discussed in the market analysis section and further support the subject's value conclusion.

The sales approach is considered to be well supported.

## **Income Approach**

*Subject and Comparable leases:* There are an adequate number of leases similar to the subject in which to render a well supported market rent.

*Expenses:* Comparable expenses are used and are deemed reliable.

*Capitalization Rate:* The capitalization rate is based on investor surveys that are considered an industry standard and tend to mimic rates in the market area.

The income approach is considered to be well supported.

## **Conclusion**

The purchaser of the subject is most likely to be an end-user. The income approach and sales approach indicate a tight range in value conclusion and are therefore given equal weight in the final reconciliation.

It is our opinion that the current market value of the subject property as of March 15, 2013, the date of valuation, with a twelve-month exposure period is:

**ONE MILLION SIX HUNDRED THOUSAND DOLLARS  
(\$1,600,000)**

## **ASSUMPTIONS & LIMITING CONDITIONS**

This appraisal report, the letter of transmittal, and the certification are made expressly subject to the following assumptions and limiting conditions, and any special limiting conditions contained in the report, which are incorporated herein by reference.

1. The legal description furnished is assumed to be correct. I assume no responsibility for matters legal in character, nor do I render any opinion as to the Title, which is assumed to be good and marketable. All existing liens and encumbrances, if any, have been disregarded and the property appraised as though free and clear, under responsible ownership and competent management.
2. The sketches in this report, if any, are included to assist the reader in visualizing the property. I have made no survey of the property and assume no responsibility in connection with such matters.
3. I assume to be reliable the information which was furnished by others, but I assume no responsibility for its accuracy.
4. Possession of this report, or a copy thereof, does not carry with it the right of publication, nor may it be used for any purpose other than the intended use by the appraiser or the applicant without the previous written consent of the appraiser or the applicant, and then only with proper qualification.
5. I am not required to give testimony or to appear in court by reason of this appraisal, with reference to the property in question, unless arrangements have been previously made therefore.
6. The distribution of the total valuation in this report between land and improvements applies only under the existing program of utilization. The separate valuations for land and building(s) must not be used in conjunction with any other appraisal and are invalid if so used.
7. No investigation has been made to determine if there are subsurface deposits of gas or minerals.

8. This appraiser very carefully inspected the building(s) involved in this appraisal report, and damage, if any, by termites, dry rot, wet rot, or other infestations was reported as a matter of information by your appraiser as I do not guarantee the amount of degree of damage.
9. All furnishings and equipment, except those specifically indicated and typically considered as a part of real estate have been disregarded by this appraiser. Only the real estate and necessary FF&E has been considered.
10. The comparable sales data relied upon in this appraisal is believed to be from reliable sources; however, it was not possible to inspect the comparable sales completely, and it was necessary to rely on information furnished by others as to said data. Therefore, the value conclusions are subject to the correctness and verification of said data.
11. The appraiser has inspected, as far as possible, by observation the land and the improvements thereon. However, it was not possible to personally observe conditions beneath the soil or hidden structural components within the improvements. Therefore, no representations are made herein as to these matters, and unless specifically considered in the report, the value estimate is subject to any such conditions that could cause a loss in value. Condition of heating, cooling, ventilating, electrical and plumbing equipment is considered to be commensurate with the condition of the balance of the improvements, unless otherwise stated.
12. Neither all nor any part of the contents of this report shall be conveyed to the public through advertising, public relations, news, sales, or other media, without the written consent and approval of the author, particularly as to valuation and conclusions and the identity of the appraiser or the firm with which he is connected.
13. In this appraisal assignment, the existence of potentially hazardous material used in the construction or maintenance of the building, such as the presence of urea formaldehyde foam insulation, and/or existence of toxic waste, which may or may not be present on the property, has not been considered. The appraiser is not qualified to detect such substances. We urge the client to retain an expert in this field, if desired.

14. The Americans with Disabilities Act (ADA) became effective January 26, 1992. No specific survey or analysis of this property has been conducted to determine whether the physical aspects of the improvements meet the ADA accessibility guidelines. Since compliance matches each owner's financial ability with the cost to cure the property's potential physical characteristics, no comment can be made on compliance to ADA. A brief summary of the physical description is included in this report and in no way suggests or implies ADA compliance by the current owner. Given that compliance can change with each owner's financial ability to cure non-accessibility, any value estimate does not consider possible noncompliance. Specific study of both the owner's financial ability and the cost to cure any deficiencies would be needed for the Department of Justice to determine compliance.
15. Many appraisals involve an inspection of the land and an exterior and interior inspection of the existing improvements by an appraiser on a walk-through basis. This type of inspection is not the equivalent of an inspection by a qualified engineer. We recommend the client have a qualified building inspection done prior to the disbursement of any loan funds. An appraiser's inspection should, at the minimum, be thorough enough to adequately describe the real estate in the appraisal report; develop an opinion of highest and best use, when such an opinion is necessary and appropriate; and make meaningful comparisons in the appraisal of the property.<sup>4</sup> This type of inspection is not the equivalent of an inspection by a qualified engineer. Therefore, no responsibility is assumed for such conditions as structural, mechanical, etc. that an inspection the equivalent of an engineer's would be required to discover. The client is urged to get an engineer inspection prior to the disbursement of any loan funds. Unless otherwise stated, the property is assumed to be building code compliant.
16. The property is considered and assumed to be under responsible ownership and competent management.

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<sup>4</sup> Portions taken from USPAP 2010/11 e-edition Advisory Opinion AO-2

## **CERTIFICATION**

We certify that, to the best of our knowledge and belief:

The statements of fact contained in this report are true and correct.

The reported analyzes, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, impartial and unbiased professional analyzes, opinions, and conclusions.

We 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.

Our engagement in this assignment was not contingent upon developing or reporting predetermined results.

Our 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.

Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice*.

Angelo Lallis and Grant Ackerly have made a personal inspection of the property that is the subject of this report.

We have not performed any services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.

We certify that, to the best of our knowledge and belief, the reported analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the requirements of the code of professional ethics and standards of professional appraisal practice of the Appraisal Institute.



We 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, Grant Ackerly, MAI has completed the requirements of the continuing education program of the Appraisal Institute.

As of the date of this report, Angelo Lallis has completed the standards and ethics requirement of the Appraisal Institute.

Date: April 22, 2013

Signature:



---

Grant Ackerly, MAI, CCIM  
*State Certified General Real Estate Appraiser No. 46..46551*

Signature:



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Angelo Lallis  
*State Licensed Appraiser Assistant No. 48..43256*



#### **ADDENDA**

- **Engagement Letter**
- **Appraiser's Qualifications**





**R.P. Hubbell and Company, Inc.**  
Market Analysts and Real Estate Appraisers

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**MAIN OFFICE**

3 Neptune Road, S-400 • Poughkeepsie, NY 12601  
(845) 454-6525 • (845) 454-6359 (F)

**NORTHERN NEW YORK OFFICE**

Chazy, NY 12921  
(518) 846-3322



R. PETERS HUBBELL, JR., MAI, MRICS  
GRANT P. ACKERLY, MAI, CCIM

State Certified General Appraiser  
ANDREW WARD  
GORDON CASEMENT  
State Certified Residential Appraiser  
CHARLES F. CARNELL

March 13, 2013

Via email: [fgonzalez@townofossining.com](mailto:fgonzalez@townofossining.com)

Re: Appraisal of Ossining Police Station, Ossining, New York

**APPRAISAL SERVICES CONTRACT  
"ENGAGEMENT LETTER"**

This contract is an agreement between R.P. Hubbell and Company, Inc. (APPRAISER), and, The Town of Ossining (CLIENT). Payment is not contingent upon arriving at a particular value.

The real property to be appraised is as follows:

- 1) Property located at 507 N. State Road in the Town of Ossining, improved with a former police station totaling 8,340 square feet that is currently vacant. It is further identified by tax ID number 90.19-2-9.

APPRAISER agrees to conduct a scope of services that includes:

- Inspection of the subject and reviewing all necessary and available maps, surveys, plans, etc.
- Preparing a highest and best use analysis

- Researching sales of comparable properties for use in the Sales Approach and comparable lease data for use in the income approach. If applicable, the cost approach will be applied as well.
- Rendering an opinion of the market value of the fee-simple interest of the property via a self-contained report.

A self-contained report format will be prepared under Standards Rule 2-2(c) of the Uniform Standards of Professional Appraisal Practice (USPAP, 2012-2013 ed.); a self-contained report provides details of the analysis and value conclusion

The purpose is to derive a market value. The intended use is for potential disposition.

Items requested include: Copy of survey, deed, engineering reports, floor plans, three-year history of expenses to the property, current town/county tax bill and school bill, a list of capital repairs over the last 5 years and related costs.

CLIENT agrees to remunerate APPRAISER, as compensation for the services an amount of \$2,900 for the self-contained report with the fee due upon completion of the assignment. One (1) printed copy plus a digitally signed original copy on CD of the report will be provided at the above fee. Additional printed and signed originals will be \$250 each. The turnaround time will be 4 to 5 weeks from the date of inspection of the property contingent upon a timely receipt of all pertinent information requested and available.

Thank you for the opportunity of presenting this contract for your consideration. If the contract meets with your approval, please execute and return a signed original, together with the required retainer and requested data.

Respectfully submitted:  
R.P. HUBBEL AND COMPANY, INC.

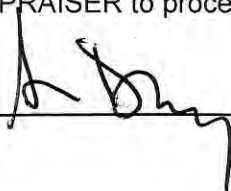


Grant Ackerly, MAI, CCIM, President  
State Certified General Real Estate Appraiser No. 46..46551

**AUTHORIZATION TO PROCEED**

I agree to the terms and conditions of the Appraisal Service Contract set forth herein, and hereby authorize APPRAISER to proceed with said services.

Signature



3/27/13

Date

R.P. HUBBELL AND COMPANY, INC.

SUSANNE DONNELLY  
Printed Name

Supervisor - Town of Ossining  
Title

Fernando Gonzalez  
Person to contact for inspection:

914-762-8274  
Phone number:

**Please return the signed contract along with any noted items.**





## **R.P. Hubbell and Company, Inc.**

**Market Analysts and Real Estate Appraisers**

---

**MAIN OFFICE**

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(845) 454-6525 • (845) 454-6359 (F)

**NORTHERN NEW YORK OFFICE**

Chazy, NY 12921  
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R. PETERS HUBBELL, JR., MAI, MRICS  
GRANT P. ACKERLY, MAI, CCIM

State Certified General Appraiser

ANDREW WARD

GORDON CASEMENT

State Certified Residential Appraiser

CHARLES F. CARNELL

March 13, 2013

Via email: [fgonzalez@townofossining.com](mailto:fgonzalez@townofossining.com)

Re: Appraisal of Ossining Police Station, Ossining, New York

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- Inspection of the subject and reviewing all necessary and available maps, surveys, plans, etc.
- Preparing a highest and best use analysis

- Researching sales of comparable properties for use in the Sales Approach and comparable lease data for use in the income approach. If applicable, the cost approach will be applied as well.
- Rendering an opinion of the market value of the fee-simple interest of the property via a self-contained report.

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The purpose is to derive a market value. The intended use is for potential disposition.

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CLIENT agrees to remunerate APPRAISER, as compensation for the services an amount of \$2,900 for the self-contained report with the fee due upon completion of the assignment. One (1) printed copy plus a digitally signed original copy on CD of the report will be provided at the above fee. Additional printed and signed originals will be \$250 each. The turnaround time will be 4 to 5 weeks from the date of inspection of the property contingent upon a timely receipt of all pertinent information requested and available.

Thank you for the opportunity of presenting this contract for your consideration. If the contract meets with your approval, please execute and return a signed original, together with the required retainer and requested data.

Respectfully submitted:  
R.P. HUBBEL AND COMPANY, INC.



Grant Ackerly, MAI, CCIM, President  
State Certified General Real Estate Appraiser No. 46..46551

#### **AUTHORIZATION TO PROCEED**

I agree to the terms and conditions of the Appraisal Service Contract set forth herein, and hereby authorize APPRAISER to proceed with said services.

Signature



3/27/13

Date

R.P. HUBBELL AND COMPANY, INC.

Susanne Donnelly  
Printed Name

Supervisor  
Title

FERNANDO GONZALEZ  
Person to contact for inspection:

914-762-8274  
Phone number:

**Please return the signed contract along with any noted items.**



# TOWN OF OSSINING VILLAGE OF OSSINING

MUNICIPAL BUILDING

16 Croton Avenue

Ossining, NY 10562

Phone (914) 762-8428

Fax (914) 941-0627

Property Appraisal Authorization- 507 North State Road

Whereas, the Town of Ossining has contracted with Westchester County Department of Public Safety for policing services; and

Whereas, the County is not using the police facility in 507 North State Road and the Town is actively marketing the building for sale, with hopes to return it to the Town Tax Roll; and

Whereas, the Town, after receiving multiple offers to appraise the building, has opted to use R.P. Hubbell and Company of Poughkeepsie, New York, to perform a market value appraisal for the fee of \$2,900;

Now, therefore be it Resolved that the Town Board hereby authorizes the Supervisor to sign the engagement letter offered by R.P. Hubbell and Company, in accordance with the Town Attorney.

STATE OF NEW YORK (   
COUNTY OF WESTCHESTER ( ss.:   
TOWN OF OSSINING (

I, Mary Ann Roberts, Town Clerk of the Town of Ossining, Westchester County, New York, DO HEREBY CERTIFY, that I have compared the foregoing with the original resolution adopted by the Town Board at a meeting held on the 26th day of March, 2013 and that the foregoing is a true and correct copy of the original thereof. I DO FURTHER CERTIFY that Supervisor Susanne Donnelly, Councilmembers Northern Wilcher, Geoffrey Harter, Eric Blaha and Peter Tripodi were present at such meeting and \_\_\_\_ was absent.

IN WITNESS WHEREOF, I have hereunto set my hand and the seal of the TOWN OF OSSINING THIS 27th day of March, 2013.

S  
E  
A  
L

Mary Ann Roberts, Town Clerk



## **R.P. Hubbell and Company, Inc.**

**Market Analysts and Real Estate Appraisers**



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State Certified General Appraiser  
ANDREW WARD  
GORDON CASEMENT

State Certified Residential Appraiser  
CHARLES F. CARNELL

### **QUALIFICATIONS OF GRANT P. ACKERLY**

#### **PROFESSIONAL DESIGNATIONS**

MAI - Member Appraisal Institute; Appraisal Institute  
CCIM - Certified Commercial Investment Member; CCIM Institute

#### **CERTIFICATION and LICENSES**

New York State Certified General Real Estate Appraiser No. 46000046551  
Qualified General Real Estate Appraiser for NYS Department of Transportation  
Qualified New York State Real Estate Appraisal Instructor  
Connecticut Certified General Real Estate Appraiser No. RCG.0001232  
Approved market analyst: New York State

#### **MEMBERSHIPS**

Appraisal Institute, member #445564, awarded September 18, 2003  
CCIM, member #19121, awarded April 15, 2011

#### **GENERAL EDUCATION**

State University of New York at New Paltz, B.A. Economics

#### **PROFESSIONAL EDUCATION**

##### **Appraisal Institute:**

*Advanced Income Capitalization*, Course 510; 2004; *Highest and Best Use and Market Analysis*, Course 520, 2005; *Advanced Cost and Sales*, Course 530, 2005; *Report Writing and Valuation Analysis*, Course 540, 2005; *Advanced Applications*, Course 550, 2006; "Evaluating Commercial Construction", 2004; "Hotel Valuation", 2008; "GIS Applications", 2008; "The Discounted Cash Flow Model", 2009; "Site use and Valuation Analysis", 2010; "Commercial Appraisal Engagement and Review", 2012; "Fundamentals of separating Real Property, Personal Property and Intangible Value", 2012

##### **CCIM Institute:**

C101: *Financial Analysis for Commercial Investment Real Estate Analysis*: 2009  
C102: *Market Analysis for Commercial Investment Real Estate*: 2010  
C103: *User Decision Analysis for Commercial Investment Real Estate*: 2010  
C104: *Investment Analysis for Commercial Real Estate*: 2011

#### **PROFESSIONAL EXPERIENCE**

##### **President and C.O.O., R.P. Hubbell and Company, Inc.**

Since 2003, engaged exclusively in the appraisal of real estate with emphasis on commercial, industrial, income producing properties and land for development.



## **R.P. Hubbell and Company, Inc.**

**Market Analysts and Real Estate Appraisers**



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State Certified General Appraiser  
ANDREW WARD  
GORDON CASEMENT

State Certified Residential Appraiser  
CHARLES F. CARNELL

## **QUALIFICATIONS OF ANGELO LALLIS**

### **CERTIFICATION AND LICENSES**

New York State Licensed Real Estate Appraiser Assistant No. 48000043256

### **MEMBERSHIPS**

Appraisal Institute, Associate Member #534733

### **GENERAL EDUCATION**

State University of New York Empire State College, B.S. Business Management

### **PROFESSIONAL EDUCATION**

*Basic Appraisal Principles, Course R-1, 2003; Basic Appraisal Procedures, Course R-2, 2003; Uniform Standards of Professional Appraisal Practice, 2003; AQ-1, Fair Housing, Fair Lending and Environmental Issues, 2003; Basic Income Capitalization, G-1, 2005; General Market Analysis and Highest and Best Use, G-4, 2009; Real Estate Finance Statistics, and Valuation Modeling, 2009; General Appraiser Sales Comparison Approach, G-5, 2009; General Appraiser Site Valuation and Cost Approach G-6, 2009; General Appraiser Income Approach, G-7, 2009; General Appraiser Report Writing and Case Studies, G-8, 2010*

### **PROFESSIONAL EXPERIENCE**

**Appraiser, R.P. Hubbell and Company, Inc.**

2012 - Appraisal of real estate with emphasis on commercial properties

**Assistant Assessor, Town of Monroe, NY**

2010-2012 - Appraisal for assessment purposes of residential and commercial properties.

**Assistant Assessor, City of Newburgh, NY**

2005-2010 - Conducted annual revaluation of all commercial and residential properties

**Appraiser, Allied Appraisers**

2004-2005 - Appraisal of residential real estate