

Economic and Real Estate Advisory Services October 9, 2018

Board of Selectmen Allenstown Town Offices Allenstown NH

RE: follow-up observations Holiday Acres

Selectmen:

At your September meeting several questions arose that generated the need for additional observations regarding the impact of the proposed new Holiday Acres homes.

Non-Residential Development of Chester Turnpike

For the past 40 years I have conducted market feasibility studies, impact analyses and appraisals of non-residential properties throughout New Hampshire. I am of the opinion that the proposed Holiday Acres site cannot support commercial development, because of low traffic volumes on Chester Turnpike and a lack of commercially viable exposure. Additionally, there is significant retail activity nearby on Route 3.

As to industrial/warehouse development, such development, if feasible, would bring undesirable truck traffic to the existing single-family residential development along Chester Turnpike, possibly reducing the value and assessment/taxes of those units. Also, industrial/warehouse use would not generate the level of revenues to the town that the proposed Holiday Acres units would.

Elderly Exemption

In 2016, the most recent year Census data is available, there were 1,223 owner-occupied units in Allenstown:

Region: TOWN								
Area : Allenstown								
Units by Tenure & V	/acancy							
			Margin of			96	Margin of	Statistical
			Error				Error	Significar
200	07-2011	%	2007-2011	2012-2016	9/0	Change	2012-2016	Change
Total Units	1,763		+/- 147	1,769		0%	+/- 132	N
Occupied Units	1,693	96% of Total	+/- 132	1.690	96% of Total	0%	+/- 118	N
Owner Occupied	1,072	63% of Occ.	+/- 170	1,223	2% of Occ.	14%	+/- 125	N
Renter Occupied	621	37% of Occ.	+/- 150	467	28% of Occ.	-25%	+/- 107	N
Vacant Units	70	4% of Total	+/- 73	79	4% of Total	13%	+/- 71	N
Vacant For Sale	36	3.2% Vac	+/- 56	30	2.4% Vac	-17%	+/- 48	N
Vacant For Rent	0	0.0% Vac	+/- 85	0	0.0% Vac		+/- 11	N
Vacant Seasonal	0	0% of Total	+/- 85	0	0% of Total		+/- 11	N

Source: US Census; 2007-2011 and 2012-2016 American Community Survey Tables B25001; B25002; B25003; and B25004 Data from the American Community Survey are estimates.

The excemption is available for householders age 65 or over, that meet income and net worth criteria. According to the town's MS-1 filing with the State of New Hampshire (included in the Addendum to this letter) there were 57 elderly exemptions granted for a total of \$1,854,300—an average of \$32,500 per home. The 57 exemptions convert into just under 5% of the owner-occupied homes in the town. Applying this to the 100 proposed Holiday Acres homes means that 5 homes would receive exemptions totaling \$162,500 in assessed value is a very minor reduction as compared to the estimated Holiday Acres assessed value for the 100 new homes totaling \$14.1 million.

109 Court Street Laconia, NH 03246

Tel 603.524.1484 Mobile 603.630.9080 <u>russ@aernh.com</u> 10/9/2018 Page 2

Because the Holiday homes will be age-restricted it is likely that more of the proposed homes will be occupied by households that meet the technical age criteria (65 or over) for the elderly exemption than is true for the town as a whole.¹ The exemption also sets forth rigorous requirements as to income and net worth as set forth in the application appended to this letter. However, the new homes at Holiday will be more expensive and the homeowners more affluent than many elderly households. This means that if age-qualified, many of the Holiday households will not meet the income and net worth criteria to be eligible for the exemption. Even if the ratio of exemptions was twice that of the town-wide data, the amount of the exemptions would be an assessment reduction of \$300,000+/- in contrast to my estimated of \$14.1 million assessment for the .development.

Depreciation

The select board has expressed concern regarding depreciation of the proposed homes at Holiday Acres.

My first observation is that depreciation is possible in all types of housing. Witness the 25% reduction in median values in Merrimack County residential homes that took place in the recent recession according to Multiple Listing Service data compiled by the New Hampshire Housing Finance Authority:



In short, all types of housing are subject to depreciation depending on market conditions. It is, of course, possible that manufactured housing is more subject to depreciation than conventional stickbuilt housing. My personal observation is that this is probably true for older, single-wide manufacured homes that are either in poorly maintained parks or are themselves poorly maintained by their owners.

Newer double wide homes are less likely to experience significant depreciation. These newer homes are built to higher standards than older single wides and therefore are more expensive. This

¹ It is also worthy to note that some of the Holiday units will be occupied by households in the 55-64 age category and hence would not meet the age requirement.

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being the case, owners are more likely to want to, and have the wherewithall, to properly maintain the homes, particularly if they are in a newer, well-maintained park.

I have analyzed trends at Tara Estates on Salmon Falls Road in Rochester. This is an age restricted park owned by the same entity as is proposing the expansion of Holiday Acres. It is a newer and well-maintained park. As you can see in the photos below, the double wide homes are attractive and difficult to distinguish from conventional housing homes.





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I have charted the sale price of the 37 existing homes sold at Tara Estates since mid-2015. As see below, the trend line does not show declining values. The sales manager noted that in recent years prices have risin in the face of strong demand.



Datacomp Appraisal Services recently analyzed valuation trends among 88,000 residential homes ²with the following conclusions:

The only accurate conclusion is that some homes appreciate, and some don't. Based on an analysis of 88,000 actual sales, Datacomp found that there are specific reasons why some homes appreciate while other depreciate. These reasons include:

The housing market in which the home is located, will have a significant impact on the future value of the home.

- The community in which the home is located, has a similarly significant impact on the home's future value.
- The initial price paid for the home.
- The age of the home.
- The inflation rate.
- The availability and cost of community sites, which reflects the supply and demand influences on the home's value.
- The extent of an organized resale network, where an organized network will usually result in homes selling for a higher price than in markets without such an organized network.

The appreciation in value of manufactured homes comes back to the old real estate axiom -location, location, location. When properly sited and maintained, manufactured homes will appreciate at the same rate as other homes in surrounding neighborhoods.

 $^{^{2}\} http://www.wholesalemobilehomes.net/blog/2014/10/15/do-manufactured-homes-depreciate-or-appreciate-in-value-after-their-initial-purchase$

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These observations are supported by the experience of Tara Estates and I believe they apply to the proposed homes at Holiday Acres. If well maintained and in a quality, age-restricted park, their value will not depreciate at a significantly different rate than stick-built housing. In normal markets they will retain or modestly increase their value, other things being equal.

Impact of Non-developed Land

I understand there is a question as to the impact of the Holiday Acres' non-developed land on the town. The value of that land will be incorporated into the value of the Holiday Acres homes, in part because of the town's zoning and subdivision requirements and in part because of the recreational use of the non-developed portions of the site. This is no different than a single-family home on a larger than typical lot.

My conclusion remains that the addition of 100 new manufactured homes in a quality agerestricted park will have a positive impact on the town financial health.

Sincerely

Ruthilalt

Russell W. Thibeault President

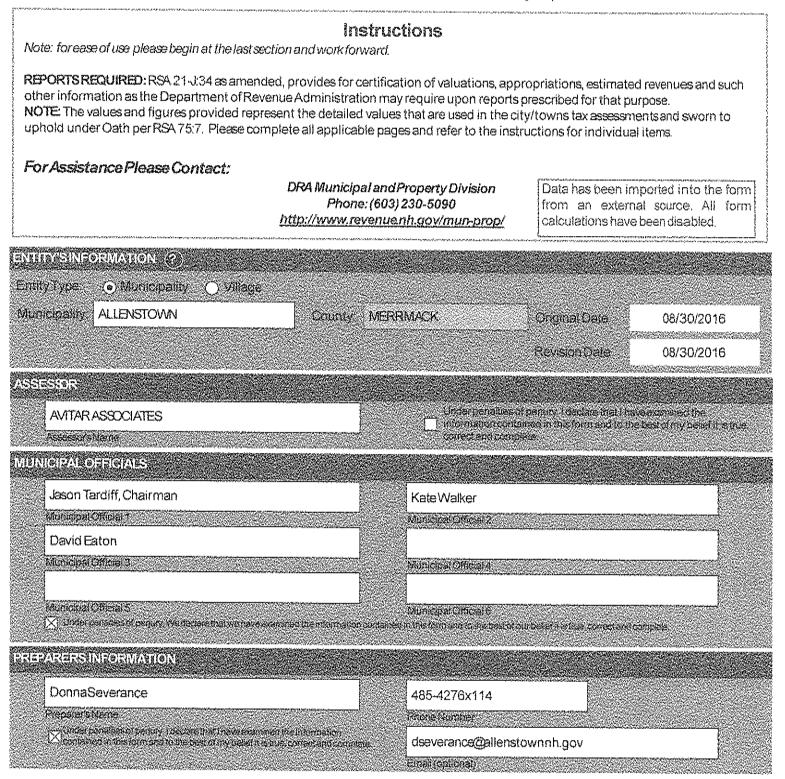
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ADDENDUM



SUMMARY INVENTORY OF VALUATION

Submit to the Department of Revenue Administration by September 1





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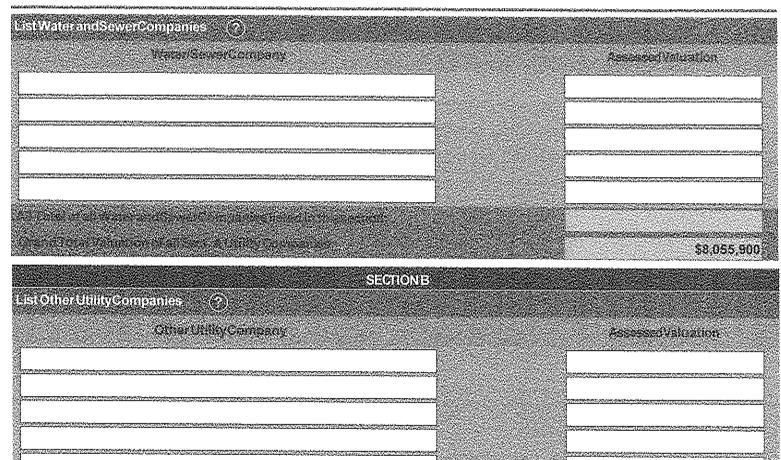
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New Hampshire Department of Revenue Administration



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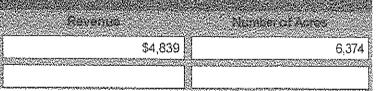


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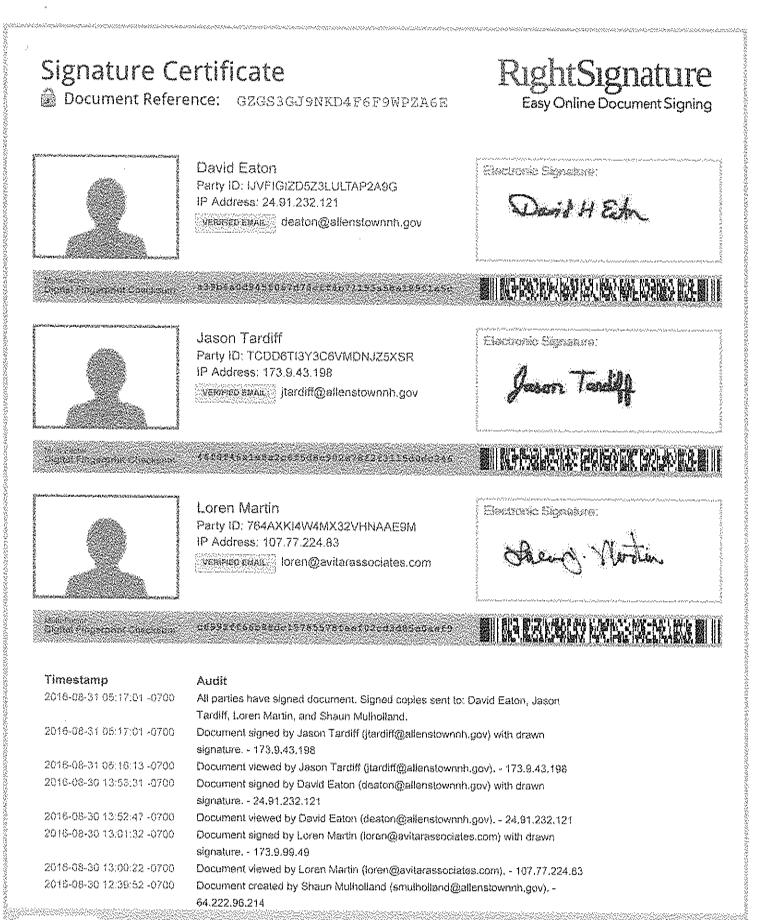
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Page 1 of 1

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	Elderly	Exemption	Application	NH RSA	72:39-a

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The following documentation MUST be submitted with your application

- Age verification: a copy of your drivers licenses, birth certificate or passport φ
- Entire Federal IRS filing with 1099's for the year preceding. If you filed your taxes online the copy must include 49 the IRS's confirmation #. If you are mailing your IRS filing provide a photo copy of the actual document being sent to the IRS. You may be asked to sign the IRS 4506T-EZ allowing the town to receive your IRS transcript.
- Year end bank statements savings and checking (entire statement) 傪
- ۲ Year end statements (entire statement) for CD's, IRA's, stocks, bonds, annuities, etc...
- Property tax bill for any additional property other than your legal and primary residence in Allenstown, NH 44
- All income and asset documentation MUST be provided to verify your eligibility. Without this ø documentation, your application will not be processed.

Town of Allenstown, Assessing Department, 16 School Street, Allenstown, NH 03275 603-485-4276 Monday 8:30 am to 4:30 pm

APPLICANTS ASSETS

The following applicants information will be verified through all resources available to the Assessor's Office and Town of Allenstown.

Checking Acet #	Bank Name/	Balance / Value	Notes
(last 4 digits)	Company/Institution	e-	
9997 - 999 J. Wang Shanda ana amin'ny kaodim-paositra 6999 (m. 1999), fi J. 1999 (m. 1999), fi J. 199		5 4	11.11.11.11.11.11.11.11.11.11.11.11.11.
		6	
		<u>\$</u>	
	1	\$	1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.
Savings Acct #	Bank Name/	Balance / Value	Notes
(last 4 digits)	Company/Institution		
		S	1979 1979 Arthu Albhan an Francisk Science Science and a science and a science and a science and a science science and a science a
	1	\$	
	1997 / 1997 / 1997 / 1997 / 1997 / 1997 / 1997 / 1997 / 1997 / 1997 / 1997 / 1997 / 1997 / 1997 / 1997 / 1997 /	S	
		\$	1998/14/14/14/14/14/14/14/14/14/14/14/14/14/
	11 ²		
Credit Union Acct #	Bank Name/	Balance / Value	Notes
(last 4 digits)	Company/Institution		
		\$	
s.K.,		<u>\$</u>	
		\$	
IRA Acet #		D	
	Company Name/Institution	Balance / Value	<u>Notes</u>
		5	
		1.8	
CD/Money Market Acet #	Company Name/Institution	Balance / Value	Notes
79197499-1616-1		S	
	19 19 19 19 19 19 19 19 19 19 19 19 19 1	S	۲/ 1997 (1997) - ۲۰۰۰ (1997) - ۲۰۰۰ (1997) - ۲۰۰۰ (1997) - ۲۰۰۰ (1997) - ۲۰۰۰ (1997) - ۲۰۰۰ (1997) - ۲۰۰۰ (1997)
Annuities Account #	Company Name/Institution	Balance / Value	Notes
		\$	
		5	9999/19 (add) 54 a gan an a
		······································	
Stocks/Bonds Acet #	Company Name/Institution	Balance / Value	Notes
		\$	VP96.9%.
**************************************	1	\$	
Mutual Funds Acct#	Company Name/Institution	Balance / Value	Notor
T. M. C. M. C.	Company Ivenite institution	Salance / Value	Notes
		\$	A. A
	Jan	<u> </u>	
Life Ins. Policy Acct #	Company Name/Institution	Balance / Value	Notes
		\$	<u> </u>
Whole or Term			
анаан алаан ал		<u> </u>	
Whole or Term		-	
Vice additional share if was		<u>}</u>	

Use additional sheet if necessary

Town of Allenstown, Assessing Department, 16 School Street, Allenstown, NH 03275 603-485-4276 Monday - 8:30 um to 4:30 pm

(State)

(City)

Deadline to file is April 15th

2. REAL ESTATE:

Do you own <u>any</u> other real estate other than your Allenstown residence (individually or jointly) <u>ANYWHERE</u> including homes, land, mobile homes, time share, camps etc... Yes <u>No (must</u> include copy of tax bill for <u>any other</u> real estate owned)

Location:

(address)

Property Market Value: \$_____

3. VEHICLES

VEHICLE INFORMATION		RECREATION/UTILITY (Boat snowmobiles etc)	s, Motorcycle, RV, Trailers, ATVs,
have a second state of the	// · · · · · · · · · · · · · · · · · ·		
Year Make Model & Mileage	Vatue	Year Make Model	Value
	S		\$
Loan Balance \$	Lease / Own	Loan Balance S	
p			
Year Make Model & Mileage	Value	Year Make Model	Value
	5		\$
Loan Balance \$	Lease / Own	Loan Balance \$	

TOTAL OF ALL ASSETS (SECTIONS 1-3) \$

<u>All financial YEAR END statements MUST be provided</u>. Without this documentation, your eligibility can not be verified and the application <u>will not</u> be processed. All documentation will be considered confidential and treated as such. If you would like the copies returned, provide a self addressed stamped envelope. If a self addressed stamped envelope is not provided your documents will be shredded after processing. Would you like copies mailed back to you? Yes_____ No_____

I swear, under penalty of perjury, that the information provided in this income an asset statement that will be used to determine my eligibility for the property tax exemption, is a correct and accurate account of my/our financial condition. I/We understand that the Assessing Department will verify the information that I/we disclosed through all resources available to the Town of Allenstown and to the Assessing Department.

Property owner #1 signature

Property owner #2 signature

Printed name

Printed name

PERMISSION

The Town of Allenstown will not release or discuss your information with any party without your express written permission. If you would like us to discuss your application with a friend, family member, caregiver or financial advisor please complete the following.

I/We give the Town of Allenstown Ass			n Assessing	
(Name of property	owner(s)	nana yang na pang ang pang na p	·	
Department permission to discuss wit	h	any financial information		
	······································	me of contact)		
necessary to complete my application	for the tax exemp	tion program.		
чан чалаан алаан алаа Элэ			anna 19 an 19 A	
Property owner #1 signature	Date	Property owner #2 signature	Date	
Contact Name (Print Name)	'n fan de sie aan weer an aan de see aan de s	Contact person's relationship to app		
		conduct person is relationship to app	meani(s).	
()				
Contact Telephone #	anne a gannan A Marka (AAMANA (1999) A 1999 A 1999 A 1999 A 1999			

Town of Allerstown, Assessing Department, 16 School, Allenstown NH 03275 603-485-4276 Monday 8:30 am to 4:30 pm

Income Limits

Single, widow, divorced - \$40,000 (Net income) Married / civil union - \$52,000 (Net income)

Asset Limit

Assets can not exceed \$85,000 – not including your primary and legal residence in Allenstown NH. If your residence is a 2 or more family residence, the multi-unit portion of the property is considered an asset.

Exemption Amount

Applicants meeting all state statutory requirements will be eligible for the following assessment reduction

65 – 74 years of age	\$20,000 assessment reduction
75 – 79 years of age	\$30,000 assessment reduction
80 years and older	\$50,000 assessment reduction

Oualifications

- Must be 65 years of age on or before April 1st.
- Must be the owner of record on or before April 1st
- Must reside in the State of New Hampshire for 3 consecutive years on or before April 1st
- Married couples/civil unions must be married for 5 consecutive years on or before April 1st
- The residential property for which the property tax exemption is sought must be occupied as their principal place of abode.

Required Documentation

The following documents will be required to verify your eligibility, including but not limited to:

- Age verification: a copy of your drivers licenses, birth certificate or passport
- Entire federal income tax filing with all 1099'S for the year preceding
- Rollover documentation with 1099's
- Complete year end statements for all bank accounts
- · Complete year end statements for CD's, IRA's, 401K, stocks and/or bonds, money markets, etc.
- · Life Insurance certificate: indicated whole or term policy and statement of value
- Social Security 1099's
- Statement of VA benefits
- Trust document : entire document if not previously provided

Important

- Failure to apply by April 15th will result in the removal/denial of the property tax exemption
- Failure or refusal to provide income and asset documentation for verification will result in the removal/denial of the property tax exemption
- Should you no longer qualify due to income or asset changes you are obligated to advise the Assessing Department at 424-5136
- Should you no longer qualify due to a change in your permanent residency, you are obligated to advise the Assessing Department at 424-5136.
- If applicant or spouse is receiving a property tax exemption, tax credit or homestead exemption in another town, city or state, applicant and or spouse is not eligible for a property tax exemption in Allenstown.

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