

Economic and
Real Estate Advisory Services

109 Court Street
Laconia, NH 03246

Tel 603.524.1484
Mobile 603.630.9080
russ@aernh.com

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 \& Vacancy

|  | 2007-2011 | \% | $\begin{aligned} & \text { Margin of } \\ & \text { Error } \\ & 2007-2011 \end{aligned}$ | 2012-2016 | \% | Change | $\begin{aligned} & \text { Margin of } \\ & \text { Error } \\ & 2012-2016 \end{aligned}$ | Statistically Significant Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Units | 1,763 |  | +/- 147 | 1,769 |  | 0\% | +/- 132 | N |
| Occupied Units | 1,693 | 96\% of Total | +/- 132 | 1.690 | 6\% of Total | 0\% | +/- 118 | N |
| Owner Occupied | d 1,072 | 63\% of Occ. | +/- 170 | 1,223 | 2\% of Occ. | 14\% | +/- 125 | N |
| Renter Occupied | d 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 | 10 | 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.

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 agequalified, 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

[^0]10/9/2018
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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 ${ }^{2}$ with 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.

[^1]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


Russell W. Thibeault
President

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ADDENDUM

New Humpshive
Department of Revenue Administration

## SUMMARYINVENTORY OF VALUATION

## Submit to the Department of Revenue Administration by September 1

## instructions

Note: forease of usa please begin at thelastsectionandwork forwarct.
REPORTSREQURED: RSA 21 w 34 as amended, provides for certification of valuations, appropriations, estimated revenues and such other information as the Deparment of RevenueAdministration may require upon reports prescribed for that purpose.
NOTE The values and figures provided represent the detailed values that are used in the cify/towns tax assessments and swom to uphold under Oath per RSA 75:7. Plewse complete all applicable pages and refer to the instructions for individual items.

## ForAssistancePleaseContect.

## DRA MunicipalandProperty Division <br> Phone:(603) 230-5090 nttp://www.revenuenh.gov/mun-prool

Data has been imported into the form from an extemal source. All form calcutations have been diaabled.


New Hampshitre<br>Department of Revenue Administration

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New Hampshire
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New Hawnpshive
Department of
Revenue Administration

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## 1. CERNIFY THISFORN

Under pernathes of perjiry, I dectare that I have examinad the inforntation contaned in this form and to the best of my beliefit is true. correct and complete.
Preparer'sfirst Name

| Loren | Martin | Date |
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## 2.SAVEANDEMALTHHSFORMTOTHEEQUALIZATIONBUREAU <br> Please save ande-mail the completed, fillable PDF form to the Equalization Burean at equalizetiongora, nh cov.

## 3. PRINT, SIGN, ANDUPLOAD THISFORM TO THEMTRSP <br> This completed PDF form must be PRINTED, SIGNED, SCANNED, and UPIOADED onto the Municipal Tax Rate Setting Portal (MTRES') at http//Iproptaxorg/ahl. If you have any questions, please contact your Municipai BureauAdvisor.

## GOVERNINGEODYCERTIFICATION

Under penalties of periury, ideclare that I have examined the information contained in this form and to the best


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## Signature Certificate

Document Reference: GZGscoscmoargegnmance

David Eman
Pary ID: WVFIGEDEZ3LUTAP2AgG
IP Address: 24, 51,232. 121
hatweyt. deaton@alienstowntigov

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## Jason Tardiff

 IP Address: 173.9.43.198
MMiflemint lardif(eallenstownin.gov



Loren Martim
Paty 10; 764AKKIAWAMX 32 VHNAAESM
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## Audit

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Tardty, Loren Martin, and Shatm Mulholland.
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Document created by Shaun Nuholiand (smutholland (gallenstownhh.gov). -
64.222 .96 .214

Owner th:
Owner ${ }^{2} 2:$
Mailing
Address

Telephone:
Cell phone:
$\qquad$


Property Singlefamity ** Mulituits ** Single Family with in law dwelling?
Property Ownership Individually . \% owned $\qquad$ In a Trust* $\qquad$ Life Estate* $\qquad$
** Mortgage Principal Amount $\qquad$
*If property is in a Trust or Lite Estate the entire trust/ If estate document trust be provided unless previously submitted.

Owner th Date of Birth $\qquad$
Owner 42 Date of Birth $\qquad$ $1 /$

Marred Widow/Single Divorced ${ }^{*}$
$\qquad$
$\qquad$
*new applicants: divorce decree must be provided If currently married, how many years $\qquad$
NH resident since $\qquad$ (year) When did you purchase the property? $\qquad$ (year)

Is a business operated out of home? Yes No If yes, entire business IRS filing must be provided.

Town Map / Lot $\qquad$ Gross income imomation : from ALL SOURCES

OWNER W
OWNER W 2

1 Social Security
2 Salaries, Wages, Tips or Self Employment
3 Pensions
4 Distributions (IRA, Annuities)
5 interest income (all sources)
6 Dividend income (all sources)
7 Rental Real Estate Income
8 Unemployment Benefits / VA Benefits
9 Business Income
10 Capital gain
11 Any of her income or financial support or assistance (alimony/chitd support, fuel assistance, food stamps, lottery winnings, person/relative living in home etc.)

TOTAL INCOME

1. Dectuct proceeds from sate of an asset (attach documentation)
2. Deduct life insurance received on a death of an insured Expenses \& costs incurred in the course of conducting a business 3. enterprise

## TOTAL COMBINED

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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
- Entire Federal IRS fling with 1099 s for the year preceding. If you tiled your axes on tine the copy mast include the IRS's confirmation if. If you are mailing your IRS fling provide a photo copy of the actual document being sent to the IRS. You may be asked to sign the IRS 450GT EZ allowing the town to receive your IRS transcript.
- Year end bank statements - savings and checking (entire statement)
- Year end statements (entice statement) for CD's, IRA's, stocks, bonds, mounties, etc...
- Property tax bill for any additional property other than your legal and primary residence in Allentown, NH
- All income and asset documentation MDET be provided to verify your eligibility. Without this documentation, your application will not be processed.
Town of Athenstown, Assassin Depmimenn 16 Shook Street, Allenstown, NH 03275

The following apphoants information with be vertheat through all resources available fo the Asseswers office and Town of Allenstown.
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| Credit Union Acet f <br> last 4 digits) | Bank Name/ <br> Company/Institution | Balance / Value | Notes |
| :--- | :--- | :--- | :--- | :--- |


| IRA Acet \# | Company Name/Irstitution | Balance / Value | Notes |
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| Whole or Term |  | 8 |  |

Use additional sheet if necessary
2. REAL ESTATE:

Do you own any other real estate other than your Allensown residence (individually or jointy) $\triangle N Y W E R E E$ including homes, tand, mobile homes, time share, camps etc.. Yes................... (nustude copy of tax bill for any other real estate owned)
Location:

```
(address) (City) (State)
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Property Marker Value: \$ $\qquad$

## 3. VEx VCLES

| VEHICLE INFORMATION |  | RECREATMNUELLTY (Boats, Notoreycle, KV , Traibers, ATVS, Smownobites ete...) |  |
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## TOTALOF AL ASSETS (SECTIONS I-3) $\$$

AH fimanciat YEAR END Statements MUST be provided. Whithout this documentation, your efigibitity con not be verifled and the application will mot be processed. Ah documentation winh be considered confidential and meated as such. If you would hike the copies returned, provide as self adressed stanped envelope. If a self addressed stamped swelope is not provided your documents will be shredded after processing. Would you like cophes matiled back to you? Ves $\qquad$ No $\qquad$
$\square$ Iswear, under penalty of periury, that the information provided in this income arm asset statemem that will be used to determine my eligibility for the propory rax exempiom, is a correct and accurate acconm of my our financial condition. The understand that the Assessirg Department will vertfy the information than IWe disclosed through all resources oralable to the Town of Allenstown and to the Assessing Departmen.

Property owner \# signature

Printed name

Property owner +2 signature

Pinted name

## PERMISSION

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

1/We $\qquad$ give the Town of Allenstown Assessing
(Name of propery owner(s)
Department permission to discuss with $\qquad$ any financial information
(Name of contact)
necessary to complete my application for the tax exemption program.

## Property owner H signature Date

Contact Name (Print Name)

Property owner +2 signature

Contact person's relationship to applicant(s):

## Macome Limits

Single, widow, divored - $\$ 40,000$ (Ner income)
Martied / civil union - $\$ 52,000$ (Net income)

## Assectimit

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-uni portion of the propery is considered an asset.

## Sxemption Ampunt

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 | $\$ 50,000$ assesment reduction |

## Quabinications

- Must be 65 years of age on or betore April 1".
- Must be the owner of record on or before April $1^{\text {st }}$
* Must reside in the State of New Hampshire for 3 consecutive years on or before April ${ }^{\text {st }}$
- Married couples/civil unions must be marted for 5 consecutive years on or before Aprit $t^{\text {sh }}$
* The residential property for which the property tax exemption is sought mast be occupied as their principal place of abode.


## Reowired Documentation

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

- Age verification: a copy of your drivers licenses, bith certificate or pasport
- Entire federal income tax fling with all 1099'S for the year preceding
- Rollover docmentation 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, ete
- Life Insurance certificate: indicated whole or term policy and statement of value
- Social Secunty 1099's
- Statement of VA bencfits
- Trust document : entire document if not previously provided


## Important

* Failure to apply by April $15^{\text {th }}$ will result in the removal/denial of the property tax exemption
- Failure or refusal to provide income and asser documentation for verification will resut in the removaldental of the propery tax exemption
- Should you no longer qualify due to income or asset changes you are obligated to advise the Assessing Deparment at $424 \times 5136$
- Should you no tonger qualify dut 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 propery tax exemption in Allenstown.


[^0]:    ${ }^{1}$ 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.

[^1]:    ${ }^{2}$ http://www.wholesalemobilehomes.net/blog/2014/10/15/do-manufactured-homes-depreciate-or-appreciate-in-value-after-their-initial-purchase

