



# TOWN OF HARWICH MASSACHUSETTS

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[Home](#) > [Boards & Committees](#) > [Community Preservation Committee](#) > [2023 Community Preservation Act Project Funding Request](#) > [Webform results](#) > [2023 Community Preservation Act Project Funding Request](#)

## Submission information

Form: [2023 Community Preservation Act Project Funding Request](#) <sup>[1]</sup>

Submitted by Anonymous (not verified)

September 14, 2023 - 12:20pm

2603:3005:5604:8500:a4b9:44e8:ee:bb45

## Acknowledge receipt of Informational Packet

I have received and read the Informational Packet linked to above

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## Project Title

North Woods and Water Supply Protection Project

## Amount Requested

\$100,000

## Project Description

To protect a key remaining parcel in an extensive 1,000+ acre open space area spanning the towns of Harwich and Brewster, to protect important state-designated wildlife habitat, and to protect the public drinking water supply, the Harwich Conservation Trust (HCT) asks the Community Preservation Committee to consider this application for \$100,000 in open space protection funds. Funding is for the acquisition of a Conservation Restriction (CR) by the Town of Harwich on an approximately 7 acre portion of land at 0 Woodland, Harwich that is part of a larger \$300,000 HCT acquisition of approximately 10.29 acres of undeveloped land. The property is located within the Zone II Wellhead Protection Area providing recharge for municipal wells in both Harwich and Brewster. The land includes state-designated Priority Habitat of Rare Species, BioMap Rare Species Core Habitat, and BioMap Local Landscape, representing some of the most intact natural areas in the town. The property would be owned by HCT with the CR held by the Town Conservation Commission.

## Estimated Start Date

January 10, 2023

## Estimated Completion Date

July 31, 2024

Three years from the release of funds (July 2024) funds may be rescinded automatically; waivers may be sought.

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**Applicant Name**

Michael Lach, Executive Director

**Organization**

Harwich Conservation Trust

**Mailing Address**

P.O. Box 101, South Harwich, MA 02661

**Phone**

508-432-3997

**Applicant Email**

mike@harwichconservationtrust.org

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**Project Manager**

Michael Lach, Executive Director

**Mailing Address**

P.O. Box 101, South Harwich, MA 02661

**Phone**

508-432-3997

**Project Manager Email**

mike@harwichconservationtrust.org

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**Alternate Contact**

Tom Evans, President, Board of Trustees

**Mailing Address**

90 Great Western Road, Harwich, MA 02645

**Phone**

508-432-5185

**Alternate Email**

thomas.m.evans@comcast.net

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**Please choose the correct category or categories for your project, below, according to the following definitions:**

**Open Space:** This application is for the “acquisition, preservation, rehabilitation and/or preservation of open space”.

**Historic:** This application is for the “acquisition, preservation, rehabilitation and/or restoration of historic resources”. Please provide the date on which the HDHC reviewed and endorsed this application.

**Community Housing:** This application is for the “acquisition, creation, preservation and/or support of community housing”.

**Recreation:** This application is for the “acquisition, creation, preservation, rehabilitation and/or restoration of land for recreational use”.

**Please refer to the Informational Packet linked to at the start of the application process for detailed explanation of the CPA funding Categories.**

### **CPA Category**

Open Space

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### **How does this project fit into Harwich’s Local Comprehensive Plan and/or other Plan?**

Preservation of this property is consistent with the following town and regional open space planning goals and objectives:

Town of Harwich 2017 Open Space and Recreation Plan

- Page 64, Goal VI: Preserve and enhance the following natural resources: Groundwater and Surface Water; Coastal Water and adjacent Shoreline Areas; Inland and Coastal Wetlands; and Wildlife and Plant Habitats
- Page 64, Objective 1. Maintain the overall quality and quantity of Harwich's ground water to ensure a sustainable supply of high quality, minimally treated drinking water.
- Page 67, Objective 9. Continue to prevent the loss or degradation of critical wildlife and plant habitats, minimize the impact of new development on wildlife and plant habitats, and maintain existing populations and species diversity.

Barnstable County 2018 Regional Policy Plan

Goals organized around three systems, one of which is Natural Systems: water resources, wetland resources, wildlife and plant habitat, and open space. These goals serve "to protect and restore the quality and function of the region's natural environment that provides the clean water and healthy ecosystems upon which life depends" (Regional Policy Plan (RPP), 2018, pp. 60);

- Water Resources Goal: “to maintain a sustainable supply of high quality untreated drinking water and protect, preserve, or restore the ecological integrity of Cape Cod's fresh and marine surface water resources;”
- Wetland Resource Goal: "to protect, preserve, or restore the quality and natural values and functions of inland and coastal wetlands and their buffers;”
- Wildlife and Plant Habitat Goal: "to protect, preserve, or restore wildlife and plant habitat to maintain the region's natural diversity. And objectives include: to maintain existing plant and wildlife populations and species diversity;”
- Open Space Goal: "to conserve, preserve, or enhance a network of open space that contributes to the region’s natural and community resources and systems (RPP 2018)

**How does this project benefit the citizens of Harwich? If appropriate, has the application sought public opinion or input? If not, why?**

The following public opinion survey data is excerpted from Appendix G of the 2017 Town Open Space & Recreation Plan:

- As part of the Town Planning Department's effort to update the Town Open Space & Recreation Plan, a public survey was conducted in 2015 with both hard copy and on-line versions available to the general public. A total of 379 survey responses were received with the large majority returned electronically.
- 70% of responses were from full-time residents, and 12% were from part-time residents. The latter was a considerable increase from 1.7% in the previous survey five years earlier. 17% of respondents identified themselves as visitors or "other".
- 85% of respondents said it is "very important" for the Town to continue to acquire and preserve open space and natural areas in Harwich. An additional 10% responded that it is "important". 5% responded that continued acquisition and preservation is "neutral" or "not important".
- 99% of respondents said it is "important" to acquire land for protection of groundwater, drinking water and watersheds and 96% of respondents said it is "important" to acquire wildlife habitat areas, such as woodland, wetlands and rare species habitat.

**Please list other Commissions/Boards/Committees/Organizations that may have involvement, jurisdiction, partnering, and attach documentation of their review:**

Real Estate and Open Space Committee  
Conservation Commission (will hold the Conservation Restriction)

**Please list any documentation to be forthcoming and reason for delay.**

The Conservation Restriction will be drafted and submitted to the Conservation Commission for approval as the project progresses.

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**PROJECT BUDGET:** Attach a dated and detailed line item project budget estimate for your funding request. If the request involves a Town-owned asset, provide the project's projected operating expenses, including maintenance.

**COST ESTIMATE:** Attach a cost estimate or firm quote (if available) for this project.

\$ 100,000

**LAND and/or BUILDING ACQUISITION PROJECTS:** The following must also be submitted, as applicable:

- Surveys and/or plot plans for the property
- Appraisals and agreements (if not available then submit by December 1, 2023)
- Name of present owner and attach copy of deed conveying property unto present owner.
- Property address, Harwich Assessor's property identification (Map#, Parcel #).
- For proposed Open Space land purchases, be prepared to discuss public access with the Committee.

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Please upload any additional application material here. Material must be in up to three (3) Portable Document Format (pdf) files, not to exceed 5MB each.

Any files exceeding 5MB must be submitted on a USB memory stick with hardcopy submission.

**Upload file**

[45026September 14 2023 - 1220pm.pdf](#) <sup>[2]</sup>

**Upload file**

[45026September 14 2023 - 1220pm.pdf](#) <sup>[3]</sup>

**Upload file**

[45026September 14 2023 - 1220pm.pdf](#) <sup>[4]</sup>

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By signing below, the Applicant represents and warrants that all the information included is true and correct to the best of the signer's knowledge and belief. Further, the Applicant acknowledges in the event that the Community Preservation Committee agrees to grant funds to Applicant (and subject to Town Meeting approval), this application together with any Terms and Conditions shall constitute a binding agreement, between the Applicant and the Community Preservation Committee. Further, Applicant acknowledges and agrees to execute any additional grant agreements should the Community Preservation Committee so request.

ATTESTATION: I HEREBY ATTEST THAT THE INFORMATION CONTAINED IN THIS APPLICATION IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE.

**Submission Date** September 14, 2023 - 12:17pm

**Full Name** Michael Lach

**Title** Executive Director

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Source URL:** <https://www.harwich-ma.gov/node/330511/submission/45026>

**Links**

[1] <https://www.harwich-ma.gov/community-preservation-committee/webforms/2023-community-preservation-act-project-funding-request> [2] <https://www.harwich-ma.gov/system/files/webform/45026September%2014%202023%20-%201220pm.pdf> [3] [https://www.harwich-ma.gov/system/files/webform/45026September%2014%202023%20-%201220pm\\_2.pdf](https://www.harwich-ma.gov/system/files/webform/45026September%2014%202023%20-%201220pm_2.pdf) [4] [https://www.harwich-ma.gov/system/files/webform/45026September%2014%202023%20-%201220pm\\_0.pdf](https://www.harwich-ma.gov/system/files/webform/45026September%2014%202023%20-%201220pm_0.pdf)

**NORTH WOODS AND WATER SUPPLY PROTECTION PROJECT  
HARWICH CONSERVATION TRUST (HCT)**

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**PROJECT BUDGET**

**EXPENSES:**

Due diligence (Compact consulting)	\$ 6,000
Due diligence (surveying & ANR plan)	\$ 6,000
Project Management	\$ 6,000
Legal & closing costs	\$ 5,500
Appraisal	\$ 1,500
Negotiated Purchase Price	\$300,000

**TOTAL Expenses:** **\$325,000**

**INCOME – PROPOSED FUNDING SOURCES**

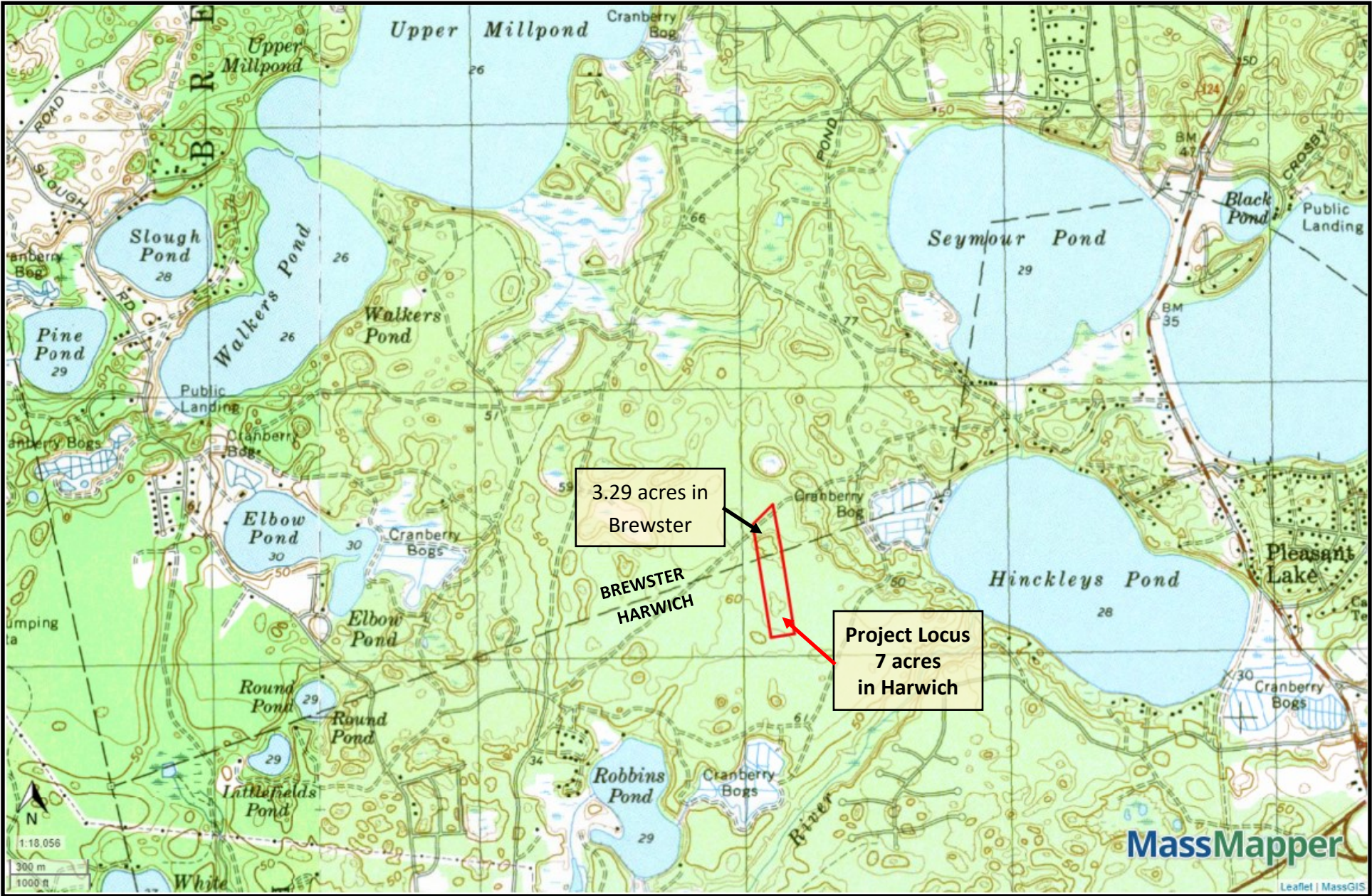
MA Conservation Partnership Grant	\$155,000
CPA funding for Conservation Restriction	\$100,000
HCT Fundraising	\$ 70,000

**TOTAL Income:** **\$325,000**

**PROJECT TIMELINE 2023-2024**

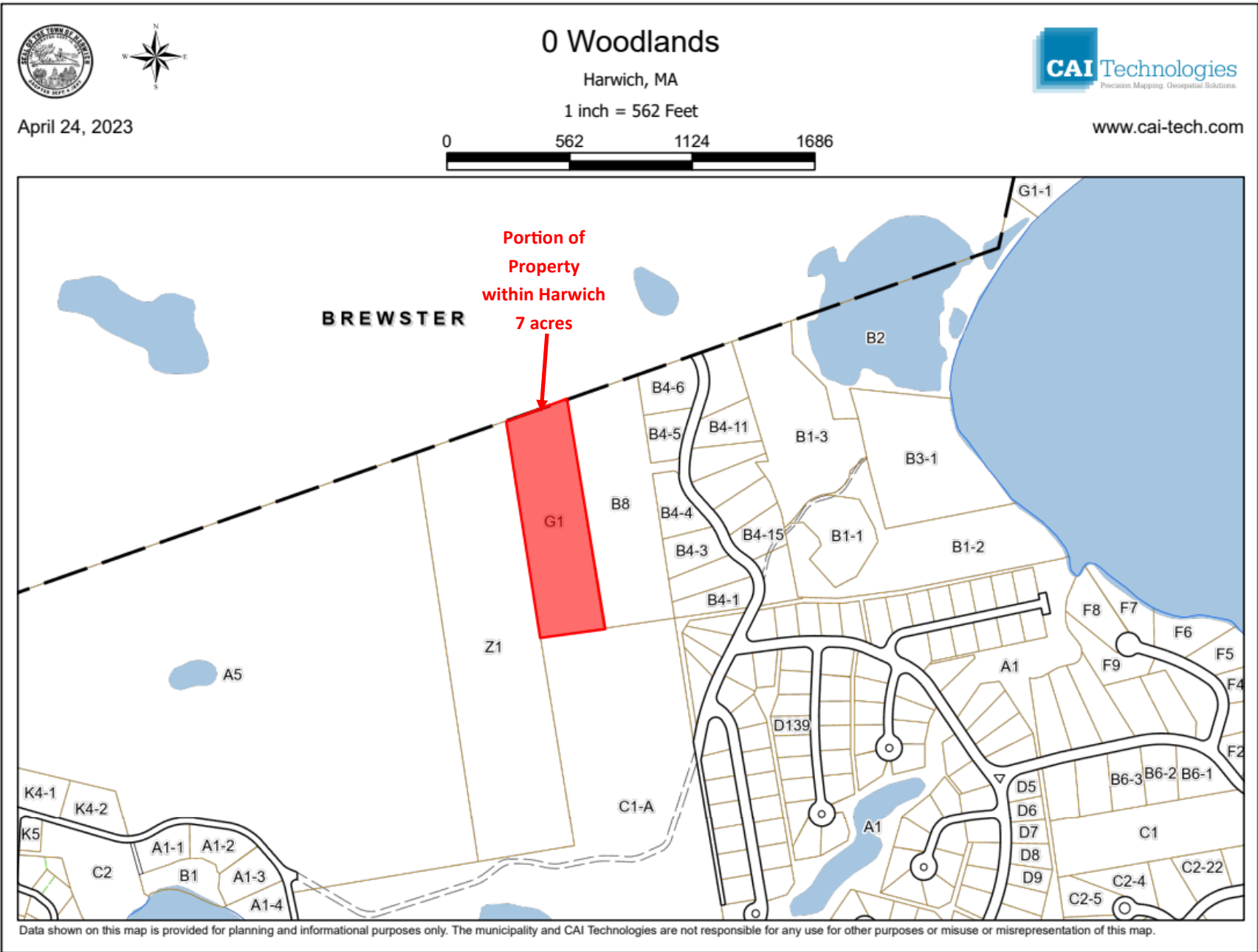
July-August 2022	Site visit and landowner meetings
September 2022	Parties sign purchase & sale agreement
January 2023	HCT works with The Compact of Cape Cod Conservation Trusts to be the pre-acquisition agent on HCT's behalf and Compact pre-acquires the land on January 10, 2023
July 2023	HCT submits Conservation Partnership grant application to the State
Oct 2023	HCT submits CPA funding application to the Town
Oct/Nov 2023	State announces grant awards; HCT signs State contract.
Dec 2023-May 2024	Conservation restriction (CR) under review by the State
May 2024	Harwich Town Meeting – Approval of CPA funds, HCT signs CPA contract
June 2024	HCT purchases property from The Compact. CR approvals obtained and CR recorded. CPA funds released to HCT. HCT submits compliance documents to State with reimbursement request.
July 2024	HCT files for ANR plan with Harwich and Brewster Planning Boards to divide property. Plan endorsed and Brewster property conveyed to Brewster Conservation Trust.

North Woods and Water Supply Protection Project  
USGS Topographic Map



# North Woods and Water Supply Protection Project

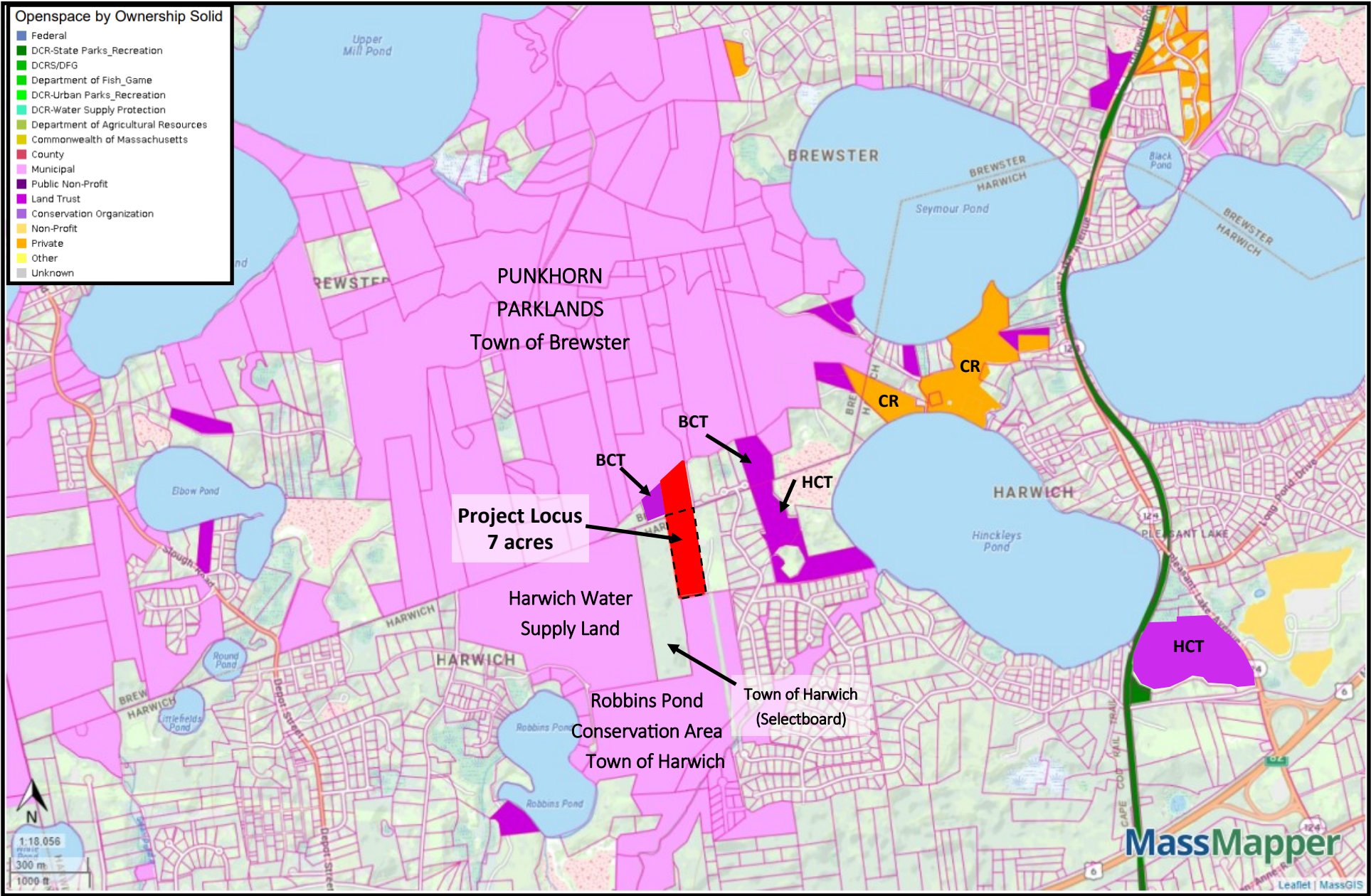
## Harwich Assessors Map



Data shown on this map is provided for planning and informational purposes only. The municipality and CAI Technologies are not responsible for any use for other purposes or misuse or misrepresentation of this map.

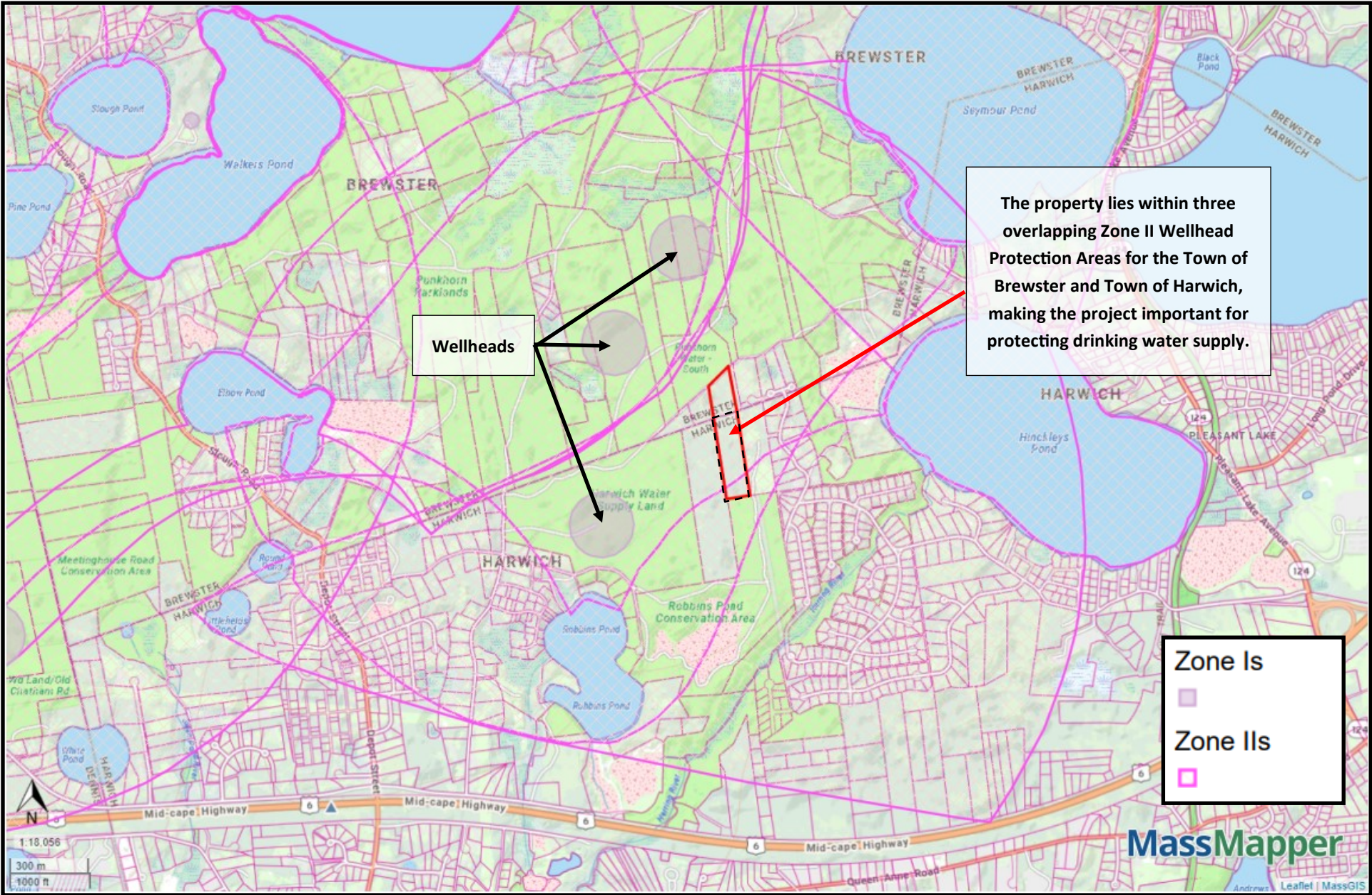
# North Woods and Water Supply Protection Project

## Surrounding Protected Open Space



# North Woods and Water Supply Protection Project

## Zone I and II Wellhead Protection Areas



# North Woods and Water Supply Protection Project

## NHESP Priority Habitats of Rare Species and Estimated Habitat of Rare Wildlife



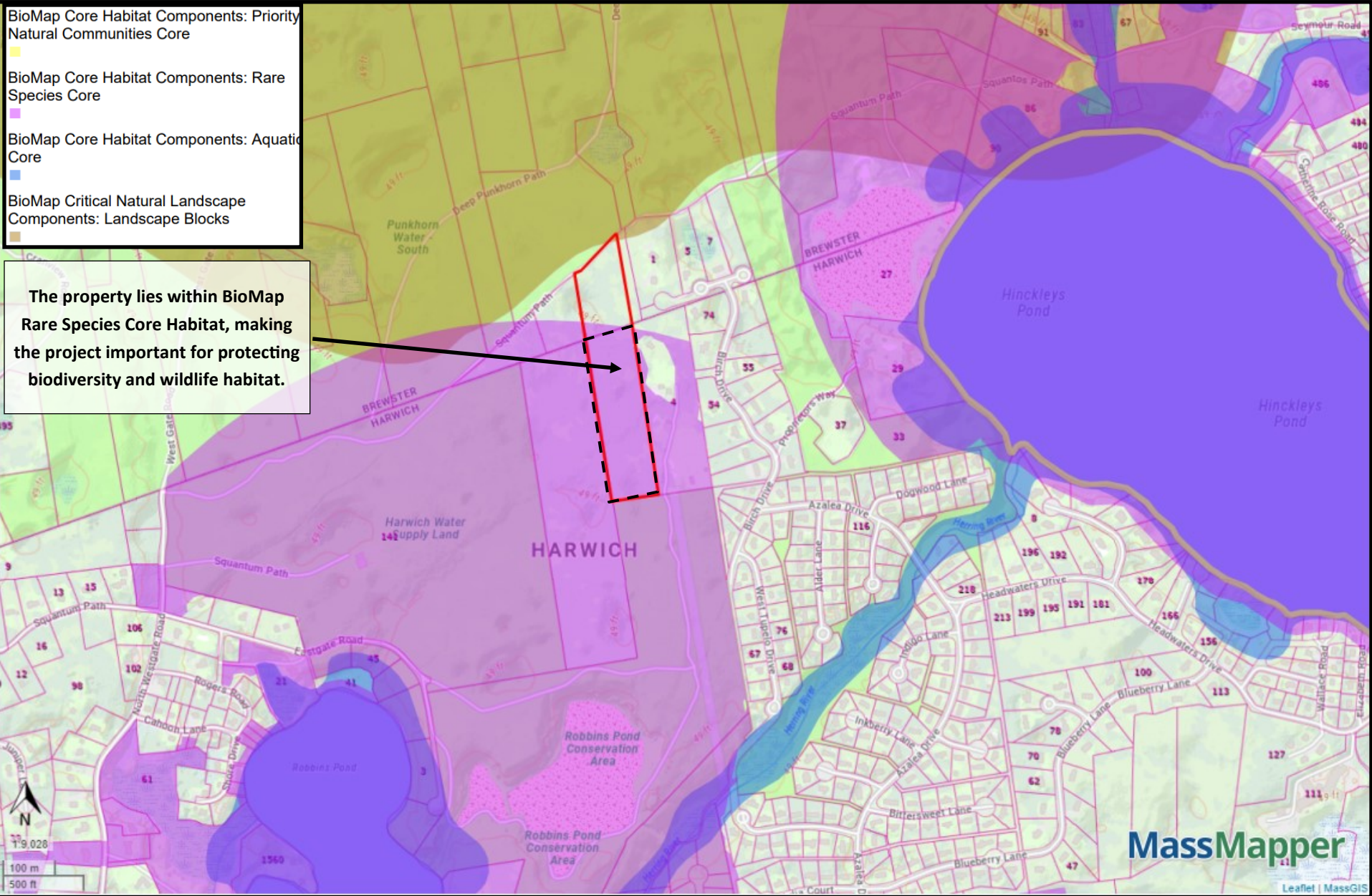
# North Woods and Water Supply Protection Project

## BioMap Core Habitat and Critical Natural Landscape



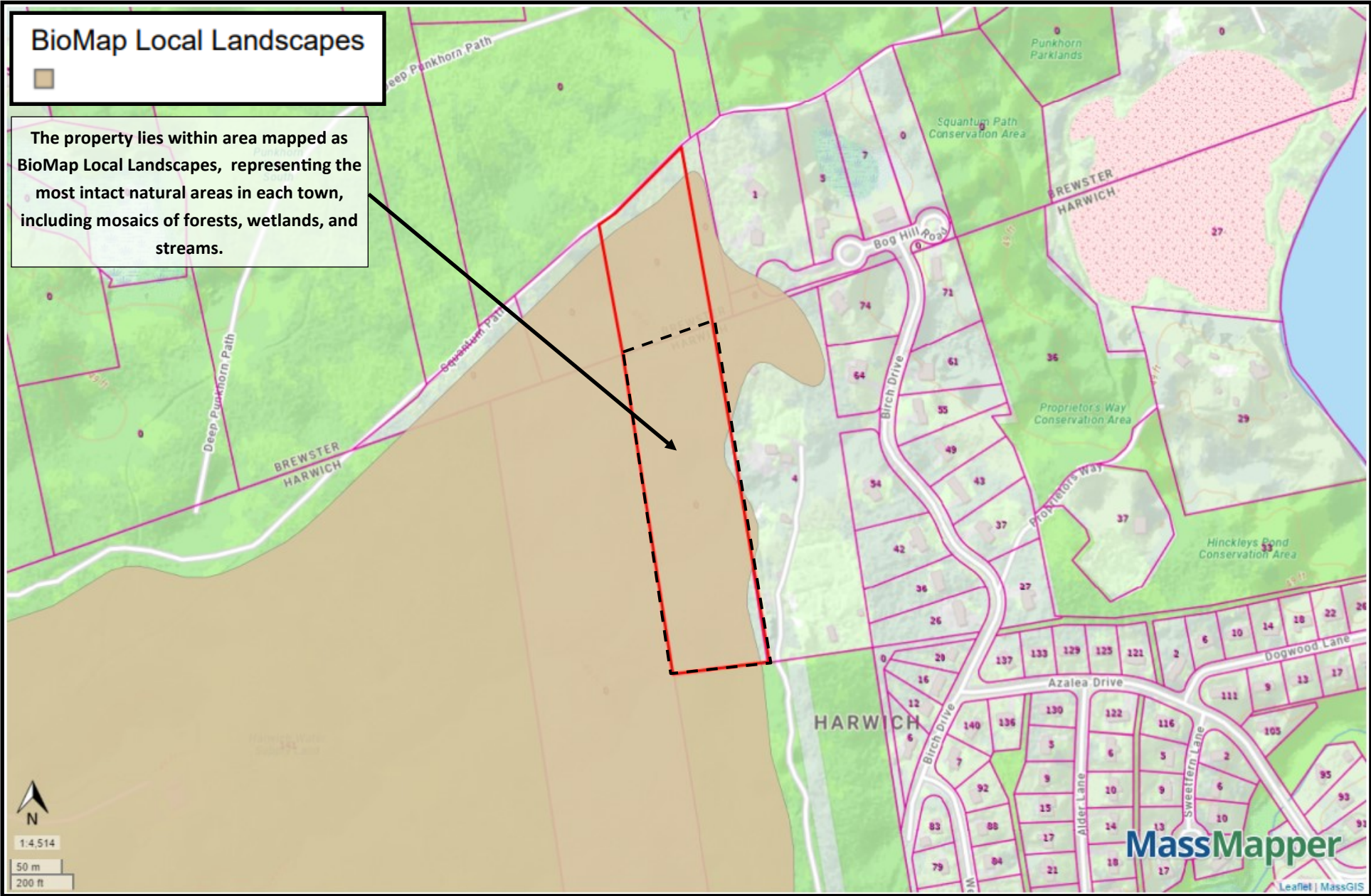
- BioMap Core Habitat Components: Priority Natural Communities Core
- BioMap Core Habitat Components: Rare Species Core
- BioMap Core Habitat Components: Aquatic Core
- BioMap Critical Natural Landscape Components: Landscape Blocks

The property lies within BioMap Rare Species Core Habitat, making the project important for protecting biodiversity and wildlife habitat.

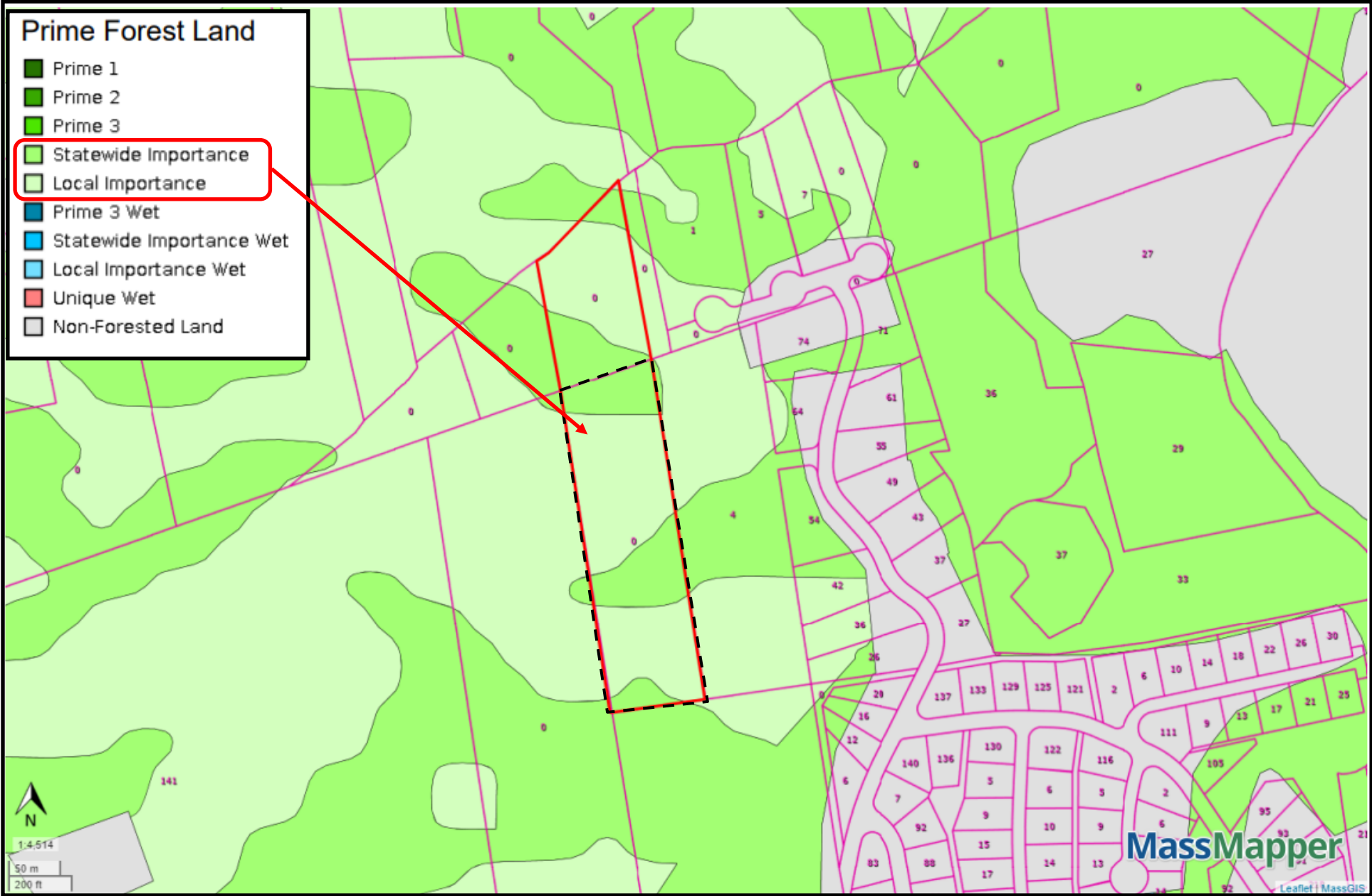


# North Woods and Water Supply Protection Project

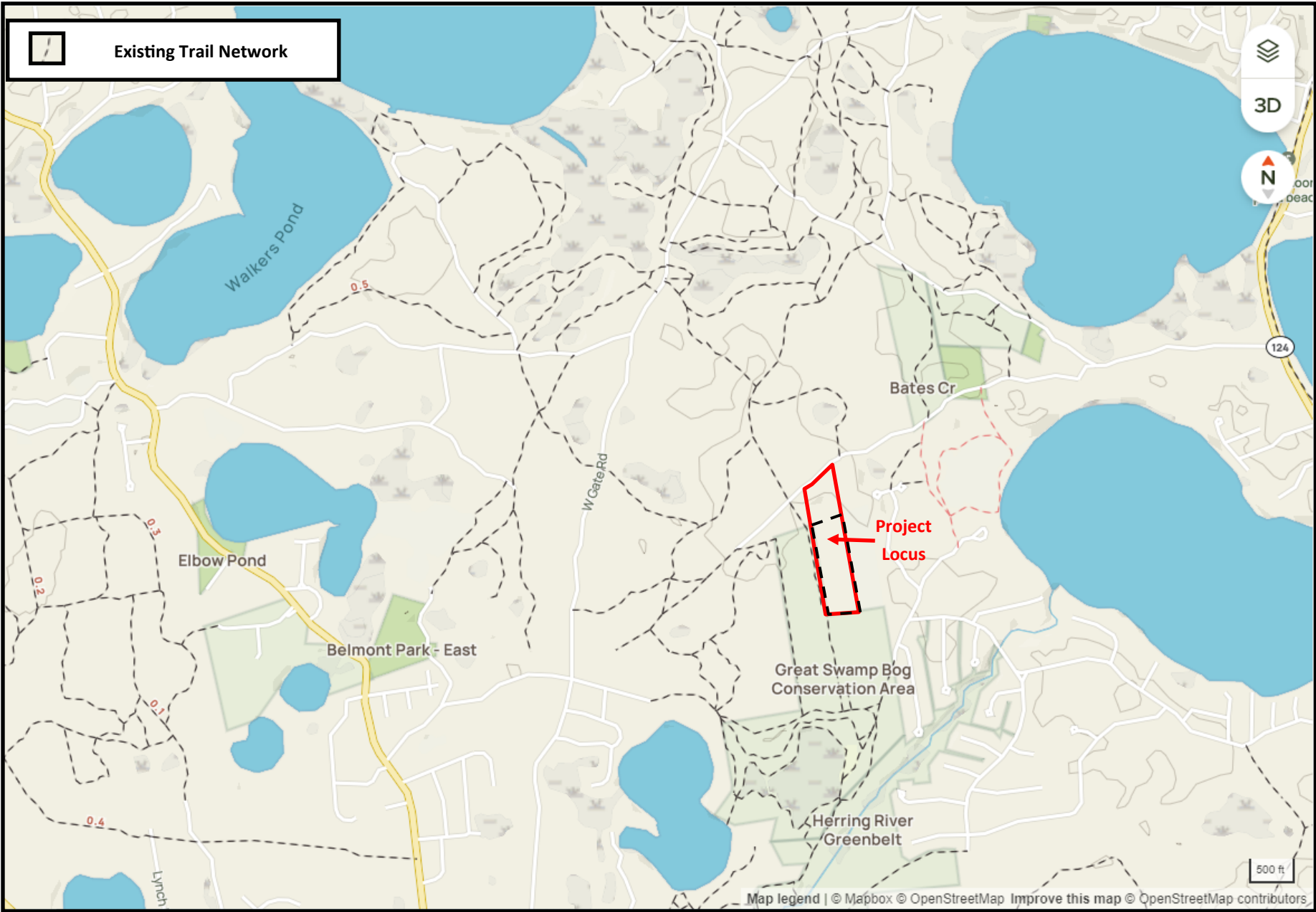
## BioMap Local Landscapes



North Woods and Water Supply Protection Project  
Prime Forest Land



North Woods and Water Supply Protection Project  
Trail Map—OpenStreetMap

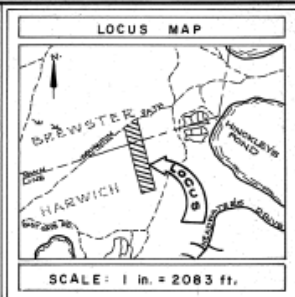


44-54

BOOK 444 PAGE 54



RECEIVED & RECORDED  
OCT 7 2 24 PM '86  
BARNSTABLE COUNTY  
REGISTRY OF DEEDS  
STEPHEN WEEVES  
REGISTER



This plan and the accompanying certifications do not constitute a certification of title to the property displayed hereon. The owners of locus and abutting properties are shown according to current town assessors' records.

I certify that this plan was prepared in conformance with the rules and regulations of the Registers of Deeds effective Jan. 1, 1976.

Date: Feb. 11, 1986

*David L. Mead*  
Professional Land Surveyor

Ref. Chap. 41, Sec. 81-X, G. L.

I hereby certify that the property lines shown on this plan are the lines dividing existing ownerships and the lines of the streets and ways shown are those of public or private streets or ways already established, and that no new lines for division of existing ownership or for new ways are shown.

Date: Feb. 11, 1986

*David L. Mead*  
Professional Land Surveyor



NOTES:

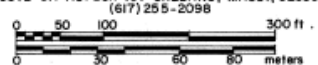
- Assessors' Sheets:  
Brewster: Map 50  
Harwich: Map 90
- Parcel Nos:  
Brewster: portion of 47  
Harwich: None
- Zoning Classification:  
Brewster: RR  
Harwich: RR
- For reference to locus see  
Deed Book 271, Page 522

Research by DAS  
Field Chief DAS/JAC  
Computed by JAC

Drafted by REL  
Checked by DAS/DLM  
Approved by DLM

PLAN OF LAND  
IN  
HARWICH & BREWSTER, MASS.  
-AS SURVEYED & PREPARED FOR-  
**LEWIS R. GAMMONS**

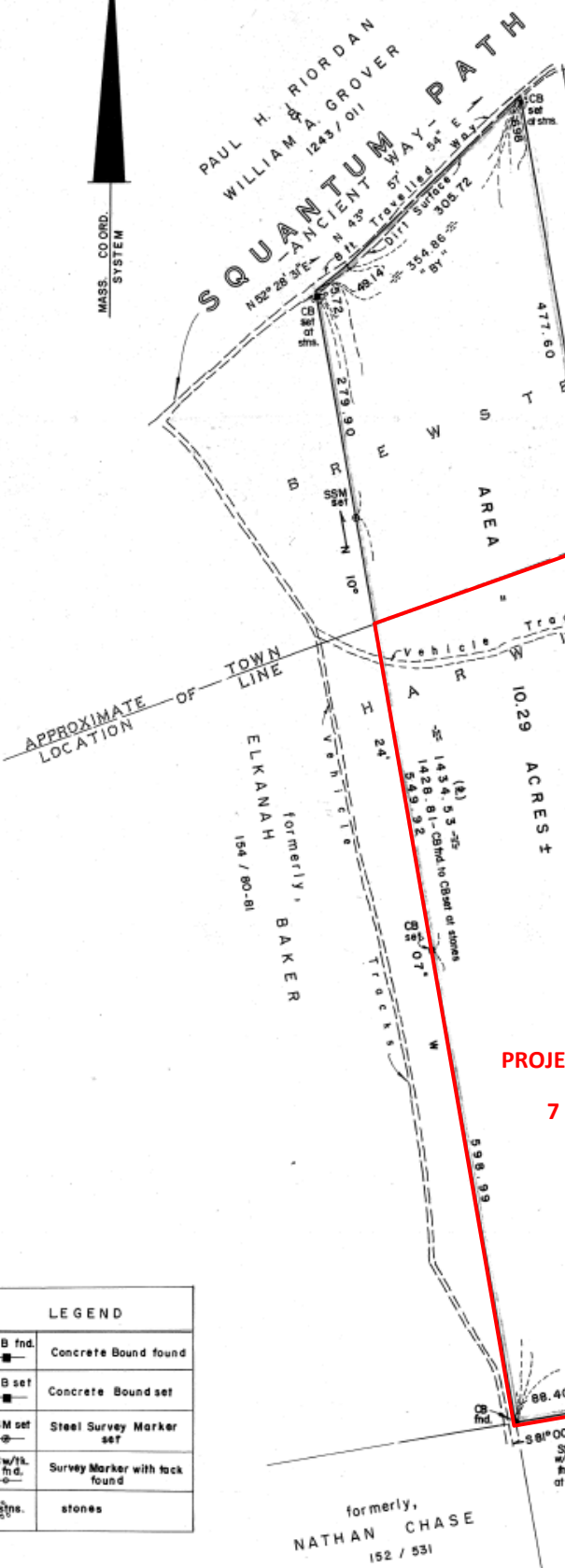
SCALE: 1 in. = 100 ft. FEBRUARY 11, 1986  
SCHOFIELD BROTHERS, INC.  
REGISTERED  
PROFESSIONAL ENGINEERS & LAND SURVEYORS  
ROUTE 6A-P.O. BOX 101-ORLEANS, MASS., 02653  
(617) 255-2098



0-7129

LEGEND

CB fnd.	Concrete Bound found
CB set	Concrete Bound set
SSM set	Steel Survey Marker set
SS w/ fnd.	Survey Marker with tack found
stns.	stones



PROJECT LOCUS  
7 acres

formerly,  
NATHAN CHASE  
152 / 531

supposedly,  
JOHN E. HALL  
-PLAN BOOK 306, PAGE 14-



*732 Main Street  
Harwich, MA 02645*  
**CONSERVATION COMMISSION**

**CONSERVATION COMMISSION**

**(508)-430-7538 FAX (508)430-7531**

**September 12, 2023**

**To: The Community Preservation Committee**

**From: Amy Usowski, Conservation Administrator**

**RE: Community Preservation Act Application for the North Woods and Water Project, 0 Woodland Road**

To the Members of the Community Preservation Committee,

The Harwich Conservation Commission voted in favor of supporting the Harwich Conservation Trust's Preservation Act application for \$100,000 in Open Space funds for the purchase of a Conservation Restriction (CR) on this 7 acre parcel at 0 Woodland Road, that is part of a total acquisition of 10.29 acres of land, at their meeting on September 6, 2023, with a vote of 4 in favor and 2 abstentions.

This is a key parcel in an area with 1,000+ other acres of open space in Harwich and Brewster. The acquisition of this parcel will help protect our public drinking water supply as it's in a Zone II Wellhead Protection Area. The land includes state-designated Priority Habitat of Rare Species, is BioMap Rare Species Core Habitat, and included in the BioMap Local Landscape. To the north are the Town of Brewster Punkhorn Parklands, to the west is Town of Harwich Select Boards and Water Department Land, and to the south is Town Conservation Land. The acquisition of this piece would provide a valuable wildlife corridor to the greater mass of protected open space lands to the north and south.

We hope you look favorably upon this application.

Amy Usowski

Conservation Administrator

Written on behalf of the Conservation Commission

Town of Harwich  
Real Estate & Open Space Committee  
Letter of Support

To: Community Preservation Committee  
From: Real Estate & Open Space Committee  
Date: 9/1/23

The REOS Committee met on two occasions - 7/21/23 and 8/18/23 to discuss two projects brought forth by the Harwich Conservation Trust.

**RED RIVER VALLEY PRESERVE (NORTH) PROJECT:** Preserving 2.24 acres of land located within a Zone 2 water supply recharge area for Town of Harwich wells. Part of a 2.74 acre parcel that includes 0.5 acre in Chatham. Total purchase price 400K. HCT is asking for CPA funding in the amount of **150K in support of this purchase** - the Town of Harwich would hold a permanent Conservation Restriction on the 2.24 acres located in Harwich to be held by the Conservation Commission of Harwich. Key objectives include: Completion and protection of an overall 475 acre north-south wildlife habitat/water resource protection corridor, protection of the public drinking water supply, protection of the Red River as it flows towards Nantucket Sound, protection of the Herring Run, protection of state-designated BioMap Critical Natural Landscape & Core Habitat, protection of state-designated Priority Habitat of Rare Species, protection from commercial development, and protection of scenic views.

**NORTH WOODS & WATER SUPPLY PROTECTION PROJECT:** Preserving 7 acres of land located within a Zone 2 water supply recharge area for a Town of Harwich well. Part of a 10.29 acre parcel that includes 3.29 acres located in Brewster. Total purchase price is 300K - with HCT contributing 200K towards the 7 acres and Brewster Conservation Trust contributing 100K towards the 3.29 acres. HCT is asking for CPA funding in the amount of **100k in support of this purchase** - the Town of Harwich would hold a permanent Conservation Restriction on the 7 acres located in Harwich to be held by the Conservation Commission. Key objectives include: Protection of connected open space, protection of the public drinking water supply, protect Biodiversity and Wildlife habitat, protect local landscape value , and protect prime forest land. The Town of Harwich Water Department supported the protection of this parcel.

**The REOS committee feels very strongly that supporting these two projects is in the best interest of the Town of Harwich community. If we are asked to prioritize these projects then we would prioritize the Red River project over the North Woods project.**

Elaine Shovlin, Chair and Kathy Green, Vice-Chair REOS Committee

The block contains two handwritten signatures in black ink. The signature on the left is 'Elaine Shovlin' and the signature on the right is 'Kathy Green'. Both are written in a cursive, flowing style.

## QUITCLAIM DEED

**LEWIS R. GAMMONS**, individually, and as Trustee of Woodland Nominee Trust u/d/t dated February 8, 2022 as evidence by a Trustee's Certificate recorded with Barnstable County Registry of Deeds in Book 34923, Page 121, of 54 Sproat Street, Middleboro, MA, 02346 for consideration of **Three Hundred Thousand and No/100 (\$300,000.00) Dollars paid,**

**grants to**

**THE COMPACT OF CAPE COD CONSERVATION TRUSTS, INC.,**  
a Massachusetts Charitable Corporation with a principal place of business at 36 Red Top Road, Brewster, MA 02631, and a mailing address of P.O. Box 443, Barnstable, MA 02630

### WITH Quitclaim Covenants

A certain piece of woodland situated in the Towns of Harwich and Brewster, Barnstable County, Commonwealth of Massachusetts, bounded and described as follows:

On the North by Squantum's or Squattom's Path, so-called, an ancient proprietors way  
On the West by a cart path formerly known as the road to Winslow's range or Herring River Road,  
On the South by land now or formerly of the heirs of Cyrus Cahoon and Nathaniel Winslow,  
On the East by land now or formerly of the heirs of Cyrus Cahoon or Stephen Bassett.

The land is shown on a "Plan of Land in Harwich & Brewster, Mass, as surveyed & prepared for Lewis R. Gammons; Scale 1 in.= 100 ft.; February 11, 1986; by Schofield Brothers, Inc., Orleans, Mass." and recorded on October 7, 1986 at the Barnstable County Registry of Deeds in Plan Book 424, Page 54. Containing 10.29 acres, more or less, according to said plan.

Plan Book 424, Page 54 further identifies and locates the land on Harwich Assessors Sheet Number 90 (Parcel B-9) and on abutting Brewster Assessors Sheet Number 50 (Parcel 47), now Brewster Assessors Sheet Number 41, Parcel 47.

Subject to and with the benefit of all rights, reservation, easements and restrictions and other matters of record insofar as they are in force and applicable.

For my title see deed dated February 8, 2022, recorded with Barnstable County Registry of Deeds in Book 34923, Page 123.

LOCUS: 0 Woodland (off Birch Drive), Harwich, and 0 Squantum Path, Brewster


This being vacant land the homestead act does not apply.

I, Lewis R. Gammons as trustee for Woodland Nominee Trust hereby certify as follows:

1. I am the sole trustee of said trust;
2. The trust is still in force and effect and has not been altered except as of record;
3. No beneficiary is a minor, incompetent or a corporation selling all or substantially all of its assets;
4. Pursuant to the trust, the trustee has full power and authority to convey the herein described property to The Compact of Cape Cod Conservation Trusts, Inc. for \$300,000.00.

*Signature Page to Follow*

Executed as a sealed instrument under the pains and penalties of perjury, this 5<sup>th</sup> day of January, 2023.

  
Lewis R. Gammons, individually


Woodland Nominee Trust

By:   
Lewis R. Gammons, trustee

Commonwealth of Massachusetts

Plymouth, ss

On this 5<sup>th</sup> day of January, 2023, before me, the undersigned Notary Public, then personally appeared Lewis R. Gammons, individually and as Trustee of the aforesaid Trust, provided to me through satisfactory evidence of identification which was MA DRIVER'S LICENSE to be the person whose name is signed on the preceding page or attached document, and acknowledged to me that he signed it freely and voluntarily for its stated purpose and who swore or affirmed to me that the contents of this document are truthful and accurate to the best of his knowledge and belief, both individually and as trustee of Woodland Nominee Trust.

  
\_\_\_\_\_  
Notary Public  
My Commission Expires:



SCOTT B. RUBIN  
NOTARY PUBLIC  
Commonwealth of Massachusetts  
My Commission Expires  
August 5, 2027

Key: 6925

Town of HARWICH - Fiscal Year 2022

12/7/2021 1:00 pm SEQ #: 5,812

CURRENT OWNER										PARCEL ID				LOCATION				CLASS				CLASS%				DESCRIPTION				BN ID				BN				CARD			
GAMMONS LEWIS R 54 SPROAT ST MIDDLEBORO, MA 02346										89-G11-0				0 WOODLAND				1320				100				UNDEV LAND												1 of 1			
GAMMONS LEWIS R										TRANSFER HISTORY				DOS				T				SALE PRICE				BK-PG (Cert)															
HALL CLARENCE J F										06/26/1973				A												1 271-322															
GAMMONS LEWIS R										08/22/1917				QS												1 354-519															
										05/29/1905				A												1 271-322															
CD		T		AC/SE/UN		Nqth		Inf11		Inf12		Adj Base		SAF		Topo		Lpi		VC		CREDIT AMT		ADJ VALUE																	
300		A		6.500		1		1.00		1.00		1.00		1.00		1.00		5		0.80				85,800																	
TOTAL				6.500 Acres				ZONING				FRNT		0																											
Nqth				NGH 1				N																																	
Inf11				NONE				O																																	
Inf12				FACTOR 100				T																																	
								E																																	
TOTAL																																									
ASSESSED																																									
LAND																																									
BUILDING																																									
DETACHED																																									
OTHER																																									
TOTAL																																									
85,800																																									
78,000																																									
78,000																																									
PHOTO																																									
BLDG COMMENTS																																									
MEASURE LIST REVIEW																																									
BUILDING																																									
MODEL																																									
STYLE																																									
QUALITY																																									
FRAME																																									
YEAR BLT																																									
NET AREA																																									
SNLA(RCN)																																									
CAPACITY																																									
SIZE ADJ																																									
DETAIL ADJ																																									
OVERALL																																									
UNITS																																									
ADJ																																									
ELEMENT																																									
CD																																									
DESCRIPTION																																									
ADJ																																									
S																																									
BAT																																									
T																																									
UNITS																																									
YB																																									
ADJ PRICE																																									
RCN																																									
TOTAL RCN																																									
CONDITION ELEM																																									
CD																																									
EFF. YR/AGE																																									
COND																																									
FUNC																																									
ECON																																									
DEPR																																									
% GD																																									
RCNLD																																									

L E G A L

L A N D

D E T A C H E E D

B U I L D I N G

I L D I N G

# APPRAISAL OF REAL PROPERTY



## LOCATED AT

0 Squantum Path  
Brewster, MA 02631

## FOR

Harwich Conservation Trust  
PO Box 101  
South Harwich, MA 02661

## OPINION OF VALUE

**\$335,000**

## AS OF

March 17, 2023

## BY

Linda Coneen, MRA, SRA  
Cape Cod Appraisal Partners  
PO Box 2514  
Orleans, MA 02653  
(508) 255-4241  
lindaconeen@gmail.com



Cape Cod Appraisal Partners  
PO Box 2514  
Orleans, MA 02653  
(508) 255-4241

06/17/2023

Harwich Conservation Trust  
PO Box 101  
South Harwich, MA 02661

Re: Property: 0 Squantum Path  
Brewster, MA 02631  
Client: Harwich Conservation Trust  
File No.: 022109L23

Opinion of Value: \$ **\$335,000**  
Effective Date: March 17, 2023

In accordance with your authorization, I have appraised the above captioned real estate and respectfully submit an appraisal report of the property. The intended use of the appraisal opinions and conclusions contained in this report is to assist you with a State Conservation Partnership Grant application. The effective date of value is March 17, 2023 which was also the date of inspection. The date of the report is June 17, 2023.

The attached appraisal report contains the descriptions, analyses, and supporting data for the conclusion, and the final opinion of value. The appraisal and report have been prepared under Standards Rules 1 and 2 of the Uniform Standards of Professional Appraisal Practice as promulgated by the Appraisal Standards Board of the Appraisal Foundation, 2020-2023 Edition, MA State Conservation Partnership Grant Requirements, and all applicable laws, regulations, and guidelines. Intended users are the client, Commonwealth of MA Division of Conservation Services, and the COMPACT of Cape Cod Conservation Trusts.

My opinion of the value of this property was reached on the basis of the data, analyses, and conclusions contained in this report and held in my work file. The attached appraisal contains the report plus related exhibits. This letter serves as introduction to the report. Thank you for the opportunity to have been of service in this matter. Do not hesitate to contact me if you require further assistance.

Yours truly,

Linda Coneen, MRA, SRA  
Cape Cod Appraisal Partners  
License or Certification #: 214  
State: MA Expires: 08/03/2023  
lindaconeen@gmail.com

# LAND APPRAISAL REPORT

File No.: 022109L23

SUBJECT	Property Address: 0 Squantum Path		City: Brewster		State: MA Zip Code: 02631																																																																																															
	County: Barnstable		Legal Description: Barnstable County Registry of Deeds Book 35585 Page 244, Dated 01/10/2023																																																																																																	
	The property consists of 2 adjacent parcels, partially in Harwich (Tax Map 89-G1-0) and partially in Brewster (Tax Map 41-25-0). Assessor property record cards contain incorrect site size data. The property was professionally surveyed as shown on accompanying map recorded in BCRD Plan Book 424 Page 54, showing land totaling 10.29± acres, estimated @ 3.24± acres in Brewster & 6.93± acres in Harwich. Access is via Squantum Path & over an ancient way, assumed adequate access after road grading.**																																																																																																			
	Assessor's Parcel #: 89-G1-0 & 41-25-0		Tax Year: 2023		R.E. Taxes: \$ 988.83 Special Assessments: \$ 29.67 CPA																																																																																															
	Market Area Name: Punkhorn		Map Reference: 12700		Census Tract: 0110.02																																																																																															
	Current Owner of Record: Compact of Cape Cod Conservation Trusts		Borrower (if applicable):																																																																																																	
	Project Type (if applicable): <input type="checkbox"/> PUD <input type="checkbox"/> De Minimis PUD <input checked="" type="checkbox"/> Other (describe) Woodland via ancient way HOA: \$ N/AP <input type="checkbox"/> per year <input type="checkbox"/> per month																																																																																																			
	Are there any existing improvements to the property? <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes If Yes, indicate current occupancy: <input type="checkbox"/> Owner <input type="checkbox"/> Tenant <input type="checkbox"/> Vacant <input type="checkbox"/> Not habitable																																																																																																			
	If Yes, give a brief description:																																																																																																			
ASSIGNMENT	The purpose of this appraisal is to develop an opinion of: <input checked="" type="checkbox"/> Market Value (as defined), or <input type="checkbox"/> other type of value (describe)																																																																																																			
	This report reflects the following value (if not Current, see comments): <input checked="" type="checkbox"/> Current (the Inspection Date is the Effective Date) <input type="checkbox"/> Retrospective <input type="checkbox"/> Prospective																																																																																																			
	Property Rights Appraised: <input checked="" type="checkbox"/> Fee Simple <input type="checkbox"/> Leasehold <input type="checkbox"/> Leased Fee <input type="checkbox"/> Other (describe)																																																																																																			
	Intended Use: To assist the client with a MA State Conservation Partnership Grant application.																																																																																																			
	Intended User(s) (by name or type): Clients, Comm of MA Division of Conservation Services, COMPACT of Cape Cod Conservation Trusts																																																																																																			
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	Appraiser: Linda Coneen, MRA, SRA Address: Cape Cod Appraisal Partners, PO Box 2514, Orleans, MA 02653																																																																																																			
MARKET AREA DESCRIPTION	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <th colspan="3">Characteristics</th> <th colspan="2">Predominant Occupancy</th> <th colspan="2">Present Land Use</th> <th colspan="2">Change in Land Use</th> </tr> <tr> <td>Location:</td> <td><input type="checkbox"/> Urban <input checked="" type="checkbox"/> Suburban <input type="checkbox"/> Rural</td> <td></td> <td><input checked="" type="checkbox"/> Owner</td> <td>PRICE \$ (000)</td> <td>AGE (yrs)</td> <td>One-Unit 95 %</td> <td><input checked="" type="checkbox"/> Not Likely</td> </tr> <tr> <td>Built up:</td> <td><input type="checkbox"/> Over 75% <input checked="" type="checkbox"/> 25-75% <input type="checkbox"/> Under 25%</td> <td></td> <td><input type="checkbox"/> Tenant</td> <td>375</td> <td>Low New</td> <td>2-4 Unit 5 %</td> <td><input type="checkbox"/> Likely * <input type="checkbox"/> In Process *</td> </tr> <tr> <td>Growth rate:</td> <td><input type="checkbox"/> Rapid <input checked="" type="checkbox"/> Stable <input type="checkbox"/> Slow</td> <td></td> <td><input checked="" type="checkbox"/> Vacant (0-5%)</td> <td>865</td> <td>High Antique</td> <td>Multi-Unit %</td> <td>* To:</td> </tr> <tr> <td>Property values:</td> <td><input checked="" type="checkbox"/> Increasing <input type="checkbox"/> Stable <input type="checkbox"/> Declining</td> <td></td> <td><input type="checkbox"/> Vacant (&gt;5%)</td> <td>590</td> <td>Pred Varies</td> <td>Comm'l %</td> <td></td> </tr> <tr> <td>Demand/supply:</td> <td><input checked="" type="checkbox"/> Shortage <input type="checkbox"/> In Balance <input type="checkbox"/> Over Supply</td> <td></td> <td></td> <td></td> <td></td> <td>%</td> <td></td> </tr> <tr> <td>Marketing time:</td> <td><input checked="" type="checkbox"/> Under 3 Mos. <input type="checkbox"/> 3-6 Mos. <input type="checkbox"/> Over 6 Mos.</td> <td></td> <td></td> <td></td> <td></td> <td>%</td> <td></td> </tr> </table>						Characteristics			Predominant Occupancy		Present Land Use		Change in Land Use		Location:	<input type="checkbox"/> Urban <input checked="" type="checkbox"/> Suburban <input type="checkbox"/> Rural		<input checked="" type="checkbox"/> Owner	PRICE \$ (000)	AGE (yrs)	One-Unit 95 %	<input checked="" type="checkbox"/> Not Likely	Built up:	<input type="checkbox"/> Over 75% <input checked="" type="checkbox"/> 25-75% <input type="checkbox"/> Under 25%		<input type="checkbox"/> Tenant	375	Low New	2-4 Unit 5 %	<input type="checkbox"/> Likely * <input type="checkbox"/> In Process *	Growth rate:	<input type="checkbox"/> Rapid <input checked="" type="checkbox"/> Stable <input type="checkbox"/> Slow		<input checked="" type="checkbox"/> Vacant (0-5%)	865	High Antique	Multi-Unit %	* To:	Property values:	<input checked="" type="checkbox"/> Increasing <input type="checkbox"/> Stable <input type="checkbox"/> Declining		<input type="checkbox"/> Vacant (>5%)	590	Pred Varies	Comm'l %		Demand/supply:	<input checked="" type="checkbox"/> Shortage <input type="checkbox"/> In Balance <input type="checkbox"/> Over Supply					%		Marketing time:	<input checked="" type="checkbox"/> Under 3 Mos. <input type="checkbox"/> 3-6 Mos. <input type="checkbox"/> Over 6 Mos.					%																																						
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Market Area Comments: Property is known as 0 Woodland (Off Birch Drive), Harwich & 0 Squantum Path, Brewster. It consists of a 10.29± acre parcel reached via private dirt road Squantum Path, an ancient way. Squantum Path originates from West Gate Rd in Harwich & is a cartpath, considered by Brewster to be legal access for one dwelling under the Brewster Dirt Road ByLaw. This assumes grading to Squantum Path. Entire site is in the DEP Zone II Wellhead Protection Area, an aquifer protection zone which limits density. **Property is located in 2 towns (see above) & the town line bisects the lot. Greater locus is sparsely developed with modest to moderate single family homes primarily occupied year-round. Recreational amenities in the Towns of Brewster & Harwich include freshwater ponds, saltwater beaches, public golf courses, & public parks, all some distance from the subject & requiring a drive. Although Hinckleys Pond is immediately proximate the subject it has no public beach or landing access. There are several working cranberry bogs in the neighborhood. The southern lot line of the subject site is the boundary of Brewster & Harwich.																																																																																																				
CAPE COD LAND STUDY: There were only 9 land sales in Brewster in 2022 & 3 in 2023; & 9 in Harwich in 2022 & 3 in 2023. This is an insufficient number of sales for a market study. Our Land Study was therefore expanded to include all of Cape Cod. See <b>Cape Cod Land Sales Chart</b> in the Addendum for the results of the land study. Taken in aggregate, land values have been fluctuating, though days on market declined steadily from 2020 to 2023. As of the date of report, pending sales were on the market 93 days compared with 36 days for 2023 sales to date. Current listings have been offered on the market for the longest period since 2020. An anomaly occurred in 2021 when there were 298 land sales Cape-wide, significantly more than for any year since 2000. It is expected that the shortage of inventory of single-family & land listings will continue to place upward pressure on the market, though the shortage is much less severe than it was in 2022. Statistics above are for all single-family sales in this locus of Brewster & Harwich for the year prior to the date of value.																																																																																																				

# LAND APPRAISAL REPORT

File No.: 022109L23

Dimensions: See plan attached		Site Area: 10.29 Acres			
Zoning Classification: Brewster- RR Harwich- RR		Description: Site is in 2 towns with differing zoning. See below for description of zoning.			
Do present improvements comply with existing zoning requirements? <input type="checkbox"/> Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> No Improvements					
Uses allowed under current zoning: Single family & 2-family dwellings are permitted as well as home occupations, agriculture, & typical accessory uses such as barns, garages, pools, tennis courts, sheds, etc. Also municipal uses, non-profit educational, church, aquaculture, accessory dwelling unit (ADU)					
Are CC&Rs applicable? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> Unknown Have the documents been reviewed? <input type="checkbox"/> Yes <input type="checkbox"/> No Ground Rent (if applicable) \$ _____ / _____					
Comments:					
Highest & Best Use as improved: <input type="checkbox"/> Present use, or <input checked="" type="checkbox"/> Other use (explain) The highest & best use of the real estate is improved with one single family dwelling.					
Actual Use as of Effective Date: Vacant Land		Use as appraised in this report: Vacant Land			
Summary of Highest & Best Use: To be improved with one single family dwelling.					
SITE DESCRIPTION	<b>Utilities</b>	Public <input checked="" type="checkbox"/> Other <input type="checkbox"/>	Provider/Description		
	Electricity	<input checked="" type="checkbox"/>	In Locus		
	Gas	<input type="checkbox"/>	Propane Available		
	Water	<input type="checkbox"/>	On-Site Well Required		
	Sanitary Sewer	<input type="checkbox"/>	Private Title V Required		
	Storm Sewer	<input type="checkbox"/>	None		
	Telephone	<input checked="" type="checkbox"/>	In Locus		
	Multimedia	<input checked="" type="checkbox"/>	In Locus		
	<b>Off-site Improvements</b>	Type	Public <input type="checkbox"/> Private <input checked="" type="checkbox"/>		
	Street	Unpaved			
Width	Not Shown on Plan/ Variable Width				
Surface	Dirt				
Curb/Gutter	None	<input type="checkbox"/> <input type="checkbox"/>			
Sidewalk	None	<input type="checkbox"/> <input type="checkbox"/>			
Street Lights	None	<input type="checkbox"/> <input type="checkbox"/>			
Alley	None	<input type="checkbox"/> <input type="checkbox"/>			
Frontage	305.72 LF				
Topography	Rolling/ Sloping/ Level				
Size	10.29± Acres				
Shape	Irregular				
Drainage	No Problems Observed				
View	Wooded				
Easements	Not Known/ Old Vehicle Tracks on Lot				
Other site elements: <input checked="" type="checkbox"/> Inside Lot <input type="checkbox"/> Corner Lot <input type="checkbox"/> Cul de Sac <input type="checkbox"/> Underground Utilities <input checked="" type="checkbox"/> Other (describe) Dirt Road					
FEMA Spec'l Flood Hazard Area <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No FEMA Flood Zone X FEMA Map # 25001C0603J FEMA Map Date 07/16/2014					
Site Comments: The subject lot contains 10.29± acres. Topography is rolling / sloping/ level with ample level area for a building pad. Natural habitat is mostly deciduous trees & pine forest with moderately dense undergrowth. There are no improvements on the site. Access is via Squantum Path which will require regrading to meet safety regulations & thus to provide legal access for development, with one dwelling only. The presence of easements is unknown though old vehicle tracks bisect the lot. There are no utilities installed to the site & utility installation will be a cost of the end user. Discussions with the Brewster Land Planner indicate the lot is likely developable with some road improvements. The appraisal is made under the assumption that the site may be developed with one dwelling (only) under all applicable land use regulations, but it may not be subdivided despite its large land area as the Brewster Dirt Road ByLaw does not permit subdivision. The appraisal assumes the roadway meets current access requirements to obtain a building permit. Description of Zoning: Brewster RR 100,000 SF minimum site; 200 LF frontage; 40 LF front setback; 25 LF side & rear setbacks. Harwich RR 40,000 SF minimum site; 150 LF frontage; 25 LF front setback; 20 LF side & rear setbacks. Permitted uses are generally equal, listed above.					
SALES COMPARISON APPROACH	<b>FEATURE</b>	<b>SUBJECT PROPERTY</b>	<b>COMPARABLE NO. 1</b>	<b>COMPARABLE NO. 2</b>	<b>COMPARABLE NO. 3</b>
	Address	0 Squantum Path Brewster, MA 02631	0 Crowells Bog Rd Brewster, MA 02631	0 Old Stage Rd West Barnstable, MA 02668	6 Squantum Path Brewster, MA 02631
	Proximity to Subject		2.29 miles NE	12.99 miles W	0.46 miles SW
	Sale Price	\$	\$ 425,000	\$ 303,000	\$ 289,000
	Price/	\$	\$ 42,974.44	\$ 40,239.04	\$ 94,064.19
	Data Source(s)	Inspection/Plan	MLS #22102287 DOM 2	MLS #22004283 DOM 143	MLS #22103774 Expired DOM 360
	Verification Source(s)	Assessor/Deed	Assessor/ B&T/ Ext View	Assessor/ B&T/ View	Assessor/Deed/View
	VALUE ADJUSTMENT	DESCRIPTION	DESCRIPTION	DESCRIPTION	DESCRIPTION
			+ (-) \$ Adjust	+ (-) \$ Adjust	+ (-) \$ Adjust
	Sales or Financing	N/AP	None Known	None Known	None Known
	Concessions		OLP \$475,000; 89.5%	OLP \$549,000; 55.19%	OLP \$295,000; 98%
	Date of Sale/Time	DOV 03/17/2023	04/26/2023	07/08/2021 +6% annual	06/17/2022 +6% annual
	Rights Appraised	Fee Simple	Fee Simple	Fee Simple	Fee Simple
	Location	Punkhorn	Long Pond	West Barnstable/Highw	Punkhorn
	Site Area	10.29A	9.88A/9.6A Upland	7.53A	3.07A/2.37A Upland
	Improvements	No Improvements	No Improvements	No Improvements	No Improvements
	View	Wooded View	Winter Long Pond	Wooded View	Wetland/Bog/Wooded
	Amenities	None	2 HOAs/Rail Trail	None	None
	Road Access	Cart Path Unpaved	Private Unpaved	Public Paved	Cart Path Unpaved
	Utilities	No Utilities	No Utilities	Utilities to Street	No Utilities
Net Adjustment (Total, in \$)		<input type="checkbox"/> + <input checked="" type="checkbox"/> - \$ -90,000	<input checked="" type="checkbox"/> + <input type="checkbox"/> - \$ 30,300	<input checked="" type="checkbox"/> + <input type="checkbox"/> - \$ 48,005	
Adjusted Sale Price (in \$)		\$ 335,000	\$ 333,300	\$ 337,005	



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Form GPLNDG LT - "TOTAL" appraisal software by a la mode, inc. - 1-800-ALAMC

3/2007

# LAND APPRAISAL REPORT

File No.: 022109L23

<b>SALES COMPARISON APPROACH</b>	Summary of Sales Comparison Approach      Upward market conditions (time) adj estimated @ 6% annually based on an average of land sales activity Cape-wide. The most recent & similar oversized lot sales, limited to one SF dwelling, were analyzed. No sales concessions known. The subject & sale 3 are in the Punkhorn. Sale 3 was analyzed despite much smaller site size as it is in Brewster & on the same street as the subject. The subject & sales 1 & 3 are in equivalent rural locations. Sale 2 is proximate 2 highways & despite large site size has inferior overall privacy of locus & has been adjusted upward. Site size adjustments have been made where required, based on anticipated market response. An extremely oversized site does not offer significantly superior utility when it can support just one dwelling, thus site size adjustments are modest. The subject & sale 2 have wooded views. Sales 1 & 3 have superior views for which downward adjustment has been made. Sale 1 is a member of 2 HOAs for road maintenance & possible water access & is near the CC Rail Trail bicycle path & has been adjusted downward for superior recreational amenities. The subject & sale 3 are on an unpaved carpath (ancient way) requiring upgrading prior to development of the lots. Sale 1 is on a private unpaved street & sale 2 is on a public paved street, requiring downward adjustment. This adjustment accounts for the anticipated cost to upgrade Squantum Path to provide legal access. The subject & sales 1 & 3 have no utilities tp the sites. Sale 2 is on a public street with utilities available & warrants downward adjustment. The sales sold from \$289,000 to \$435,000, a wide range. After all adjustments, plus or minus, for differences in relevant value characteristics, the value indicated to the subject is in the range of \$333,300 to \$337,005, with \$335,000 selected as best representative of the subject marke value.	
<b>TRANSFER HISTORY</b>	My research <input checked="" type="checkbox"/> did <input type="checkbox"/> did not reveal any prior sales or transfers of the subject property for the three years prior to the effective date of this appraisal.	
	Data Source(s): Deed/Assessor	
	1st Prior Subject Sale/Transfer	Analysis of sale/transfer history and/or any current agreement of sale/listing: Intra-family transfer of the property occurred in
	Date: 02/23/2022	2022. Prior sale into the family was 1903. One family has owned the real estate for 120 years. No prior sales or transfers of the comparables in the year prior to their sales dates.
	Price: less than \$100	
	Source(s): Deed	
<b>PUD</b>	2nd Prior Subject Sale/Transfer	
	Date: April 16, 1903	
	Price: Not Known	
	Source(s):	
	<b>PROJECT INFORMATION FOR PUDs (if applicable)</b> <input type="checkbox"/> The Subject is part of a Planned Unit Development.	
	Legal Name of Project: Not a PUD	
<b>RECONCILIATION</b>	Describe common elements and recreational facilities:	
	<b>Indicated Value by: Sales Comparison Approach \$</b>	
	Final Reconciliation The sales comparison approach has been solely developed & relied upon in the valuation of the subject. The income & cost approaches are not applicable to the appraisal of vacant building lots.	
	This appraisal is made <input checked="" type="checkbox"/> "as is", or <input type="checkbox"/> subject to the following conditions:	
	<input checked="" type="checkbox"/> This report is also subject to other Hypothetical Conditions and/or Extraordinary Assumptions as specified in the attached addenda.	
<b>ATTACH.</b>	Based upon an inspection of the subject property, defined Scope of Work, Statement of Assumptions and Limiting Conditions, and Appraiser's Certifications, my (our) Opinion of the Market Value (or other specified value type), as defined herein, of the real property that is the subject of this report is:	
	\$ <b>\$335,000</b> , as of: March 17, 2023 , which is the effective date of this appraisal.	
	If indicated above, this Opinion of Value is subject to Hypothetical Conditions and/or Extraordinary Assumptions included in this report. See attached addenda.	
	Appraiser Inspection of Subject: <input checked="" type="checkbox"/> Did Inspect <input type="checkbox"/> Did Not Inspect (Desktop)	Co-Appraiser Inspection of Subject: <input type="checkbox"/> Did Inspect <input type="checkbox"/> Did Not Inspect
	Appraiser Inspection Date: March 17, 2023	Co-Appraiser Inspection Date:
	A true and complete copy of this report contains <u>0</u> pages, including exhibits which are considered an integral part of the report. This appraisal report may not be properly understood without reference to the information contained in the complete report, which contains the following attached exhibits:	
<b>GENERAL COMMENTS</b>	<input type="checkbox"/> Limiting cond./Certifications <input type="checkbox"/> Narrative Addendum <input type="checkbox"/> Location Map(s) <input type="checkbox"/> Flood Addendum <input type="checkbox"/> Additional Sales	
	<input type="checkbox"/> Photo Addenda <input type="checkbox"/> Parcel Map <input type="checkbox"/> Hypothetical Conditions <input type="checkbox"/> Extraordinary Assumptions <input type="checkbox"/> Hypothetical Conditions	

Client	Harwich Conservation Trust				
Property Address	0 Squantum Path				
City	Brewster	County	Barnstable	State	MA Zip Code 02631
Appraiser	Linda Coneen, MRA, SRA				

## SUPPLEMENTAL ADDENDUM

**ADDITIONAL CERTIFICATION:** I have not appraised this property within a 3 year period of this appraisal. I have performed no other services, as an appraiser or other capacity, regarding the subject property within a 3-year period immediately preceding acceptance of this assignment.

**APPRAISAL FORMAT:** This is a Real Estate Appraisal report developed and prepared under Standards Rules 1 and 2 of the Uniform Standards of Professional Practice as promulgated by the Appraisal Standards Board of the Appraisal Foundation, 2020-2023 Edition; and all applicable laws, regulations, and guidelines.

**REASONABLE EXPOSURE TIME:** Exposure time is defined as: "(1) The time a property remains on the market. (2) 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 estimate based on an analysis of past events assuming a competitive and open market. See also: marketing time." The Dictionary of Real Estate Appraisal, Fifth Edition, Appraisal Institute, 2010, page 73. A comment on reasonable exposure time is required when exposure time is a component of the definition of market value. In the case of the subject property (land), reasonable exposure time is estimated at up to 3 months, assuming professional marketing and pricing. Dwellings in the subject locus are selling within one month, primarily due to an undersupply of available listings.

**EXTRAORDINARY ASSUMPTION:** It has been assumed that the subject property conforms to all public land use regulations as they apply, unless otherwise described within this report, and that there is legal road access.

**SPECIAL ASSESSMENTS:** All towns in Barnstable County have a temporary Land Bank tax or a Community Preservation tax. This surcharge to the real estate tax will continue indefinitely until reversed by Legislation. This tax is calculated at 3% of the town real estate tax. This special assessment is expected in the market and does not have an adverse effect on value or marketability of the subject property.

**ADDITIONAL ENVIRONMENTAL LIMITING CONDITIONS:** The value conclusion is based on the assumption that the property is not negatively affected by the existence of hazardous substances or detrimental environmental conditions unless otherwise stated in this report. The appraiser(s) is/are not expert in the identification of hazardous substances or detrimental environmental conditions.

**TITLE V REGULATIONS:** Effective March 31, 1995, 310CMR15.000 "The State Environmental Code, Title V; Standard Requirements for the Siting, Construction, Repair, Replacement, and Maintenance of On-Site Sewage Treatment and Disposal Systems for the Transport and Disposal of Septage", went into effect. This

Client	Harwich Conservation Trust					
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appraisal is made under the assumption that the site can support a private on-site wastewater system in compliance with the law, unless otherwise noted.

**APPROACHES TO VALUE DEVELOPED:** Not all approaches to value are applicable to every assignment. When an approach is not applicable to a given assignment, it is irrelevant and therefore is not developed. An approach is applicable when it addresses analysis that is typical practice in such as assignment. Typical practice is measured by the expectations of participants in the market for appraisal services, and what an appraiser's peers' actions would be in performing the assignment. The sales comparison approach has been solely developed and relied upon; the cost and income approaches are not relevant to the appraisal of vacant land.

**GENERAL ASSUMPTIONS:** MA State Usage Code is 132: Undevelopable. This is because the lots in each town do not meet road access requirements, but when combined, there is legal access. Appraiser assumes "highest & best use" as developed with a single family dwelling: physically possible, legally permitted, economically feasible.

#### APPRAISAL OF VACANT LAND

Several methods are available for the valuation of vacant land. The 3 basic methods are:

**SALES COMPARISON APPROACH:** Method through which a value indication is reached by comparing the real estate being appraised to similar properties that have sold recently, applying appropriate units of comparison and making adjustments, based on the elements of comparison, to the sales prices of the comparables.

**EXTRACTION METHOD:** This method extracts the value of improvements from the sale of an improved property, leaving the value of the site. The appraiser identifies recent improved comparable sales, estimates depreciated cost of improvements then subtracts the depreciated value of improvements from the sales price to obtain an indicated land value "as though vacant".

**ALLOCATION METHOD:** Allocation is a method of estimating site value by using sales of improved properties. The appraiser analyzes the properties to establish a typical ratio of site value to total property value and then applies this ratio to the property being appraised or comparable sale being in analyzed.

**SUBJECT:** 0 Squantum Path, Brewster, MA

The subject is a wooded lot, located on an interior dirt road proximate Hinckleys Pond and a cranberry bog. Site size is 10.29 acres and view is woods. The lot is not subdividable.

#### SALES SELECTED FOR ANALYSIS

There have been very few land sales in the Town of Brewster in the past 12 months that share value characteristics in common with the subject. Due to a shortage of similar vacant lot sales, one sale from West

Client	Harwich Conservation Trust					
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Barnstable, 13 miles away, was analyzed. There have been numerous other oversized lot sales, but subdividable lots were not included in this analysis.

## CAPE COD LAND SALES CHART

	Number of Sales	Median Sales Price	Low	High	Median DOM/CDOM	% Sold:Ask
Active	73	\$569,000	\$74, 000	\$5,950,000	120/ 129	N/A
Pending	31	\$255,000	\$130,000	\$2,499,000	93/ 120	N/A
2023	56	\$351,000	\$35,000	\$8,150,000	36/ 55	95.99%
2022	78	\$257,500	\$45,000	\$1,800,000	54/ 63	94.85%
2021	298	\$261,500	\$17,000	\$3,750,000	82/ 91	96%

## Subject Photos

Client	Harwich Conservation Trust				
Property Address	0 Squantum Path				
City	Brewster	County	Barnstable	State	MA Zip Code 02631
Appraiser	Linda Coneen, MRA, SRA				



Site Interior



Squantum Path



Site Interior



COMPACT Photo

Form PIC6 LT - "TOTAL" appraisal software by a la mode, inc. - 1-800-ALAMOD



[illegible]

**Key: 6925**

## Town of HARWICH - Fiscal Year 2023

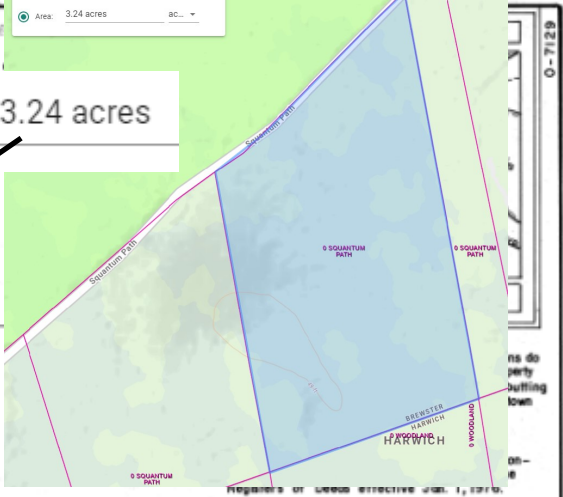
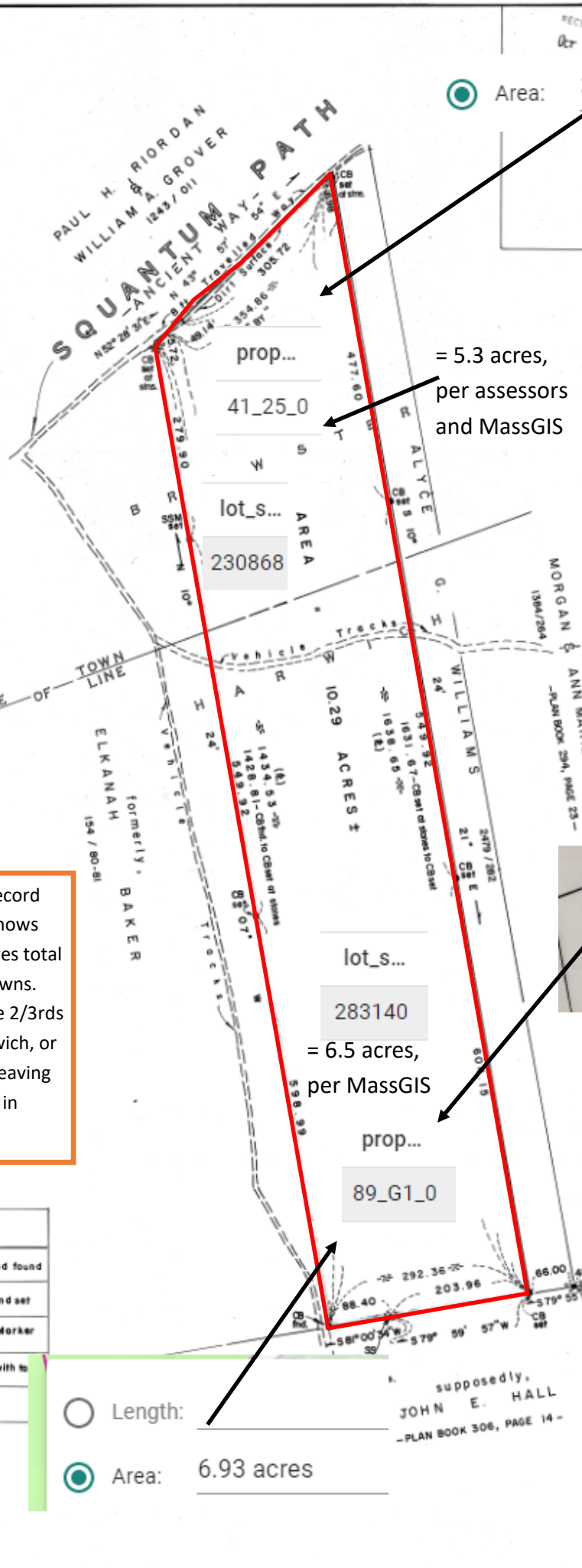
12/21/2022

7:21 pm

SEQ #: 5,800

[illegible]

424-54



Date: Feb. 11, 1986  
*David L. Mead*  
Professional Land Surveyor

Ref. Chap 41, Sec. 81-X, G. L.

I hereby certify that the property lines shown on this plan are the lines dividing existing ownerships and the lines of the streets and ways shown are those of public or private streets or ways already established, and that no new lines for division of existing ownership or for new ways are shown.

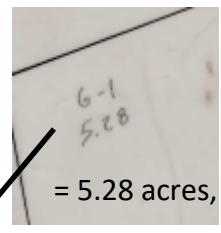
Date: Feb. 11, 1986  
*David L. Mead*  
Professional Land Surveyor



Using the area measuring tool on Mass- Mapper, we get 3.24 in Brewster and 6.93 in Harwich = 10.17 acres total

$3.24 / 10.17 = 33\%$

Plan of record 424-54 shows 10.29 acres total in two towns. Looks like 2/3rds is in Harwich, or 6 acres, leaving 3.3 acres in Brewster



= 5.28 acres, per assessor

LEGEND	
CB find.	Concrete Bound found
CB set	Concrete Bound set
SSM set	Steel Survey Marker set
SSW/TK	Survey Marker with to found
stones	stones

Length: Area: 6.93 acres

Research by D.A.S.  
Field Chief D.A.S./JAC  
Computed by JAC

Drafted by REL  
Checked by D.A.S./DLM  
Approved by DLM

PLAN OF LAND  
IN  
HARWICH & BREWSTER, MASS.  
—AS SURVEYED & PREPARED FOR—  
**LEWIS R. GAMMONS**

SCALE: 1 in. = 100 ft. FEBRUARY 11, 1986  
SCHOFIELD BROTHERS, INC.  
REGISTERED  
PROFESSIONAL ENGINEERS & LAND SURVEYORS  
ROUTE 6A-P.O. BOX 101-ORLEANS, MASS., 02653  
(617) 255-2098

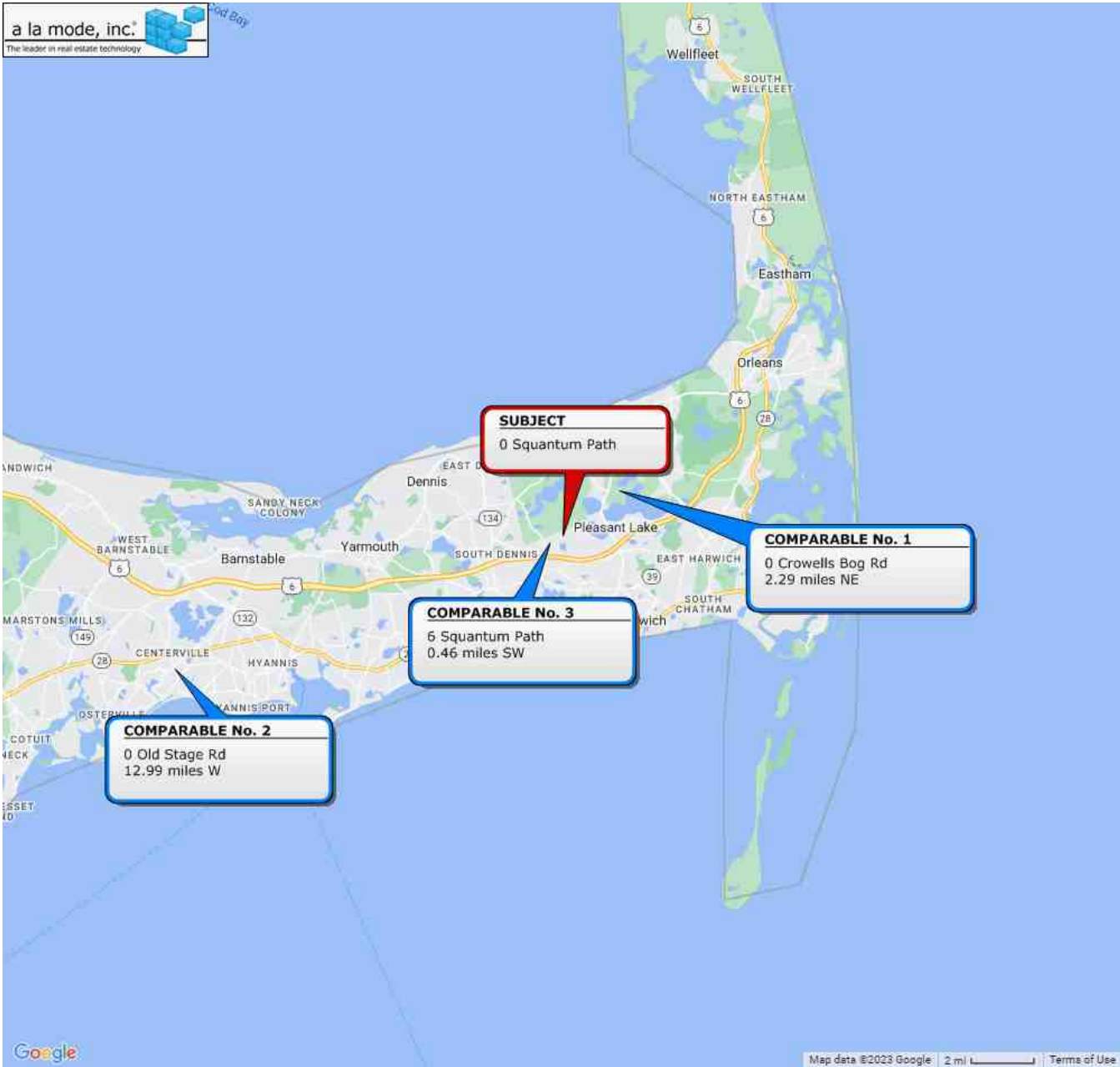


# PUNKHORN PARKLANDS MAP



Comparable Sales Location Map

Client	Harwich Conservation Trust				
Property Address	0 Squantum Path				
City	Brewster	County	Barnstable	State	MA Zip Code 02631
Appraiser	Linda Coneen, MRA, SRA				



# Assumptions & Limiting Conditions

File No.: 022109L23

Property Address: 0 Squantum Path

City: Brewster

State: MA

Zip Code: 02631

Client: Harwich Conservation Trust

Address: PO Box 101, South Harwich, MA 02661

Appraiser: Linda Coneen, MRA, SRA

Address: Cape Cod Appraisal Partners, PO Box 2514, Orleans, MA 02653

## STATEMENT OF ASSUMPTIONS & LIMITING CONDITIONS

- The appraiser will not be responsible for matters of a legal nature that affect either the property being appraised or the title to it. The appraiser assumes that the title is good and marketable and, therefore, will not render any opinions about the title. The property is appraised on the basis of it being under responsible ownership.
- The appraiser may have provided a sketch in the appraisal report to show approximate dimensions of the improvements, and any such sketch is included only to assist the reader of the report in visualizing the property and understanding the appraiser's determination of its size. Unless otherwise indicated, a Land Survey was not performed.
- If so indicated, the appraiser has examined the available flood maps that are provided by the Federal Emergency Management Agency (or other data sources) and has noted in the appraisal report whether the subject site is located in an identified Special Flood Hazard Area. Because the appraiser is not a surveyor, he or she makes no guarantees, express or implied, regarding this determination.
- The appraiser will not give testimony or appear in court because he or she made an appraisal of the property in question, unless specific arrangements to do so have been made beforehand.
- If the cost approach is included in this appraisal, the appraiser has estimated the value of the land in the cost approach at its highest and best use, and the improvements at their contributory value. These separate valuations of the land and improvements must not be used in conjunction with any other appraisal and are invalid if they are so used. Unless otherwise specifically indicated, the cost approach value is not an insurance value, and should not be used as such.
- The appraiser has noted in the appraisal report any adverse conditions (including, but not limited to, needed repairs, depreciation, the presence of hazardous wastes, toxic substances, etc.) observed during the inspection of the subject property, or that he or she became aware of during the normal research involved in performing the appraisal. Unless otherwise stated in the appraisal report, the appraiser has no knowledge of any hidden or unapparent conditions of the property, or adverse environmental conditions (including, but not limited to, the presence of hazardous wastes, toxic substances, etc.) that would make the property more or less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, express or implied, regarding the condition of the property. The appraiser will not be responsible for any such conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because the appraiser is not an expert in the field of environmental hazards, the appraisal report must not be considered as an environmental assessment of the property.
- The appraiser obtained the information, estimates, and opinions that were expressed in the appraisal report from sources that he or she considers to be reliable and believes them to be true and correct. The appraiser does not assume responsibility for the accuracy of such items that were furnished by other parties.
- The appraiser will not disclose the contents of the appraisal report except as provided for in the Uniform Standards of Professional Appraisal Practice, and any applicable federal, state or local laws.
- If this appraisal is indicated as subject to satisfactory completion, repairs, or alterations, the appraiser has based his or her appraisal report and valuation conclusion on the assumption that completion of the improvements will be performed in a workmanlike manner.
- An appraiser's client is the party (or parties) who engage an appraiser in a specific assignment. Any other party acquiring this report from the client does not become a party to the appraiser-client relationship. Any persons receiving this appraisal report because of disclosure requirements applicable to the appraiser's client do not become intended users of this report unless specifically identified by the client at the time of the assignment.
- The appraiser's written consent and approval must be obtained before this appraisal report can be conveyed by anyone to the public, through advertising, public relations, news, sales, or by means of any other media, or by its inclusion in a private or public database.
- An appraisal of real property is not a 'home inspection' and should not be construed as such. As part of the valuation process, the appraiser performs a non-invasive visual inventory that is not intended to reveal defects or detrimental conditions that are not readily apparent. The presence of such conditions or defects could adversely affect the appraiser's opinion of value. Clients with concerns about such potential negative factors are encouraged to engage the appropriate type of expert to investigate.

# Definitions & Scope of Work

File No.: 022109L23

Property Address: 0 Squantum Path

City: Brewster

State: MA

Zip Code: 02631

Client: Harwich Conservation Trust

Address: PO Box 101, South Harwich, MA 02661

Appraiser: Linda Coneen, MRA, SRA

Address: Cape Cod Appraisal Partners, PO Box 2514, Orleans, MA 02653

The Scope of Work is the type and extent of research and analyses performed in an appraisal assignment that is required to produce credible assignment results, given the nature of the appraisal problem, the specific requirements of the intended user(s) and the intended use of the appraisal report. Reliance upon this report, regardless of how acquired, by any party or for any use, other than those specified in this report by the Appraiser, is prohibited. The Opinion of Value that is the conclusion of this report is credible only within the context of the Scope of Work, Effective Date, the Date of Report, the Intended User(s), the Intended Use, the stated Assumptions and Limiting Conditions, any Hypothetical Conditions and/or Extraordinary Assumptions, and the Type of Value, as defined herein. The appraiser, appraisal firm, and related parties assume no obligation, liability, or accountability, and will not be responsible for any unauthorized use of this report or its conclusions.

**APPRAISAL FORMAT:** This is a Real Estate Appraisal report developed and prepared under Standards Rules 1 and 2 of the Uniform Standards of Professional Practice as promulgated by the Appraisal Standards Board of the Appraisal Foundation, 2020-2023 Edition, and all applicable laws, regulations, and guidelines.

**Fair Market Value: MA EOEEA** "The most probable price that a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of a title to a buyer under conditions whereby: 1) the buyer and seller are typically motivated; 2) both parties are well informed or well advised, and acting in what they consider their own best interests; 3) a reasonable time is allowed for exposure in the open market; 4) payment is made in terms of cash in US 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."

# Certifications

File No.: 022109L23


Property Address: 0 Squantum Path	City: Brewster	State: MA	Zip Code: 02631
Client: Harwich Conservation Trust	Address: PO Box 101, South Harwich, MA 02661		
Appraiser: Linda Coneen, MRA, SRA	Address: Cape Cod Appraisal Partners, PO Box 2514, Orleans, MA 02653		

## APPRAISER'S CERTIFICATION

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

- The statements of fact contained in this report are true and correct.
- The credibility of this report, for the stated use by the stated user(s), of the reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- Unless otherwise indicated, I have performed no 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.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction 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.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice that were in effect at the time this report was prepared.
- I did not base, either partially or completely, my analysis and/or the opinion of value in the appraisal report on the race, color, religion, sex, handicap, familial status, or national origin of either the prospective owners or occupants of the subject property, or of the present owners or occupants of the properties in the vicinity of the subject property.
- Unless otherwise indicated, I have made a personal inspection of the property that is the subject of this report.
- Unless otherwise indicated, no one provided significant real property appraisal assistance to the person(s) signing this certification.

ADDITIONAL CERTIFICATION OF THE APPRAISER: As of the date of the report, I, Linda Coneen, SRA, have completed the requirements of the continuing education program for Designated Members of the Appraisal Institute. 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. I certify that the use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.

Client Contact: _____	Client Name: Harwich Conservation Trust
E-Mail: info@harwichconservationtrust.org	Address: PO Box 101, South Harwich, MA 02661
APPRAISER	SUPERVISORY APPRAISER (if required) or CO-APPRAISER (if applicable)
	
Appraiser Name: Linda Coneen, MRA, SRA	Supervisory or Co-Appraiser Name: _____
Company: Cape Cod Appraisal Partners	Company: _____
Phone: (508) 255-4241	Phone: _____
Fax: _____	Fax: _____
E-Mail: lindaconeen@gmail.com	E-Mail: _____
Date Report Signed: 06/17/2023	Date Report Signed: _____
License or Certification #: 214	License or Certification #: _____
State: MA	State: _____
Designation: MRA, SRA	Designation: _____
Expiration Date of License or Certification: 08/03/2023	Expiration Date of License or Certification: _____
Inspection of Subject: <input checked="" type="checkbox"/> Interior & Exterior <input type="checkbox"/> Exterior Only <input type="checkbox"/> None	Inspection of Subject: <input type="checkbox"/> Interior & Exterior <input type="checkbox"/> Exterior Only <input type="checkbox"/> None
Date of Inspection: March 17, 2023	Date of Inspection: _____

SIGNATURES

## LEGAL DESCRIPTION

## QUITCLAIM DEED

**LEWIS R. GAMMONS**, individually, and as Trustee of Woodland Nominee Trust u/d/t dated February 8, 2022 as evidence by a Trustee's Certificate recorded with Barnstable County Registry of Deeds in Book 34923, Page 121, of 54 Sproat Street, Middleboro, MA, 02346 for consideration of **Three Hundred Thousand and No/100 (\$300,000.00) Dollars paid,**

**grants to**

**THE COMPACT OF CAPE COD CONSERVATION TRUSTS, INC.,**  
a Massachusetts Charitable Corporation with a principal place of business at 36 Red Top Road, Brewster, MA 02631, and a mailing address of P.O. Box 443, Barnstable, MA 02630

### WITH Quitclaim Covenants

A certain piece of woodland situated in the Towns of Harwich and Brewster, Barnstable County, Commonwealth of Massachusetts, bounded and described as follows:

On the North by Squantum's or Squattom's Path, so-called, an ancient proprietors way  
On the West by a cart path formerly known as the road to Winslow's range or Herring River Road,  
On the South by land now or formerly of the heirs of Cyrus Cahoon and Nathaniel Winslow,  
On the East by land now or formerly of the heirs of Cyrus Cahoon or Stephen Bassett.

The land is shown on a "Plan of Land in Harwich & Brewster, Mass, as surveyed & prepared for Lewis R. Gammons; Scale 1 in.= 100 ft.; February 11, 1986; by Schofield Brothers, Inc., Orleans, Mass." and recorded on October 7, 1986 at the Barnstable County Registry of Deeds in Plan Book 424, Page 54. Containing 10.29 acres, more or less, according to said plan.

Plan Book 424, Page 54 further identifies and locates the land on Harwich Assessors Sheet Number 90 (Parcel B-9) and on abutting Brewster Assessors Sheet Number 50 (Parcel 47), now Brewster Assessors Sheet Number 41, Parcel 47.

Subject to and with the benefit of all rights, reservation, easements and restrictions and other matters of record insofar as they are in force and applicable.

For my title see deed dated February 8, 2022, recorded with Barnstable County Registry of Deeds in Book 34923, Page 123.

LOCUS: 0 Woodland (off Birch Drive), Harwich, and 0 Squantum Path, Brewster


This being vacant land the homestead act does not apply.

I, Lewis R. Gammons as trustee for Woodland Nominee Trust hereby certify as follows:

1. I am the sole trustee of said trust;
2. The trust is still in force and effect and has not been altered except as of record;
3. No beneficiary is a minor, incompetent or a corporation selling all or substantially all of its assets;
4. Pursuant to the trust, the trustee has full power and authority to convey the herein described property to The Compact of Cape Cod Conservation Trusts, Inc. for \$300,000.00.

*Signature Page to Follow*

Executed as a sealed instrument under the pains and penalties of perjury, this 5<sup>th</sup> day of January, 2023.

  
Lewis R. Gammons, individually


Woodland Nominee Trust

By:   
Lewis R. Gammons, trustee

Commonwealth of Massachusetts

Plymouth, ss

On this 5<sup>th</sup> day of January, 2023, before me, the undersigned Notary Public, then personally appeared Lewis R. Gammons, individually and as Trustee of the aforesaid Trust, provided to me through satisfactory evidence of identification which was MA Driver's License to be the person whose name is signed on the preceding page or attached document, and acknowledged to me that he signed it freely and voluntarily for its stated purpose and who swore or affirmed to me that the contents of this document are truthful and accurate to the best of his knowledge and belief, both individually and as trustee of Woodland Nominee Trust.

  
\_\_\_\_\_  
Notary Public  
My Commission Expires:




SCOTT B. RUBIN  
NOTARY PUBLIC  
Commonwealth of Massachusetts  
My Commission Expires  
August 5, 2027



## **COMPARABLE 1**





<b>Property Type:</b> Land <b>County:</b> Barnstable <b>Town:</b> Brewster  <b>Tax ID:</b> 61-11-0 <b>Total Assessment:</b> \$244,300 <b>WF/WV:</b> No / Yes <b>WB/WBV:</b> / Long Pond <b>WF/WV Type:</b> / Lake/Pond <b>Water Access:</b> Fresh	<b>Prop Subtype:</b> Other <b>Village:</b> Brewster <b>Lot Acres:</b> 9.5 <b>DOM/CDOM:</b> 2 / 123 <b>Annual Taxes:Year:</b> \$2,096 2021 <b>Building Assessments:</b> 0 <b>Land Assessments:</b> 244,300 <b>Other Assessments:</b> 0 <b>Miles to Beach:</b> .1 - .3 <b>Location Description:</b> South of 6A <b>Special Listing Cond:</b> Estate Sale
--	--

**Remarks:** 9 +/- acres of Raw land available. Town records indicate the land as developable. Property has seasonal views of Long Pond and a Town Landing is just down the street. You also will find the rail trail close by. Please do not walk the property without listing agents permission. Buyer should verify all information.

**Agent Remarks:** Buyer agents should verify all requirements needed by the Town of Brewster for development. Town water is on public portion of the road as far as Winstead Rd. Also purchaser will be required to be a member of two Associations.

**Directions:** Rt 124 to Crowells Bog Rd lot on left ,sign on property.

<b>Listing Agent:</b>	Gerry J Galvin	<b>Listing Type:</b>	Exclusive Right To Sell	<b>Buyer Broker Commission:</b>	2.5%
<b>Listing Office:</b>	Jack Conway & Co Inc	<b>List Date:</b>	05/04/2021	<b>Concessions:</b>	No
<b>Buyer's Agent:</b>	Susie B Furman	<b>Under Contract Date:</b>	05/06/2021	<b>Owner Name:</b>	Estate of Morris N Kazanjian
<b>Buyer's Agent Office:</b>	Gibson Sotheby's International Realty	<b>Estimated Selling Date:</b>	05/05/2023	<b>Facilitator Comm: Compensation Type:</b>	2% Net
		<b>Sold Date:</b>	04/26/2023	<b>Dual Var Comm:</b>	No
		<b>DOM/CDOM:</b>	2 / 123	<b>Financing:</b>	Cash
		<b>Original List Price:</b>	\$475,000		
		<b>Sold Price:</b>	\$425,000		
		<b>SP/LP%:</b>	89.47%		

<b>Street Description:</b>	Assoc Maintained,Private,Unpaved	<b>Zoning:</b>	R2	<b>Water Access:</b>	Fresh
<b>Acres:</b>	9.5	<b>Lot Size SqFt:</b>	413,837	<b>Beach Ownership:</b>	Other - See Remarks
<b>Topography/Lot Desc:</b>	Steep Slope; Wooded	<b>Lot Size Source:</b>	Field Card	<b>Beach Description:</b>	Lake/Pond
<b>Title Reference - 905</b>		<b>School District:</b>	Nauset	<b>Miles to Beach:</b>	.1 - .3
<b>Book:</b>		<b>Location Description:</b>	South of 6A	<b>Mi. to Beach Comments:</b>	Fresh water Town of Brewster Landing
<b>Title Reference - 201</b>		<b>Book:</b>	905	<b>Flood Ins Required:</b>	Not Verified
<b>Page:</b>		<b>Page:</b>	201	<b>FEMA Flood Zone:</b>	X

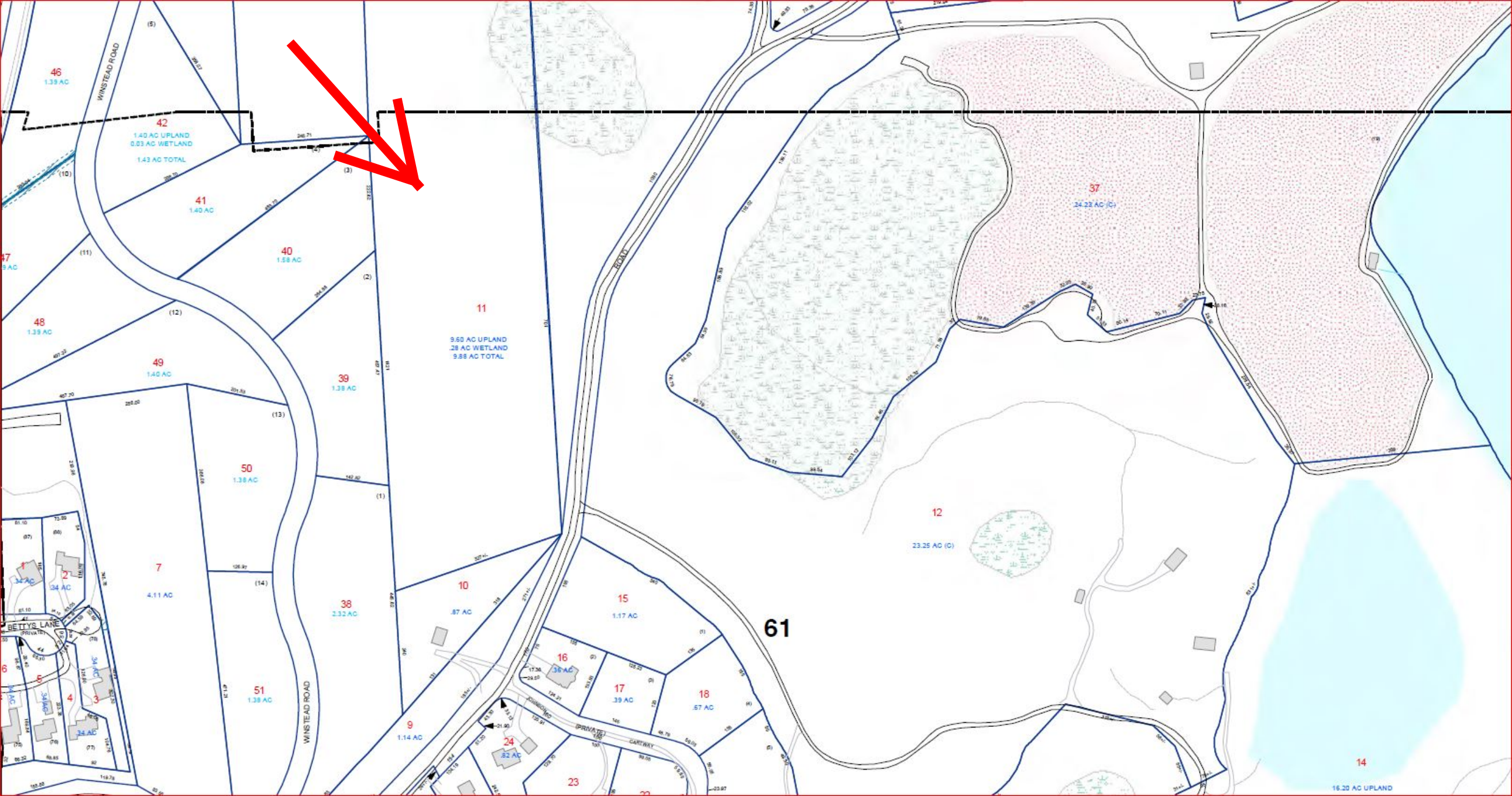
**Convenient To:** Cape Cod Rail Trail; Convenient to Water Body 1: Long Pond

**Utilities:** Water: None

**Showing Requirements:** Appointment Required; Call Listing Agent; Call Listing Office; Yard Sign

<b>Water:</b> None	<b>Electric:</b> At Street	<b>Private Dock</b> No
<b>Mass Use Code:</b> 130 - Land, developable	<b>Sewer:</b> None	<b>Membership Required: Association:</b> No No





MASSACHUSETTS STATE EXCISE TAX  
BARNSTABLE COUNTY REGISTRY OF DEEDS  
Date: 04-26-2023 @ 01:28pm  
Ctl#: 404 Doc#: 15958  
Fee: \$1,453.50 Cons: \$425,000.00

BARNSTABLE COUNTY EXCISE TAX  
BARNSTABLE COUNTY REGISTRY OF DEEDS  
Date: 04-26-2023 @ 01:28pm  
Ctl#: 404 Doc#: 15958  
Fee: \$1,300.50 Cons: \$425,000.00

### QUITCLAIM DEED

We, Kathy Smith of Hingham, MA, Kenneth Kazanjian of Ocala, Florida and Caryn Kazanjian, individually and as Personal Representative of the Estate of Astrid M. Kazanjian - Middlesex Probate Court - Docket NO. MI11P3664EA by power conferred by Decree of said Court dated FEBRUARY 03, 2023, of Four Hundred Twenty-Five Thousand 00/100 (\$ 425,000.00) Dollars, paid, grants to My Three Sons Realty, LLC. a Massachusetts Limited Liability Company with a principal place of business at 16 Quartermaster Drive, Brewster, MA 02631 with **QUITCLAIM COVENANTS**,

The vacant land in Brewster, Barnstable County, Massachusetts, which said land lies Easterly of the Brewster Harwich Road (Route 24), consisting of woodland, and is more particularly bounded and described as follows:

On the South and East by land now or formerly of John H. Paine;

On the West by land of Francis Perry and J. Morgan; and

On the North by Russell land.

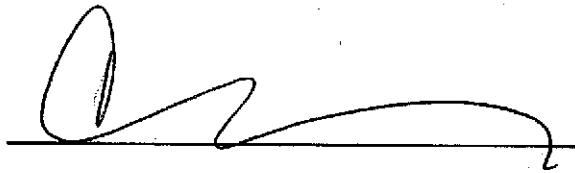
The above described premises contains an area of 11 acres, be the same more or less.

This parcel of land is shown on the Town of Brewster Assessor's Map 61 Parcel 11 and being the same parcel as shown on an Assessor's map (Sheet #3) made in September 1930 on file in the Assessor's Office at the Town Hall, Brewster, Massachusetts.

Being the same premises conveyed by Grace M. Peirce to Morris N. Kazanjian, Jr. by deed dated April 8, 1955 and recorded with the Barnstable Registry of Deeds in Book 905, Page 201.

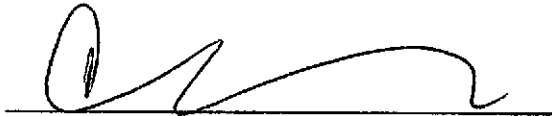
Property Address: 0 Crowell Bog Road Brewster MA

Executed this 11 day of April, 2023.



Caryn Kazanjian, Individually

ESTATE OF ASTRID M. KAZANJIAN


By: 

Caryn Kazanjian, Personal  
Representative

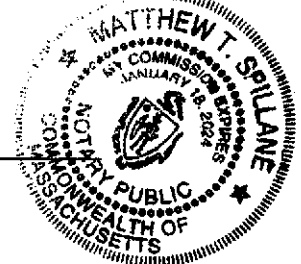
COMMONWEALTH OF MASSACHUSETTS

Barnstable, ss.

On this 11<sup>th</sup> day of April, 2023, before me, the undersigned Notary Public, personally appeared Caryn Kazanjian, individually and as the Personal Representatives of the Estate of Astrid M. Kazanjian, who proved to me through satisfactory evidence of identification which was ☒ photo identification ☐ personal knowledge, to be the person whose name is signed on the preceding or attached document, and acknowledged to me that she signed it voluntarily for its stated purposes and who swore and affirmed that the contents are true and accurate to the best of her knowledge and belief.

  
\_\_\_\_\_  
Notary Public

My commission expires:



Executed this 10<sup>th</sup> day of April, 2023.

Kathy Smith  
Kathy Smith

COMMONWEALTH OF MASSACHUSETTS


Plymouth, ss.

On this 10<sup>th</sup> day of April, 2023, before me, the undersigned Notary Public, personally appeared Kathy Smith, who proved to me through satisfactory evidence of identification which was ☒ photo identification ☐ personal knowledge, to be the person whose name is signed on the preceding or attached document, and acknowledged to me that she signed it voluntarily for its stated purposes and who swore and affirmed that the contents are true and accurate to the best of her knowledge and belief.



Kasia Hollins  
Notary Public  
My commission expires: 04/21/2028

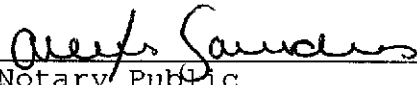
Executed this 12<sup>th</sup> day of April, 2023.

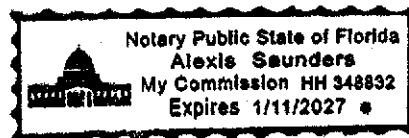
  
Kenneth Kazanjian

STATE OF FLORIDA

County: Marion

On this 12<sup>th</sup> day of April, 2023, before me, the undersigned Notary Public, personally appeared Kenneth Kazanjian, who proved to me through satisfactory evidence of identification which was photo identification being FL DL, to be the person whose name is signed on the preceding or attached document, and acknowledged to me that he signed it voluntarily for its stated purposes and who swore and affirmed that the contents are true and accurate to the best of his knowledge and belief.

  
Notary Public  
My commission expires: 01/11/2027



## COMPARABLE 2



83

0 old stage rd West Barnstable MA 02668

LP: \$549,000 Sold Price: \$303,000

<b>Property Type:</b>	Land	<b>Prop Subtype:</b>	Residential
<b>County:</b>	Barnstable	<b>Village:</b>	West Barnstable
<b>Town:</b>	Barnstable	<b>Lot Acres:</b>	7.53
<b>Tax ID:</b>	152/005	<b>DOM/CDOM:</b>	143 / 143
<b>Total Assessment:</b>	\$145,900	<b>Annual Taxes:Year:</b>	\$1,809.32 2019
<b>WF/WV:</b>	No / No	<b>Building Assessments:</b>	0
<b>WB/WBV:</b>		<b>Land Assessments:</b>	145,900
<b>WF/WV Type:</b>		<b>Other Assessments:</b>	0
		<a href="#">Look up Property Sewer Status</a>	
		<b>Location Description:</b>	South of 6A; West of Route 6
		<b>Special Listing Cond:</b>	None

**Remarks:** Bring your builder or Buy for future investment! Very Large wooded acreage is a rare opportunity to own 7 and a half acres of prime developable land in a highly desirable location of West Barnstable. The property is being sold as one (1) quiet wooded parcel convenient to Rt. 6 and Rt 6A yet tucked away from the noise in lovely West Barnstable. It is a wonderful opportunity to build your dream home and enjoy all that makes West Barnstable so special. All information contained in this listing is deemed reliable but not guaranteed. Buyer and buyers agents to verify all information.

**Directions:** Take exit 5 onto Rt 149 toward Marston Mills, west Barnstable. 800 ft. at roundabout, take second exit onto Service Rd. .4 miles turn onto right onto Old Stage Rd. Property is 1 mile on left.

<b>Listing Agent:</b>	Kenneth A Smith	508-364-7515	<a href="mailto:ksmith@foranrealty.com">ksmith@foranrealty.com</a>	<b>Listing Type:</b>	Exclusive Right To Sell	<b>Buyer Broker Commission:</b>	2.5%
<b>Listing Office:</b>	Foran Realty	508-385-1355		<b>List Date:</b>	07/10/2020	<b>Concessions:</b>	No
				<b>Under Contract Date:</b>	11/30/2020	<b>Owner Name:</b>	Christopher & Marsha Stout
<b>Buyer's Agent:</b>	Kenneth A Smith	508-364-7515	<a href="mailto:ksmith@foranrealty.com">ksmith@foranrealty.com</a>	<b>Estimated Selling Date:</b>	07/09/2021	<b>Facilitator Comm:</b>	2.5%
<b>Buyer's Agent Office:</b>	Foran Realty	508-385-1355		<b>Sold Date:</b>	07/08/2021	<b>Compensation Type:</b>	Gross
				<b>DOM/CDOM:</b>	143 / 143	<b>Dual Var Comm:</b>	No
				<b>Original List Price:</b>	\$595,000	<b>Financing:</b>	Cash
				<b>Sold Price:</b>	\$303,000		
				<b>SP/LP%:</b>	55.19%		

<b>Street Description</b>	Public	<b>Zoning:</b>	Single-Unit Res	<b>Beach Ownership:</b>	None
<b>Acres:</b>	7.53	<b>Lot Size SqFt:</b>	328,006	<b>Beach Description:</b>	None
<b>Lot Depth:</b>	1,085.5	<b>Lot Size Source:</b>	Deed		
<b>Topography/Lot Desc:</b>	Level; Wooded	<b>School District:</b>	Barnstable	<b>Flood Ins Required:</b>	No
		<b>Location Description:</b>	South of 6A; West of Route 6	<b>FEMA Flood Zone:</b>	Not Applicable

**Convenient To:** In Town Location; Major Highway; Shopping

**Showing Requirements:** Call Listing Agent

**Mass Use Code:** 101 - Residential, single family

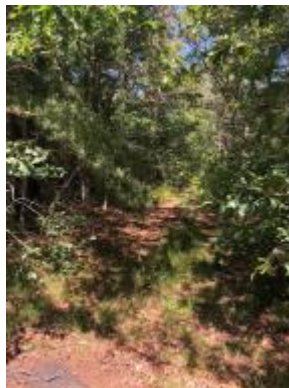
**Telephone:** No Telephone

**Private Dock** No

**Electric:** No Electric

**Cable:** No Cable

**Sewer:** None



MASSACHUSETTS STATE EXCISE TAX  
BARNSTABLE COUNTY REGISTRY OF DEEDS  
Date: 07-08-2021 @ 09:18am  
Ctl#: 165 Doc#: 45521  
Fee: \$1,036.26 Cons: \$303,000.00

BARNSTABLE COUNTY EXCISE TAX  
BARNSTABLE COUNTY REGISTRY OF DEEDS  
Date: 07-08-2021 @ 09:18am  
Ctl#: 165 Doc#: 45521  
Fee: \$927.18 Cons: \$303,000.00

### QUITCLAIM DEED

We, CHRISTOPHER D. STOUT and MARSHA R. STOUT, of 52 Cranberry Lane, Yarmouth (South), Barnstable County, Massachusetts,

for full consideration paid of THREE HUNDRED THREE THOUSAND (\$303,000.00) DOLLARS,

grant to SEAN F. EAGAN AND WILLIAM P. EAGAN, TRUSTEES OF THE OLD STAGE ROAD REALTY TRUST u/d/t dated June 18, 2021 with a Certificate of Trustee recorded herewith, having a mailing address of P.O. Box 2101, Mashpee, MA 02649

with **quitclaim covenants**

the land located at Old Stage Road, Barnstable (West), Barnstable County, Massachusetts, further described as follows:

WESTERLY	by Forest Street, a public Way, four hundred thirteen and 50/100 (413.50) feet;
SOUTHEASTERLY	by land of Celestina Myrick and undefined public way (Parker Street a/k/a Parker Lane), one thousand three hundred ten and 53/100 (1,310.53) feet;
NORTHEASTERLY	by land of West Barnstable Deer Club, Inc. and John P. Manning, Jr., three hundred thirty-six and 31/100 (336.31) feet; and
NORTHWESTERLY	by land of Elise M. Otis and Lillian M. Atwood, eight hundred eighty and 66/100 (880.66) feet.

Property address: Off Old Stage Road  
West Barnstable, MA

Containing 7.53 acres, more or less, and being shown as PARCEL 1 on a plan entitled, "Plan of Land in West Barnstable, Mass. Owned by Robert T. and Louise White, Scale 1 in. = 80 ft. August 1, 1963, Nelson Bearse-Richard Law, Surveyors, Centerville, MA", which said plan is filed in the Land Court in Boston as Petitioner's Plan No. 33562A.


The above-described premises are conveyed subject to and with the benefit of reservations, restrictions, rights, rights of way, covenants, appurtenances and easements of record insofar as the same are now in force and effect.

The Grantors hereby release any and all homestead rights to the within premises, whether created by declaration or operation of law, and further states under the pains and penalties of perjury that there are no other individuals entitled to homestead rights to the property being conveyed herein.

For our title see deed of Christopher D. Stout to Christopher D. Stout and Marsha R. Stout dated May 24, 2002 and recorded on May 24, 2002 with the Barnstable County Registry of Deeds in Book 15195 Page 118.

Witness our hands and seals this 6<sup>th</sup> day of July, 2021.


  
CHRISTOPHER D. STOUT

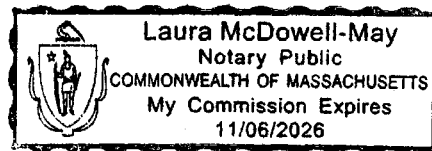
  
MARSHA R. STOUT

COMMONWEALTH OF MASSACHUSETTS

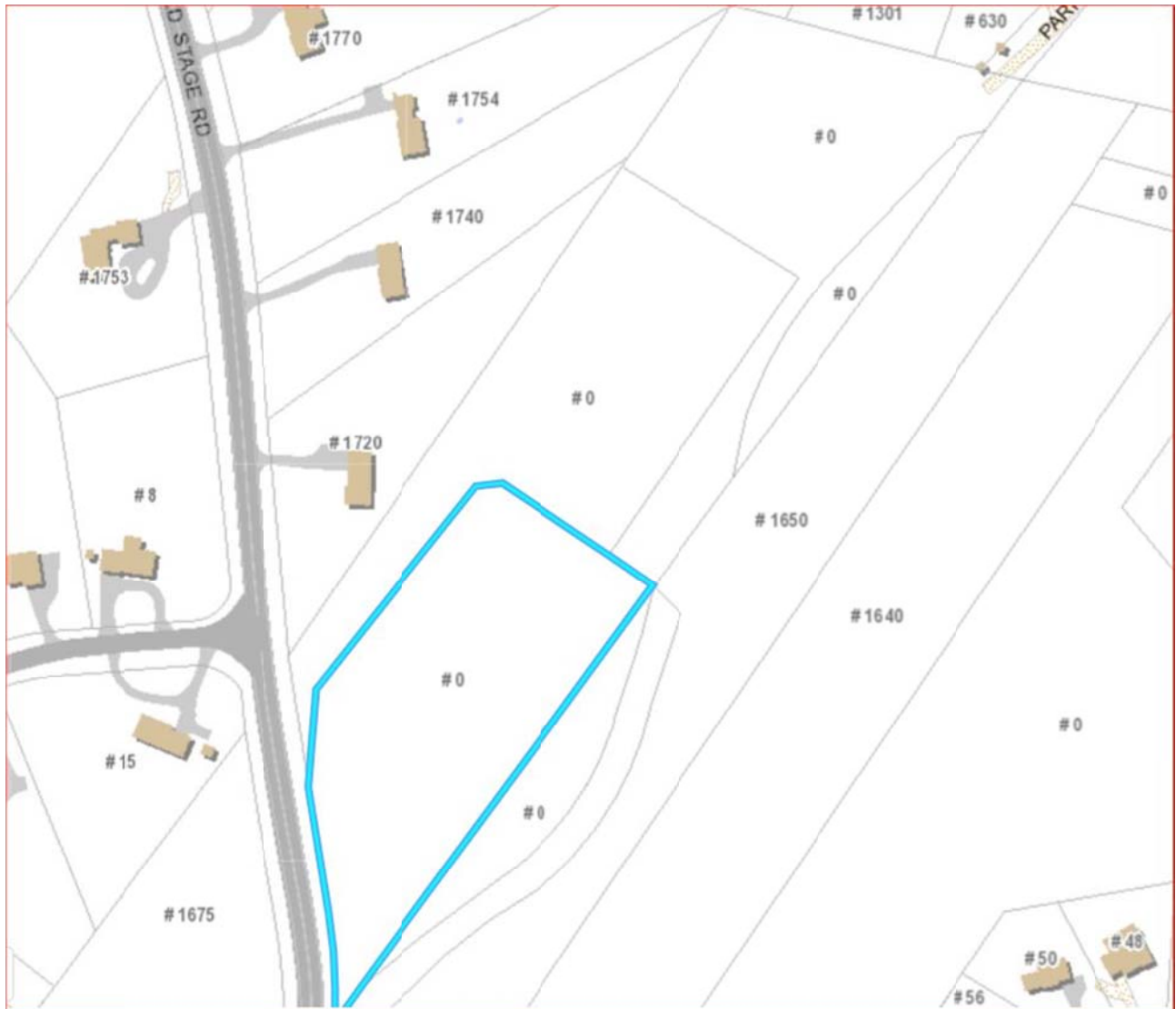
BARNSTABLE, ss.

On this 6<sup>th</sup> day of July, 2021, before me, the undersigned notary public, personally appeared CHRISTOPHER D. STOUT and MARSHA R. STOUT, who proved to me through satisfactory evidence of identification, consisting of a Massachusetts Driver's Licenses, to be the persons whose names are signed on the preceding or attached document, and acknowledged to me that they signed it voluntarily for its stated purpose.

  
Notary Public  
My commission expires:



# SITE PLAN



## **COMPARABLE 3**

SEQ #: 12,962

LAND

D  
E  
T  
A  
C  
H  
E  
D

BUILDING

BUILDING	CD	ADJ	DESC	MEASURE			BUDG COMMENTS
MODEL							
STYLE				LIST			
QUALITY				REVIEW			
FRAME							

YEAR BLT		SIZE ADJ		ELEMENT	CD	DESCRIPTION	ADJ	S	BAT	T	DESCRIPTION	UNITS	YB	ADJ PRICE	RCN	TOTAL RCN			
NET AREA		DETAIL ADJ														CONDITION ELEM	CD		
\$NLA(RCN)		OVERALL																	
CAPACITY				UNITS	ADJ													EFF.YR/AGE	
																		COND	
																		FUNC	
																		ECON	
																		DEPR	% GD
																		RCNLD	



<b>Property Type:</b>	Land	<b>Prop Subtype:</b>	Residential
<b>County:</b>	Barnstable	<b>Village:</b>	Harwich
<b>Town:</b>	Harwich	<b>Lot Acres:</b>	3.07
<b>Tax ID:</b>	78-E2-7-0	<b>DOM/CDOM:</b>	171 / 445
<b>Total Assessment:</b>	\$161,400	<b>Annual Taxes:Year:</b>	\$1,409 2021
<b>WF/WV:</b>	No / No	<b>Building Assessments:</b>	0
<b>WB/WBV:</b>		<b>Land Assessments:</b>	161,400
<b>WF/WV Type:</b>		<b>Other Assessments:</b>	0
		<b>Special Listing Cond:</b>	None

**Remarks:** A beautiful large parcel of land just over 3 acres locate in beautiful North Harwich. This land has many opportunities - with potential for more than one dwelling. Centrally located in the Mid Cape area and only a five minute drive to beautiful Cape Cod Bay!! It is also walking distance to the Town of Brewster Punkhorn Conservation Land. This could be just the lot you are looking for. This lot is adjacent to beautiful new homes. Electric utilities on site, perc tested. A hidden gem.

**Agent Remarks:** Scheduled to be perced on July 9.

**Directions:** Depot Street to Squantum Path ~ lot on the right.

<b>Listing Agent:</b>	<a href="#">Michael Ulrich</a> 508-737-3574 <a href="mailto:Mike@CapeCodAre.com">Mike@CapeCodAre.com</a>	<b>Listing Type:</b>	Exclusive Right To Sell	<b>Buyer Broker Commission:</b>	2.5%
<b>Listing Office:</b>	<a href="#">Cape Cod Associates R E</a> 508-432-8600	<b>List Date:</b>	06/29/2021	<b>Owner Name:</b>	Alan J Hall & Arthur H. Hall JR.
		<b>DOM/CDOM:</b>	171 / 445	<b>Facilitator Comm:</b>	2.5%
		<b>Original List Price:</b>	\$329,000	<b>Compensation Type:</b>	Net
				<b>Dual Var Comm:</b>	No

<b>Street Description:</b>	Dirt	<b>Zoning:</b>	residential	<b>Beach Ownership:</b>	Public
<b>Acres:</b>	3.07	<b>Lot Size SqFt:</b>	133,729	<b>Beach Description:</b>	Nantucket Sound; Ocean
<b>Minimum House Size:</b>	No	<b>Lot Size Source:</b>	Assessor	<b>Flood Ins Required:</b>	Not Verified
<b>Topography/Lot Desc:</b>	Gentle Slope; Level; Steep Slope; Wooded	<b>School District:</b>	Monomoy	<b>FEMA Flood Zone:</b>	Not Applicable
<b>Title Reference - Book:</b>	30569-204	<b>Book:</b>	30569-204		
<b>Convenient To:</b>	Horse Trail				
<b>Utilities:</b>	Water: Well Needed				
<b>Showing Requirements:</b>	Go Direct				
<b>Water:</b>	Well Needed	<b>Sewer:</b>	None	<b>Private Dock</b>	No
<b>Mass Use Code:</b>	130 - Land, developable				





## QUITCLAIM DEED

**ALAN J. HALL AND ARTHUR H. HALL, JR.**, of 473 Depot Street, North Harwich, MA 02645

For consideration paid and in full consideration of TWO HUNDRED EIGHTY NINE THOUSAND AND NO ONE HUNDREDTHS (\$289,000.00) DOLLARS.

Grants to **COLE J. MURPHY**, Individually, of 5 Old Main Street, West Dennis, MA 02670

with QUITCLAIM COVENANTS

The land in HARWICH, BARNSTABLE COUNTY, MASSACHUSETTS, together with the buildings thereon, further bounded and described as follows:

### LOT 3

### PLAN BOOK 657 PAGE 64

Containing an area of 3.07 acres, more or less, and being shown as Lot 3 on a plan of land entitled, "Plan of Land in Harwich, MA, prepared for Arthur H. Hall and Carolyn C. Hall by Baxter Nye Engineering & Surveying, 78 North Street, Hyannis, Mass. 02601, Scale 1" = 40', Date January 9, 2015", which plan is recorded with the Barnstable Registry of Deeds in Plan Book 657, Page 64.

Said premises have the benefit of an easement or right-of-way over the traveled way as shown on the aforementioned plan wherever it crosses their land out to Depot Street a 40 foot wide Public Way. Said right-of-way may be used for all purposes that rights-of-way normally are used in the Town of Harwich including the right to install any utilities in, on or under said way and maintain same.

Said premises are conveyed subject to and with the benefit of any and all rights, rights of way, easements, reservations, restrictions or other conditions of record insofar as the same may be in force and applicable.

*The street address of the property is: 6 Squantum Path, Harwich, MA 02645*

The Grantor does hereby certify that the above-described property is not Homestead property and is not the principal residence of any person.

For title see Deed recorded with Barnstable County Registry of Deeds in Book 30569, Page 204.

MASSACHUSETTS STATE EXCISE TAX  
BARNSTABLE COUNTY REGISTRY OF DEEDS  
Date: 06-17-2022 @ 12:00pm  
Ctl#: 308 Doc#: 31203  
Fee: \$988.38 Cons: \$289,000.00

BARNSTABLE COUNTY EXCISE TAX  
BARNSTABLE COUNTY REGISTRY OF DEEDS  
Date: 06-17-2022 @ 12:00pm  
Ctl#: 308 Doc#: 31203  
Fee: \$884.34 Cons: \$289,000.00

PROPERTY ADDRESS: 6 SQUANTUM PATH  
HARWICH, MA 02645

Executed as a sealed instrument and under the pains and penalties of perjury this  
7th day of June A.D. 2022

  
ALAN J. HALL

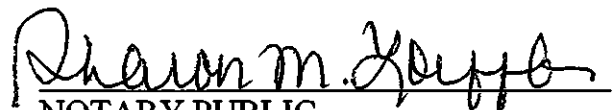
  
ARTHUR H. HALL, JR.

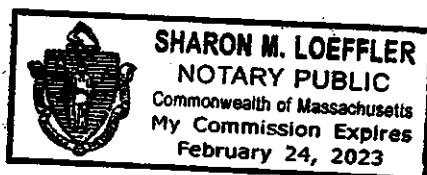
**COMMONWEALTH OF MASSACHUSETTS**

Barnstable, ss.

On this 7th day of June, 2022, before me, the undersigned Notary Public, personally appeared **ALAN J. HALL AND ARTHUR H. HALL, JR.**, proved to me through satisfactory evidence of identification, which were MA driver's lic to be the persons whose names are signed on the preceding or attached document, and acknowledged to me that they signed it freely and voluntarily for its stated purpose and who swore or affirmed to me that the contents of this document are truthful and accurate to the best of their knowledge and belief.

NOTARY SEAL:

  
NOTARY PUBLIC  
My Commission expires: 2/24/2023



**ZONING COMPLIANCE TABLE**

SUBJECT	EXISTING	REQUIRED	PROPOSED
LOT AREA (SQUARE FEET)	22,159	48,559	40,568
FRONTAGE (FEET)	408	150	351
FRONT SETBACK (FEET)	169	25	25
SIDE 1 SETBACK (FEET)	116	20	20
SIDE 2 SETBACK (FEET)	188	20	20
REAR SETBACK (FEET)	20	20	20
MINIMUM FRONT PARKING SETBACK (FEET)	10	10	10
MINIMUM REAR PARKING SETBACK (FEET)	10	10	10
BUILDING COVERAGE	0.00%	12% MAX	15% MAX (TYPICAL)
STREET COVERAGE	0.00%	25% MAX	25% MAX (TYPICAL)
BUILDING HEIGHT (FEET)	8	10	10
INTERIOR LANDSCAPING	0	2	2
NUMBER OF PARKING SPACES	0	24	24
DRIVEWAY WIDTH (FEET)	16	24	24

**SYMBOLS/LEGEND:**

- CONCRETE BOUND WITH DRILL HOLE FOUND
- WETLAND FLAG LOCATION

**HARWICH PLANNING BOARD**

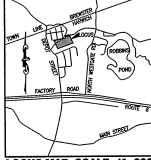
APPROVAL UNDER THE SUBMISSION CONTROL LAW NOT REQUIRED

DATE: 8/21/2015

BY: [Signature]

FOR: [Signature]

NOTE: NO DETERMINATION AS TO COMPLIANCE WITH THE ZONING ORDINANCE REQUIREMENTS HAS BEEN MADE OF THE ABOVE DISBURSEMENT.



**BAXTER NYE ENGINEERING & SURVEYING**  
 Registered Professional Engineers and Land Surveyors  
 78 North Street - 3rd Floor  
 Hyannis, Massachusetts 02601  
 Phone - (508) 771-7502  
 Fax - (508) 771-7622  
 www.baxter-nye.com

**GENERAL NOTES:**

- THE INTENT OF THIS PLAN IS TO DIVIDE SUBJECT PROPERTY INTO FOUR APPROXIMATE NOT REQUIRED LOTS
- THE AREA IS COMPOSED OF:  
 PARCEL 78-01-1 & 78-01-2  
 PLAN REFERENCE: PLAN BOOK 255 PAGE 88  
 PLAN BOOK 278 PAGE 23  
 PLAN BOOK 358 PAGE 68  
 PLAN BOOK 454 PAGE 18  
 PLAN BOOK 547 PAGE 41  
 PLAN BOOK 558 PAGE 30  
 PLAN BOOK 597 PAGE 44
- OWNERS: ARTHUR H. HALL, CAROLYN C. HALL, 453 DEPOT STREET, NO. HARWICH, MA 02645  
 APPLICANT: ARTHUR H. HALL, CAROLYN C. HALL, 453 DEPOT STREET, NO. HARWICH, MA 02645  
 DATE OF APPLICATION: 01/12/2015  
 ZONING INFORMATION:  
 ZONING DISTRICT: RR (D.E.P. ZONE I OVERLAY)  
 MINIMUM ZONING REQUIREMENTS:  
 LOT AREA = 40,000 SF  
 LOT FRONTAGE = 150'  
 LOT WIDTH = 125 FT (DUE TO FRONTAGE AT FRONT SETBACK)  
 FRONT SETBACK = 20'  
 SIDE & REAR SETBACKS = 20'  
 A TITLE SEARCH HAS NOT BEEN PERFORMED FOR THIS PROPERTY IF DETERMINED TO BE NECESSARY A TITLE SEARCH SHALL BE PERFORMED BY OTHERS.  
 THE PROPERTY LINE INFORMATION SHOWN IS BASED ON CURRENT AVAILABLE RECORD INFORMATION CONSISTING OF PLANS AND RECORDS.  
 THE EXISTING FEATURES SHOWN HEREON WERE OBTAINED FROM AN ON THE GROUND FIELD SURVEY PERFORMED BY BAXTER NYE ENGINEERING & SURVEYING ON JULY 9, 2014.  
 COMMUNITY PANEL NUMBER: 250008-0803 & DATED 7/16/14  
 THE FLOOD INSURANCE RATE MAP REFLECTS THIS AREA AS ZONE A, AREA OF MINIMAL FLOODING.

I HEREBY CERTIFY THAT THIS PLAN CONFORMS TO THE RULES AND REGULATIONS OF THE REGISTER OF DEEDS.  
 DATE: 8/21/15  
 [Signature]  
 SHANE M. WELLS, RPLS

STAMP

[Signature]

2/3/15

CONSULTANT

CONSULTANT

PREPARED FOR:

Arthur H. Hall & Carolyn C. Hall  
 453 Depot Street  
 No. Harwich, MA 02645

PROJECT TITLE  
 Squampan Path  
 Harwich, MA

DATE	BY	DATE	BY	DATE	BY
8/21/15	SHANE M. WELLS	8/21/15	ARTHUR H. HALL	8/21/15	CAROLYN C. HALL

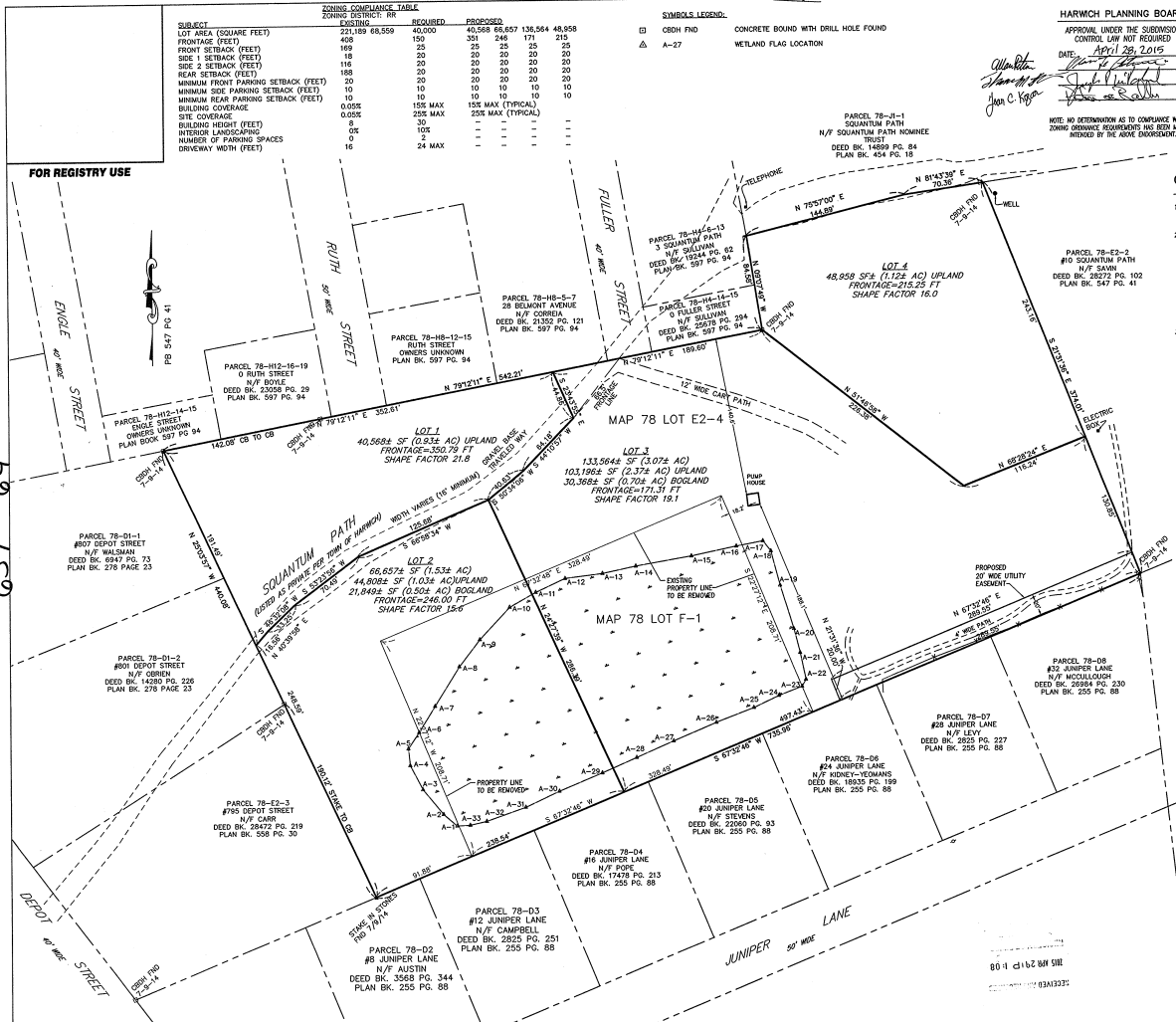
SHEET TITLE  
 Approval Not Required  
 Plan of Land

SHEET NO.  
 ANR1.0

DATE: JANUARY 9, 2015

SCALE: 1"= 40'

PREPARED BY: [Signature] CHECKED BY: [Signature]  
 JOB NO. 2014-060 CADD FILE: 2014-060-001



64 657

## **QUALIFICATIONS OF THE APPRAISER**

# CAPE COD APPRAISAL PARTNERS

---

Linda Coneen, MRA, SRA  
MA Cert Gen RE Appr Lic #214

[ccappraisalpartners@gmail.com](mailto:ccappraisalpartners@gmail.com)  
[www.capecodappraisalpartners.com](http://www.capecodappraisalpartners.com)

Julia A Lee, SRA, RA  
MA Cert Res RE Appr Lic #76040



PO Box 2514, Orleans, MA 02653  
Telephone 508-255-4241



## QUALIFICATIONS OF LINDA CONEEN, MRA, SRA

### **FOUNDING PARTNER, OWNER, AND PRINCIPAL**

Cape Cod Appraisal Partners  
PO Box 2514, Orleans, MA 02653  
2016 – present

### **FOUNDING PARTNER, OWNER, AND PRINCIPAL**

Cape Cod and Islands Appraisal Group, LLP  
Plymouth County Appraisal Group  
Main Production Office: 95 Rayber Road, Orleans, MA 02653  
Mid-Cape Office: 3311 Main Street, Barnstable, MA 02632  
1983 - 2016

### **PROFESSIONAL DESIGNATIONS**

SRA Member, Appraisal Institute, designated June 13, 1994  
Continuing Education Completed through December 31, 2024

MRA (Commercial/General) Member, Massachusetts Board of Real Estate Appraisers, designated March 13, 1995

### **LICENSE**

Massachusetts Certified General Real Estate Appraiser License # 214 Expires 8/3/23<sup>1</sup>

FHA Registration # MA 214

### **EDUCATION**

Barnstable School System, Graduate 1969

Willett Institute of Finance, Boston, MA, 1982

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<sup>1</sup> State certified general real estate appraisers may appraise all types of real property. Regulatory Authority: 264 CMR 6.00 (promulgated 6/28/96); MGL c13, s92; MGL c112, § 173-195.

**Appraisal Institute:**

- 2022 Emerging Topics in Appraisal Bias (Webinar)
- 2022 The 50% FEMA Rule Appraisal (Webinar)
- 2021 Online Appraisal of Medical Office Buildings (with exam)
- 2021 Online Data Verification Methods (with exam)
- 2021 Online Business Practices and Ethics (with exam)
- 2020 COVID-19: Latest Developments and Collaborative Effects, Panel Discussion (Webinar)
- 2019 A Look at Supporting Adjustments with the Three Approaches (Webinar)
- 2019 Course: General Appraiser Market Analysis and Highest & Best Use
- 2017 Online The Discounted Cash Flow Model: Concepts, Issues, and Applications (with exam)
- 2017 Online Appraising Convenience Stores (with exam)
- 2017 Online Rates and Ratios: Making Sense of GIMs, OARs, & DCF (with exam)
- 2016 Supervisory Appraiser/Trainee Appraiser Course
- 2015 Online Business Practices and Ethics (with exam)
- 2015 Online Small Hotel/Motel Valuation (with exam)
- 2015 Online Analyzing Operating Expenses (with exam)
- 2015 Online Subdivision Valuation (with exam)
- 2015 The 50-Percent FEMA Rule Appraisal (Webinar)
- 2013 Reducing Appraiser Liability: Using the ANSI Z765 Measuring Standard (Webinar)
- 2013 Candidate for Designation Program- For Advisors (Webinar)
- 2013 Candidate for Designation Advisor Orientation (seminar)
- 2012 New England Appraisers Expo, Specialty Real Estate Focus: Marinas (seminar)
- 2012 Valuation of Basements: GLA and Other Valuation Considerations (Webinar)
- 2011 Online What Commercial Clients Would Like Appraisers to Know (with exam)
- 2011 Online Eminent Domain and Condemnation (with exam)
- 2011 Estate Tax Law Changes (Webinar)
- 2011 Online Forecasting Revenue (with exam)
- 2011 Online *Marshall & Swift* Commercial Cost Training (with exam)
- 2011 The New Estate Tax Law 2011 (Webinar)
- 2010 Online Appraisal Curriculum Overview – Residential (with exam)
- 2010 Online Business Practices and Ethics (with exam)
- 2007 Online Course 420: Business Practices and Ethics (with exam)
- 2007 Course 540: Report Writing and Valuation Analysis
- 2006 Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications for Fee Appraisers (Yellow Book)
- 2006 7 Hour National USPAP Update Course (Version 2006-2007)
- 2005 Appraisal of Nursing Facilities (OL Seminar, with exam)
- 2005 Online Eminent Domain and Condemnation (Seminar, with exam)
- 2005 The Professional's Guide to the Uniform Residential Appraisal Report (OL seminar, with exam)
- 2005 Online Analyzing Distressed Real Estate (OL seminar, with exam)
- 2004 Using Your HP12C Financial Calculator (OL seminar, with exam)
- 2004 Course 410: National Uniform Standards of Professional Appraisal Practice 15 Hour
- 2004 Course 420: Business Practices and Ethics w/ Exam (OL seminar, with exam)
- 2002 Course 520: Highest & Best Use and Market Analysis
- 2000 Course 430: Standards of Professional Practice Part C
- 1999 The FHA and the Appraisal Process (OL seminar, with exam)
- 1999 Internet Search Strategies for Real Estate Appraisers (OL-668G, seminar with exam)
- 1999 Appraising from Blueprints and Specifications (OL-504G, seminar with exam)
- 1999 Residential Design and Functional Utility (OL-662, seminar with exam)

- 1994 Course 510: Advanced Income Capitalization
- 1994 Course 420: Standards of Professional Practice Part B
- 1994 Course 410: Standards of Professional Practice Part A
- 1992 Course 310: Basic Income Capitalization
- 1991 Rights in Real Estate (seminar)
- 1990 Completing the Small Residential Income Property Appraisal Report [FNMA 1025 FHLMC 72] (seminar)
- 1989 Course 8-2: Residential Valuation (challenge exam)
- 1988 Course 1A1: Real Estate Appraisal Principles (challenge exam)

***Massachusetts Board of Real Estate Appraisers:***

- 2023 Fair Housing, Bias, and Ethics Seminar
- 2022 2022-2023 USPAP Update Seminar (Zoom Seminar)
- 2021 Mid-Year Multi-Family Roundup (Zoom Seminar)
- 2021 Let's Get Real About Implicit Bias (Webinar)
- 2020 COVID 19: Guidance for Appraisers (Webinar)
- 2020 COVID 19: Implications for Real Estate (Webinar)
- 2019 USPAP Update Seminar Version 2020-2021
- 2019 From Complaint to Discipline: What to know, what to do and how to respond when faced with a complaint (Webinar)
- 2017 USPAP Update Seminar Version 2018-2019
- 2015 USPAP Update Seminar Version 2016-2017
- 2015 TRID & the Appraisal Community (webinar)
- 2013 USPAP Update Seminar Version 2014-2015
- 2013 Appraising Green Residences (seminar)
- 2012 Banking and Risk Management for Appraisers (seminar)
- 2012 Appraising Easements (seminar)
- 2011 USPAP Update Seminar Version 2012-2013
- 2011 Uniform Appraisal Dataset (UAD) Seminar
- 2010 USPAP Update Seminar Version 2010-2011
- 2008 USPAP Update Seminar Version 2008-2009
- 1999 The Ins and Outs of Sales and Leasebacks (seminar)
- 1997 USPAP Update (seminar)
- 1997 Appraisal Forms 2055; 2065; 2075 (seminar)
- 1997 Making the Technology Leap (seminar)
- 1997 Automated Valuation Models (seminar)
- 1997 The Appraising of Complex Residential Properties (seminar)
- 1996 A Mock Trial: Valuation in Litigation, Contaminated Properties (seminar)
- 1994 Changes to the Standards: Departure and Appraisal Reporting Options (seminar)
- 1994 USPAP Update (seminar)
- 1994 MRA Candidate's Report Writing Workshop
- 1992 Persuasive Narrative Report Writing with Exam
- 1992 REA IIA Advanced Topics in Income Property Appraisal
- 1991 Professional Practice with Exam
- 1984 Appraising Small Income Property (seminar)
- 1982 Appraising the Condominium Unit (seminar)
- 1982 Introduction to Real Estate Appraisal

***The Appraisal Foundation***

2020    Modifying “Standard” Appraisal Forms; Distance Learning and Education Cycle Guidance (Webinar)

***Orleans Conservation Trust Lecture Series:***

- 2019    Swirling Currents & Dynamic Coastal Change by Sandy Macfarlane, Author; Owner & Program Director, Coastal Research Specialists; former Orleans Conservation Agent
- 2018    Going with the Flow: Rivers and Global Climate Change by R Max Holmes, Deputy Director & senior Scientist, Woods Hole Research Center
- 2016    The Gray Curtain: The Impact of Seals, Sharks, & Commercial Fishing on the Northeast Coast by Peter Trull, Field naturalist and author
- 2015    History of the Preserved Land along Town Cove- The Windmill, Meadow on the Cove, & Sea Call Farm by Bonnie Snow, Long-time Orleans resident and amateur historian
- 2015    Coywolves on Cape Cod by Dr Jonathan Way, Author of *Suburban Howl*
- 2015    Measuring the Flow of River Sands by Dr Graham Giese, Coastal Geologist and Co-Founder of the Provincetown Center for Coastal Studies
- 2014    Sustainable Coastal Erosion Control: Is it Possible? by Jim O’Connell, Coastal Geologist/Land Use Specialist

***Warren Group:***

- 2020    State of the Appraisal Industry: A Conversation with the MBREA & The Appraisers Group
- 2020    State of Residential Real Estate: A Conversation with GBREB and MAR
- 2020    Economic Fallout of the COVID-19 Pandemic in New England

***Society of Real Estate Appraisers:***

- 1990    Course 101: An Introduction to Appraising Real Property (challenge exam)
- 1989    Course 413: Standards of Professional Practice

***The Center for Advanced Property Economics:***

- 2007    Promises & Pitfalls: The New Pension Act’s Valuation Provisions and You (Web Seminar)

***Employee Relocation Council (Worldwide ERC):***

- 2007    Worldwide ERC Relocation Appraisal Training Program

***National Association of Real Estate Appraisers:***

- 1987    Fundamentals of Real Estate Appraisal
- 1987    Residential Construction Basics

***Massachusetts Department of Revenue:***

- 1993    Assessment Administration: Law, Procedures, Valuation
- 1989    Affordable Housing Clinic

**International Association Assessing Officers:**

1995 Workshop on Contaminated Property: Issues in Technology, Policy, Appraisal, and Investment

**Massachusetts Office on Disability:**

1997 MA Architectural Access Board (AAB) Changes and Parity with the Americans with Disabilities Act  
1995 Title III of the ADA and regulations of the MA AAB  
1995 Community Access Monitor Training  
1995 Handicap Parking Monitor Training

**BUSINESS EXPERIENCE**

Founding Partner, Owner, and Principal Appraiser  
Cape Cod Appraisal Partners  
2016- present

Founding Partner, Owner, and Principal Appraiser  
Cape Cod & Islands Appraisal Group, LLP 1983 - 2016

Residential and commercial real estate sales, 1980 - 1981

Financial Planner and Stock Broker: Registered Representative of National Association of Securities Dealers  
Series 7 and Series 63 (inactive)

**COURSE INSTRUCTOR**

Massachusetts Real Estate Licensing Law, Sullivan Real Estate School

Course Instructor, 101 Course, Massachusetts Board of Real Estate Appraisers, approved 1994

**ASSOCIATE MEMBERSHIPS**

Massachusetts Real Estate Broker, Registration Number 251947 (inactive)

Massachusetts Association of Assessing Officers, member 1992 - 1995

RTC Registered; Boston HUD Office Roster, Registered Year 2000 – present (with exam) Registration # MA 214; also qualified to prepare Reverse Mortgage appraisals for the HEMC program

Appraisal Institute *Minority and Women Directory of Real Estate Appraisers*, 2000 - present

MA Community Access Monitor, 1995 (Qualified to conduct ADA Building Surveys)

## **PUBLISHED ARTICLES AND SPEAKING ENGAGEMENTS**

"Regression Analysis and Unbuildable Land", Spring 1995; *Greater Boston Chapter of the Appraisal Institute Newsletter*

"View from the Cape: Looking Ahead to the Spring Markets", April 8, 2005, *New England Real Estate Journal*

"View from the Cape: 20 Things They Never Taught You in Appraisal School" June 2006, *New England Real Estate Journal*

"View from the Cape: The Appraisal of Undevelopable Land", July 2006, *New England Real Estate Journal*

## **EXPERT WITNESS TESTIMONY**

Barnstable Probate and Family Court

Barnstable Superior Court

Massachusetts Tax Appellate Court

United States Bankruptcy Court: Southern District of Florida

United States Bankruptcy Court: Massachusetts District

Internal Revenue Service Appeals Board

Suffolk County Probate and Family Court

Orleans District Court

Middlesex Probate and Family Court

Commonwealth of Massachusetts Land Court: Trial Court

16<sup>th</sup> Circuit Court of Florida

Massachusetts Board of Registration of Real Estate Appraisers, Boston, MA

## **AFFILIATIONS**

Harwich House, Assisted Living Facility, Board of Trustees, 2014 – present; Chairman 2016-present

Massachusetts Board of Real Estate Appraisers, Board of Trustees, Term #1 2008-2010, Term #2 2011-2013

Massachusetts Board of Real Estate Appraisers, Communications Committee, 2007

Appraisal Institute, Valuation & Litigation Services Shared Interest Group, 2006 - present

Rehabilitation Hospital of Cape Cod, Steering Committee member, 1995 -1996

Sandwich Co-operative Bank Community Advisory Board member, 1995 - 1999

Orleans Commission on Disability, Secretary 1998; member 1998-2000; affiliate 1995-1997; Chairman, ADA Compliance for Architects and Builders seminar, 1996

Orleans Rotary Club, member 1988-1996, Board of Directors 1993-1994, Newsletter Editor 1989-1992, Attendance Chairman 1992, Membership Committee Chairman 1993-1994, Publicity Committee Chairman 1994, Fundraising Committee 1990-1995, Rotary Information Committee Chairman 1995, Nominating Committee 1995.

New England Chapter Appraisal Institute, SRA Experience Review Committee, 1995

Board of Assessors, Town of Orleans, member 1992-1995; Chairman 1994-1995

Town of Orleans Housing Task Force (Affordable Housing), member 1991

Orleans Chamber of Commerce, member since 1981, Secretary 1982, Vice President 1984-1987, Board of Directors 1981-1990, Beautification Commission Chairman 1984-1989, Program Chairman 1983-1986.

Nauset Business and Professional Women of Lower Cape Cod, member 1981-1990, President 1986-1987, Board of Directors 1983-1988, Newsletter Editor 1983-1985, Program Chairman 1984.

## **AWARDS**

Cape Cod Women's Organization, Woman of the Year Nominee, 1985

*Cape Cod Business Journal*, Young Business Person of the Year, 1988

*Who's Who in Executives and Professionals*, 1995 - present

*National Registry of Who's Who*, 1999 – present

