



## **Tab 2.**

*Wood Partners is a Group of Limited Liability Companies*

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**EXHIBIT 1.2**

**PRICE SUMMARY FORM, PROJECT PRO FORMA, AND  
STATEMENT OF ESTIMATED TAX REVENUES**

**Disposition of Municipal Real Estate – River's Edge Property**

TOWN OF WAYLAND  
41 Cochituate Road  
Wayland, Massachusetts 01778

Name of RFP Respondent: WP East Acquisitions, LLC

**PURCHASE PRICE**

The RFP Respondent (as Buyer) agrees to pay to the Town of Wayland (as Seller) the following purchase price for the purchase of the Property identified in the RFP ("Purchase Price"):<sup>10</sup>

Net Purchase Price to Town
\$ 1,500,000

The RFP Respondent shall purchase the Property and be solely responsible for all costs and expenses of the Project including without limitation all costs and expenses for the RFP Respondent to undertake and complete Demolition of the former Wayland/Sudbury Septage Facility, to design and construct the On-Site Package Treatment Plant, to design and construct the Water Main Extension to connect the Project to the public water supply, and to complete the On-site Soils Removal. The RFP Respondent's contractor's or engineering estimate of its costs and expenses for each of these three items is as follows (each an "Estimate"):

<b>Gross Purchase Price</b> , as if property is sewer- and water-connected, with no Existing Site Conditions Work	\$ 8,098,550
<b>Costs of Existing Site Conditions Work</b>	<b>Estimate</b>
Demolition of the former Wayland/Sudbury Septage Facility	\$ 351,876
Design and Construction of On Site Sewer Package Treatment Plant	\$ 2,543,303
Design and Construction of Water Main Extension	\$ 705,261
On-Site Soil Removal Work	\$ 2,998,110
<b>Net Purchase Price to Town</b>	\$ 1,500,000

<sup>10</sup> Capitalized Terms are defined below or are defined in the RFP.

**\* NOTE - these figures include design costs, construction costs, contingency and fees.**

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In addition to the Purchase Price, the RFP Respondent agrees to pay to the Town:

- A. All applicable and lawful taxes, betterments, assessments, connection fees and annual use rates (*i.e.* for public water) assessed by the Town to the Property in accordance with Massachusetts law;
- B. All applicable permit fees and review costs for the On Site Package Treatment Plan as may be required by the Town of Wayland; and
- C. All closing costs and other charges to be assessed to the Buyer in accordance with the Land Disposition Agreement to be executed with the Town and the RFP Respondent.

**Attached hereto as Attachment 1 is the RFP Respondent's Pro Forma for the Project.**  
[Please complete in the form attached].

**Attached hereto as Attachment 2 is the RFP Respondent's Statement of Estimated Tax Revenues.** [Please complete in the form attached].

**PUBLIC WATER ALTERNATIVE – AT TOWN'S OPTION**

As an alternative, at the Town's sole and exclusive option, and as may be contingent on State funding being provided to the Town, the Town may elect to design and construct the Water Main Extension. In this alternative, RFP Respondent's estimate of Water Extension costs shall be paid to the Town as an addition to the Net Purchase Price to Town.

Alternative	Purchase Price
Design and Construction of Water Main Extension	\$ <u>705,261</u>

**AUTHORIZED SIGNATURE**

This Proposal will remain subject to acceptance by the Town of Wayland for one (1) year after the date of submission of proposals or for such additional time as the Town and the RFP Respondent may agree in writing. \_\_\_\_\_

  
\_\_\_\_\_  
Signature

James Lambert  
\_\_\_\_\_  
Name of Person Signing

Vice President  
\_\_\_\_\_  
Title

7/6/16  
\_\_\_\_\_  
Date

**RFP # 16-28 - RIVER'S EDGE, WAYLAND, MA**

**ATTACHMENT 1 TO PRICE SUMMARY FORM:  
PROJECT PRO FORMA**

Name of RFP Respondent: **WP East Acquisitions, LLC**

**OPERATING PRO FORMA  
FIRST FULL OPERATING YEAR:**

Project Revenues						
# Units	Type	Avg Size	Total SF	Mo Rent	Rent psf/yr	Annual Revenues
	Studio			\$	\$	\$
67	1-BR	871	58,384	\$2,777	\$3.19	\$2,233,010
74	2-BR	1,252	92,637	\$3,470	\$2.77	\$3,081,305
	3-BR			\$	\$	\$
				Average \$3,141	\$2.93	\$5,314,315
# Units	Type	Avg Size	Total SF	Mo Rent	Rent psf/yr	Annual Revenues
	Studio			\$	\$	\$
23	1-BR	870	20,019	\$1,355	\$1.56	\$374,118
24	2-BR	1,252	30,055	\$1,498	\$1.20	\$431,554
	3-BR			\$	\$	\$
				Average \$1,428	\$1.34	\$805,672
Plus: Miscellaneous Income (tenant fees)						\$391,457
Gross Revenues						\$6,530,156
Less: 5% vacancy						\$326,508
<b>Effective Gross Income</b>				Revenue/unit \$32,998 <b>\$6,203,648</b>		

*Expenses and  
Net Cash Flow  
(next page) >>>>*

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<b>Operating Expenses</b>		
	Per unit cost	Expenses
Administrative	\$342	\$64,249
Marketing & Leasing	\$281	\$52,762
Repairs & Maintenance	\$1,630	\$306,447
Payroll (Maintenance & Manager Staff)	\$1,738	\$326,695
Property Management Fee	\$982	\$184,578
Insurance	\$259	\$48,673
Utilities	\$1,043	\$196,056
Other: Replacement Reserve	\$200	\$37,600
Real Estate Taxes (see attached)	\$5,007	\$941,249
<b>Total Expenses</b>	<b>\$11,480</b>	<b>\$2,158,307</b>
Expenses as % of Effective Gross Income		34.79%

	Per unit	Total
<b>NET OPERATING INCOME</b>	<b>\$21,518</b>	<b>\$4,045,341</b>

		Per unit	Total
<b>PROPERTY VALUE</b>	5.0% cap rate	<b>\$430,355</b>	<b>\$80,906,827</b>

**RFP # 16-28 - RIVER'S EDGE, WAYLAND, MA**

**ATTACHMENT 2 TO PRICE SUMMARY FORM:**

**STATEMENT OF ESTIMATED TAX REVENUES**

Name of RFP Respondent: **WP East Acquisitions, LLC**

<b>Project Revenues</b>	
Gross Revenues (from Pro Forma)	\$6,530,156
Less: 5% vacancy	\$326,508
<b>Effective Gross Income</b>	<b>\$6,203,648</b>

<b>Operating Expenses</b>	30%	<b>\$1,861,095</b>
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<b>NET OPERATING INCOME</b>	<b>\$4,342,554</b>
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<b>Estimated Property Assessment</b>	8.0% cap rate	<b>\$54,281,924</b>
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<b>Estimated Taxes based on FY2016 Tax Rate</b>	<b>\$17.33</b>	<b>\$941,249</b>
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**\* Respondent would like to have an opportunity to discuss this tax revenue calculation if being considered for selection. The calculated tax revenue above equates to \$5,006 per unit, which is considerably higher than the comparable developments and has a significantly negative impact on the financial returns, and in turn on the land price being offered.**