



December 3, 2019

Nathan Poore  
Town Manager  
Town of Falmouth  
271 Falmouth Road  
Falmouth, ME 04105

Dear Mr. Poore:

Vision Government Solutions is pleased to provide pricing breakout for a Statistical Market Analysis and related services for Real Property to the Town of Falmouth. We are providing these breakouts to tailor the scope of services to meet the needs of the town.

2020 Statistical Market Analysis

- Sales analysis utilizing a minimum of 12 months of sales.
- Propose new land models and values.
- Establish new Residential, Commercial and Industrial Neighborhood delineation.
- New replacement cost base rates for residential, commercial and industrial properties.
- Create new Income file with new Income and Expense data.
- Complete study of market rents, expenses and capitalization factors.
- Income analysis of commercial/industrial properties.
- Project Meetings
- Final Report

**2020 Statistical Market Analysis Cost            \$29,500**

Looking forward to timing of the project, here are three possible timeframe/scopes.

- Proceed with the full revaluation project as proposed.
- Conduct a Market Analysis starting in January 2020 utilizing the 2019 sales data, followed by the Full Revaluation project commencement spring 2020, completing in the summer of 2021.
- Conduct a Market Analysis starting in May 2020 utilizing sales up to April 1, 2020 followed by the Full Revaluation project commencement summer 2020, completing in the summer of 2022.



Should the town move forward with the Market Analysis, there would be a \$5,000 credit on the Full Revaluation price, as some of the analysis task items will only need to be performed once.

I look forward to seeing you on December 9<sup>th</sup> to discuss this project in further detail.

Please let me know if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read 'Patrick Donovan', with a long horizontal flourish extending to the right.

Patrick Donovan  
Director of Appraisal Sales