



80 Beharrell Street – Suite E
Concord, MA 01742
Tel: 781-229-4700
Fax: 781-229-7676
WWW.NORTHLANDRESIDENTIAL.COM

June 19, 2017

Alex Whiteside
Chairman, Milton Planning Board
c/o Bill Clark
Town of Milton
525 Canton Avenue
Milton, MA 02186

RE: **2nd Quarter 2017 Project Status Report**

Dear Planning Board:

This correspondence shall serve as our second 2017 Quarterly Status Report for the Woodmere at Brush Hill project.

Sales Update:

As of June 4, 2017, we have closed 8 sales representing \$7.5M in gross sales, representing an average of approximately \$940,000 per sale. Presently we have 3 pending sales and just this week have taken a reservation (the first step in our sales process) on one of the two Dupee House units. These 3 pending sales are scheduled to close over the course of the summer and the Dupee House in Q2 - '18. Average closed and pending sales are tracking approximately 2.0% ahead of budget, however clients have been a bit more restrained in their option & upgrade expenditures than originally projected.

Construction Update:

From the development perspective the project's site infrastructure, absent finished paving, is now complete. The water and sewer service connections at Brush Hill and Cushing Road, site storm water (drainage) improvements and road grading are complete. Taking advantage of the relatively mild winter, we placed and poured foundations for 10 new units (beyond the 10 homes that are being constructed) in order to meet our 2017 sales goal of 21 unit sales. This activity includes the placement and recent framing of the 4 inclusionary

(affordable) homes. We have engaged an Inclusionary Home Lottery Agent, who is charged with the management of selling, through a lottery application process, the homes in accordance with the rules and regulations of MassHousing. The selling prices for these homes will be: 2 bedroom @ \$209,400 and 3 bedroom @ \$232,900

As entering the project from Brush Hill Road Buildings 1-6 along the right hand side of the Community are complete or near complete. Along the left or Cushing Road side of the project Buildings 11 (closest to Brush Hill Road) and 10 are progressing along well. In Building 11, 2 of the 3 units are sold and we have reserved the third to serve as a furnished and merchandised model unit. We expect to open the model home in mid-July. Our present construction phasing plan is to next go to the Building 14 site and then on to the Dupee House.

Pending confirmation from our paving contractor, we plan to mill and pave along the project's Brush Hill Road frontage and finish pave the project's entry road around to the right during the first week of July - weather and paving contractor schedule permitting.

Landscape Planting Update:

As we have been quite active in this area, I have asked our landscape architect (Ryan Associates) to prepare and present a separate detailed report.

Best Regards,



Jack C. Dawley
President and CEO