

Pattee House Sale Meeting
Saturday
May 30, 9:00 am

Present: Melissa Greenawalt-Yelle, Jane Kellogg, Lisa Doner, Jules Doner, Harry Hughen, Tammy Wooster

This meeting was called as a follow up to the May 26th meeting. Harry Hughen reported that he had met with a new prospective buyer since the last meeting which resulted in an offer of \$105,000. Harry further explained that the sale was contingent upon the sellers paying \$3,000 of the buyer's closing cost and bank fees on the behalf of the buyers. Also, the buyers are willing to maintain the side and back field at no cost to the sellers.

Jules said that he had been mowing the ½ acre house lot to the shrub line. Melissa suggested that perhaps the new owner would be willing to maintain a mowed path around the field.

A brief discussion was had about the buyers' perspective of the septic issue. Harry said that the most recent buyer knew the Pattee family and recalled that the septic tank had been replaced within the last 5 years. The second buyer was not concerned with the septic issue and was familiar with some new sealing products that could be used.

Harry summarized the three offers on the table. Tammy asked that to avoid confusion that he refer to them as offer one two and three in the order that they came in. The first offer was for \$89,900 with a verbal pre-approval for financing from CGSB. The second offer was for \$110,000, with the buyer seeking a Federal USDA loan. The third offer was for \$105,000 with the sale being contingent upon the seller contributing \$3,000 towards closing costs. The third buyer was pre-approved for financing.

Lisa explained that she was familiar with the USDA federal loan program for first time home owners in rural areas and that it was part of the new administration's stimulus package. She further explained that the buyers have to fall into a certain low income bracket and that there is a stipulation that the house appraises at a value equal to or higher than the loan.

Harry reiterated the appraisal system problems he had recently faced in other house deals, where appraisers are not using appropriate comparative values, Harry said that he foresees this as the one biggest threat to a deal being reached.

Jane asked what kind of time frame are we dealing with and what are our obligations as far as responding to the three offers? Harry responded by saying we need to decide which offer to accept and then he will communicate our decision to all.

All agreed that it would be the best case scenario to accept the full price offer but questioned whether we were taking a risk if the buyer didn't qualify for the loan and how long would that process take. Harry said that this buyer was growing impatient and was wondering why we haven't responded to his full price offer. Lisa said that perhaps this buyer could get a pre-approval letter from another financial institution showing that he does qualify.

The third offer was considered next and the question was raised as to how customary it was to require the seller to cover closing costs. Harry responded that it was quite common and that if we could either

make a counter offer for less with no seller contribution or we could raise the list price to so that the buyer can finance the closing costs.

Lisa made a motion to pursue the full price but to be willing to raise the listing price to \$112,900 if needed. Jane seconded the motion. All were in favor.

Jules made a motion to take the offer for \$89,900 off the table. Jane seconded the motion. All were in favor.

Consideration of the remaining two offers continued. Lisa said that if the buyer offering full price can show proof of financing then it is only fair that we consider this offer first since it came in first. Lisa made a motion to request that all buyers show proof of financing for the full asking price in the form of a pre-approval letter. Whoever can meet those conditions first will be considered the highest priority. Jane seconded the motion. All were in favor.

Harry said that he would contact all buyers and let them know what we decided.

Lisa made a motion to reconvene at the Pattee house kitchen on Monday June 1st at 6:30 pm to hear responses/feedback from Harry and to prepare make a recommendation to the Select Board at 7:30pm. Jules seconded the motion. All were in favor.

Melissa made a motion to seal the minutes. Tammy seconded it. All were in favor. Meeting was adjourned at 10:15 am.

Monday, June 1; 6:30pm

Present: Jane Kellogg, Lisa Doner, Tammy Wooster and Harry Hughen

Jane, Lisa, Tammy and Harry met for a few minutes at the Pattee House before the SelectBoard meeting for an update from Harry. He had only heard back from the third buyer who agreed to pay full price if we increased it to \$112,900 to allow for closing cost financing. A commission vote was not needed to recommend this offer to the SelectBoard, since the motion stood from our last meeting to accept the offer of any buyer that met our conditions.

Also discussed, was the idea of setting a boundary stake at the SE corner of the property. Harry pointed out a small area that the buyer had offered to mow/maintain which was not part of the house lot. Lisa pointed out that this was not an appropriate time to consent to this without all CCC members present. All agreed that it would be within everyone's best interest to set a corner stake in the near future.

Jane, Lisa, Tammy and Harry then went to the SelectBoard meeting where Jane presented a summary to date of the house sale activity, and our recommendation to go with the third buyer. The news was well received, the only question being from Craig Keeney who asked whether it was legitimate for the town to cover closing costs. The rest of the board assured him it was. Sharon Davis signed the P&S agreement.