

## **Dartmouth College Rennie Farm Value Assurance Program FAQs, April 16, 2019**

Why has Dartmouth decided to sell some of the acquired properties now?

The College has been encouraged by both owners in the neighborhood and real estate agents to sell some of the acquired properties, so that the vacant houses are occupied again. Dartmouth initiated the Value Assurance Program (VAP) in 2016 to stabilize the real estate market in the Rennie Farm neighborhood and assure property owners in the program area that they would be paid fair market value for their property consistent with the VAP requirements. To date, we have purchased eight properties: six homes and 2 land parcels.

Now that the College has completed a thorough investigation of the contamination, the treatment system is working as planned, and the contamination is being contained and managed pursuant to state and federal permits, the potential sale of select properties would add a renewed vitality in the neighborhood and support the real estate market in the area.

Were the acquired properties purchased as investments by Dartmouth?

No, the properties were acquired to assist neighbors who were impacted by the concerns about contamination from Rennie Farm. Ultimately, the goal was to steady the real estate market in the neighborhood, which had been negatively impacted by the initial discovery and the lack of thorough knowledge about the contamination. Now that an extensive investigation has been completed, a successful treatment system has been installed, no further wells that supply drinking water to homes have been impacted, and the contamination has been contained, Dartmouth believes this is a good time to market some of the properties.

How did the College decide which of the acquired properties to sell currently?

Dartmouth consulted with several local real estate agents to determine which of the properties to market at this time, considering current market

conditions as well as any costs of renovation or improvement necessary to successfully sell the properties.

If the College cannot obtain an offer to purchase at a price equal to or greater than the acquisition price, will the College nonetheless sell an acquired property?

Dartmouth did not acquire VAP properties to make money. The program was initiated to help the neighborhood recover from the discovery of the Rennie Farm contamination. Our goal is to return properties to the market and encourage the market in the neighborhood. Sale negotiation will be treated like any other real estate transaction.

Has the College considered renting the acquired properties and if so why has it not rented any?

Yes, Dartmouth has considered renting the acquired properties, but it has chosen not to do so. The properties are outside of the physical area Dartmouth typically rents so management and maintenance of the properties present a greater challenge. In addition, the area is made up of single-family residences and Dartmouth wants to maintain these properties consistent with that character.

What impact will the sale of some of the acquired properties have on both eligible and ineligible VAP owners?

Dartmouth believes that selling the properties to willing buyers will be a benefit to all property owners in the area. Sales will provide residents for currently vacant houses and demonstrate that the potential threat to the real estate market from the site contamination is dissipating. Sales activity in the program area should also encourage the market generally and help meet housing demand.

What types of renovations or improvements, if any, has the College made with respect to the acquired properties?

Dartmouth has invested in securing the properties and providing ordinary maintenance. In addition, the College has invested in repairs to some

homes and may make the types of renovations or improvements that any owner would consider in preparing to market his or her home.

With whom will Dartmouth list the properties it intends to market and how was the selection made?

Dartmouth has listed initial properties with Nan Carroll of Coldwell Banker Lifestyles since she advised the College on both which properties to market and what renovations or improvements needed to be made in order to properly prepare the properties to be marketed. Nan is a long-time real estate agent in the Upper Valley with thorough knowledge of the market.

What asking price will the College use with respect to the properties it lists for sale?

Since the eight purchases thus far were based upon appraisals by three different appraisers and valuing property in rural Hanover is difficult due to the lack of comparables, the College has settled on listing the properties at the values the Town has set for tax assessment purposes, which is a straightforward and consistent method. The market will then determine what the ultimate price will be in each case.

Will Dartmouth offer any special arrangements for sales to College employees?

The College will not offer any special arrangements for sales to Dartmouth employees.

Are there any restrictions on possible purchasers?

Dartmouth has not placed any restrictions on possible purchasers.

Have any of the private wells on the properties to be marketed tested positive for 1,4 dioxane or any other contaminants?

No.

Is Dartmouth concerned that purchasers of the properties to be marketed are at risk for exposure to 1,4 dioxane or any other contaminants?

No.

Will purchasers be eligible participants in the VAP, and if not, why not?

No. When the program was initiated, the terms were clear that there would only be a one-time purchase by the College and that the program would not apply to subsequent owners.

What plans does Dartmouth have if it is not successful in selling any of the acquired properties currently?

The College is optimistic about selling the selected properties at this time but reserves the right to withdraw the properties from the market in the event a sale cannot be accomplished.