

# ROCKY WOODS

Stonebridge  
HOMES, INC.



MAY 16, 2024



# AGENDA

**THE TEAM**

**SITE PLAN**

**HOUSE PLANS**

SINGLE FAMILY

DUPLEXES

CONDOS

**PRICING**

**APPROVAL PROCESS**

**40-B INCOME LIMITS / BUYER PROFILE**

# THE TEAM

SITE PLAN

HOUSE PLANS

PRICING

APPROVAL PROCESS

40-B INCOME LIMITS / BUYER PROFILE

# THE TEAM

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**Development Team:** Rami Itani and Alysha Mason

**Legal Counsel:** Robert J. Mather, Esq.

**40-B Consultant:** Paul Cusson, Managing Member, Delphic Associates

**Engineer:** Jason Youngquist, P.E., Outback Engineering

THE TEAM

# SITE PLAN

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40-B INCOME LIMITS / BUYER PROFILE



# SITE PLAN



## LEGEND

- PROPERTY LINE
- CLEARED:  
66 AC
- UNDISTURBED:  
118 AC

## SUMMARY

**TOTAL AREA:** 184.6 AC  
**WETLAND AREA:** 44.1 AC  
**UPLAND AREA:** 140.5



# SITE PLAN



## LEGEND

 AFFORDABLE

## SUMMARY

- ROADWAY:** 9,050 LF +/-
- SINGLE FAMILY HOMES:** 44 UNITS  
(MIN LOT AREA: 10,000 SF +/-)  
(MIN FRONTAGE: 80 FT +/-)  
3 BEDROOMS PER UNIT  
132 BEDROOMS
- DUPLEX HOMES:** 46 UNITS  
2 BEDROOMS PER UNIT  
92 BEDROOMS
- CONDO HOMES:** 110 UNITS  
2 BEDROOMS PER HOME  
220 BEDROOMS
- TOTAL UNIT COUNT:** 200
- TOTAL BEDROOM COUNT:** 444
- TOTAL WASTEWATER FLOW:** 48,840 GPD

THE TEAM

SITE PLAN

# HOUSE PLANS: SINGLE FAMILY

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# SINGLE FAMILY





# SINGLE FAMILY



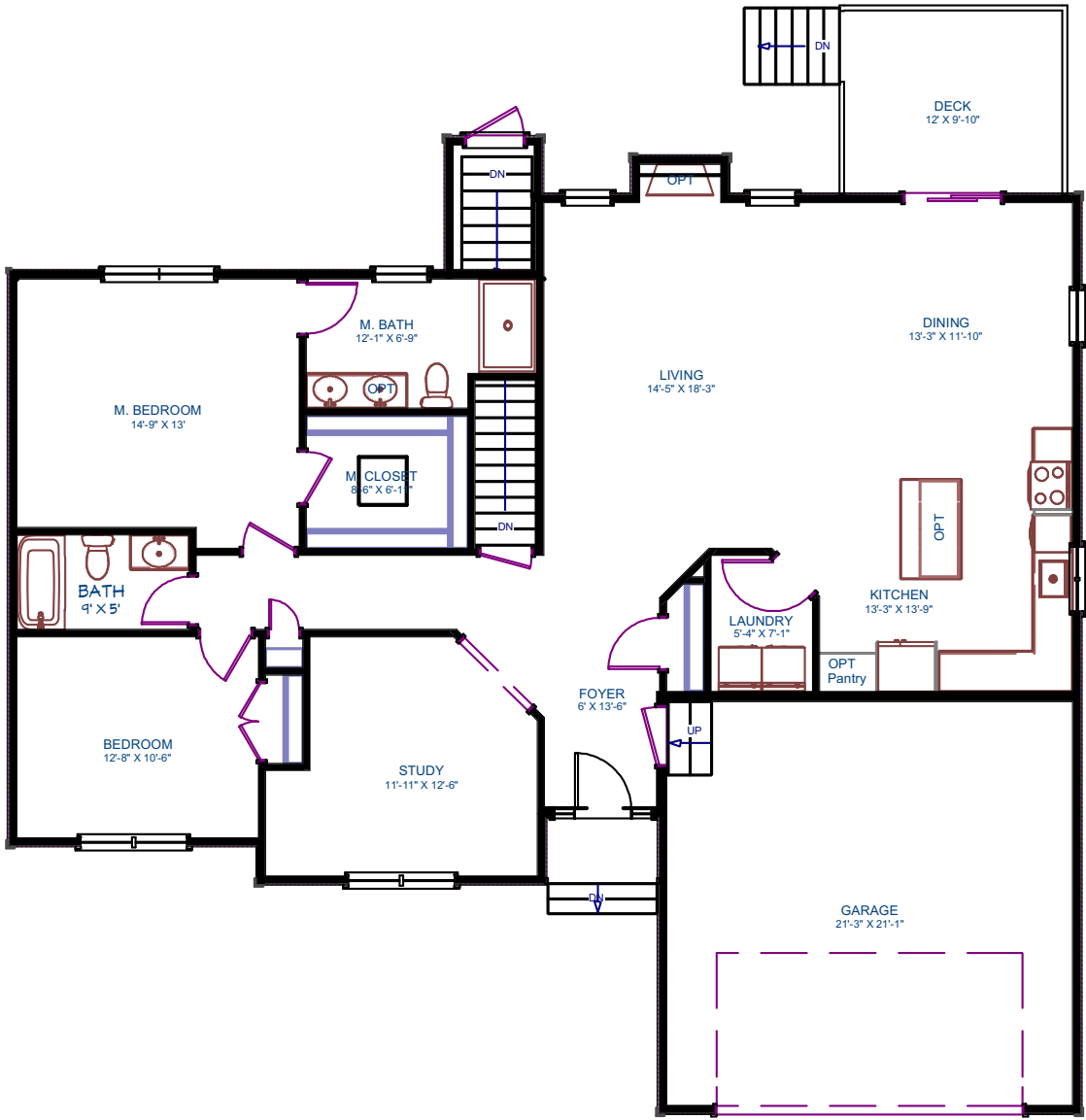


# THE BEACON (SINGLE FAMILY)



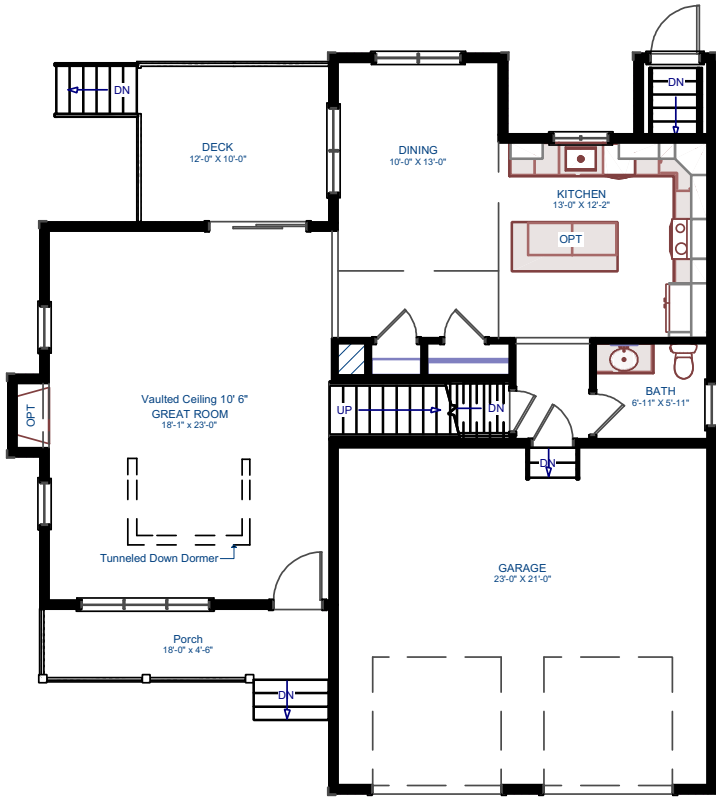
Area Breakdown	
First Floor	1,661 SF
Total Area	1,661 SF

House Features	
Bedrooms	2
Bathrooms	2
Garage	2 Car

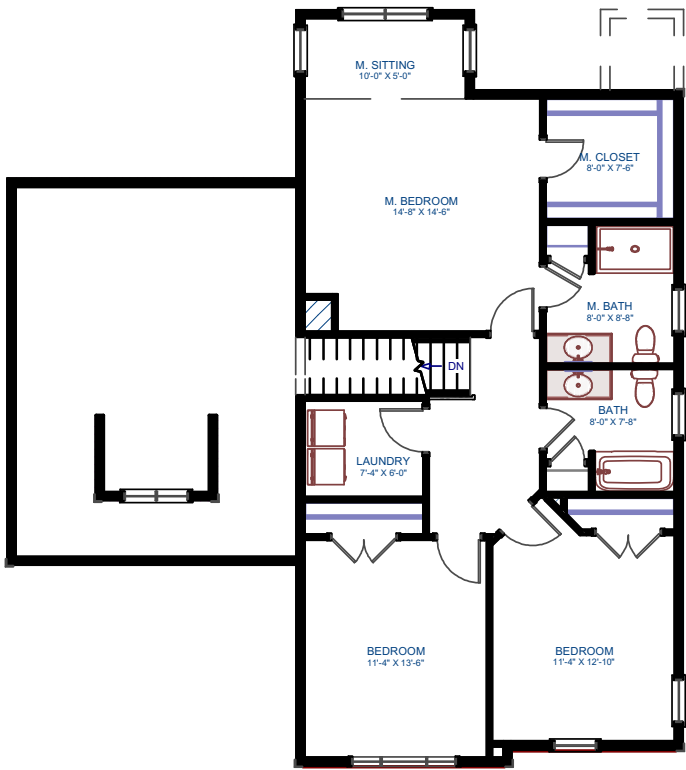


First Floor

# THE BERKLEY (SINGLE FAMILY)



First Floor



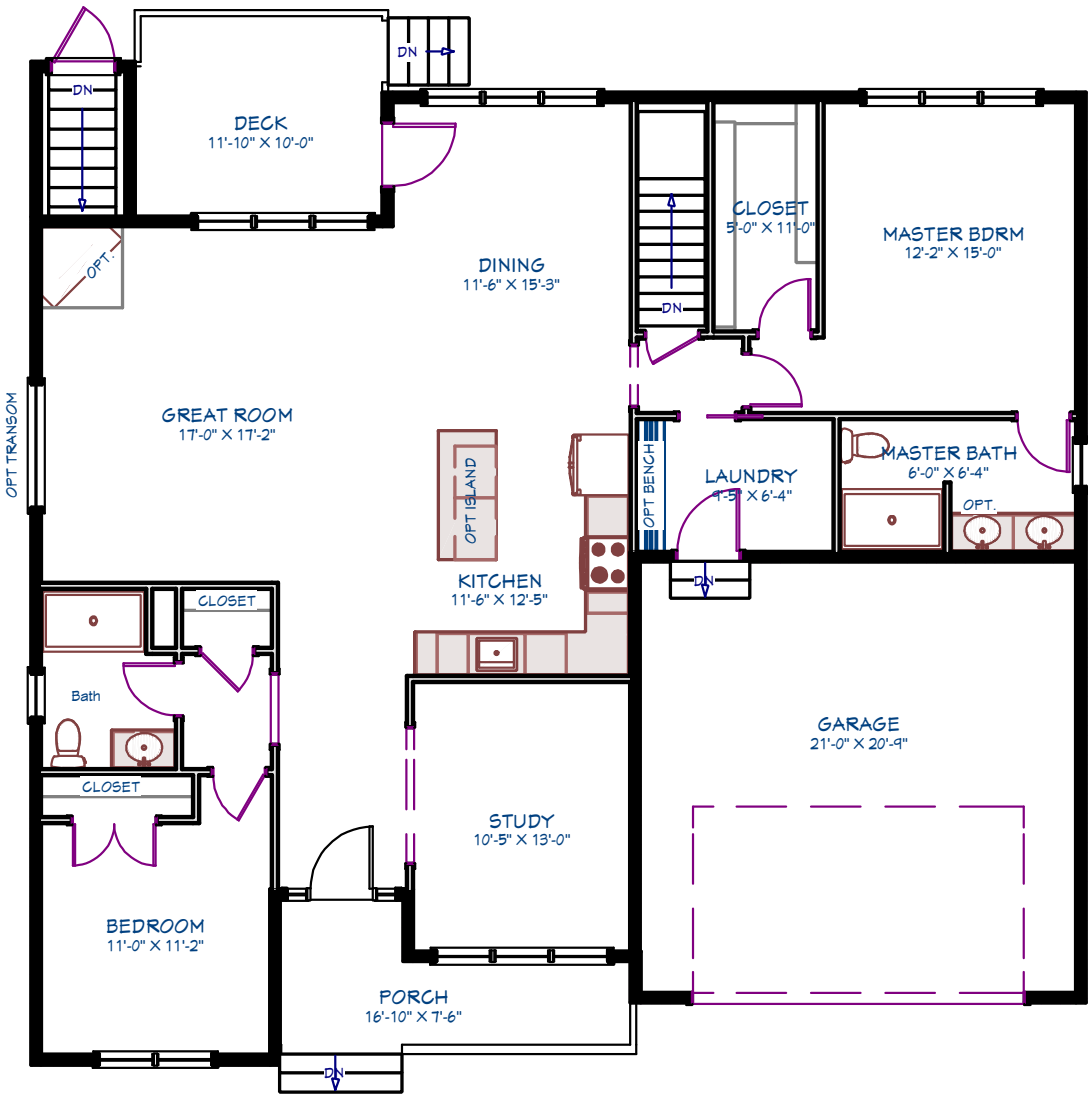
Second Floor

Area Breakdown	
First Floor	969 SF
Second Floor	1045 SF
Total Area	2014 SF

House Features	
Bedrooms	3
Bathrooms	2.5
Garage	2 Car



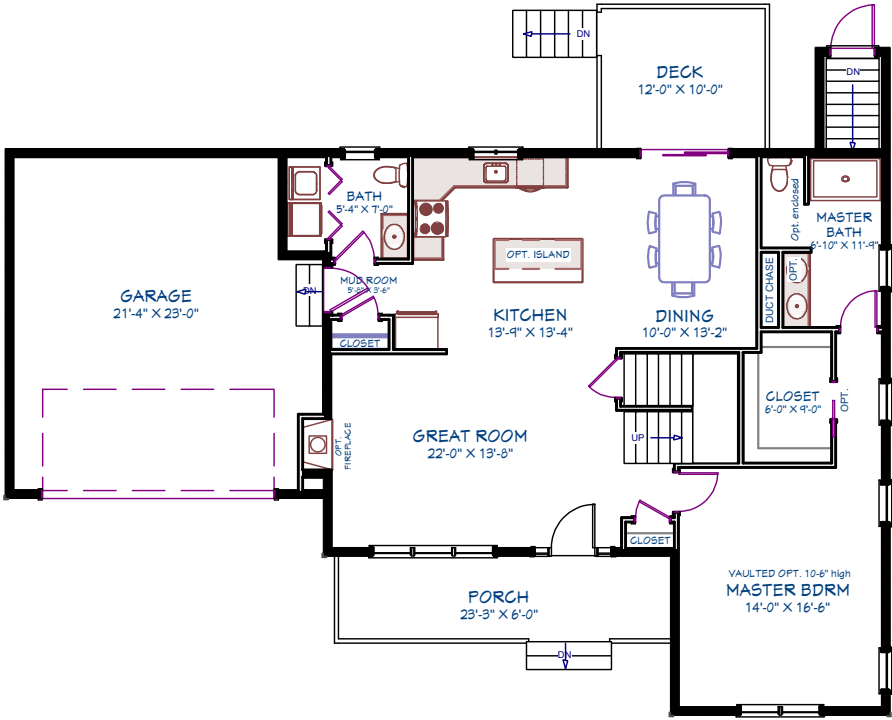
# THE BROADWAY (SINGLE FAMILY)



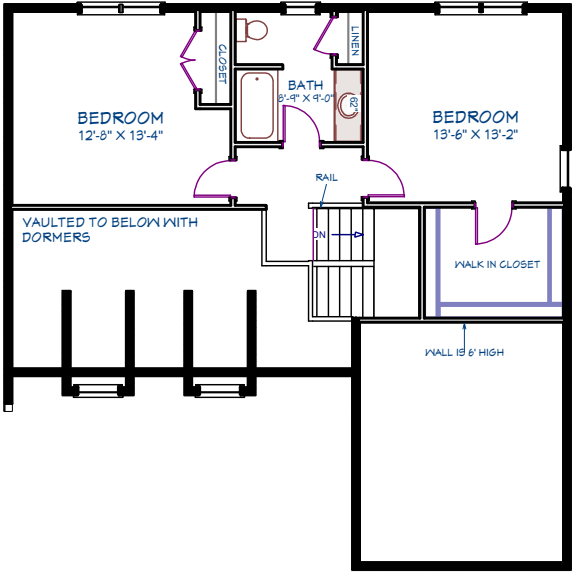
First Floor

Area Breakdown		House Features	
First Floor	1,665 SF	Bedrooms	2 or 3
Total Area	1,665 SF	Bathrooms	2
		Garage	2 Car

# THE CLAREDON (SINGLE FAMILY)



First Floor

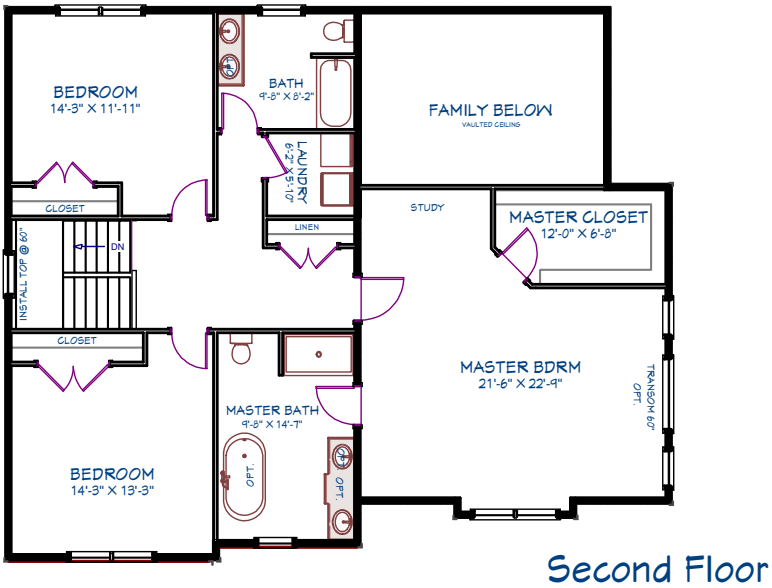
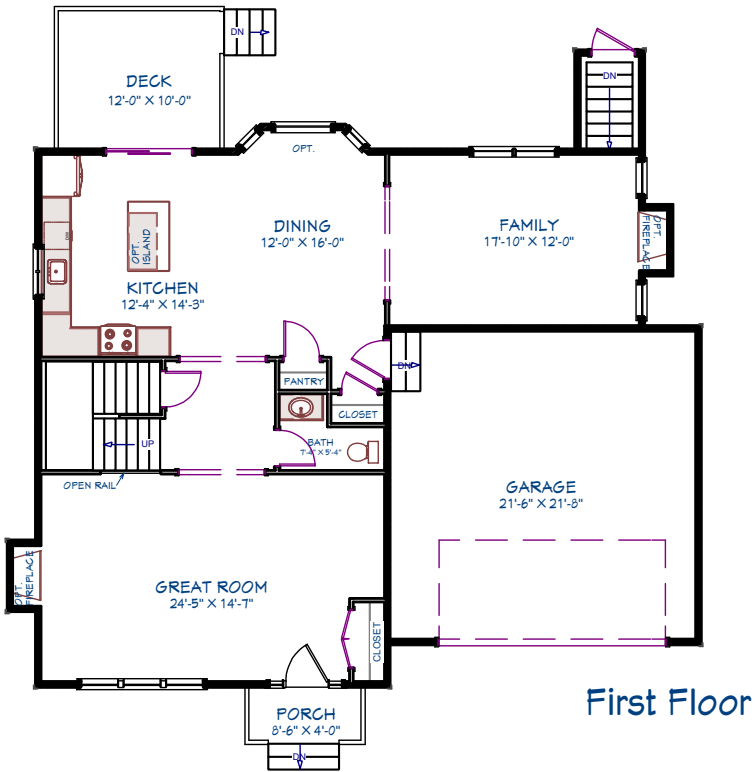


Second Floor

Area Breakdown		House Features	
First Floor	1,294 SF	Bedrooms	3
Second Floor	706 SF	Bathrooms	2.5
Total Area	2,000 SF	Garage	2 Car



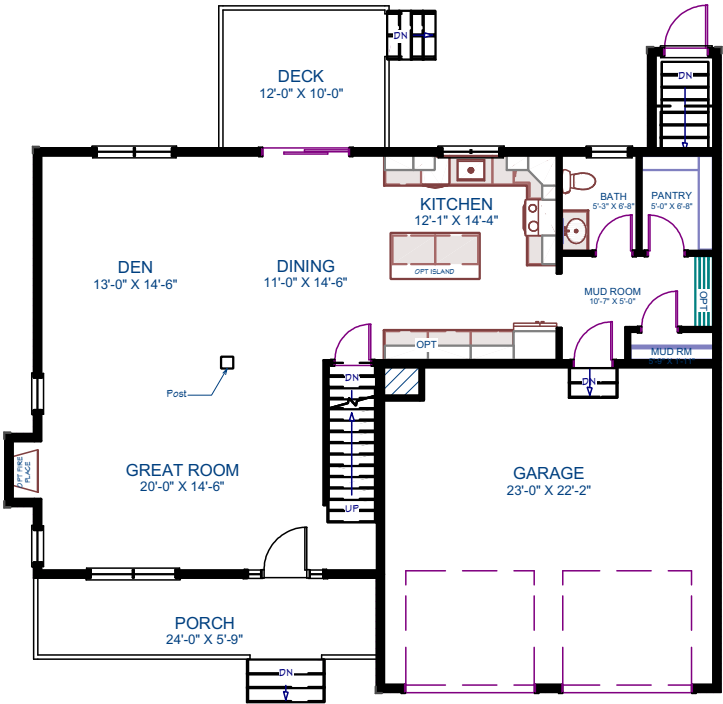
# THE EXETER (SINGLE FAMILY)



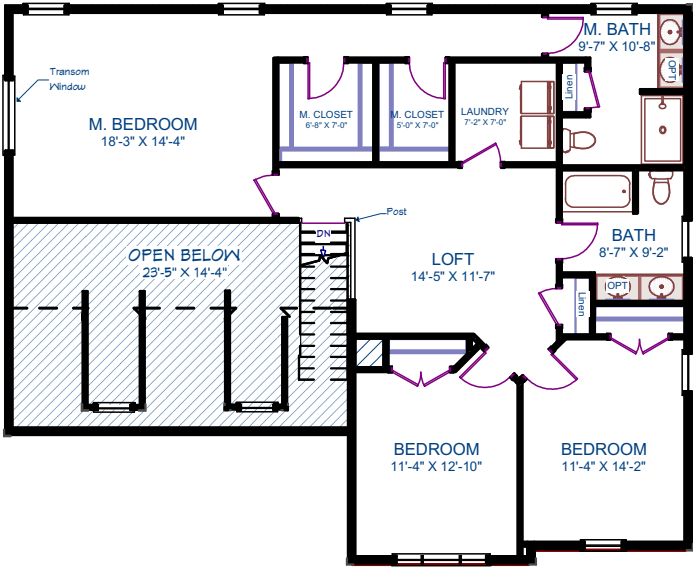
Area Breakdown	
First Floor	1,194 SF
Second Floor	1,468 SF
Total Area	2,662 SF

House Features	
Bedrooms	3
Bathrooms	2.5
Garage	2 Car

# THE FAIRFIELD (SINGLE FAMILY)



First Floor



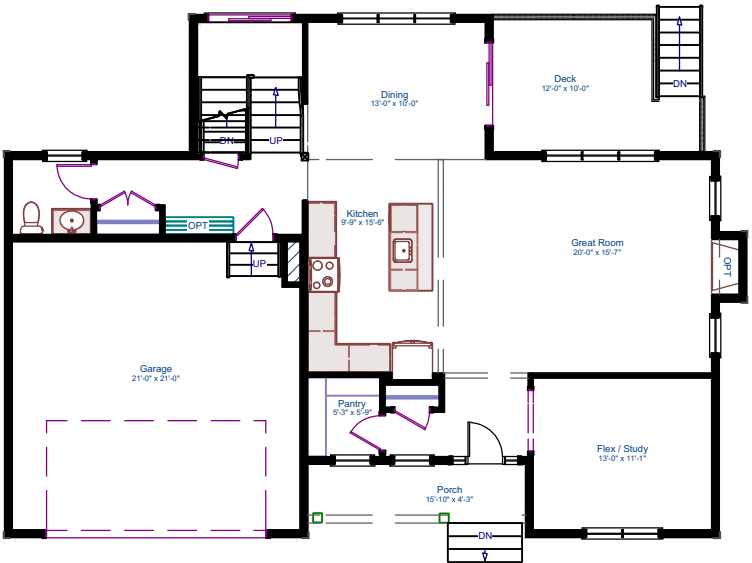
Second Floor

Area Breakdown	
First Floor	1,100 SF
Second Floor	1,285 SF
Total Area	2,385 SF

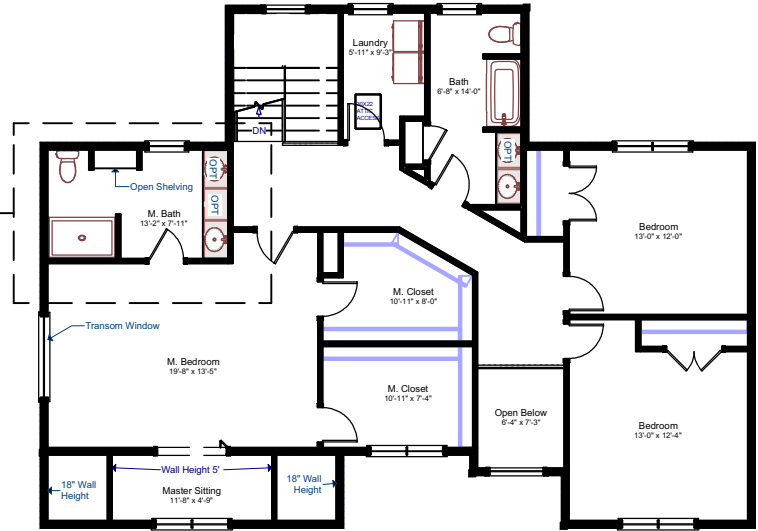
House Features	
Bedrooms	3 - 4
Bathrooms	2.5
Garage	2 Car



# THE NATHAN (SINGLE FAMILY)



First Floor



Second Floor

Area Breakdown	
First Floor	1,131 SF
Second Floor	1,550 SF
Total Area	2,681 SF

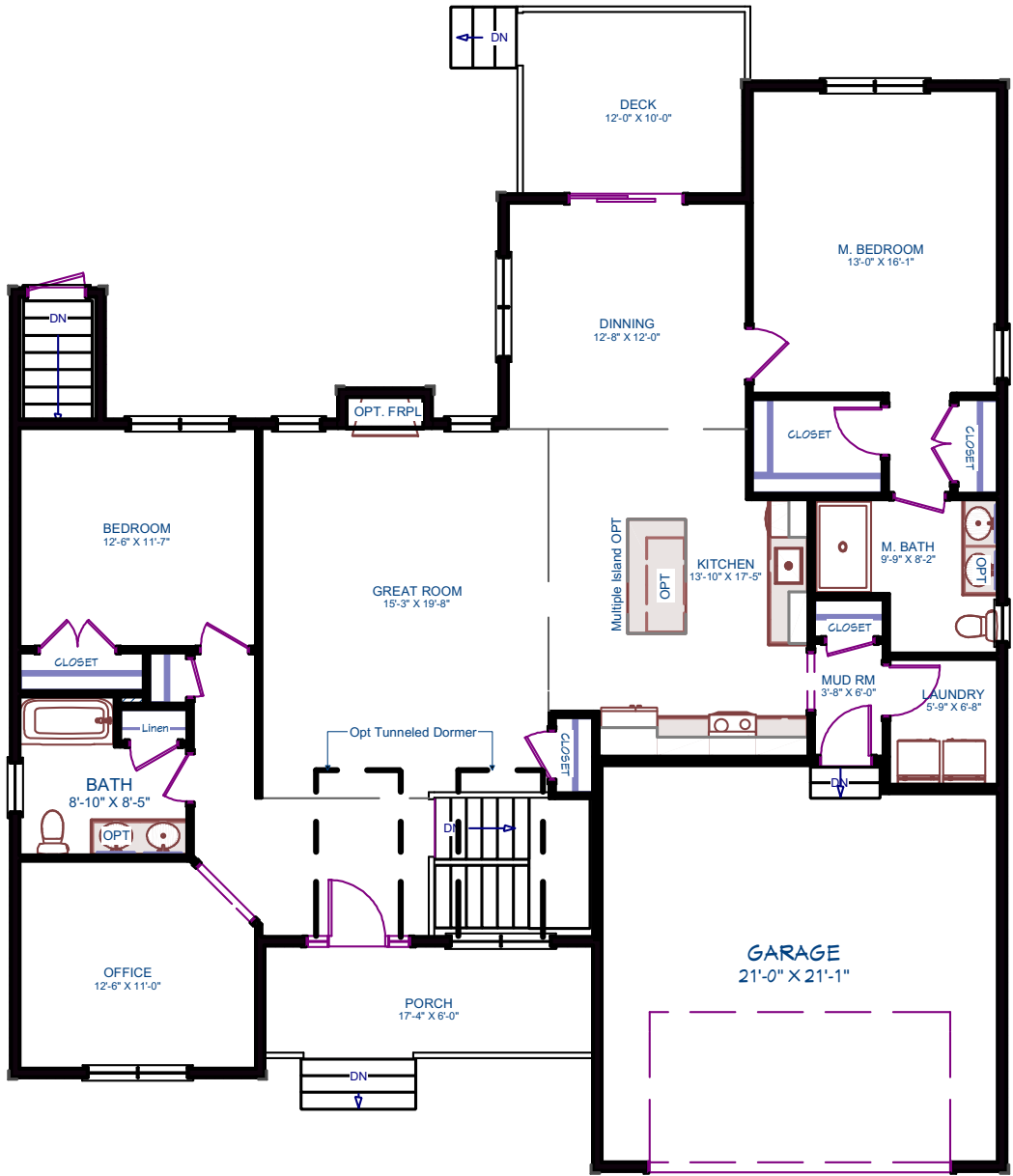
House Features	
Bedrooms	3 - 4
Bathrooms	2.5
Garage	2 Car

# THE NEWPORT (SINGLE FAMILY)



Area Breakdown	
First Floor	1,800 SF
Total Area	1,800 SF

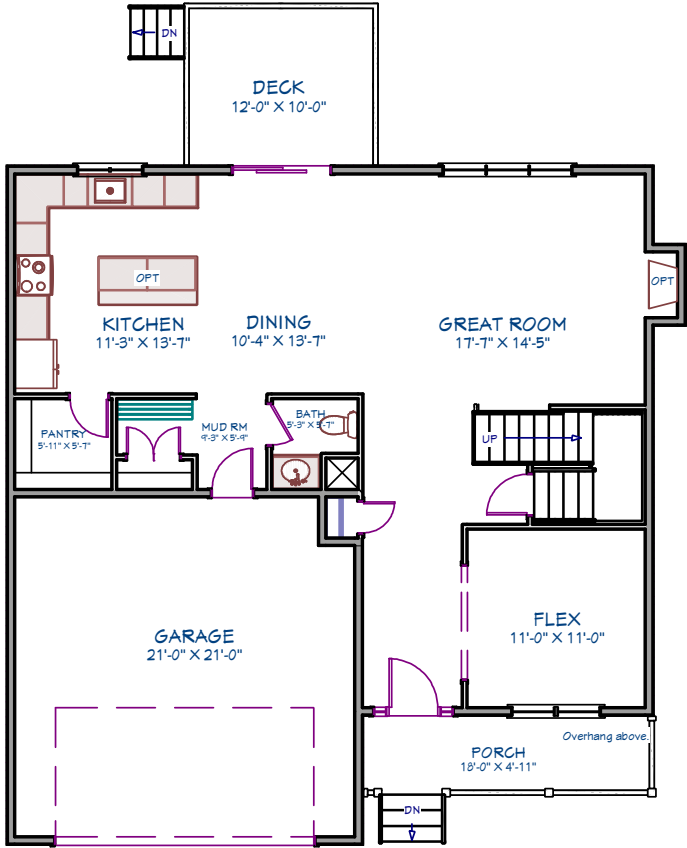
House Features	
Bedrooms	3
Bathrooms	2
Garage	2 Car



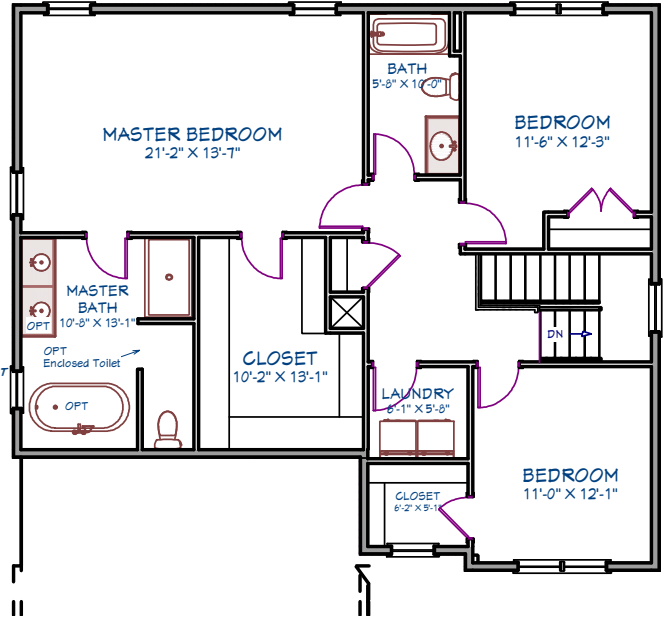
First Floor



# THE OJJEH (SINGLE FAMILY)



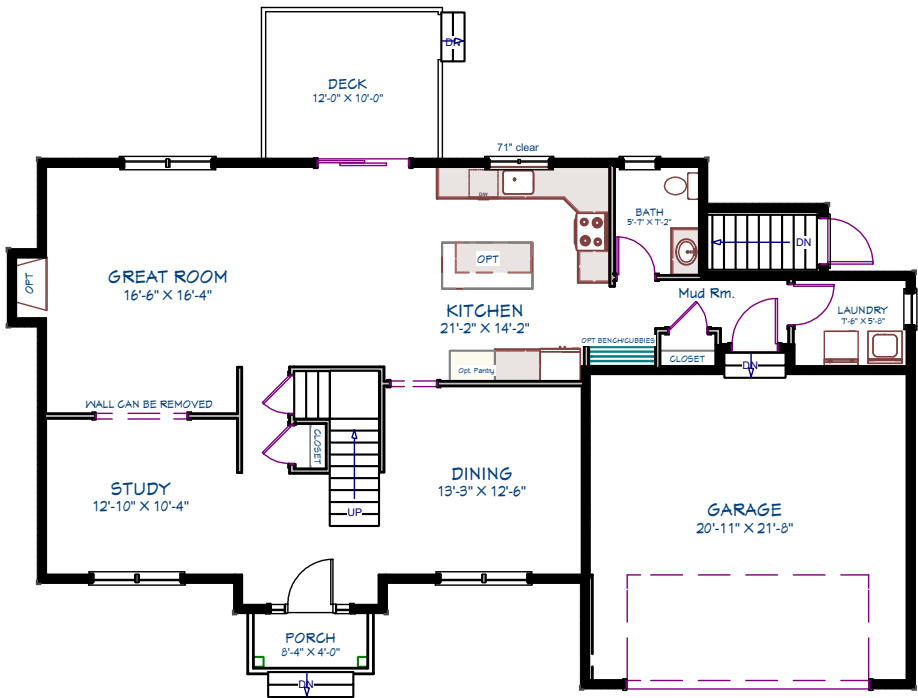
First Floor



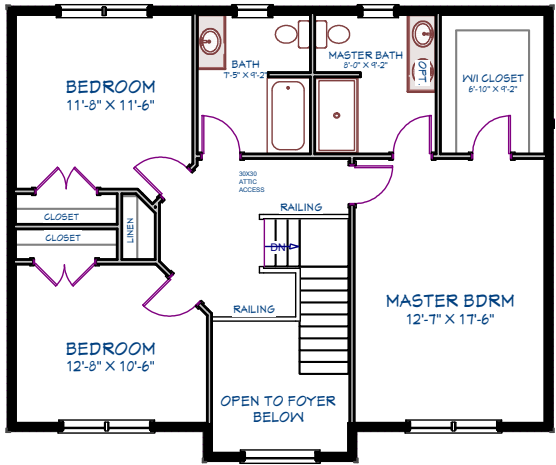
Second Floor

Area Breakdown		House Features	
First Floor	1,079 SF	Bedrooms	3
Second Floor	1,237 SF	Bathrooms	2.5
Total Area	2,316 SF	Garage	2 Car

# THE NEWTON (SINGLE FAMILY)



First Floor



Second Floor

Area Breakdown		House Features	
First Floor	1,249 SF	Bedrooms	3
Second Floor	1,028 SF	Bathrooms	2.5
Total Area	2,277 SF	Garage	2 Car



THE TEAM

SITE PLAN

# HOUSE PLANS: DUPLEXES

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40-B INCOME LIMITS / BUYER PROFILE



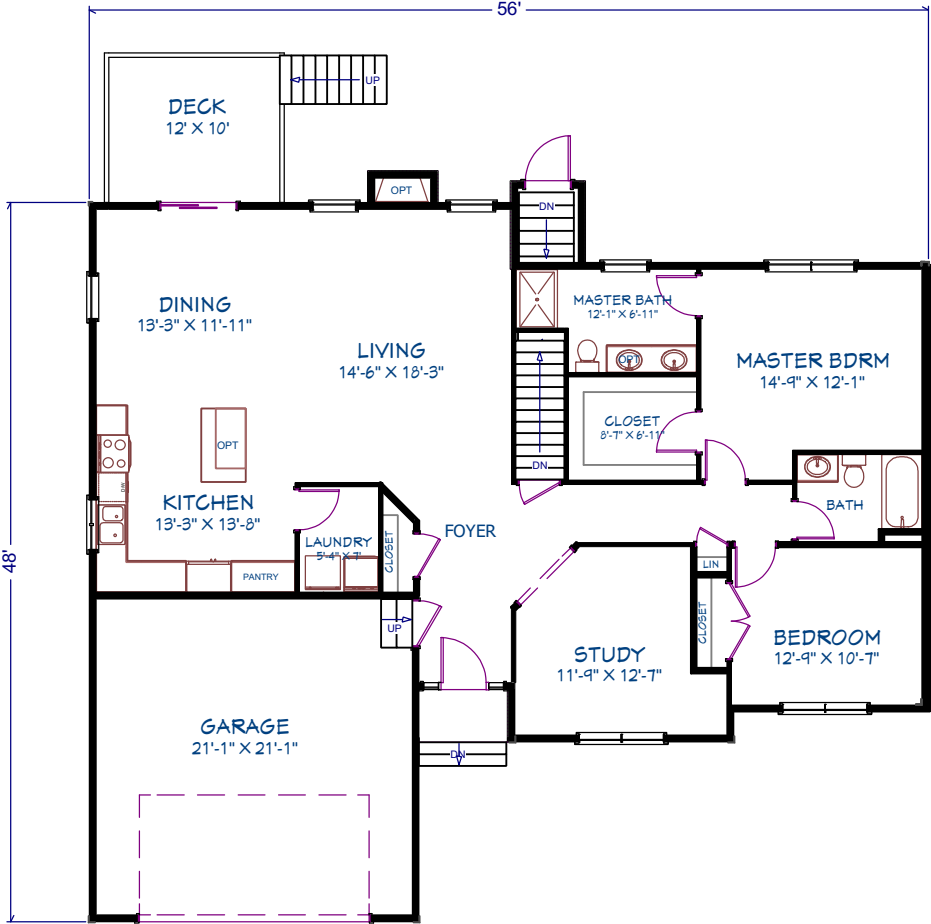
# DUPLEXES





# THE BEACON (DUPLEX)

AREA BREAKDOWN	
TOTAL AREA	1,644 SF
HOUSE FEATURES	
BEDROOMS	2
BATHROOMS	2

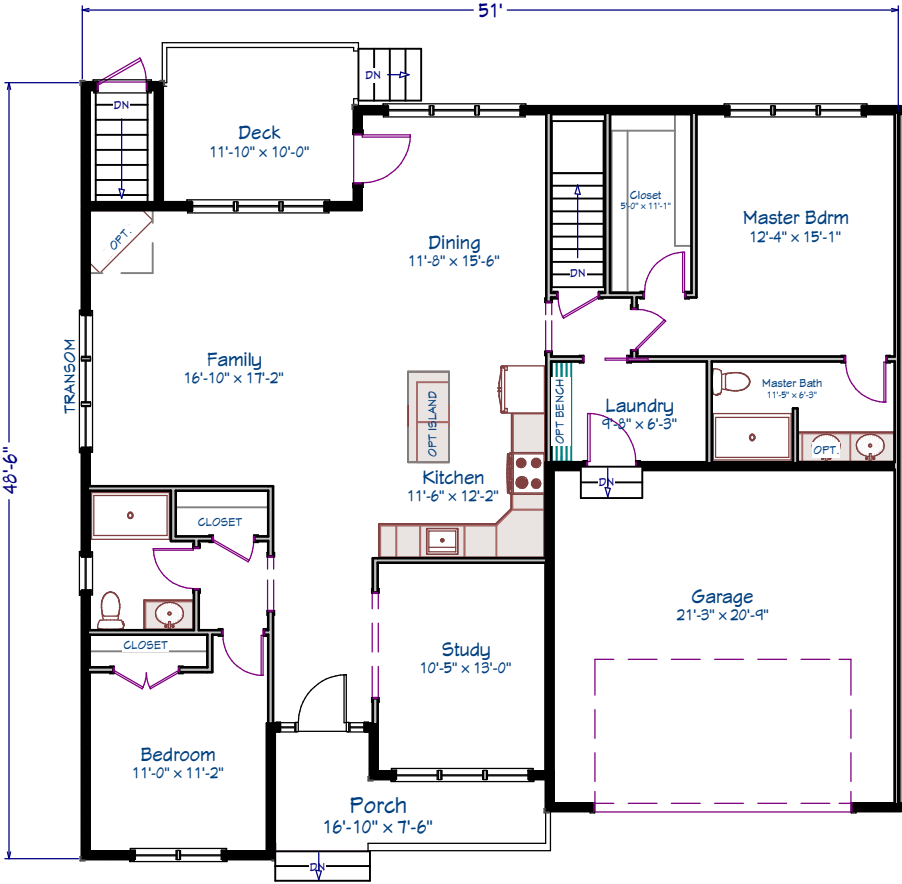




# THE BROADWAY (DUPLEX)

AREA BREAKDOWN	
TOTAL AREA	1,659 SF

HOUSE FEATURES	
BEDROOMS	2
BATHROOMS	2





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# HOUSE PLANS: CONDOS

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# CONDOS

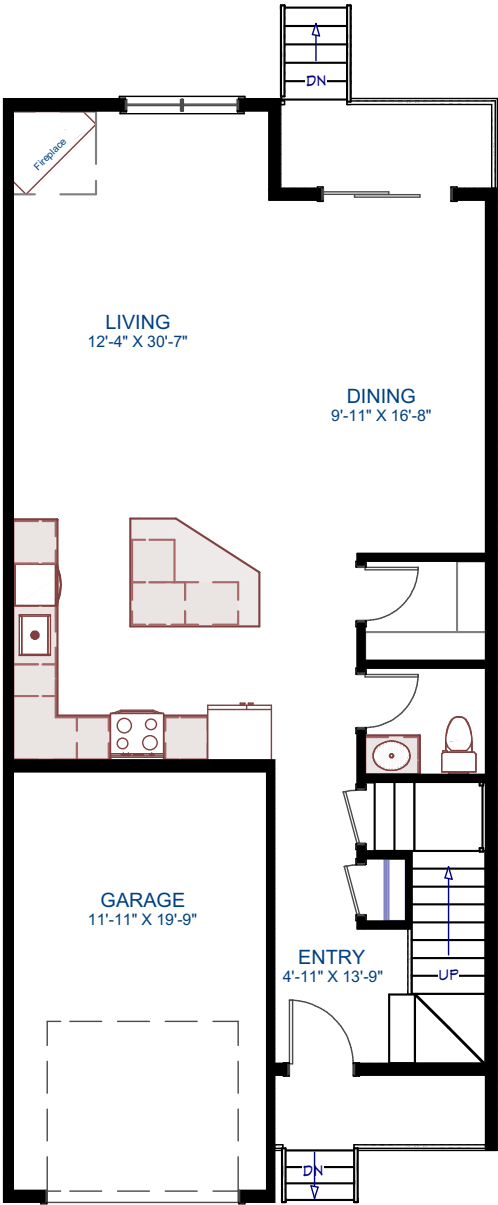




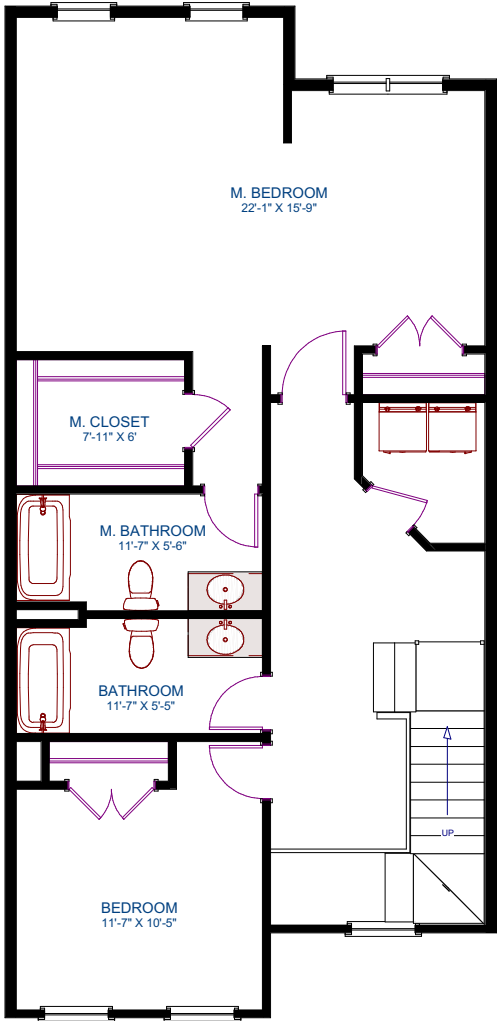
# THE SCITUATE (CONDO - UNIT C)

AREA BREAKDOWN	
TOTAL AREA	1,920 SF

HOUSE FEATURES	
BEDROOMS	2
BATHROOMS	2.5
Includes: Garage & Basement	



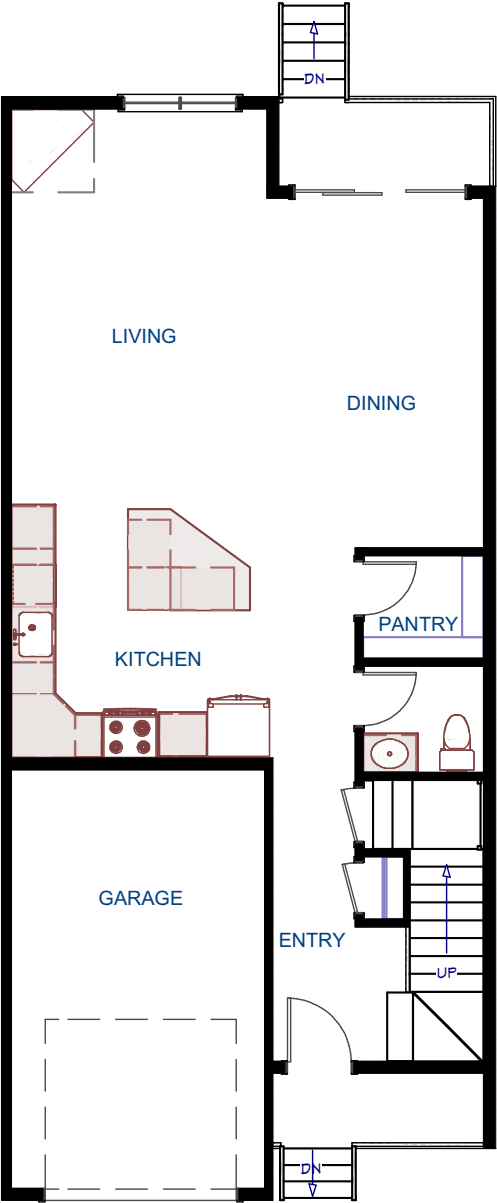
1st Floor



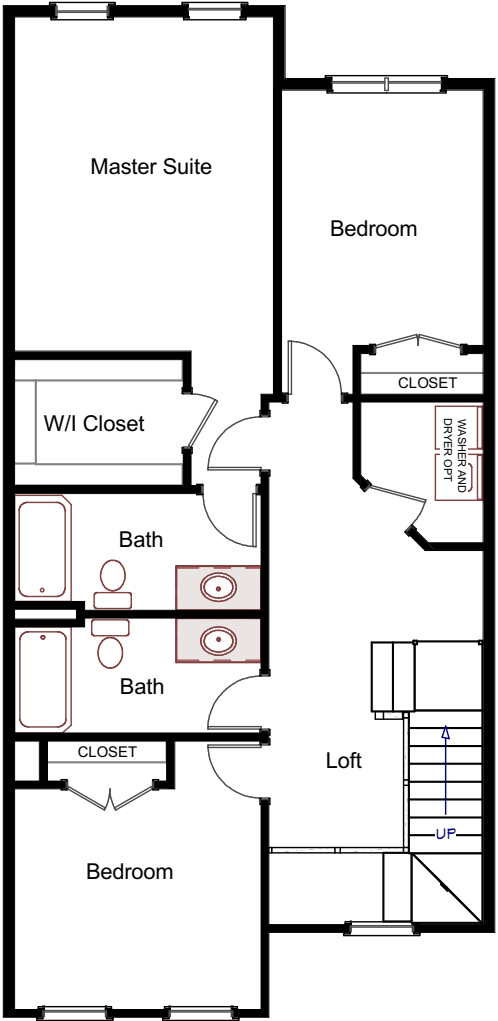
2nd Floor

# THE SCITUATE 3BED (CONDO - UNIT C)

AREA BREAKDOWN	
TOTAL AREA	1,920 SF
HOUSE FEATURES	
BEDROOMS	3
BATHROOMS	2.5
Includes: Garage & Basement	



First Floor

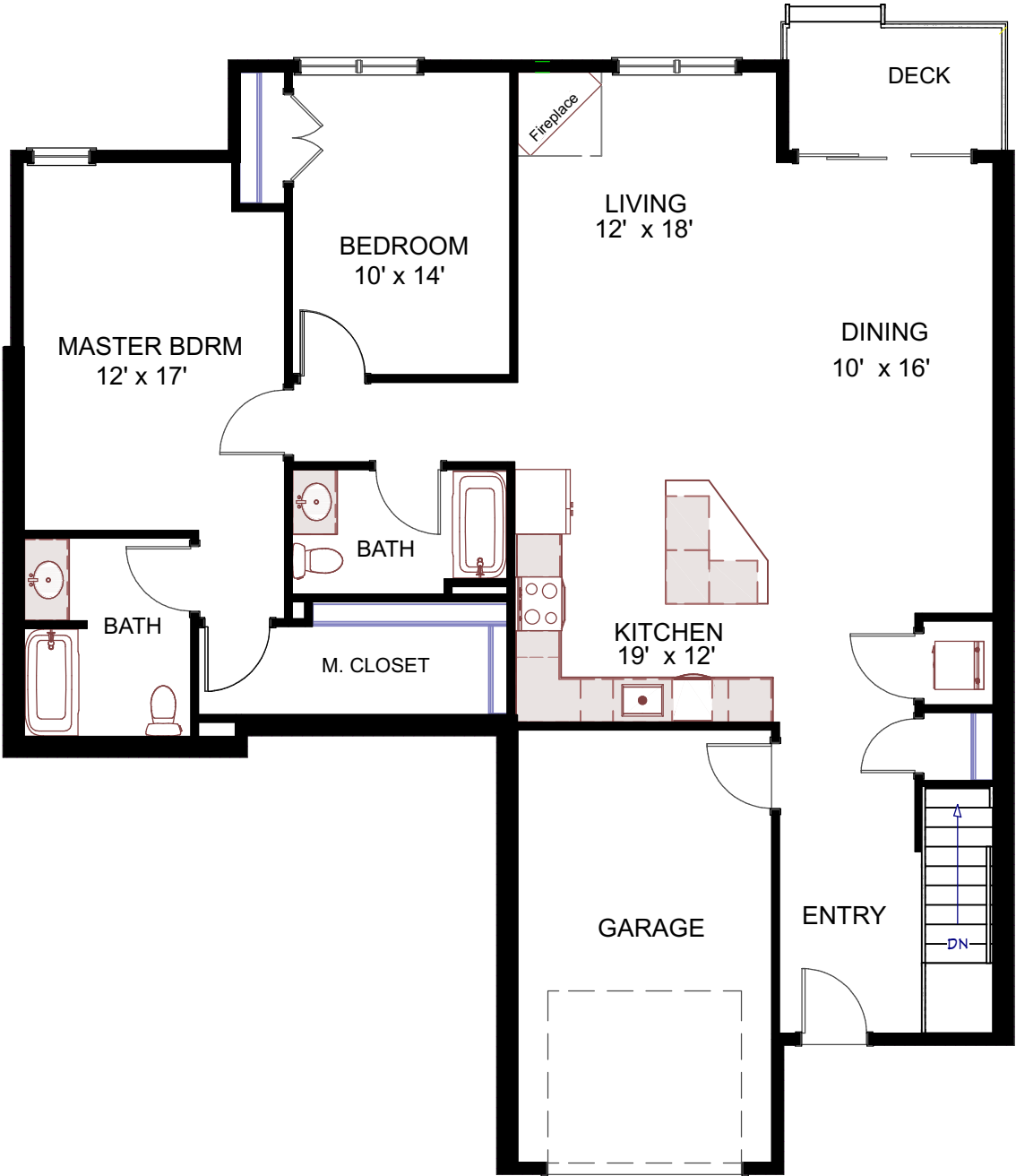


Second Floor



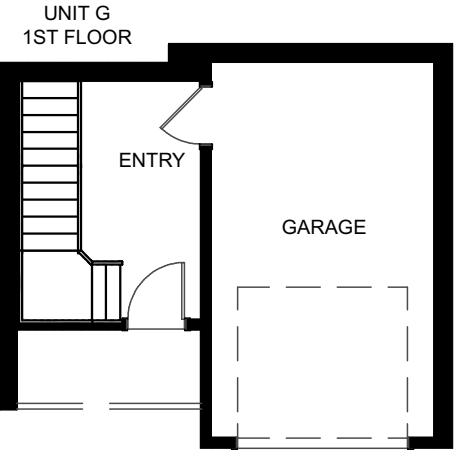
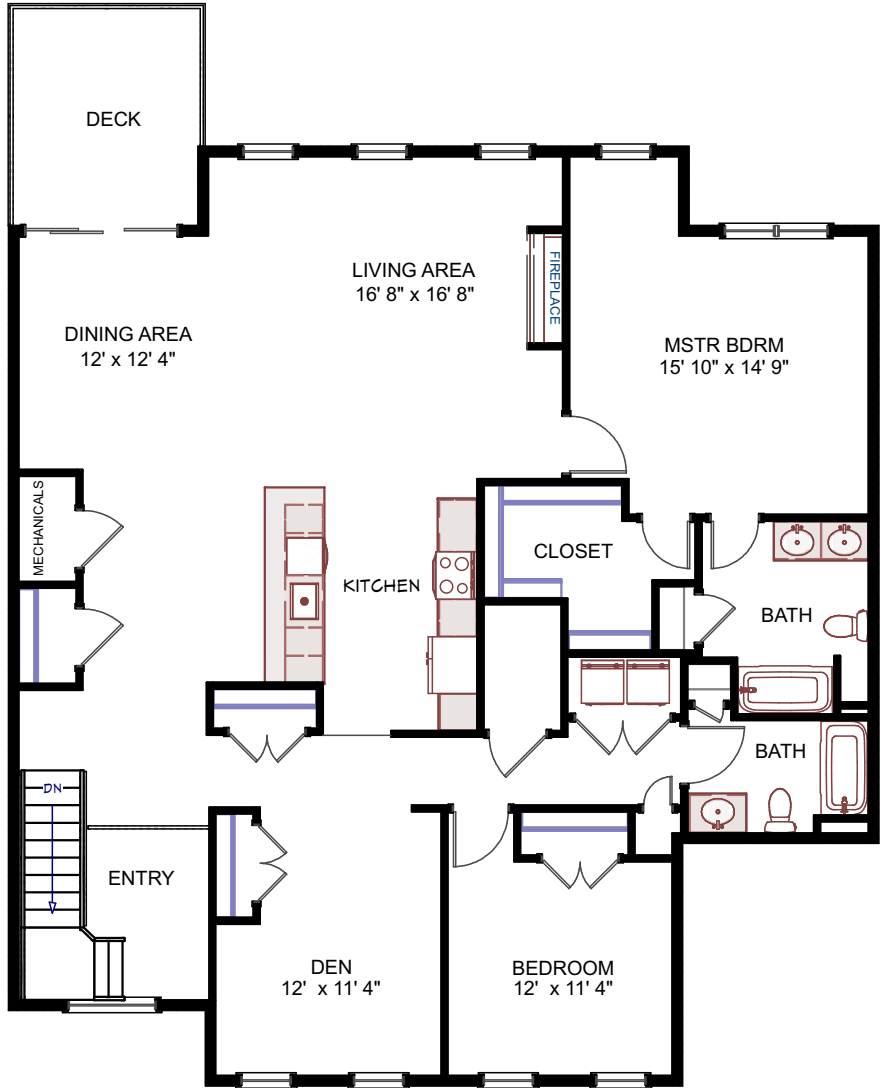
# THE HAMILTON (CONDO - UNIT F)

AREA BREAKDOWN	
TOTAL AREA	1,625 SF
HOUSE FEATURES	
BEDROOMS	2
BATHROOMS	2
Includes: Garage & Basement	



# THE PAVILLION (CONDO - UNIT G)

AREA BREAKDOWN	
TOTAL AREA	2,200 SF
HOUSE FEATURES	
BEDROOMS	2
BATHROOMS	2
Includes: Garage & Basement	





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# PROPOSED PRICE LIST

## RECOMMENDED PRICING BY STYLE / DESIGN AND UNIT SIZE

Provided is a breakdown by unit type, providing a recommended list price based on today's market and a range of prices per SF (PPSF). Single level homes carry a higher PPSF, up to \$400, based on the expanded footprint on 1 level, while colonial style homes capitalize on multiple levels and bring the PPSF down as low as \$275. Duplex/ single level units will bring the PPSF costs down by approx. 10%, to \$350, due to the benefit of shared foundation and roof structures. Finally, condos provide the lowest PPSF, as low as \$250, since they are grouped together in larger volumes.

## RECOMMENDED PRICING AS OF FEB-2023:

### COLONIALS

Berkley 2,000SF - 3BR/2.5B/2 car garage \$659,000  
Newton 2,277SF - 3BR/2.5B/2 car garage \$699,000  
Ojje 2,300SF - 3BR/2.5B/2 car garage \$709,000  
Fairfield 2,384SF - 3BR/2.5B/2 car garage \$724,000  
Exeter 2,662SF - 3BR/2.5B/2 car garage \$739,000  
Nathan 2,681SF - 3BR/2.5B/2 car garage \$759,000

### SINGLE LEVEL HOMES

Beacon 1,640SF - 3BR/2B/2 car garage \$649,000  
Broadway 1,665SF - 3BR/2B/2 car garage \$664,000  
Newport 1,740SF - 3BR/2B/2 car garage \$685,000  
Clarendon 2,000SF - 3BR/2.5B/2 car garage \$689,000

\*1st floor Master Suite (Cape Style Home)

### DUPLEXES

Beacon 1,640SF - 3BR/2B/2 car garage \$584,000  
Broadway 1,665SF - 3BR/2B/2 car garage \$599,000

### CONDOS

Scituate (c) 1,920SF - 2BR/2.5B/1 car garage \$529,000

### TOWNHOUSE

Hamilton (0 1,625SF - 2BR/2B/1 car garage \$519,000  
1st Floor - Garden Style w/ Basement  
Pavilion (g) 2,200SF - 2BR/2B/1 car garage \$549,000  
2nd Floor - Garden Style w/ Basement



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# APPROVAL PROCESS

40-B INCOME LIMITS / BUYER PROFILE

# APPROVAL PROCESS

1. Density of project
2. Engineering – drainage, water, sewer, landscaping
3. Architecture
4. Native American and Archaeological Concerns
5. Endangered Species
6. Traffic Study
7. Conservation Commission Order of Conditions
8. Board of Health Concerns
9. Fiscal impact on Town and School System
10. Buyer Profile and Income Limits
11. Local Preference
12. Anticipated Sales Prices - Affordable and Market Rate Units



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**40-B INCOME LIMITS / BUYER PROFILE**

# 40-B BUYER PROFILE

## Typical Buyer Profile

- First -Time Home Buyers (FTHB)
- Today's Affordable buyers are typically between the ages of 24 and 39 years of age
- Consisting of workers within town such as municipal employees, teachers, firefighters, police, DPW workers, accountants, etc.
- Employees in other industries such as hospital workers, government employees, construction workers, engineers, technological positions, self-employed, etc.

## 55+ Qualifying Attributes

- At least one household member must be 55 years old or older
- Under the maximum income limits for household size
- Under the maximum asset limit of \$275,000
- Must demonstrate enough funds for the required minimum down payment of 3% of which half (1.5%) can be a gift
- Must provide a pre-approval from a conventional lender
- If you currently own a home, it must be sold prior to purchasing a new home

## First-Time Home Buyer Qualifying Attributes

- First-time homebuyers
- Under the maximum income limits for household size
- Under the maximum asset limit of \$75,000
- Must demonstrate enough funds for the required minimum down payment of 3% of which half (1.5%) can be a gift
- Must provide a pre-approval from a conventional lender.



# 40-B INCOME LIMITS

## Income Limits

Household members	2024 Income limits
1	\$68,500
2	\$78,250
3	\$88,050
4	\$97,800
5	\$105,650

## Estimated Sales Prices

Unit Type	Number of Bedrooms	Estimate Sales Price
Single Family	3 Bedrooms	\$245,300
55+ Duplex	2 Bedrooms	\$221,700
Townhouse Unit	2 Bedrooms	\$221,700

**END**