

AMG

12-19-83

Letter from Prez of Timber Rep.  
re: planned development in Tap.

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AM000110L

**Timber Properties, Inc.**RESIDENTIAL, COMMERCIAL AND INDUSTRIAL  
REAL ESTATE DEVELOPERS40 STIRLING ROAD  
WATCHUNG, N.J. 07060

(201) 754-9191

December 19, 1983

Raymond Trombadore, Esq.  
33 East High Street  
Somerville, New Jersey 08876re: Mountainview at Warren  
Warren Township, New Jersey

Dear Mr. Trombadore:

As President of Timber Properties, Inc., I have prepared an analysis of our proposed residential planned development to be located in Warren Township, New Jersey, to be known as Mountainview at Warren.

In preparing this analysis, I have drawn upon my nearly twenty-five years of experience in real estate building and development, which includes residential homes, garden apartments, townhouses and office buildings in Somerset and Morris Counties. In connection with these numerous developments, I have become familiar with the need to implement innovative, highly cost-efficient building and development concepts to be able to build affordable housing. My varied experience in putting into practice the most efficient methods of providing the highest quality housing for the lowest possible price makes the Supreme Court mandate in Mt. Laurel II for low and moderate cost housing a challenge which my company has agreed to undertake and which will, in fact, provide the housing accommodations which are needed.

While familiarizing myself with the Mt. Laurel II decision, I was pleased to note that the Supreme Court has recognized that which experienced developers such as myself have known for a long time, that housing which is truly affordable for persons of low and moderate income can be built only with the cooperation and assistance of the municipality. In preparing my present analysis, I have incorporated the Supreme Court requirement that the municipality facilitate low and moderate cost housing by eliminating cost-generating features and certain off-site improvement costs.

Raymond Trombadore, Esq.  
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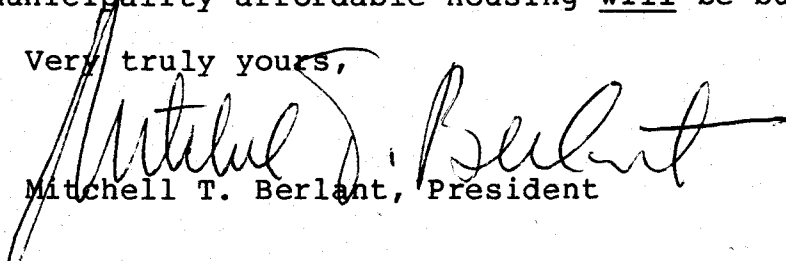
In keeping with Mt. Laurel II, I have incorporated the following assumptions in my analysis which were referred to in the Supreme Court's decision:

1. Median income standards were derived from the SMSA, Newark, New Jersey.
2. No land costs were attributed to the low and moderate cost housing units.
3. No site improvement costs were allocated to the low income housing units and proportionate site improvement costs were allocated to the moderate income units.
4. No builder's profit or developer's fee will be charged to the low and moderate income units.
5. Pricing is based upon 1983 dollar values.

I have performed my analysis based upon the supposition that we would offer 20% of the 850 proposed units, or 170 units, for low and moderate cost "For Sale" housing.

The analysis which is more fully detailed in the exhibits attached hereto indicate that low and moderate income housing can be a reality under stringent guidelines and full cooperation of the municipality in which units are to be built. Our company welcomes the formidable challenge which the Supreme Court has placed upon the developer/builder, and with the cooperation of the court and the municipality affordable housing will be built.

Very truly yours,

  
Mitchell T. Berlant, President

/el  
enclosures

SALE UNIT

LOW INCOME

One Bedroom  
Two Person Per Household  
Median Income \$13,100.00

Hard 600 s.f. x 34	\$20,400.00
Soft	6,600.00
Site	-0-
Sales Price:	<u>\$26,400.00</u>
Sales/s.f.	44.00

PAYMENTS

Down Payment - 20%	5,280.00
Mortgage Balance	21,120.00

MONTHLY PAYMENTS

Debt Service - Principal & Interest 13.5%/25 years	244.79
Common Charges (less 20%)	<u>40.00</u>
Total Monthly Payments	\$284.79

Housing Allowance at 30% - \$327.50

SALE UNIT

LOW INCOME

Two Bedroom  
Four Person Per Household  
Median Income \$16,350.00

Hard 750 s.f. x 34	\$25,500.00
Soft	7,500.00
Site	-0-
Sales Price:	<u>\$33,000.00</u>
Sales/s.f.	44.00

PAYMENTS

Down Payment - 20%	6,600.00
Mortgage Balance	26,400.00

MONTHLY PAYMENTS

Debt Service - Principal & Interest 13.5%/25 years	307.74
Common Charges (less 20%)	<u>54.00</u>
Total Monthly Payments	\$361.74

Housing Allowance at 30% - \$408.75

SALE UNIT  
MODERATE INCOME

One Bedroom  
Two Person Per Household  
Median Income \$20,250.00

Hard 600 s.f. x 34	\$20,400.00
Soft	6,000.00
Site	6,000.00
Sales Price:	<u>\$32,400.00</u>
Sales/s.f.	54.00

PAYMENTS

Down Payment - 20%	6,480.00
Mortgage Balance	25,920.00

MONTHLY PAYMENTS

Debt Service - Principal & Interest 13.5%/25 years	301.92
Common Charges (plus 20%)	<u>60.00</u>
Total Monthly Payments	361.92

Housing Allowance at 30% - \$503.75

SALE UNIT  
MODERATE INCOME

Two Bedroom  
Four Person Per Household  
Median Income \$25,200.00

Hard 750 s.f. x 34	\$25,500.00
Soft	7,500.00
Site	8,000.00
Sales Price:	<u>\$41,000.00</u>
Sales/s.f.	55.00

PAYMENTS

Down Payment - 20%	8,280.00
Mortgage Balance	32,800.00

MONTHLY PAYMENTS

Debt Service - Principal & Interest 13.5%/25 years	382.34
Common Charges (plus 20%)	<u>84.00</u>
Total Monthly Payments	\$466.34

Housing Allowance at 30% - \$630.00

RESUME OF EXPERIENCE  
MITCHELL T. BERLANT

Mitchell T. Berlant has been directly and heavily involved in the business of real estate building and development for nearly twenty-five years. His real estate experience as it pertains to New Jersey includes development of residential homes, garden apartments, townhouses and office buildings concentrated primarily in the Union, Morris, Somerset, Middlesex and Monmouth County region. This includes residential developments of various types in North Plainfield, New Providence, Murray Hill, Watchung, Chatham Township, Piscataway, Middletown, Freehold and Flemington, and office buildings in Madison, Watchung and Scotch Plains.

Mr. Berlant's headquarters for the numerous development companies which he controls is in the Central New Jersey area. This is because Mr. Berlant has found through extensive research and marketing studies that this area, particularly Somerset, Union, and Morris Counties, are tremendously conducive to residential and commercial development due to excellent transportation availability, availability of developable land, favorable topographical and environmental conditions, and, above all, the tremendous demand for all varieties of housing, particularly in the Somerset-Morris County area. Because of these factors, Mr. Berlant has made a tremendous commitment to development in this area, reflected by projects in the following municipalities in which his companies are currently in the process of obtaining approval for multi-family residential developments: Far Hills, Bedminster, Warren, Chatham, Mendham and Chester Township. In addition, Mr. Berlant's companies have already partially completed Madison Commons in Madison, New Jersey, a 208 townhouse development, and have obtained preliminary site plan approval for 73 townhouse units in Morris Township, New Jersey.

Mr. Berlant's areas of expertise in commercial and residential development in these projects are comprehensive and include all phases and aspects of the entire building process, including initial engineering and marketing studies to determine whether and what kind of development a property is suitable for; obtaining all necessary zoning and municipal approvals and regulatory permits; construction; and marketing and sale of the project. His nearly twenty-five years of experience in all types of residential and commercial development have enabled him to become fully knowledgeable with all these aspects of development, particularly as they pertain to development in the Somerset-Morris County area. Because of his



long-time personal proximity to this region, Mr. Berlant maintains constant familiarity with the latest, most up-to-date housing trends; methods and costs of multi-family residential construction; regional housing needs; and recent developments in land use law, including in particular the impact upon builders and developers of the Supreme Court's Mt. Laurel II decision. With regard to this decision, Mr. Berlant has gathered all available data and information from sources in the planning, engineering, marketing and real estate development and construction fields to aid his companies in formulating proposals for low and moderate income housing in each municipality in which Mr. Berlant's companies have property which he has designated for multi-family development.