



**MALONE**

*Commercial and Investment Real Estate*

Malone Commercial Brokers, Inc.  
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September 17, 2012

Falmouth Town Council  
To Whom It May Concern:

I am writing to address the history behind Lot 3 at West Falmouth Crossing.

As a point of reference, Malone Commercial Brokers was and has been involved with the majority of all marketing efforts for the entire West Falmouth Crossing project. While we were successful in selling all of the available pad sites for the original developer of this project, several of the pads remained undeveloped for many years. Multiple pads were simply purchased by real estate speculators hoping to attract a future tenant. Since the original approval of the West Falmouth Crossing district, the real estate market as a whole, has suffered for the last 10 years. That being said, of all the pads sold, only 2 remain undeveloped.

Lot 3 was listed for approximately one year. During that time, it was listed on multiple local and national commercial databases as well as our web site. Broadcast emails were sent to fellow brokers as well as our clients. The property was also presented to commercial brokers at periodic marketing meetings.

Aside from the current Letter of Intent with a for profit company, there is no other interest in the property at this time.

I have personally sold several of the pad sites at West Falmouth Crossing over the years. During that time, I was unaware of the 10 year limit on this zone. As mentioned, the original developer is no longer involved in this project. The 10 year time limit certainly came as a surprise to the current lot owner, and he is very eager to resolve this oversight and proceed with a sale to the current developer, who in turn, is eager to submit a site plan application to the Town of Falmouth Planning Board. We are hopeful the Town Council will extend the 10 year limit as outlined in the original zoning due to the fact that were extreme market conditions that precluded the full absorption and build-out of these lots to this point.

I am a 20 year veteran and partner at Malone Commercial Brokers.

Respectfully,

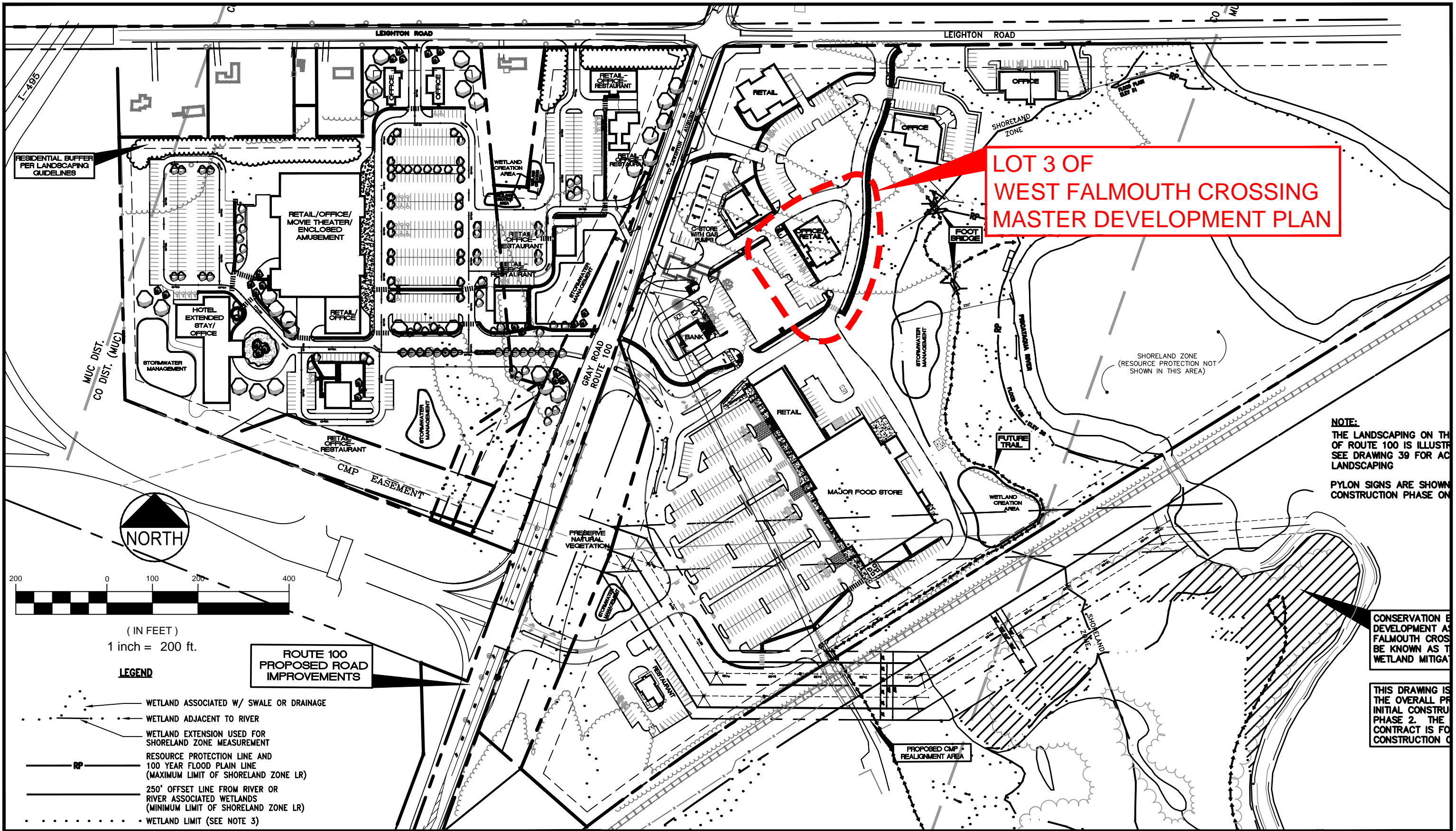
  
John Doyon, CCIM  
Partner



SERVING CLIENTS IN NORTHERN NEW ENGLAND SINCE 1970



Individual Member

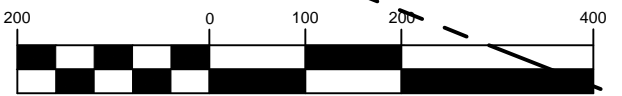


**LOT 3 OF  
WEST FALMOUTH CROSSING  
MASTER DEVELOPMENT PLAN**

**NOTE:**  
THE LANDSCAPING ON THE  
OF ROUTE 100 IS ILLUSTRATED  
SEE DRAWING 39 FOR A COMPLETE  
LANDSCAPING  
PYLON SIGNS ARE SHOWN FOR  
CONSTRUCTION PHASE ONE

CONSERVATION EASEMENT  
DEVELOPMENT AS PART OF THE  
FALMOUTH CROSSING PROJECT  
BE KNOWN AS THE WEST FALMOUTH  
WETLAND MITIGATION

THIS DRAWING IS THE OVERALL PROJECT FOR  
INITIAL CONSTRUCTION PHASE 2. THE CONTRACT IS FOR CONSTRUCTION OF



(IN FEET)  
1 inch = 200 ft.

**LEGEND**

- WETLAND ASSOCIATED W/ SWALE OR DRAINAGE
- WETLAND ADJACENT TO RIVER
- WETLAND EXTENSION USED FOR SHORELAND ZONE MEASUREMENT
- RP — RESOURCE PROTECTION LINE AND 100 YEAR FLOOD PLAIN LINE (MAXIMUM LIMIT OF SHORELAND ZONE LR)
- 250' OFFSET LINE FROM RIVER OR RIVER ASSOCIATED WETLANDS (MINIMUM LIMIT OF SHORELAND ZONE LR)
- WETLAND LIMIT (SEE NOTE 3)

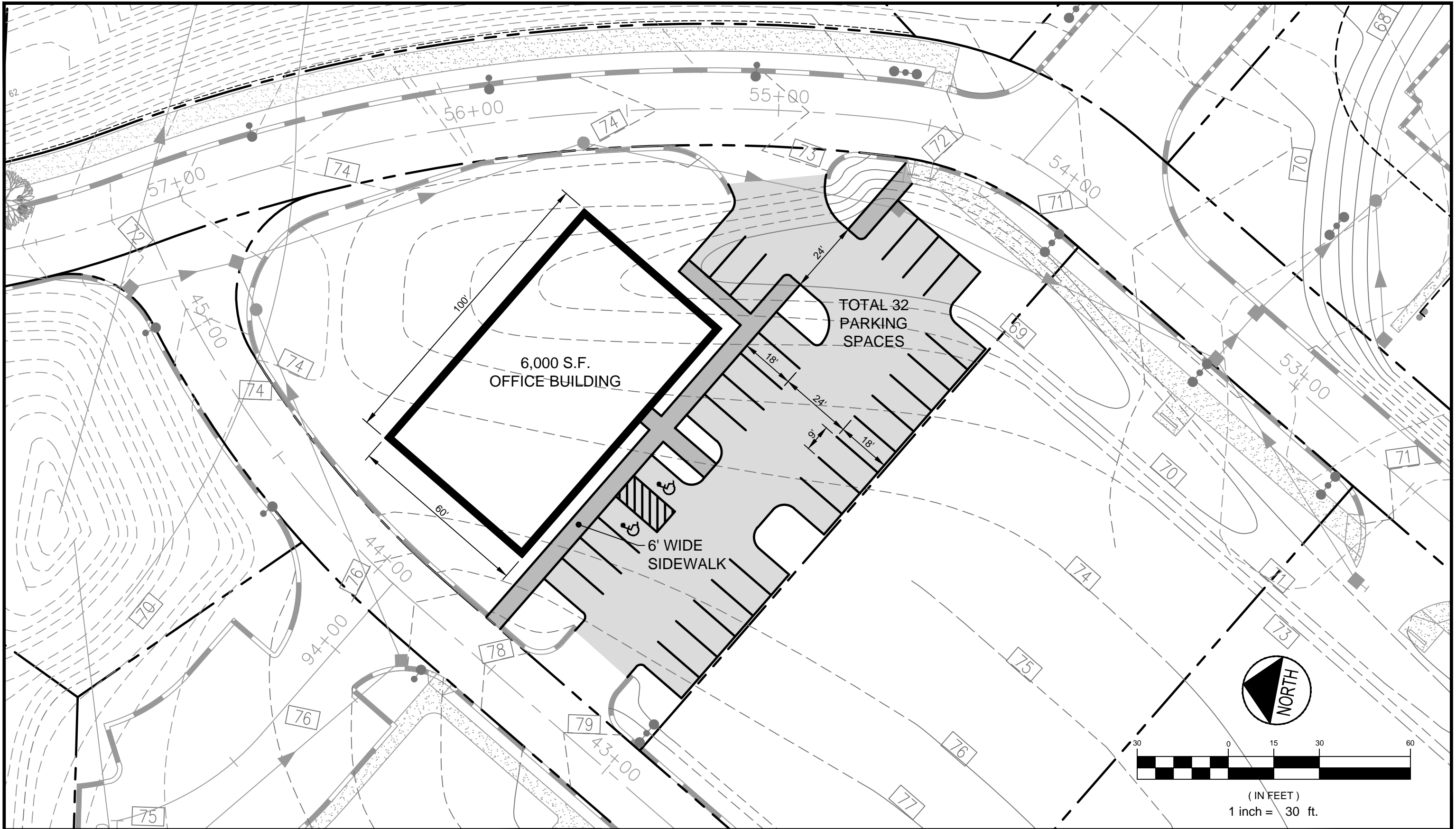
**ROUTE 100  
PROPOSED ROAD  
IMPROVEMENTS**

**DH** DeLuca-Hoffman Associates, Inc.  
778 MAIN STREET, SUITE 8  
SOUTH PORTLAND, ME 04106  
207.775.1121  
WWW.DELUCAHOFFMAN.COM

DRAWN:	CDD	DATE:	SEPT. 2012
DESIGNED:	JAL	SCALE:	1" = 200'
CHECKED:	JAL	JOB NO.:	3148
FILE NAME:	3148-MASTER		

**LOT 3 OF WEST FALMOUTH CROSSING  
EXCERPT OF THE MASTER DEVELOPMENT PLAN**

FIGURE  
**EXHIBIT A**



**DH**  
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DRAWN:	CDD	DATE:	SEPT. 2012
DESIGNED:	JAL	SCALE:	1" = 30'
CHECKED:	JAL	JOB NO.:	3148
FILE NAME:	3148-BASE		

**WEST FALMOUTH CROSSING**

**LOT 3 CONCEPT PLAN  
 SEPTEMBER 2012**

FIGURE  
**EXHIBIT B**