

Considerations for a Dual Rate

- Rent comparisons are important and are being studied ... but what we *can't* see is a landlord's profit margin
- Passing overrides is good for business – don't make it harder for residents to pass them
- What are other towns doing and why? Who has a dual rate:
 - 1/3 of towns, but not where commercial real estate (CRE) revenue is important
 - 70% of the 20 towns where CRE revenue is most important
 - 76% of the Commonwealth's tax revenue comes from dual-rate towns
 - 27 of 30, and 95% of the revenue from, top 30 CRE revenue towns come from dual-rate structures (Natick, Plymouth, and, yes, Wellesley)
 - Why? For the reason we are facing – not having to go to the residential “well” once too often, as a smoothing effect for those that provide the wealth to CRE
- CRE accesses 55% more wealth today than 25 years ago – a huge appreciation of the CRE “currency”

The Appreciation of Wellesley's Commercial Real Estate "Currency"

