

OLD BUFFALO FOREST

This solid timber investment opportunity has high-quality timber resources, excellent access, and private camp-building options.



Bear Notch Stream which runs through the land - old mill site seen center right.

*264 Surveyed Acres
West Fairlee, Orange County, Vermont*

Price: \$414,000

PROPERTY OVERVIEW

For the last 35 years, the forest management objective of this property has been the promotion of high-quality sawlogs and veneer through an asset appreciation silvicultural regime. As a result, the property is well-suited to the investor seeking a long-term or short-term timber investment.

Property highlights include:

- Desirable species composition with value dominated by maple, oak, ash and pine;
- High overall stocking with an average of 29 total cords per acre;
- Diameter distribution represented largely by 65-100-year-old stems, with a sawlog volume of 5.6 MBF/acre;
- Exceptional stem quality in both the sawlog and growing stock classes;
- Forest Stewardship Council (FSC) certified management practices;
- Developed access, enabling full property coverage for future forestry activity;
- Low carrying cost with taxes of \$1,067/year;
- Subdivision potential with multiple camp-building options.



Stand 8 - mature hardwoods, thinned in 2018.



Bear Notch Valley looking south with pine stands along road.

LOCATION

The property is located in a rural forested region in east-central Vermont, where homes are widely scattered and small family farms occupy the fertile valleys.

The location is appealing given its proximity (5 miles) to Lake Fairlee, a small lakeside community that has shaped this rural location to include summer homes and numerous camps. Closer to the property, the hamlet of West Fairlee Center hosts a church and community center, serving as the gateway to Bear Notch Road and the property, 1.5 miles beyond.

The land's convenient positioning to the I-91 corridor (11 miles to the east) enhances the capacity for efficiently transporting forest products to various markets within Vermont, New Hampshire, Maine and across the border into Quebec, Canada.

The Town of Fairlee and Exit 15 along I-91 is 11 miles to the east. Fairlee hosts various stores, restaurants, Lake Morey, and the Lake Morey Resort & Golf Course. A strong jobs market exists within the Upper White River Valley, with the Towns of Norwich and Hanover located 21 miles south.

ACCESS & BOUNDARIES

Primary access to the property is provided by Bear Notch Road, a Class 4, unmaintained town road which runs through the western portion of the land (this road is used as a snowmobile trail during winter months). The property's southern boundary is roughly 1.5 miles from town-maintained Middlebrook Road to the south. Once 1,000' into the land, there is an approximately 1-acre cleared established landing. The entire length of the access road to the landing from Middlebrook Road is in excellent condition and is suitable for all forms of forestry truck traffic.

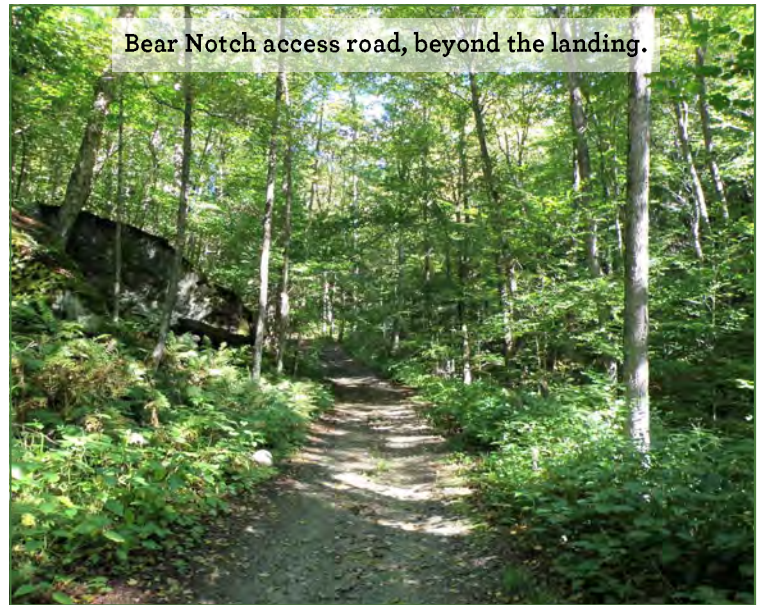
Scrutton Hill Road, also a Class 4 town road, provides access to the property's eastern end, forming the eastern boundary for 0.3 miles. This road was significantly upgraded within the last three years, providing log truck and car access to this eastern side of the land.

Boundary lines have been updated with red paint in +/-2011; therefore, the boundaries remain in good condition, with no maintenance required for another five or so years.

TAXES & TITLE

Property taxes in 2022 were \$1,067.34. The entire property is enrolled in the State of Vermont's Use Value Appraisal (UVA) program. The property is owned by Christine & Laurent Visconti, whose deed is recorded in the West Fairlee town office in Book 56, Page 138.

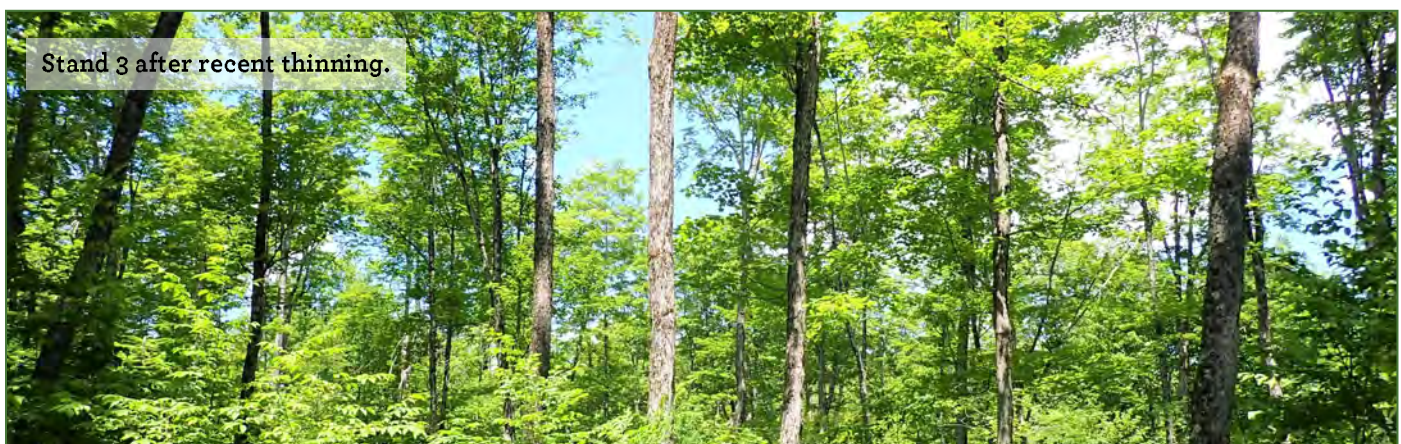
The acreage total of 264 used in this report and in determining timber volumes is based on the property's September 1989 survey conducted by Blake Thomsen, which sets acreage at 264.



Bear Notch access road, beyond the landing.



Scrutton Hill Road, recently graveled with property on left.



Stand 3 after recent thinning.

SITE DESCRIPTION

The property has been shaped by its former uses, including an intensive period of farming and homesteading going back to the late 1700s. Field evidence, such as an old cellar hole, a historic bridge abutment, stone walls, and a mill water abutment, have all been noted in the forest. Nearly all of the land was formally used for some form of agricultural activity. Today, most of the forest stands became established naturally after farming gradually ended in the late 1800s, reflecting historic property use patterns.

The property is set at the northern reaches of the Bear Notch Valley, which defines the majority of the land's terrain. The headwaters of Bear Notch Brook flow through this tight valley, with nearly 80% of the terrain sloping towards the Bear Notch access road. The Old Buffalo mountain peak sits just to the north of the land, creating a ridge at the forest's eastern end where the remaining land slopes to Scruton Road. Elevations range from 1,420' along the ridge to 860', where the brook leaves the property.

The terrain is dominated by moderate to steep slopes, well-suited to a combination of traditional and fully-mechanized forest operational equipment. However, some of the steepest slopes will require conventional logging equipment and associated trail-building machinery. With the exception of a few isolated low-lying areas, soils are well-drained with average productivity.

Former landing area along Bear Notch Road, nice camp site.



Bear Notch Stream and old mill site along stream.



Dense mixed wood stand on land's eastern slope.

TIMBER RESOURCE

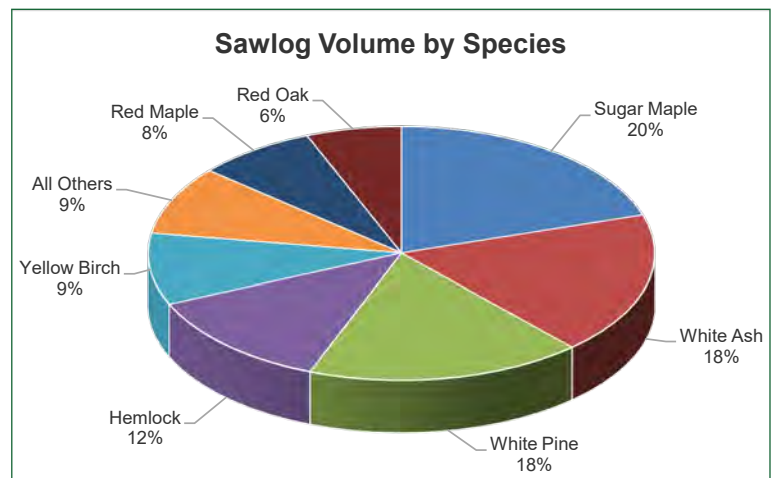
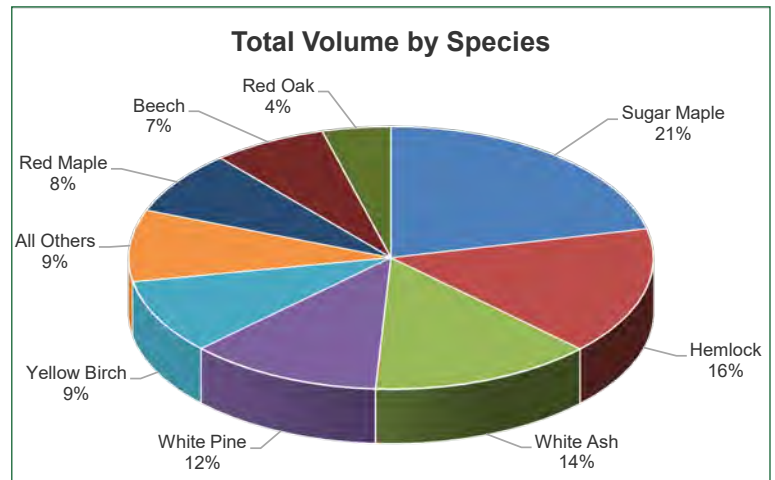
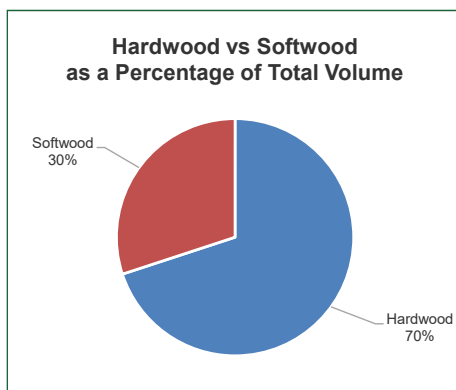
Timber data in this report are based on a comprehensive and monumented timber inventory conducted in August 2016 by F&W Forestry Services. Fifty-nine points were sampled, covering a 450' X 450' grid using a 15-factor prism. Sampling statistics were $\pm 16.9\%$ standard error for sawlog products and $\pm 11.6\%$ for all products combined at the 95% confidence interval, figures well within industry standards. Upon applying growth for 2017-2022 and subtracting harvest volumes for a thinning in 2022 and another small thinning in the winter of 2022, the timber data reveal a total sawlog volume of 1,431 MBF International $\frac{1}{4}$ " scale (5.6 MBF/commercial acre) with 4,528 pulpwood cords (17.7 cords/commercial acre). The combined total commercial per acre volume is 28.9 cords, a figure in excess of the regional average. Based on this information, stumpage values were assigned by F&W in March of 2023, producing a property-wide Capital Timber Value (CTV) of \$341,800 (\$1,293/total acre). See the Timber Valuation in this report for details.



Species Composition:

Species composition of hardwoods prevails, with hardwoods at 70% and softwoods at 30% of total volume. Total species composition offers a wide mix, including white pine, from the land's historic agricultural uses and red oak due to the property's close proximity to the Connecticut River Valley, where this species is more common. Sawlog volume comes primarily from sugar maple, ash, pine, hemlock and yellow birch. Notable associates include red spruce, red maple, white birch, black cherry and beech.

Eight forest stands have been delineated in the 2019 Forest Management Plan; these stands are depicted on the property maps.

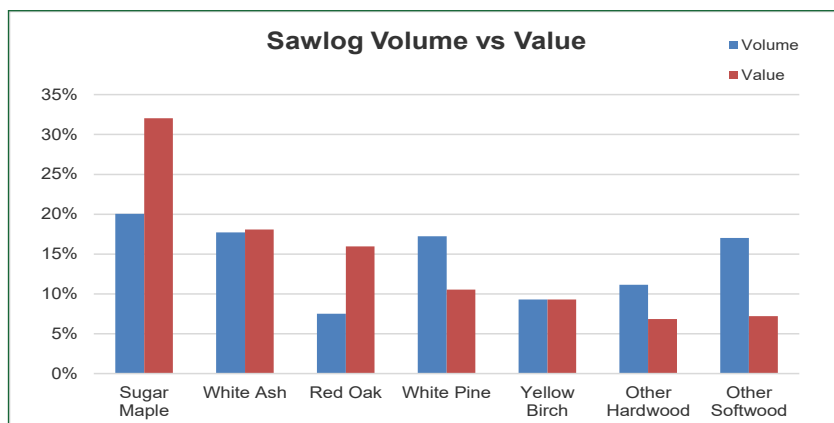


TIMBER RESOURCE (continued)

Sawlog Value/ Thinning History:

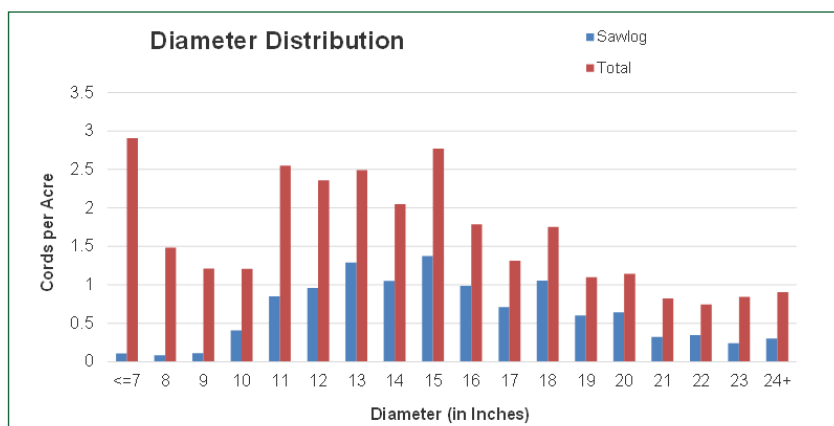
Sawlog value is largely dominated by maple, ash and oak (66%), with white pine (10%) and yellow birch (9%) comprising much of the balance.

Most of the Old Buffalo Forest has seen moderate silvicultural activity during the last 10 years, consisting of thinning and shelterwood harvests. The more recent activity was in 2018 within stands 8-10 (eastern side of the land) in the form of thinning. In the winter of 2022, +/- 35% of the acreage in stands 1, 3 & 5 were thinned.



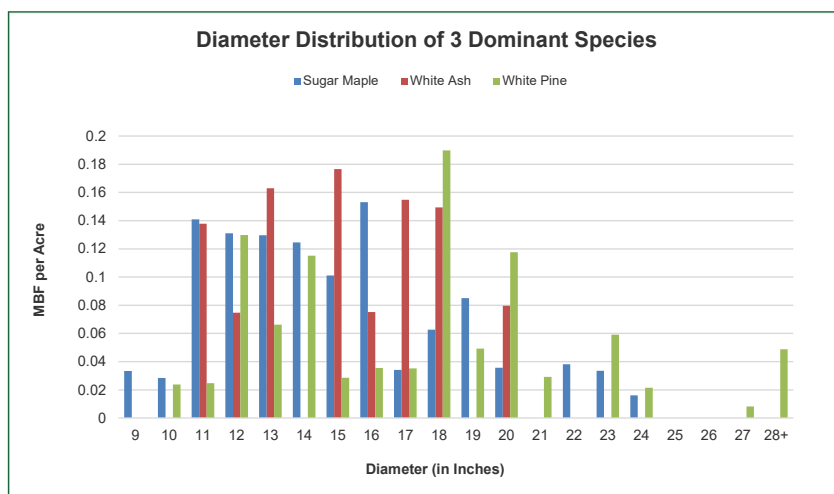
Diameter Distribution:

The average diameter for all products combined is 14.0", with the sawlogs slightly above 15", indicating a forest with components approaching financial maturity. Average sawlog diameters for key species include sugar maple at 14.5", white ash at 15.0", and white pine at 17.5" (mature). While the forest possesses growing stock within the 5-10" diameter classes, the majority of stocking is middle-aged (65-85 years old). A sizeable mature age class is also represented from the considerable volume within the 18" and greater diameters. This latter attribute is a testament of the long-term asset appreciation silviculture conducted on the property over the past 35 years, the goal of which was to promote high-valued sawlogs and veneer.



Stocking and Stem Quality:

The 2016 inventory data indicate a forest-wide commercial acreage of 256, with total basal area at 104 ft²/acre (the majority of stands are B-Line stocked) and acceptable growing stock basal area at 67 ft²/acre, indicating high stocking of both total volume and acceptable quality stems. The occurrence of high-quality stems are common throughout this property.



The 2019 Forest Management Plan is comprehensive and available upon request.

Fountains Land Inc. is the exclusive broker representing the seller's interest in the marketing, negotiating and sale of this property. Fountains has an ethical and legal obligation to show honesty and fairness to the buyer. The buyer may retain brokers to represent their interests.

All measurements are given as a guide, and no liability can be accepted for any errors arising therefrom. No responsibility is taken for any other error, omission, or misstatement in these particulars, nor do they constitute an offer or a contract. We do not make or give, whether in these particulars, during negotiations or otherwise, any representation or warranty in relation to the property.

TIMBER VALUATION

Old Buffalo Forest

Timber Valuation

Prepared By

F&W FORESTRY SERVICES INCORPORATED

West Fairlee, Orange County, Vermont
March 1, 2023

264 GIS Acres
256 Commercial Acres

Species	Volume MBF/CD	Unit Price Range			Total Value
		Low	High	Likely	Likely
Sawtimber - MBF (International 1/4")					
Sugar Maple	195	325.00	450.00	400.00	78,100
White Ash	196	225.00	325.00	275.00	53,900
Yellow Birch	94	250.00	325.00	300.00	28,100
Red Oak Veneer	26	600.00	1,000.00	800.00	20,600
Red Oak	76	150.00	300.00	250.00	19,100
Red Maple	82	175.00	300.00	250.00	20,400
White Pine	108	140.00	180.00	165.00	17,900
Sugar Maple Pallet	106	50.00	100.00	75.00	7,900
Spruce/Fir	75	90.00	150.00	125.00	9,400
Hemlock	196	25.00	60.00	45.00	8,800
Sugar Maple Veneer	7	800.00	1,200.00	1,000.00	6,900
Yellow Birch Veneer	7	600.00	1,000.00	800.00	5,700
Yellow Birch Pallet	53	30.00	60.00	40.00	2,100
Hardwood Pallet / Grade 3	93	25.00	50.00	30.00	2,800
White Birch	32	50.00	150.00	100.00	3,200
Red Oak Pallet	15	30.00	60.00	50.00	800
White Pine Pallet	64	10.00	25.00	15.00	1,000
Black Cherry	3	175.00	250.00	225.00	700
Beech	4	25.00	40.00	30.00	100
Pulpwood - Cords					
Hardwoods	3,319	10.00	16.00	15.00	49,800
Hemlock	862	3.00	6.00	4.00	3,400
White Pine	325	2.00	4.00	3.00	1,000
Spruce/Fir	23	2.00	4.00	3.00	100

Totals					
Sawtimber Total	1,431 MBF				\$287,500
Sawtimber Per Acre	5.414 MBF				\$1,087
Sawtimber Per Comm. Acre	5.591 MBF				\$1,123
Cordwood Total	4,528 Cords				\$54,300
Cordwood Per Acre	17.1 Cords				\$205
Cordwood Per Comm. Acre	17.7 Cords				\$212
Total Per Acre					\$1,293

Total Value	<u>Low</u>	<u>High</u>	<u>Likely</u>
	\$299,700	\$370,500	\$341,800

BASED ON A SEPTEMBER 2016 INVENTORY CRUISE BY FOUNTAINS FORESTRY

Inventory was based on 59 points taken on a 450' x 450' grid using a BAF 15 prism

Statistical Results: ±17.2% for all sawlog products and ±11.6% for products combined at the 95% Confidence Level

Growth applied for five (5) season at average rates based on FIA data for Orange, Washington and Windsor Counties in Vermont.

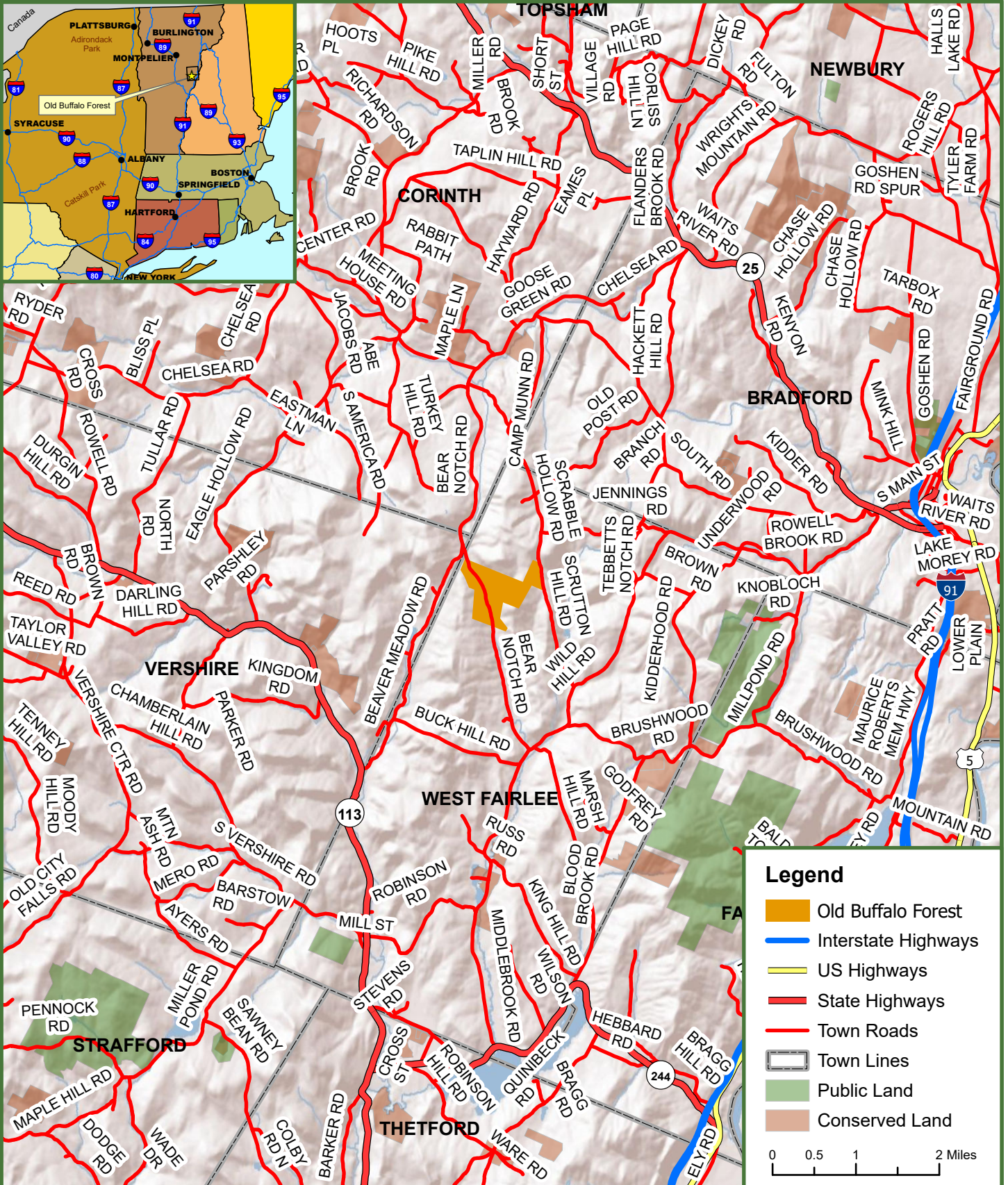
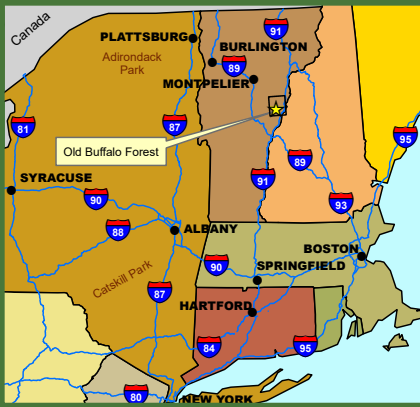
The volumes and values reflect estimated total capital value of merchantable timber.

The volumes and values are not a liquidation value.

Prices are averages for the area and are adjusted to reflect, access, quality and operability of the site.

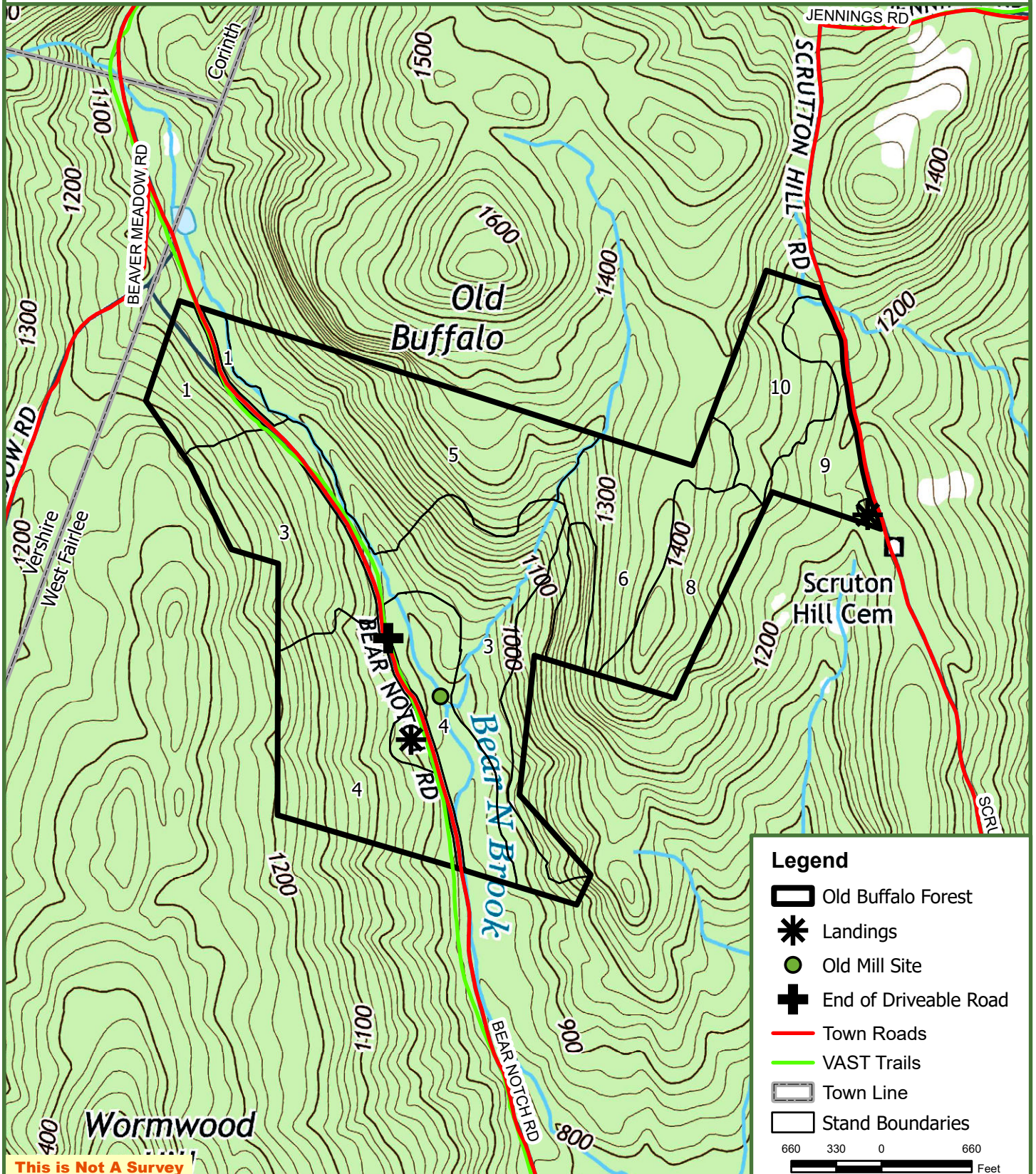


Locus Map
Old Buffalo Forest
264 Survey Acres
West Fairlee, Orange County, Vermont



Old Buffalo Forest

264 Survey Acres
West Fairlee, Orange County, Vermont

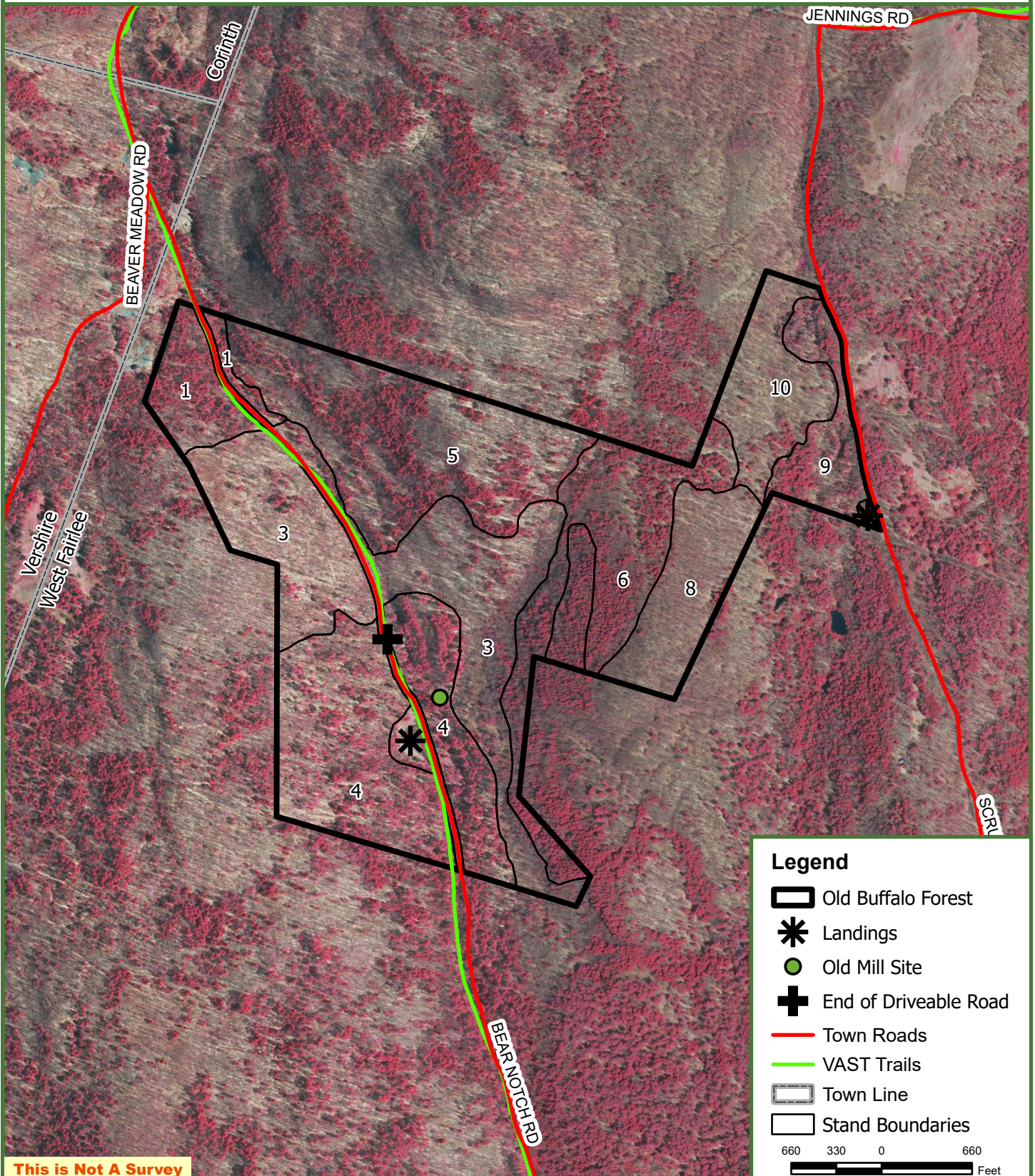


Map produced from the best available information including VCGI town tax maps polygon, hand held GPS data, aerial photography and reference information obtained from publicly available GIS sources. Boundary lines portrayed on this map are approximate and could be different than the actual location of boundaries found in the field. Map is not a survey.



Old Buffalo Forest

264 Survey Acres
West Fairlee, Orange County, Vermont



This is Not A Survey

Map produced from the best available information including VCGI town tax maps polygon, hand held GPS data, aerial photography and reference information obtained from publicly available GIS sources. Boundary lines portrayed on this map are approximate and could be different than the actual location of boundaries found in the field. Map is not a survey.



Vermont Real Estate Commission Mandatory Consumer Disclosure



[This document is not a contract.]

This disclosure must be given to a consumer at the first reasonable opportunity and before discussing confidential information; entering into a brokerage service agreement; or showing a property.

RIGHT NOW YOU ARE NOT A CLIENT

The real estate agent you have contacted is not obligated to keep information you share confidential. ***You should not reveal any confidential information that could harm your bargaining position.***

Vermont law requires all real estate agents to perform basic duties when dealing with a buyer or seller who is not a client. All real estate agents shall:

- Disclose all material facts known to the agent about a property;
- Treat both the buyer and seller honestly and not knowingly give false or misleading information;
- Account for all money and property received from or on behalf of a buyer or seller; and
- Comply with all state and federal laws related to the practice of real estate.

You May Become a Client

You may become a client by entering into a written brokerage service agreement with a real estate brokerage firm. Clients receive the full services of an agent, including:

- Confidentiality, including of bargaining information;
- Promotion of the client's best interests within the limits of the law;
- Advice and counsel; and
- Assistance in negotiations.

You are not required to hire a brokerage firm for the purchase or sale of Vermont real estate. You may represent yourself.

If you engage a brokerage firm, you are responsible for compensating the firm according to the terms of your brokerage service agreement.

Before you hire a brokerage firm, ask for an explanation of the firm's compensation and conflict of interest policies.

Brokerage Firms May Offer

NON-DESIGNATED AGENCY or DESIGNATED AGENCY

- **Non-designated agency** brokerage firms owe a duty of loyalty to a client, which is shared by all agents of the firm. No member of the firm may represent a buyer or seller whose interests conflict with yours.
- **Designated agency** brokerage firms appoint a particular agent(s) who owe a duty of loyalty to a client. Your designated agent(s) must keep your confidences and act always according to your interests and lawful instructions; however, other agents of the firm may represent a buyer or seller whose interests conflict with yours.

THE BROKERAGE FIRM NAMED BELOW PRACTICES

NON-DESIGNATED AGENCY

I / We Acknowledge Receipt of This Disclosure

This form has been presented to you by:

Printed Name of Consumer

Fountains Land
Printed Name of Real Estate Brokerage Firm

Signature of Consumer

Date

Michael Tragner
Printed Name of Agent Signing Below

[] Declined to sign

Printed Name of Consumer

[Signature]
Signature of Agent of the Brokerage Firm

Date

Signature of Consumer

Date

[] Declined to sign