



COMPARATIVE
MARKET ANALYSIS

Town Of St. Johnsbury

249 Bay Street, St. Johnsbury, Vermont

Welcome!

A Comparative Market Analysis (CMA) serves as a fundamental tool utilized by real estate professionals to ascertain the value of a property by juxtaposing it against similar properties in terms of size, features, and location.

When undertaking a CMA for a property, the findings are documented in a comprehensive report. Although there are no rigid guidelines governing the contents of such reports, they commonly encompass the following key elements:

- Identification of the subject property alongside comparable properties.
- Recorded sales prices of the properties.
- Detailed descriptions of each property under consideration, including acreage.
- Square footage measurements for accurate comparison.
- Determination of the fair market value of the subject property based on the comparative analysis conducted.

At Tim Scott Real Estate, we recognize the significance of a thorough CMA in aiding informed decision-making processes. Vermont properties are often one-of-a-kind, with characteristics that don't always line up perfectly with others—so while a CMA provides valuable guidance, it's just one piece of the puzzle. We take great care in compiling these reports and are always here to walk through the details with you. Your satisfaction and confidence in your real estate endeavors are our utmost priority.



Tim Scott

BROKER

Connect with me:

-  802-535-9436
-  tim@tsrevt.com
-  timscottrealestate.com
-  725 Railroad Street
St. Johnsbury, Vermont

CAI Property Card

Town of St. Johnsbury, VT

Attachment B- Real Estate Valuation



GENERAL PROPERTY INFORMATION	BUILDING EXTERIOR
LOCATION: 249 BAY ST ST ACRES: 1.32 PARCEL ID: 243031 LAND USE CODE: COMMERCIAL CONDO COMPLEX: OWNER: FHS HOLDINGS LLC CO - OWNER: MAILING ADDRESS: PO BOX 1125 MANCHESTER CENTER, VT 05255 ZONING: PATRIOT ACCOUNT #: 1742	BUILDING STYLE: COMM/SMALL UNITS: 0 YEAR BUILT: 1900 FRAME: WOOD EXTERIOR WALL COVER: VINYL ROOF STYLE: FLAT ROOF COVER: RUBBER
	BUILDING INTERIOR
SALE INFORMATION SALE DATE: 11/13/2020 BOOK & PAGE: 463-151 SALE PRICE: \$290,000 SALE DESCRIPTION: MULTIPTTR SELLER: ALLEN LUMBER COMPANY	INTERIOR WALL: DRYWALL FLOOR COVER: LINO/VINYL HEAT TYPE: FORCED H/W FUEL TYPE: OIL PERCENT A/C: False # OF ROOMS: 0 # OF BEDROOMS: 0 # OF FULL BATHS: 0 # OF HALF BATHS: 1 # OF ADDITIONAL FIXTURES: 0 # OF KITCHENS: 0 # OF FIREPLACES: 0 # OF METAL FIREPLACES: 0 # OF BASEMENT GARAGES: 0
PRINCIPAL BUILDING AREAS	
GROSS BUILDING AREA: 9,413 FINISHED BUILDING AREA: 5,832 BASEMENT AREA: 3,040 # OF PRINCIPAL BUILDINGS: 1	
ASSESSED VALUES	
LAND: \$99,000 YARD: \$75,100 BUILDING: \$348,700 TOTAL: \$522,800	
SKETCH	PHOTO



www.cai-tech.com

This information is believed to be correct but is subject to change and is not warranted.

Commercial Sale

5011677

Closed

115 Lincoln Street

St. Johnsbury

Unit/Lot #

VT 05819

Listed: 8/28/2024

Closed: 5/13/2025

DOM: 148

\$500,000

\$475,000



Village/Dist/Locale

County

VT-Caledonia

Year Built

1957

Building Area Total

Building Area Source

Total Available Area

Total Available Area Source

Zoning

St. Johnsbury

Road Frontage

Yes

Road Frontage Length

250

Lot Size Acres

2.26

Traffic Count

Loss Factor Percentage

Vacancy Factor

Taxes TBD

Yes

Tax Year Notes

Tax Annual Amount \$0.00

Tax Year

2024

Gross Income

Net Income

Operating Expense

Business Type Development, Hospitality,
Investment, Multi-Family, Office,
Opportunity, Other, Retail

Activation Date



Property Panorama VTour

Directions From the intersection of Portland Street and Concord Avenue, continue on Portland Street East. Turn right on Lincoln (just across from Locally Social). Continue 1.5 blocks to the property on the left.

Public Remarks This well built single story building is located conveniently near the downtown district of St. Johnsbury. Just a short distance off of Route 2, this large lot offers ample parking. This is a former school building with classroom and office spaces as well as a well appointed kitchen and large gymnasium or warehouse space. This could be a perfect office complex, senior living center, retail space, recreational center, or so much more! Heating system was updated in 2022.

STRUCTURE

Construction Materials Brick Exterior

Building Number

Total Units

of Stories

1

Divisible SqFt Min

Divisible SqFt Max

List \$/SqFt Total Available

BasementNo

Basement Access Type

Ceiling Height

Total Elevators

Total Loading Docks

Dock Levelers

Dock Height

Total Drive-in Doors

Door Height

LEVEL

TYPE

DESCRIPTION

UNIT 1

UNIT 2

UNIT 3

UNIT 4

UNIT 5

UNIT 6

UNIT 7

UNIT 8

UTILITIES

GasNatAval

Water Source Public

Sewer Public

Utilities Cable Available, Telephone Available

Electric Company Fuel

Company Water

Company Phone

Company Cable Company

Internet Service Provider

115 Lincoln Street

Attachment B Real Estate Valuation

St. Johnsbury VT 05819



Commercial Sale**5027493****Closed****1174 Memorial Drive****St. Johnsbury****Unit/Lot #****VT 05819****Listed: 1/21/2025****Closed: 10/1/2025****DOM: 182****\$549,000****\$477,000****Village/Dist/Locale**

County	Year	Built
VT-Caledonia	1995	Assessor
Total Available Area	6,170	Assessor
Source Zoning Road	6,170	Assessor
Frontage Length Lot	Commercial and	Mixed Use
Size Acres Traffic	Yes	100
Count Loss Factor	100	1.00
Percentage Vacancy		

Taxes TBD	No
Tax Year Notes	
Tax Annual Amount	\$7,880.78
Tax Year	2024
Gross Income	\$52,650
Net Income	
Operating Expense	

Business Type	Investment, Opportunity, Other
Business Type Use	Free Standing Building
Activation Date	

Directions Take Route 5 North from St. Johnsbury; property is on the right just north of Maple Center Motors

Property Panorama VTour

Public Remarks This 30 year old, 6,000+ SF, commercial, steel frame, building sits on a 1 acre lot right on busy US Route 5 in St. Johnsbury between downtown and the Green Mountain Mall. It has been used as a retail store/warehouse for a bread company since it was built. It is presently under a triple net lease until the end of October next year. It would make an ideal spot for your business or you can continue to lease it out and use it as an investment. It's a great opportunity for someone wanting a high visibility location for a business or wanting to invest for income and future appreciation.

STRUCTURE**Construction Materials** Metal, Metal Clad Exterior**Roof** Membrane**Foundation Details** Concrete Slab**Building Number****Total Units** 1**# of Stories** 1**Divisible SqFt Min****Divisible SqFt Max****List \$/SqFt Total Available** \$88.98**Basement**No**Basement Access Type****Basement Description**None**Ceiling Height****Total Elevators****Total Loading Docks**1**Dock Levelers****Dock Height****Total Drive-in Doors****Door Height****LEVEL****TYPE****DESCRIPTION****UNIT 1**

1

Other

UNIT 2**UNIT 3****UNIT 4****UNIT 5****UNIT 6****UNIT 7****UNIT 8****UTILITIES****Heating** Blowers, Forced Air, In Ceiling**Gas**NatAval No**Water Source**Community**Sewer** Community**Electric** 200+ Amp Service, Circuit Breaker(s)**Utilities** Site **Electric****Company**GMP **Fuel****Company**Amerigas **Water****Company** **Phone****Company** **Cable****Company** Consolidated Comm. Spectrum**Internet Service Provider**

Cable at Site, Gas On-Site, Telephone at

1174 Memorial Drive



Attachment B - Real Estate Valuation

5027493



St. Johnsbury VT 05819



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Listed by:

Maurice Chaloux/Parkway Realty

Commercial Sale
4972830
Closed

1049 Memorial Drive
St. Johnsbury VT 05819
Unit/Lot #

Listed: 10/4/2023
Closed: 2/13/2024
DOM: 66
\$500,000
\$500,000



Village/Dist/Locale

County VT-Caledonia
Year Built 2013
Building Area Total 2,720
Building Area Source
Total Available Area
Total Available Area Source
Zoning Commercial
Road Frontage Yes
Road Frontage Length 515
Lot Size Acres 0.78
Traffic Count
Loss Factor Percentage
Vacancy Factor

Taxes TBD Yes
Tax Year Notes
Tax Annual Amount
Tax Year 2023
Gross Income
Net Income
Operating Expense

Business Type Office, Retail

Activation Date



Property Panorama VTour

Directions From HWY 91, exit 22, take Hospital Drive to the light. Turn left. Property is on the left.

Public Remarks Offered for sale is an extremely well built and energy efficient structure with high visibility in the heart of St. Johnsbury. With a parking capacity for over 50 cars, the potential uses are endless. This is currently operated as an auto sales and service center, UHAUL rental Services and Town Taxi Company. The potential is here for a brewery, distillery, restaurant, office space, warehouse or manufacturing (some uses may be subject to town approval). This property has river frontage but is not located in the flood zone. The exterior walls are all insulated with spray foam. All lighting is LED. Ceilings have blown-in insulation. There is an existing office / retail space with a 1/2 bath and kitchen. This property is one of the few that will not need updating or repairs and offers exceptional visibility and accessibility.

STRUCTURE

Construction Materials Wood Frame, Vinyl Siding
Roof Asphalt Shingle
Foundation Details Below Frost Line, Concrete

Building Number
Total Units
of Stories 1
Divisible SqFt Min
Divisible SqFt Max
List \$/SqFt Total Available

Basement No
Basement Access Type

Ceiling Height
Total Elevators
Total Loading Docks
Dock Levelers
Dock Height
Total Drive-in Doors 2
Door Height 13

LEVEL	TYPE	DESCRIPTION
UNIT 1		
UNIT 2		
UNIT 3		
UNIT 4		
UNIT 5		
UNIT 6		
UNIT 7		
UNIT 8		

UTILITIES

Heating Hot Air, Propane
Gas NatAval
Cooling Wall AC Units
Water Source Public
Sewer Public
Electric Circuit Breaker(s)

Electric Company Fuel
Company Fred's **Water**
Company **Phone**
Company **Cable Company**
Internet Service Provider

1049 Memorial Drive

4972839
Attachment B - Real Estate Valuation

St. Johnsbury VT 05819



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Listed by:

Mathew Ghafoori/RE/Max Heritage

Commercial Sale

5058728

Active Under Contract

2388 Portland Street

St. Johnsbury

Unit/Lot #

VT 05819

Listed: 8/28/2025

\$529,950

Closed:

DOM: 112



Village/Dist/Locale

County

VT-Caledonia

Year Built

1980 8,528

Building Area Total

Other

Building Area Source

Total Available Area

Total Available Area Source

Zoning

St. Johnsbury

Road Frontage

Yes

Road Frontage Length

296

Lot Size Acres

2.65

Traffic Count

Loss Factor Percentage

Vacancy Factor

Taxes TBD

No

Tax Year Notes

Tax Annual Amount \$6,303.00

Tax Year 2025

Gross Income

Net Income

Operating Expense

Business Type Business, Industrial, Office, Other

Activation Date



Schedule a Showing

Property Panorama VTour

Directions From the corner of Concord Ave and Portland Street, turn onto Portland Street towards East St. Johnsbury. Continue to sign on the right, across the street from F.W. Webb

Public Remarks This commercial property is home to the St. Johnsbury Moose Lodge #1779, a well-known gathering place. This commercial property sits on a 2.65-acre site with an estimated total building area of about 8,528 sq. ft., providing both interior function rooms and ample parking and open space. It has long served as a venue for community events, meetings, and social activities. The location gives it good visibility and accessibility. With its flexible layout and sizable lot, the property has potential for a range of commercial, civic, or event-based uses. Three-phase power is on site as well as a well-equipped bar and kitchen. Don't miss this rare opportunity to own a large, well-constructed commercial building with excellent visibility for less than a quarter of the cost of new construction.

STRUCTURE

Construction Materials Concrete Exterior

Roof Metal

Foundation Details Concrete Slab

Building Number

Total Units

of Stories

1

Divisible SqFt Min

Divisible SqFt Max

List \$/SqFt Total Available

Basement Yes

Basement Access Type Interior

Basement Description Partial

Ceiling Height

Total Elevators

Total Loading Docks

Dock Levelers

Dock Height

Total Drive-in Doors

Door Height

LEVEL

TYPE

DESCRIPTION

UNIT 1

UNIT 2

UNIT 3

UNIT 4

UNIT 5

UNIT 6

UNIT 7

UNIT 8

UTILITIES

Heating Radiator

Gas NatAval

Water Source Public

Sewer Public

Utilities Cable Available, Telephone at Site, Underground Oil Tank

Electric Company Fuel

Company Water

Company Phone

Company Cable Company

Internet Service Provider

2388 Portland Street

Attachment B - Real Estate Valuation
5058728

St. Johnsbury VT 05819

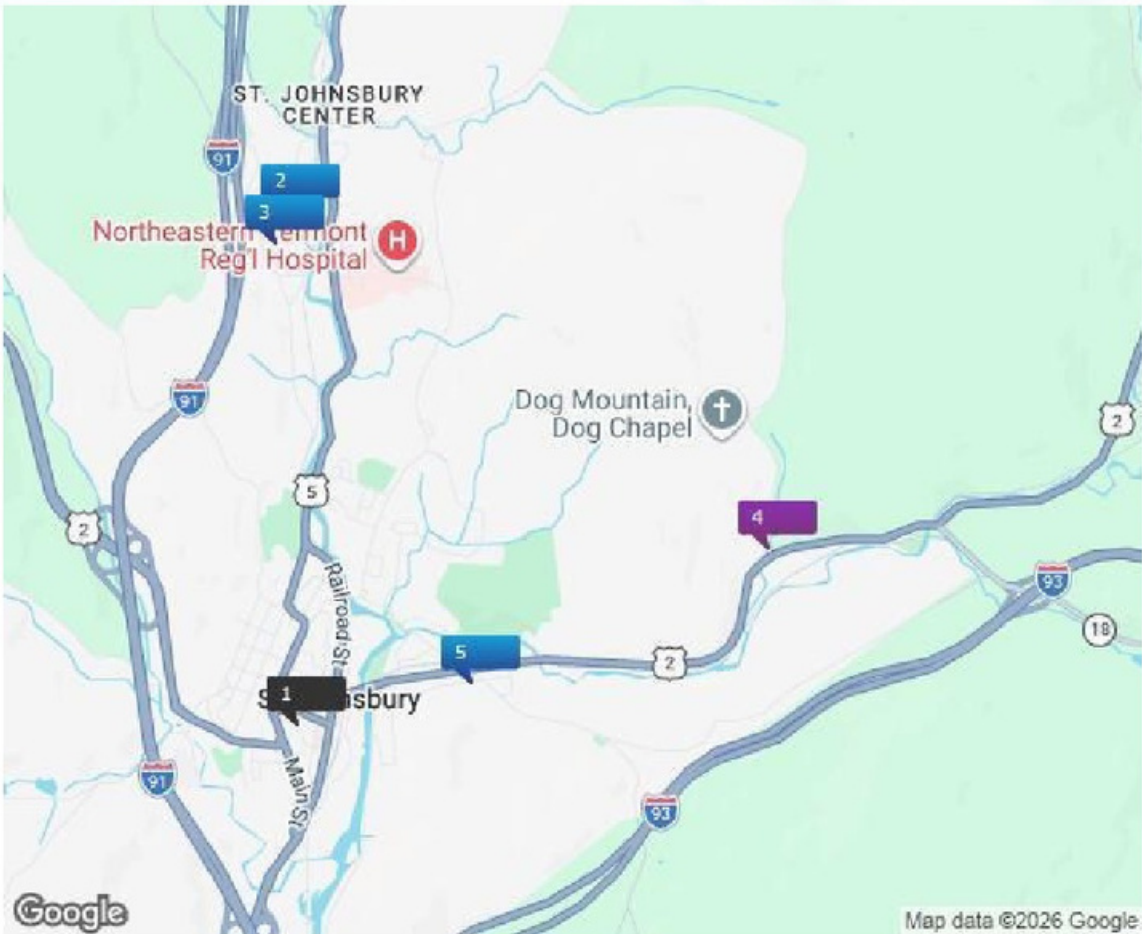


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Listed by:

Mathew Ghafoori/RE/Max Heritage

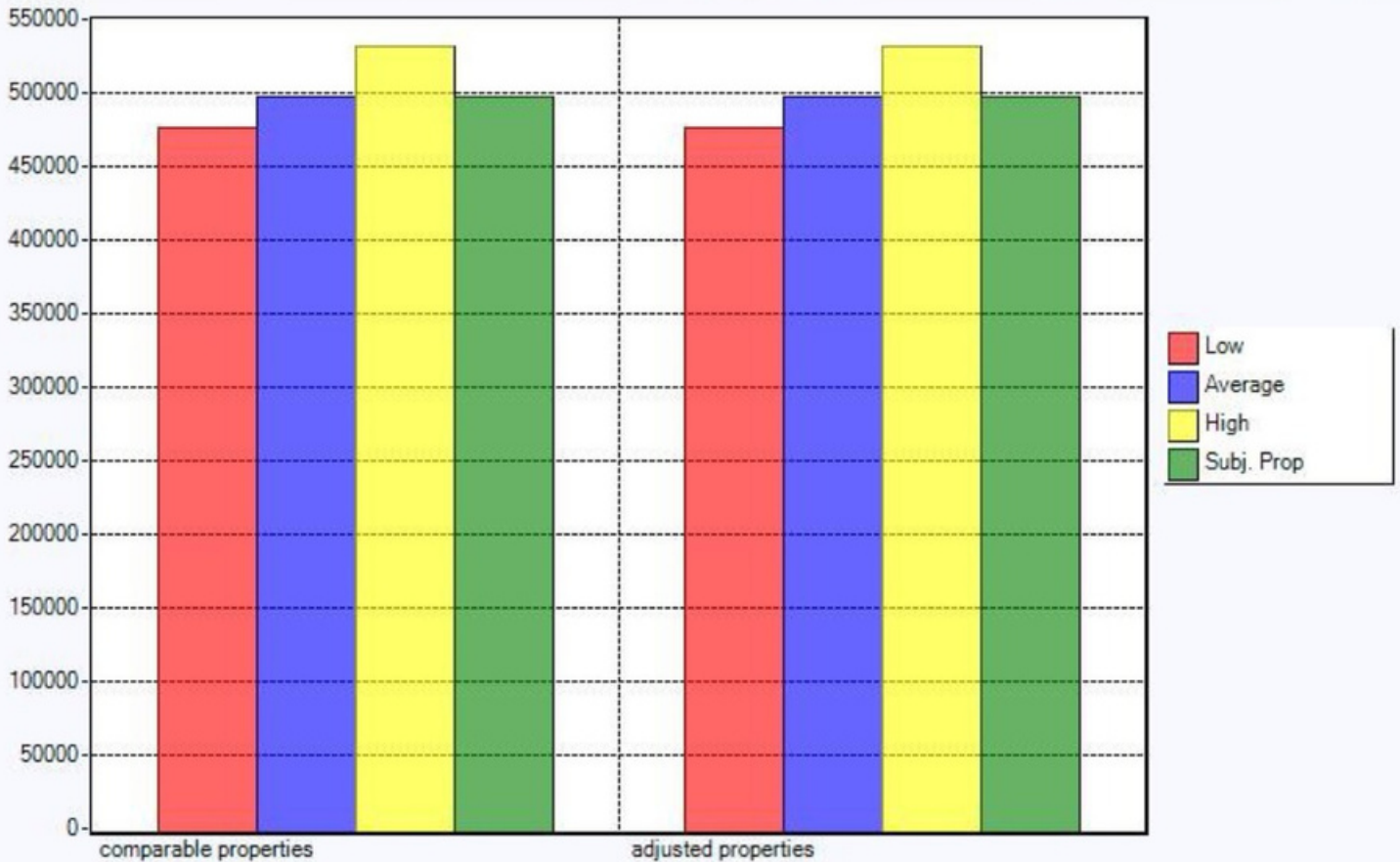
MAP OF PROPERTIES



Map No.	MLS#	Address	City/State/Zip Code	Price
1	Sub. Property	249 Bay Street	St. Johnsbury VT 05819	\$495,487
2	5027493	1174 Memorial Drive	St. Johnsbury VT 05819	\$477,000
3	4972830	1049 Memorial Drive	St. Johnsbury VT 05819	\$500,000
4	5058728	2388 Portland Street	St. Johnsbury VT 05819	\$529,950
5	5011677	115 Lincoln Street	St. Johnsbury VT 05819	\$475,000

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COMPARABLE PRICE ANALYSIS



Comparable Price Analysis	Price	Price Per SQFT
Low	\$475,000	\$62.14
Average	\$495,487	\$107.76
High	\$529,950	\$183.82
Adjusted Price Analysis	Adjusted Price	Price Per SQFT
Low	\$475,000	\$62.14
Average	\$495,487	\$107.76
High	\$529,950	\$183.82
Suggested List Price	\$495,487	

DETERMINING VALUE

Factors that affect your home in today's market

LOCATION

Location is the single most important factor in determining the value of your home.

COMPETITION

Prospective buyers compare your property against competing properties. Buyers will perceive value based upon the properties that have sold or are available in the area.

TIMING

Property values are affected by the current real estate market. As the real estate market cannot be manipulated, a flexible marketing plan should be developed which analyzes the current marketing conditions and individual features of the property.

CONDITION

The condition of the property affects the price and speed of the sale. As prospective buyers often make purchases based on emotion, first impressions are important.

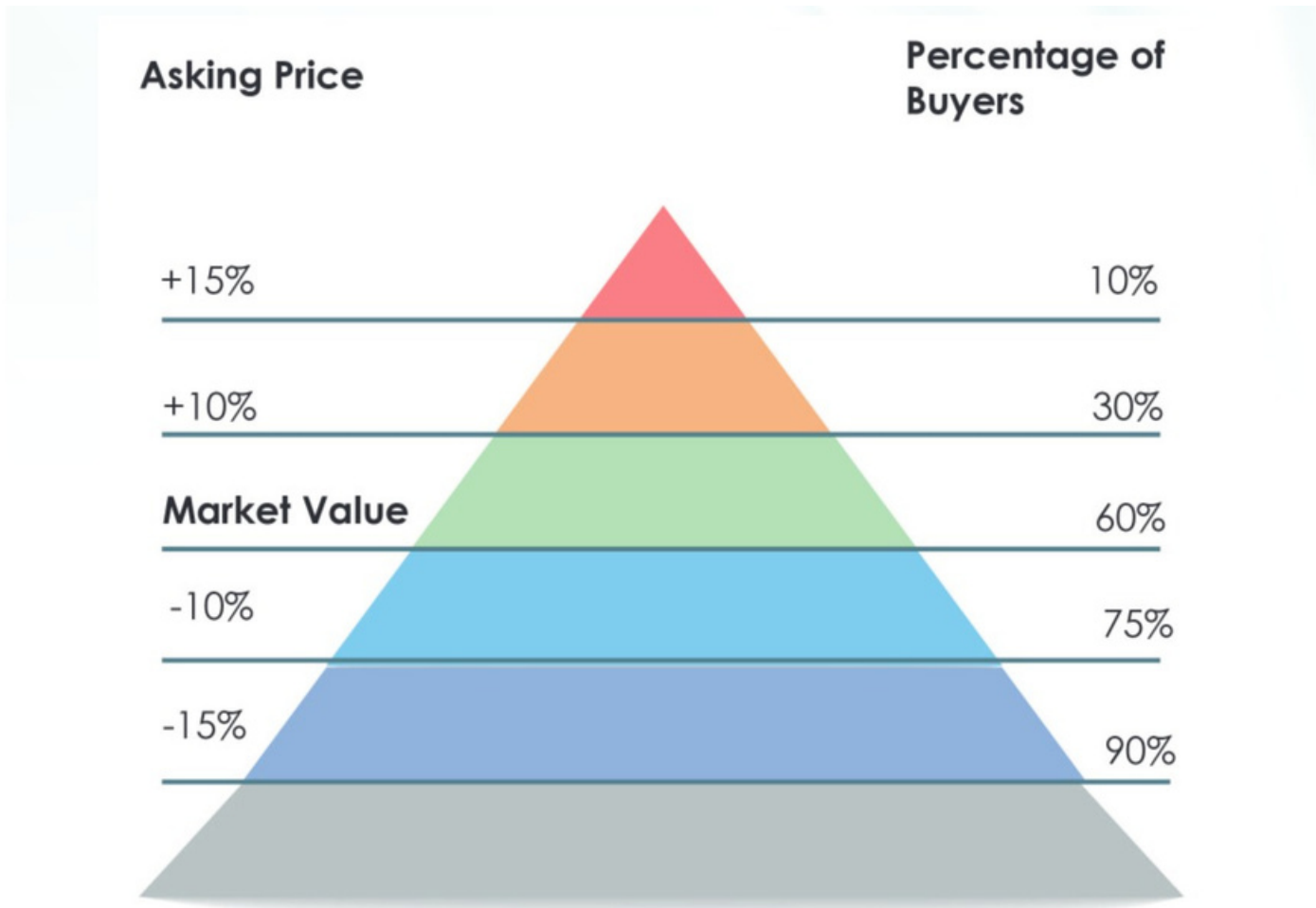
Optimizing the physical appearance of your home will maximize the buyer's perception of value.

PRICE

Pricing your home properly from the very beginning is an important factor in determining the length of time it will take to sell your house.



THE IMPORTANCE OF INTELLIGENT PRICING



A competitive price will attract more prospective buyers

As the graph illustrates, more buyers purchase properties at market value and below. A significantly lower percentage of buyers purchase above market value. Pricing your home at or below market value will expose you to a greater number of prospective buyers and increase your chances of a timely sale.

It the priority of Tim Scott Real Estate to educate our clients about the local market, so sellers can effectively price their house for a successful sale.

THANK YOU



Timothy Scott
Broker

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 timscottrealestate.com



COMPARATIVE MARKET ANALYSIS

Town Of St. Johnsbury

256 / 258 Bay Street, St. Johnsbury, Vermont

Welcome!

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Tim Scott

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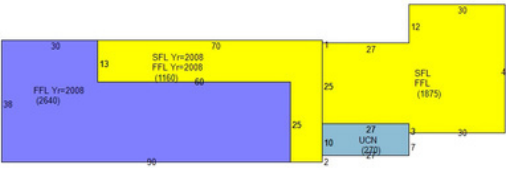
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-  timscottrealestate.com
-  725 Railroad Street
St. Johnsbury, Vermont

CAI Property Card

Town of St. Johnsbury, VT

Attachment B- Real Estate Valuation



GENERAL PROPERTY INFORMATION	BUILDING EXTERIOR
LOCATION: 256 BAY ST ST ACRES: 0.16 PARCEL ID: 243029 LAND USE CODE: COMMERCIAL CONDO COMPLEX: OWNER: FHS HOLDINGS LLC CO - OWNER: MAILING ADDRESS: PO BOX 1125 MANCHESTER CENTER, VT 05255 ZONING: PATRIOT ACCOUNT #: 1745	BUILDING STYLE: WAREHOUSE UNITS: 0 YEAR BUILT: 1950 FRAME: WOOD EXTERIOR WALL COVER: CORREG STL ROOF STYLE: GABLE ROOF COVER: METAL
	BUILDING INTERIOR
SALE INFORMATION SALE DATE: 11/13/2020 BOOK & PAGE: 463-151 SALE PRICE: \$0 SALE DESCRIPTION: MULTI PTTR SELLER: FHS HOLDINGS LLC	INTERIOR WALL: MINIMUM FLOOR COVER: CONCRETE HEAT TYPE: NONE FUEL TYPE: NONE PERCENT A/C: False # OF ROOMS: 0 # OF BEDROOMS: 0 # OF FULL BATHS: 0 # OF HALF BATHS: 0 # OF ADDITIONAL FIXTURES: 0 # OF KITCHENS: 0 # OF FIREPLACES: 0 # OF METAL FIREPLACES: 0 # OF BASEMENT GARAGES: 0
PRINCIPAL BUILDING AREAS	
GROSS BUILDING AREA: 8,980 FINISHED BUILDING AREA: 8,710 BASEMENT AREA: # OF PRINCIPAL BUILDINGS: 1	
ASSESSED VALUES	
LAND: \$56,100 YARD: \$0 BUILDING: \$247,500 TOTAL: \$303,600	
SKETCH	PHOTO
	



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This information is believed to be correct but is subject to change and is not warranted.

CAI Property Card

Town of St. Johnsbury, VT

Attachment B- Real Estate Valuation



GENERAL PROPERTY INFORMATION	BUILDING EXTERIOR
LOCATION: 258 BAY ST ST ACRES: 0.07 PARCEL ID: 243028 LAND USE CODE: COMMERCIAL CONDO COMPLEX: OWNER: FHS HOLDINGS LLC CO - OWNER: MAILING ADDRESS: PO BOX 1125 MANCHESTER CENTER, VT 05255 ZONING: PATRIOT ACCOUNT #: 1743	BUILDING STYLE: UNITS: 0 YEAR BUILT: 0 FRAME: EXTERIOR WALL COVER: ROOF STYLE: ROOF COVER:
SALE INFORMATION	BUILDING INTERIOR
SALE DATE: 11/13/2020 BOOK & PAGE: 463-151 SALE PRICE: \$0 SALE DESCRIPTION: MULTI PTTR SELLER: FHS HOLDINGS LLC	INTERIOR WALL: FLOOR COVER: HEAT TYPE: FUEL TYPE: PERCENT A/C: False # OF ROOMS: 0 # OF BEDROOMS: 0 # OF FULL BATHS: 0 # OF HALF BATHS: 0 # OF ADDITIONAL FIXTURES: 0 # OF KITCHENS: 0 # OF FIREPLACES: 0 # OF METAL FIREPLACES: 0 # OF BASEMENT GARAGES: 0
PRINCIPAL BUILDING AREAS	
GROSS BUILDING AREA: FINISHED BUILDING AREA: BASEMENT AREA: # OF PRINCIPAL BUILDINGS:	
ASSESSED VALUES	
LAND: \$37,900 YARD: \$0 BUILDING: \$0 TOTAL: \$37,900	
SKETCH	PHOTO
NO SKETCH AVAILABLE	



www.cai-tech.com

This information is believed to be correct but is subject to change and is not warranted.

Commercial Sale
5020511
Active Under Contract

192 Railroad Street
St. Johnsbury
Unit/Lot #

VT 05819

Listed: 10/29/2024 \$225,000

Closed:
DOM: 232



Village/Dist/Locale

County VT-Caledonia
Year Built 1900
Building Area Total 22,165
Building Area Source Assessor
Total Available Area 31,791
Total Available Area Source Assessor
Zoning Mixed Use
Road Frontage Yes
Road Frontage Length 200
Lot Size Acres 0.47
Traffic Count
Loss Factor Percentage
Vacancy Factor

Taxes TBD No
Tax Year Notes
Tax Annual Amount \$7,141.26
Tax Year 2024
Gross Income
Net Income
Operating Expense

Business Type Industrial, Office, Retail
Business Type Use Light Manufacturing, Warehouse
Activation Date

**Directions** Property is on the left at the south end of Railroad ST.

Property Panorama VTour

Public Remarks This building has had many uses over its lifetime that include grocery distribution, warehouse, furniture store, retail store, offices and more. It is located just off I-91 and I-93 so there is good traffic by this property daily. There are loading docks on three sides making it easy to move product in and out. There is also a large parking lot on the side for off street parking and easy delivery at one of the loading docks. The railroad is adjacent providing the possibility for rail delivery with one of the loading docks trackside. Due to the encroachment of the building there is a long term lease given by the railroad

STRUCTURE

Construction Materials Clapboard Exterior, T1-11 Exterior
Roof Membrane, Asphalt Shingle
Foundation Details Concrete, Stone

Building Number 192
Total Units
of Stories
Divisible SqFt Min
Divisible SqFt Max
List \$/SqFt Total Available \$7.08

Basement Yes
Basement Access Type Walkout
Basement Description Concrete Floor, Full, Interior Stairs, Unfinished, Walkout

Ceiling Height varies
Total Elevators 1
Total Loading Docks 3
Dock Levelers
Dock Height
Total Drive-in Doors
Door Height

LEVEL	TYPE	DESCRIPTION
UNIT 1		
UNIT 2		
UNIT 3		
UNIT 4		
UNIT 5		
UNIT 6		
UNIT 7		
UNIT 8		

UTILITIES

Heating Gas Heater, Hot Air, Wall Units, Propane
Gas NatAval No
Cooling None
Water Source Public
Sewer Public
Electric Circuit Breaker(s)

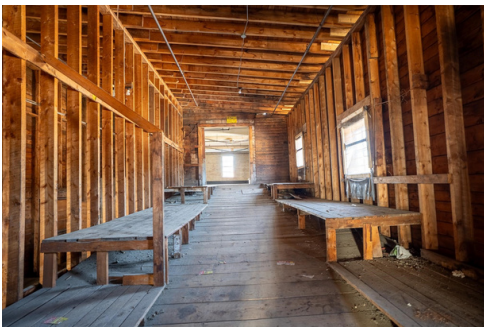
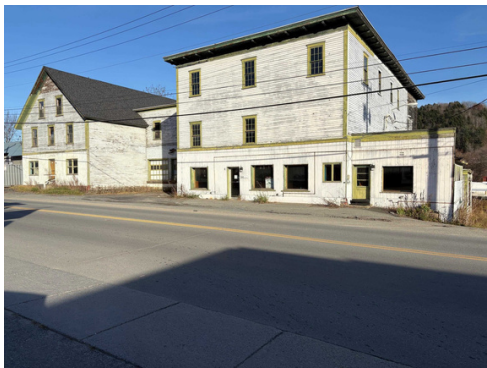
Utilities Available **Electric Company** Green Mountain Power
Fuel Company Water Company
Phone Company Cable Company

Internet Service Provider Consolidated Charter/Spectrum
 Cable Available, Propane, Telephone

192 Railroad Street

5020511
Attachment B - Real Estate Valuation

St. Johnsbury VT 05819



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Listed by:

Patricia Emery/Parkway Realty

Commercial Sale**4981121****Closed****4642 Memorial Drive****St. Johnsbury****Unit/Lot #****VT 05819****Listed: 1/2/2024****Closed: 4/10/2024****DOM: 51****\$275,000****\$275,000****Village/Dist/Locale****County**

VT-Caledonia

Year Built

1985

Building Area Total**Building Area Source****Total Available Area****Total Available Area Source****Zoning**

Commercial

Road Frontage

Yes

Road Frontage Length

800

Lot Size Acres

0.92

Traffic Count**Loss Factor Percentage****Vacancy Factor****Taxes TBD**

No

Tax Year Notes**Tax Annual Amount** \$6,913.94**Tax Year** 2023**Gross Income****Net Income****Operating Expense****Business Type** Business, Investment,
Office, Opportunity**Activation Date****Directions** Just north of Appalachian Supply, on the opposite side of the road.

Property Panorama VTour

Public Remarks THREE commercial buildings on one site with excellent road frontage, visibility & is a prime location for businesses to thrive! There are two already well established commercial renters and a vacant building that a buyer could use for their own business needs while the other renters cover your mortgage+, or you could look to fill the vacant building with another tenant for more cash flow. Located conveniently between St. J and Lyndonville on Route 5, this is a great investment opportunity!

STRUCTURE**Construction Materials** Other Exterior**Building Number**

3

Total Units**# of Stories****Divisible SqFt Min****Divisible SqFt Max****List \$/SqFt Total Available****Basement**No**Basement Access Type****Ceiling Height****Total Elevators****Total Loading Docks****Dock Levelers****Dock Height****Total Drive-in Doors****Door Height****LEVEL****TYPE****DESCRIPTION****UNIT 1**

Office

UNIT 2

Business Opportunity

UNIT 3

Industrial

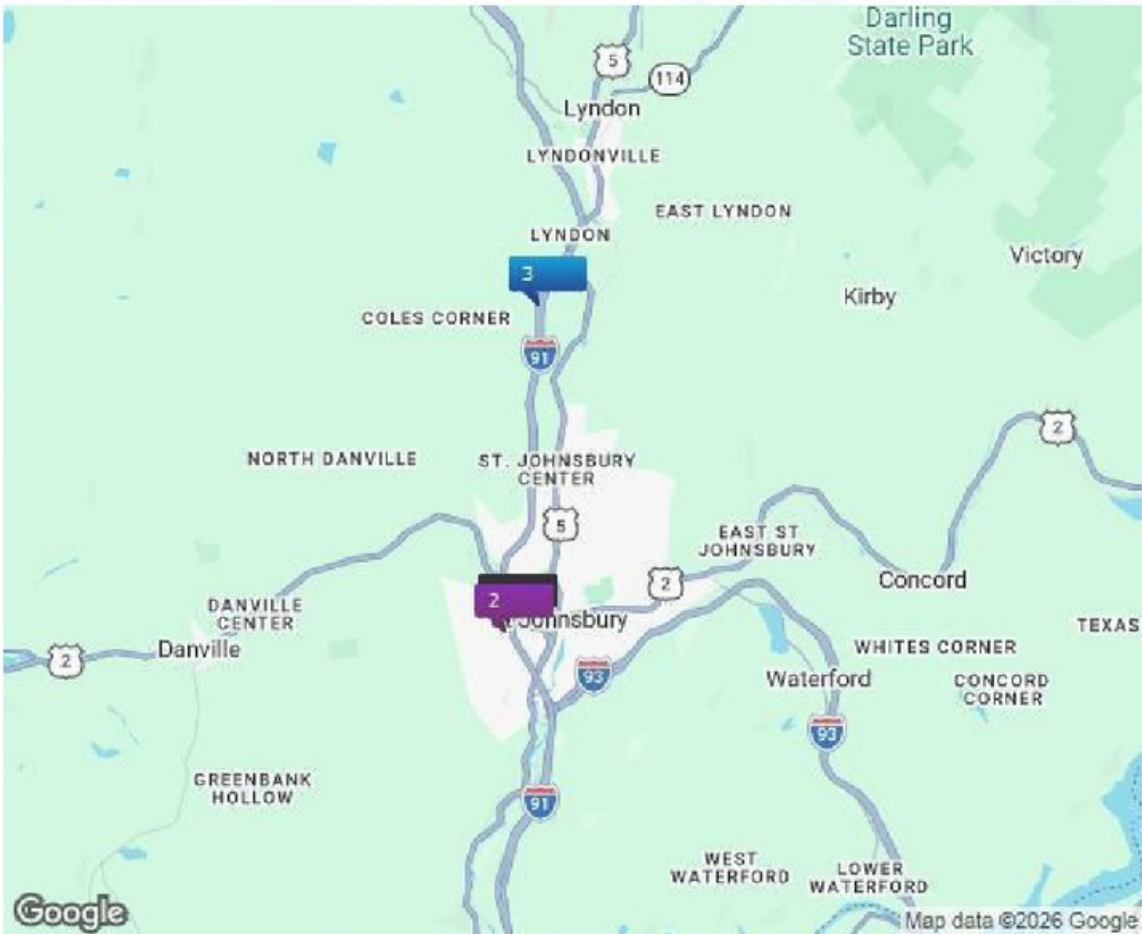
UNIT 4**UNIT 5****UNIT 6****UNIT 7****UNIT 8****UTILITIES****Heating** Wall Furnace, Wall Units, Propane, Kerosene**Gas**NatAval**Water Source**Public**Sewer** 1000 Gallon, Concrete, Septic**Electric** 100 Amp Service, Circuit Breaker(s)**Utilities** Cable at Site, Propane**Electric Company** Lyndonville Electric**Fuel Company** Fred's Energy & Bournes**Water Company** Phone Company**Cable Company**

Spectrum

Internet Service Provider



MAP OF PROPERTIES

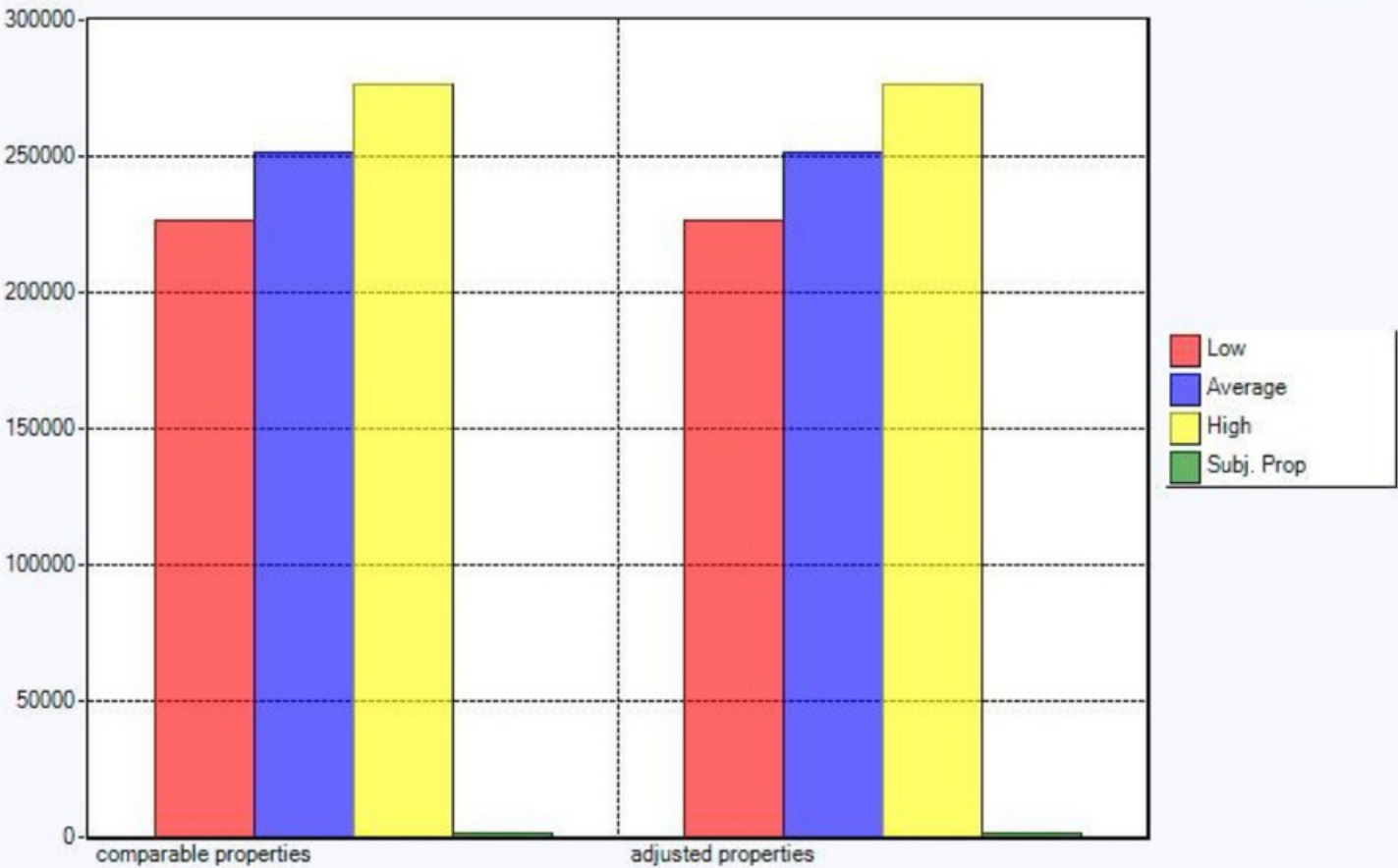


- Subject Property
- Active
- Closed
- Under Contract
- Withdrawn
- Leased
- Expired/Terminated

Map No.	MLS#	Address	City/State/Zip Code	Price
1	Sub. Property	256 Bay Street	St. Johnsbury VT	
2	5020511	192 Railroad Street	St. Johnsbury VT 05819	\$225,000
3	4981121	4642 Memorial Drive	St. Johnsbury VT 05819	\$275,000

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COMPARABLE PRICE ANALYSIS



Comparable Price Analysis	Price	Price Per SQFT
Low	\$225,000	\$10.15
Average	\$250,000	\$10.15
High	\$275,000	\$10.15
Adjusted Price Analysis	Adjusted Price	Price Per SQFT
Low	\$225,000	\$10.15
Average	\$250,000	\$10.15
High	\$275,000	\$10.15
Suggested List Price	\$250,000	



DETERMINING VALUE

Factors that affect your home in today's market

LOCATION

Location is the single most important factor in determining the value of your home.

COMPETITION

Prospective buyers compare your property against competing properties. Buyers will perceive value based upon the properties that have sold or are available in the area.

TIMING

Property values are affected by the current real estate market. As the real estate market cannot be manipulated, a flexible marketing plan should be developed which analyzes the current marketing conditions and individual features of the property.

CONDITION

The condition of the property affects the price and speed of the sale. As prospective buyers often make purchases based on emotion, first impressions are important.

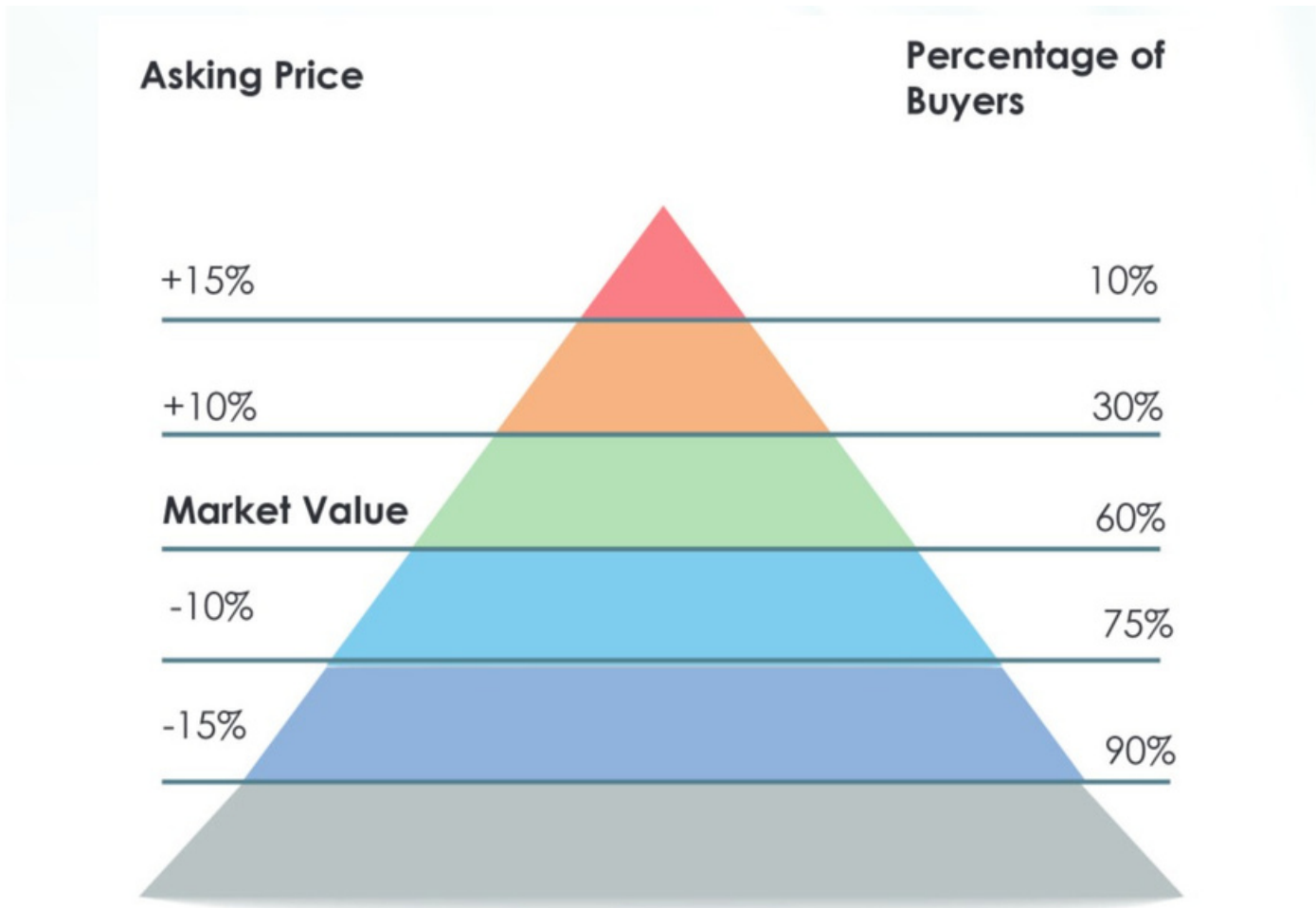
Optimizing the physical appearance of your home will maximize the buyer's perception of value.

PRICE

Pricing your home properly from the very beginning is an important factor in determining the length of time it will take to sell your house.



THE IMPORTANCE OF INTELLIGENT PRICING



A competitive price will attract more prospective buyers

As the graph illustrates, more buyers purchase properties at market value and below. A significantly lower percentage of buyers purchase above market value. Pricing your home at or below market value will expose you to a greater number of prospective buyers and increase your chances of a timely sale.

It the priority of Tim Scott Real Estate to educate our clients about the local market, so sellers can effectively price their house for a successful sale.

THANK YOU



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