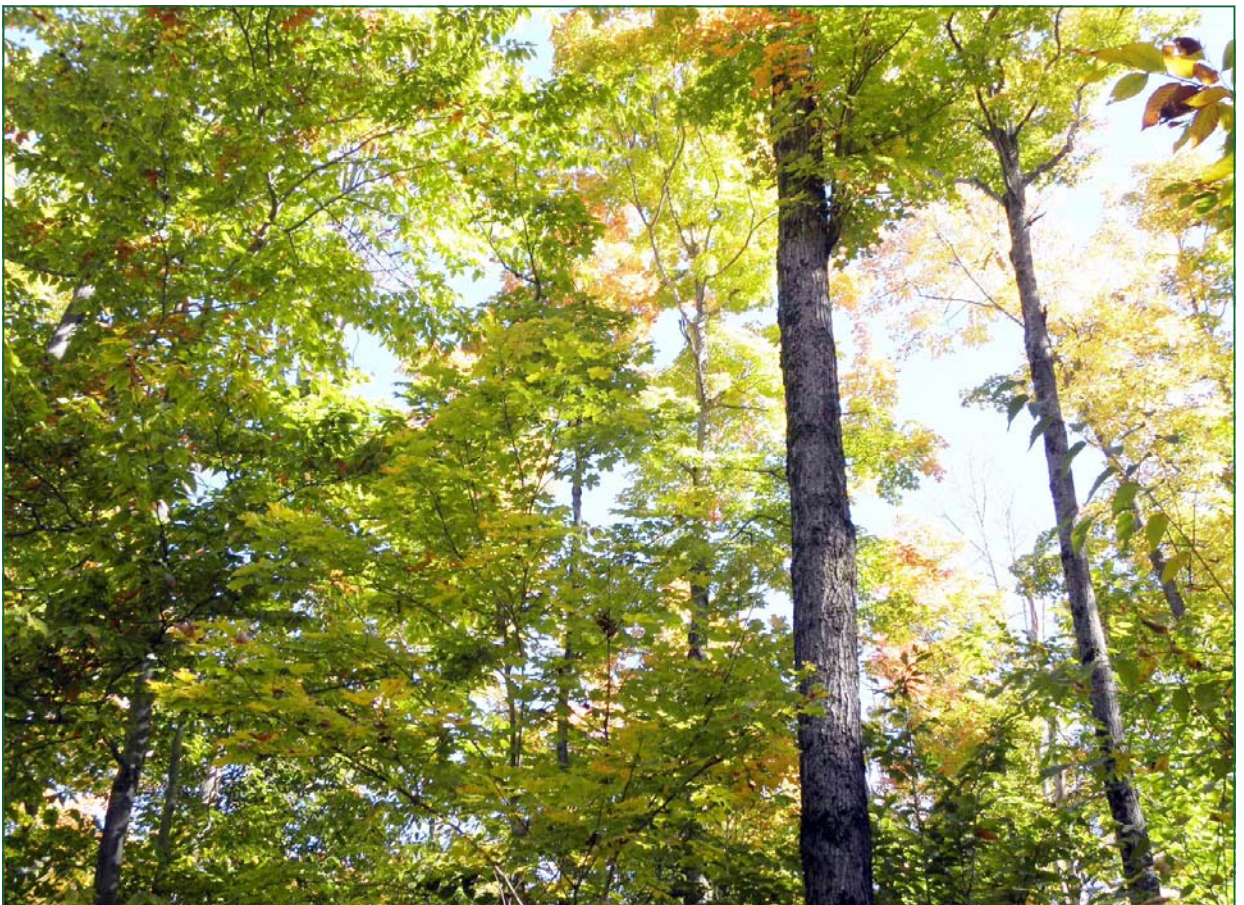


fountains

EDINBURG FOREST

**One of the nicest Adirondack sugar maple forests
now on the market, highlighted by a favorable
Saratoga County location, a high percentage of maple saw logs
and strong sugar bush options.**



**782 Acres
Edinburg, Saratoga County, New York**

Price: \$920,000

OVERVIEW

Fountains is pleased to introduce the 782-acre Edinburg Forest in the Great Sacandaga Lake region of New York's Adirondacks. This quality sugar maple property is a "can't miss" opportunity for sugar bush operators, timberland investors or those seeking an exceptional, large-acreage land purchase opportunity in popular Saratoga County.

Highlights follow below:

- ♦ A professionally-managed, highly-stocked timber resource, offering 3.7 million board feet of valuable timber, comprising 80% of the asking price;
- ♦ High-value sugar maple stands make up two thirds of all standing sawlog timber value, anchoring a timber asset that is fully capable of strong value appreciation over the coming ownership cycle;
- ♦ 23,000 gross sugar maple taps 10" and larger for those individuals seeking a good maple syrup farm opportunity;
- ♦ A desirable Saratoga County location which, combined with its unusually large acreage for this region, can offer a legacy-type land investment with a potential long-term upside well beyond its solid timber fundamentals.

LOCATION

Edinburg is located in northern Saratoga County and tucked just inside the Adirondack Park near Great Sacandaga Lake. The surrounding neighborhood is a mix of working forests, year-round residences and weekend camps. The property is situated 10 minutes from the Batchellerville Bridge, a link which connects the south shore of the lake and its residents to the nearby village of Northville and the NY Route 30 corridor (a little over 8 miles).

Edinburg Forest is conveniently located within a half hour's drive of Saratoga Springs and lies within an hour of the Capital District Region and Tech Valley. Saratoga Springs is one of the region's premier summer destinations. This popular city is home to its famed horse racing track, numerous boutique spas, a host of galleries, the Saratoga Performing Arts Center, and a wide array of restaurants, bistros, and shops.

The property enjoys year round frontage on Fox Hill Road, with good internal access.



Edinburg Forest's high sugar maple stocking make this property a "must see" opportunity for investors seeking a potential sugarbush, long term timberland investment or a legacy land purchase.



LOCATION (continued)

Albany is located 55 miles south and offers interstate, rail, and port services for global forest products markets. New York City and its metropolitan areas are situated 4 hours south, while Montreal is located 3 hours north. According to the Adirondack Park Agency's website, 83 million Americans and Canadians live within an easy day's drive of the surrounding region, creating an enormous retail market for future land sales, recreational leasing and maple syrup distribution.

ACCESS

The property has 210' of frontage on Fox Hill Road, a paved, four-season town artery linking the surrounding area with Great Sacandaga Lake, located 10 minutes to the west. A gated woods road, suitable for general SUV traffic during non-winter months, extends for three quarters of a mile into the heart of the property and provides good access for forest management, sugaring and future log truck traffic. This road has a solid base and could easily be upgraded into a driveway that leads to a weekend home site or sugar bush campus.

Historic timber harvesting access to the 'stove pipe' section of the property in the far northern reaches was granted through a temporary crossing agreement with the neighbor to the southeast to haul logs in that direction toward Fox Hill Road.

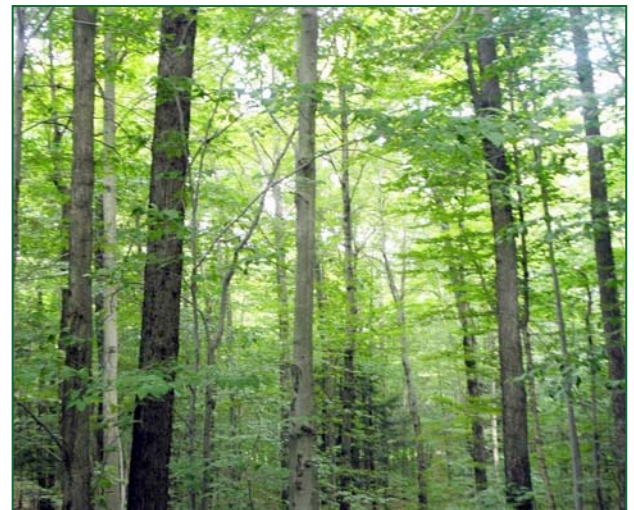
SITE OPPORTUNITY

Edinburg's deep, loamy, well-drained soils and sloping foothills terrain are an ideal platform for timber production, forest operations, recreation, kingdom lot options and sugar bush farming. There's a high percentage of operable ground that is perfectly suited to growing world-class sugar maple and its northern hardwood associates. The property is well suited for a host of outdoor activities, including hiking, ATV use, snowmobiling and hunting, all of which are highly compatible with long-term forestry pursuits.

Entering the property along the gated woods road, there is a nice drive through heavily-stocked, native stands of eastern hemlock, white pine, beech, birch and maples. This area was most likely part of a family farm homestead in the early 20th century. Approximately ½ mile into the property, there is a former gravel pit that was used when the internal woods road was upgraded for a timber harvest sale in 2006.



Edinburg's well-drained soils and gently sloping terrain are perfectly suited for growing exceptional sugar maple and associated northern hardwoods.



Nearly three quarters of the property's timber stocking is comprised of classic northern hardwood species including sugar maple, birch and cherry.



SITE OPPORTUNITY (continued)

As the road climbs steadily northward for several hundred more yards, the forest begins to transition from its mixedwood character to one that is heavily shaped by sugar maple, yellow birch and associates. At this point, a broadly-domed, hardwood-covered ridge is the major land feature that shapes the property's terrain and forest composition. The well-managed maple stands in the heart of the property have two primary aspects and slopes for a sugaring operation, ranging from mostly south and west-facing slopes in the center of the property to a dominant north-facing slope that begins to take shape near the end of the driveable road, approximately 1.5 miles from Fox Hill Road at a former forestry landing.

Soils are Berkshire Tunbridge types which are best characterized as loamy, well drained glacial tills that cover most of the broad sloping plateau that makes up northern Saratoga County. Elevations range from 1300' feet along the town road frontage entrance to 2000' ASL in the center of the property.

TAX AND TITLE INFO

Annual property taxes in 2016 were \$5,004. The property is NOT enrolled in New York State's Real Property Tax Law 480-A. The property is referenced in two deeds recorded in the Saratoga County Clerk's Office and recorded in Book 1499 Page 699 and Book 1353 Page 324. Town of Edinburg tax maps are 81.-2-20, 81.-2-21, 82.-1-12 and 95.-1-1. APA Zoning is Rural Use which allows for an average lot size of 8.5 acres per principle structure. Tax parcel 81.-2-21 (234 acres) is subject to lifetime hunting privileges held by a former owner of that parcel. The remaining parcels are not subject to that agreement. Mineral rights are reserved on Map 95.-1-1, covering approximately 250 acres.

Boundaries in the field were painted red in 2015 and are in good condition at this time. Tax acreage is reported at 782 acres, while GIS acreage was reported at 793.2 acres.



The property has an estimated 23,000 potential sugar maple taps which are 10" and larger, with another 3,000 in red maple.



A highly stocked mixed hardwood stand situated near the gated entrance to the property along Fox Hill Road.



TIMBER

Edinburg Forest's timber investment opportunity is defined by its exceptional sugar maple component, which features high stocking, good stem height and a long history of careful forest management.

Sugar maple represents 58% of all sawtimber stocking and 67% of total sawlog value. With this much quality sugar maple, the stage has clearly been set for solid timber appreciation and returns over the next investment cycle. A summer 2016 inventory reveals a standing timber inventory of 3,725 MBF of quality sawtimber and 13,524 cords of pulpwood products, with total stocking at 26.8 cords per acre. Capital Timber Value has recently been set at \$752,200 (\$962/acre), a figure that represents over 80% of the asking price. The high concentration of sugar maple stems (30 gross taps per acre 10" and larger) also points toward a possible sugar bush operation for the next owners, with a property-wide gross tap count approaching 23,000 taps.

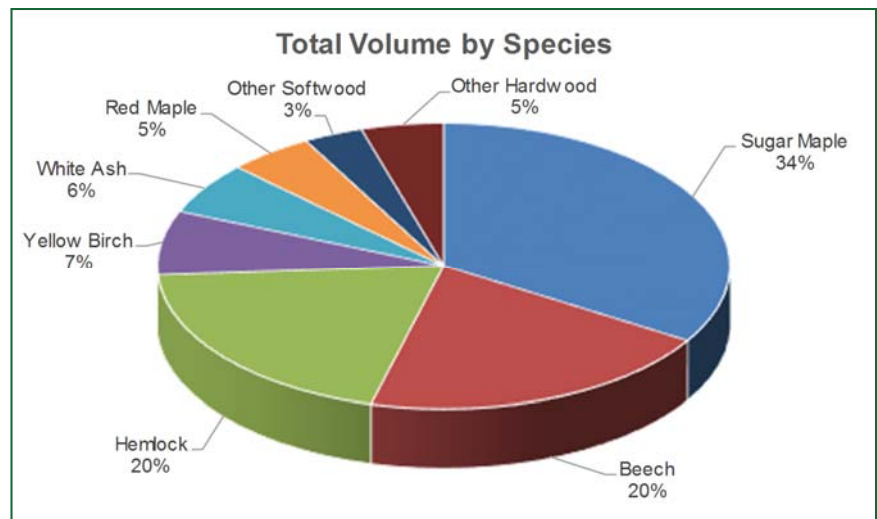
Edinburg Forest Tap Count			
Commercial Acres	778		
Diameter Class	Trees/Acre	Taps/Acre	Total Taps
Sugar Maple			
10" to 15"	20.8	20.8	16,182
16" to 22"	4.2	8.4	6,535
23" to 27"	0.2	0.6	467
Sugar Maple Totals	25.2	29.8	23,184
Red Maple			
10" to 15"	3.3	3.3	2,567
16" to 22"	0.6	1.2	934
23" to 29"	0.1	0.3	233
Red Maple Totals	4	4.8	3,734
Property Totals	29.2	34.6	26,919

Species Composition & Stocking

While sugar maple is the most common high-value species across the property, the forest offers a diverse host of natural associates including white ash (11% of sawlog volume), yellow birch (10%), other hardwoods (8%), softwoods (7%) and red maple (6%).

Property-wide, basal area is 107.8 square feet (192 stems per acre) a level indicative of fully-stocked hardwood stands near or at A line levels. The property has been carefully managed by Fountains Forestry for the past two decades. The current ownership's goals have been to maintain and improve overall forest health and sustainability and to manage for high-quality hardwood sawtimber products and long-term asset appreciation.

Sugar maple comprises 34% of total property-wide volume and 58% of all sawtimber volume. This is a great foundation for continued asset appreciation.



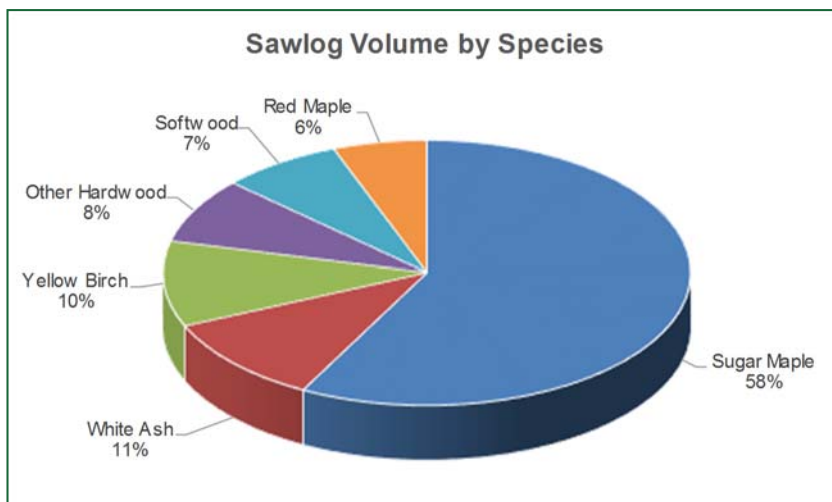
There have been two forestry entries over the past twenty years that have focused on improving stem quality, optimizing spacing and favoring the retention of high-value hardwoods. The first was a harvest conducted across 100 acres just off Fox Hill Road. This thinning was completed in the early 2000s by Jim Farrar, one of the Adirondacks most highly-respected consulting foresters at that time. The quality of the maple stands in this area today reflects his commitment to stewardship and good work on the ground, which are paramount considerations to every good northern hardwood timber investment.

The second thinning occurred in 2006 and was administered by Fountains Forestry; it spanned 100-150 acres in the northwestern corner of the property. The residual sugar maple composition and quality in this area is the foundation of this investment opportunity from the perspective of asset appreciation and future yield.

TIMBER (continued)

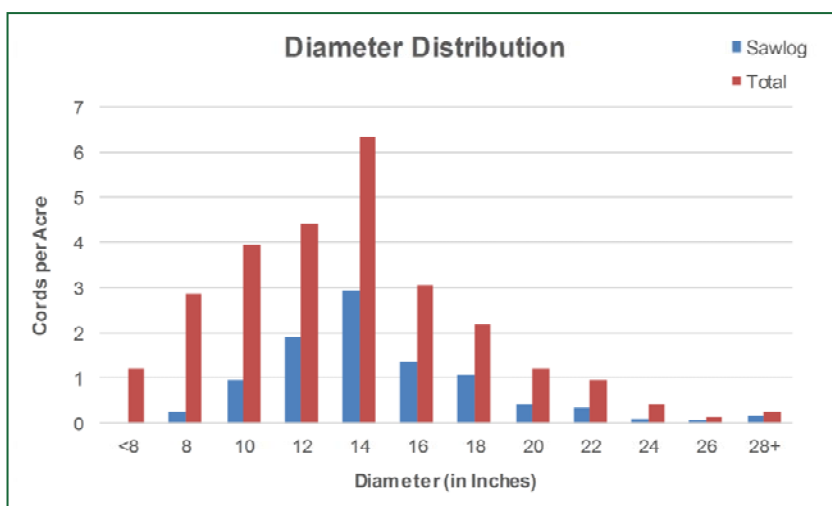
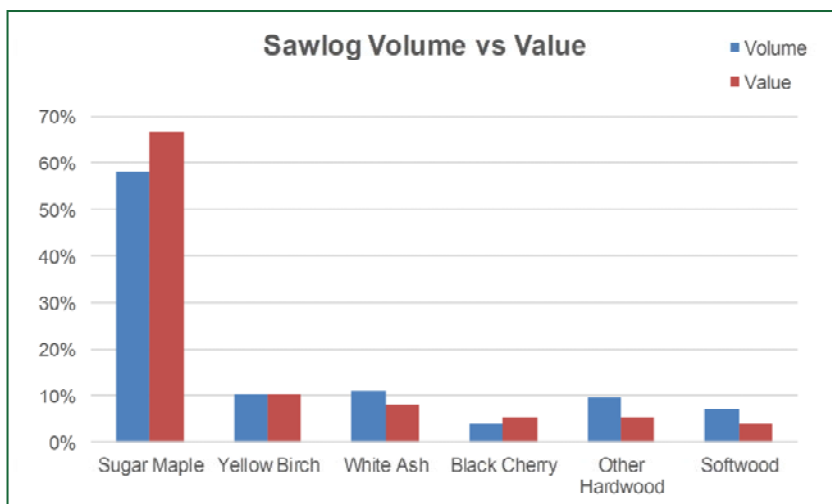
Sawlog Volume & Value

The opportunity here is that high-quality sugar maple makes up 60% of sawtimber volume and represents 68% of sawtimber value. For those ready to invest in a US Northeast timber property, then a professionally-managed property like Edinburg is a must see. Other key species by sawtimber volume include yellow birch (10%), red maple (9%), black cherry (7%) and spruce (7%).



Diameter Distribution

The average sawlog diameter for all species combined is 14.7", while the average diameter for all merchantable products is 13.5". Over half of the sugar maple sawtimber diameter class falls within the 12-16" range – young, healthy trees that are primed for continued value growth over the ensuing investment cycle. There is a good balance of harvest-ready, financially mature sawtimber (in the 'stove pipe' area along the northern frontier) and younger sawtimber stems which can continue to grow over the next ownership cycle.



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.

Edinburg Forest

Timber Valuation

Prepared By

FOUNTAINS FORESTRY INCORPORATED

Edinburg, Saratoga County, New York
September 2016

782 Acres
778 Commercial Acres

Species	Volume MBF/CD	Unit Price Range			Total Value
		Low	High	Likely	Likely
Sawtimber - MBF (Int. 1/4 Rule)					
Sugar Maple	1,011	300.00	400.00	350.00	353,700
Sugar Maple Pallet	1,150	40.00	60.00	50.00	57,500
Yellow Birch	231	220.00	260.00	245.00	56,600
White Ash	301	125.00	175.00	150.00	45,100
Black Cherry	92	300.00	390.00	345.00	31,800
White Pine	160	90.00	125.00	110.00	17,600
Red Maple	105	125.00	175.00	150.00	15,700
Hardwood Pallet	257	30.00	55.00	40.00	10,300
Spruce/Fir	70	90.00	110.00	100.00	7,000
Yellow Birch Pallet	156	40.00	60.00	45.00	7,000
Red Oak	17	350.00	425.00	375.00	6,400
Basswood	31	60.00	100.00	80.00	2,500
Black Cherry Pallet	55	40.00	60.00	45.00	2,500
Black Birch	18	100.00	150.00	125.00	2,200
Beech	40	25.00	40.00	30.00	1,200
White Pine Pallet	33	20.00	40.00	30.00	1,000
Pulpwood - Cords					
Hardwoods	9,239	8.00	12.00	10.00	92,400
Hemlock	4,118	8.00	12.00	10.00	41,200
Softwood	167	2.00	6.00	3.00	500

Totals					
Sawtimber Total	3,725	MBF			\$618,100
Sawtimber Per Acre	4.763	MBF			\$790
Sawtimber Per Comm. Acre	4.788	MBF			\$794
Cordwood Total	13,524	Cords			\$134,100
Cordwood Per Acre	17.3	Cords			\$171
Cordwood Per Comm. Acre	17.4	Cords			\$172
Total Per Acre					\$962

Total Value	<u>Low</u>	<u>High</u>	<u>Likely</u>
	\$676,000	\$787,000	\$752,200

BASED ON FALL 2016 INVENTORY CRUISE BY FOUNTAINS FORESTRY

121 BAF 10 Inventory Points - At the 95% CL - standard error of 11.1% for Sawlogs and 10.5% on Pulpwood

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

The volumes and values are not a liquidation value.

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



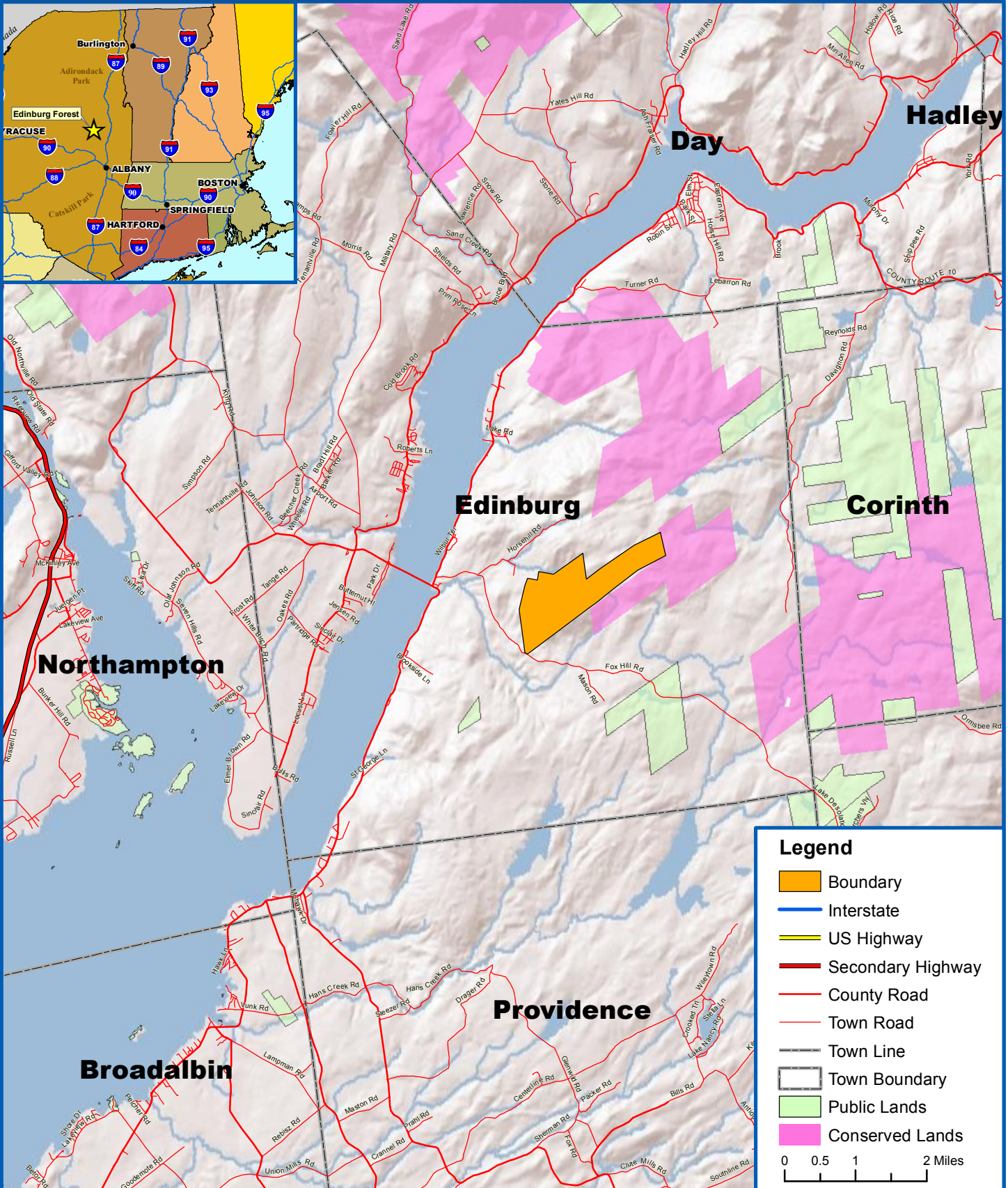
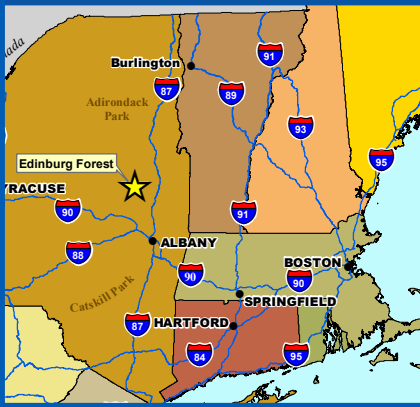
Locus Map

Edinburg Forest

782 Tax Acres

Edinburg, Saratoga County, NY

fountains

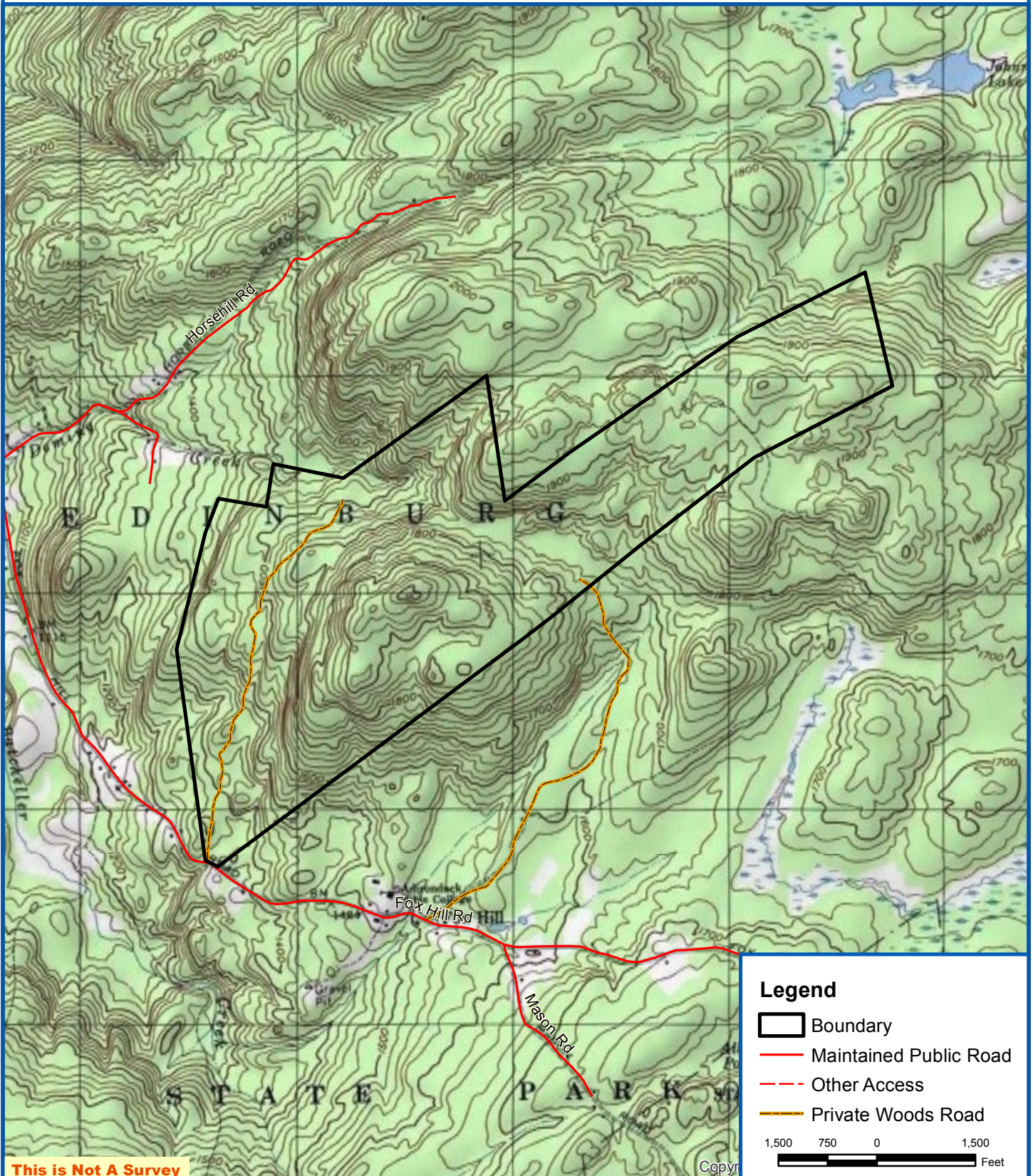




Edinburg Forest

782 Tax Acres
Edinburg, Saratoga County, VT

fountains



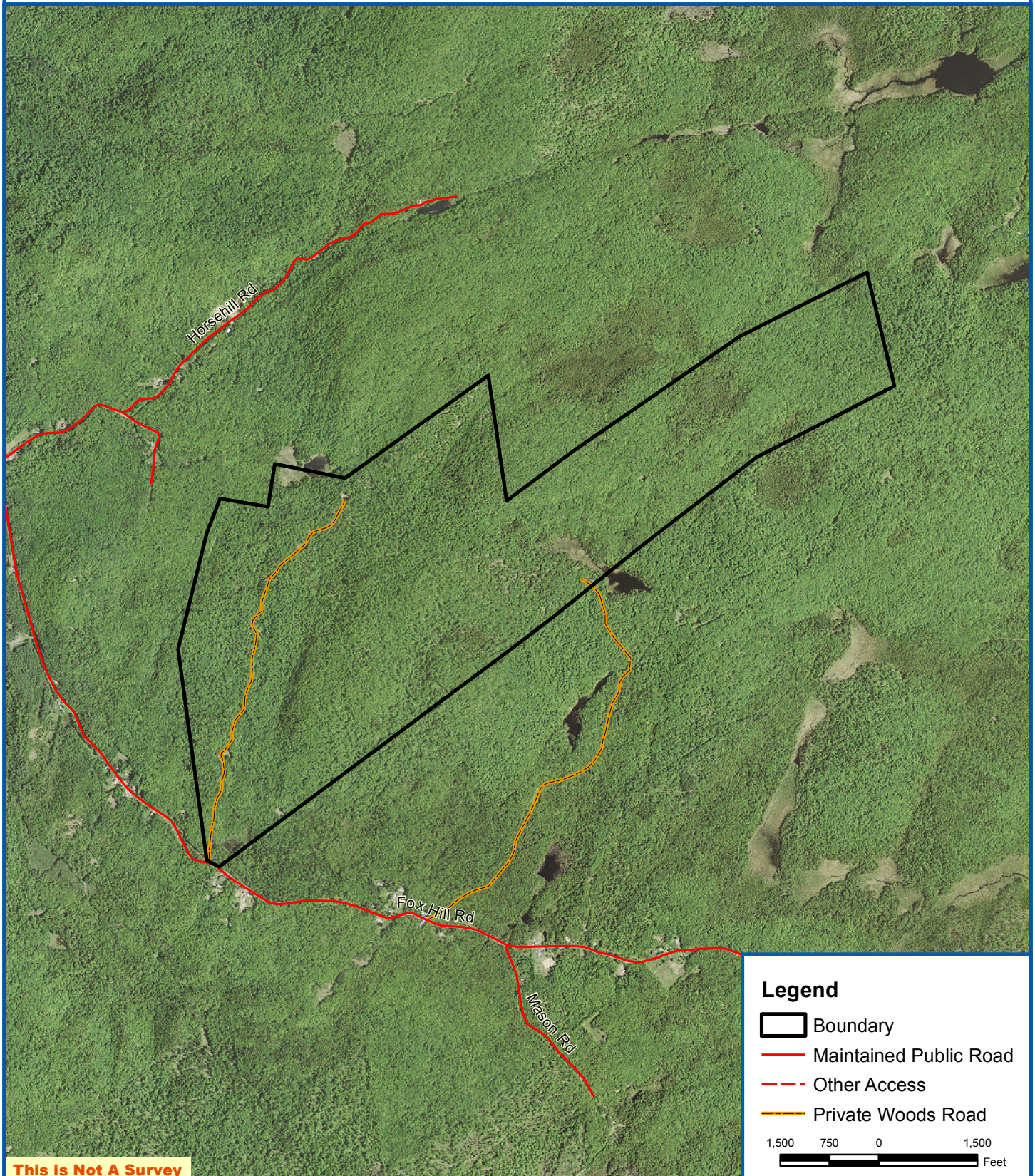
Map produced from the best available information including town tax maps, hand held GPS data, aerial photography and reference information obtained from NY GIS, and the owner. Boundary lines portrayed on this map are approximate and could be different than the actual location of boundaries found in the field.



Edinburg Forest

782 Tax Acres
Edinburg, Saratoga County, VT

fountains



Map produced from the best available information including town tax maps, hand held GPS data, aerial photography and reference information obtained from NY GIS, and the owner. Boundary lines portrayed on this map are approximate and could be different than the actual location of boundaries found in the field.



New York State
DEPARTMENT OF STATE
Division of Licensing Services
P.O. Box 22001
Albany, NY 12201-2001

Customer Service: (518) 474-4429
Fax: (518) 473-6648
Web site: www.dos.state.ny.us

New York State Disclosure Form for Buyer and Seller

THIS IS NOT A CONTRACT

New York State law requires real estate licensees who are acting as agents of buyers and sellers of property to advise the potential buyers and sellers with whom they work of the nature of their agency relationship and the rights and obligations it creates. This disclosure will help you to make informed choices about your relationship with the real estate broker and its sales associates.

Throughout the transaction you may receive more than one disclosure form. The law requires each agent assisting in the transaction to present you with this disclosure form. A real estate agent is a person qualified to advise about real estate.

If you need legal, tax or other advice, consult with a professional in that field.

Disclosure Regarding Real Estate Agency Relationships

Seller's Agent

A seller's agent is an agent who is engaged by a seller to represent the seller's interest. The seller's agent does this by securing a buyer for the seller's home at a price and on terms acceptable to the seller. A seller's agent has, without limitation, the following fiduciary duties to the seller: reasonable care, undivided loyalty, confidentiality, full disclosure, obedience and duty to account. A seller's agent does not represent the interests of the buyer. The obligations of a seller's agent are also subject to any specific provisions set forth in an agreement between the agent and the seller. In dealings with the buyer, a seller's agent should (a) exercise reasonable skill and care in performance of the agent's duties; (b) deal honestly, fairly and in good faith; and (c) disclose all facts known to the agent materially affecting the value or desirability of property, except as otherwise provided by law.

Buyer's Agent

A buyer's agent is an agent who is engaged by a buyer to represent the buyer's interest. The buyer's agent does this

by negotiating the purchase of a home at a price and on terms acceptable to the buyer. A buyer's agent has, without limitation, the following fiduciary duties to the buyer: reasonable care, undivided loyalty, confidentiality, full disclosure, obedience and duty to account. A buyer's agent does not represent the interest of the seller. The obligations of a buyer's agent are also subject to any specific provisions set forth in an agreement between the agent and the buyer. In dealings with the seller, a buyer's agent should (a) exercise reasonable skill and care in performance of the agent's duties; (b) deal honestly, fairly and in good faith; and (c) disclose all facts known to the agent materially affecting the buyer's ability and/or willingness to perform a contract to acquire seller's property that are not inconsistent with the agent's fiduciary duties to the buyer.

Broker's Agents

A broker's agent is an agent that cooperates or is engaged by a listing agent or a buyer's agent (but does not work for the same firm as the listing agent or buyer's agent) to assist the listing agent or buyer's agent in locating a property to sell or buy, respectively, for the listing agent's seller or the buyer agent's buyer. The broker's agent does not have a direct relationship with the buyer or seller and the buyer or seller can not provide instructions or direction directly to the broker's agent. The buyer and the seller therefore do not have vicarious liability for the acts of the broker's agent. The listing agent or buyer's agent do provide direction and instruction to the broker's agent and therefore the listing agent or buyer's agent will have liability for the acts of the broker's agent.

Dual Agent

A real estate broker may represent both the buyer and seller if both the buyer and seller give their informed consent in writing. In such a dual agency situation, the agent will not be able to provide the full range of fiduciary duties to the buyer and seller. The obligations of an agent are also subject to any specific provisions set forth in an agreement between

the agent, and the buyer and seller. An agent acting as a dual agent must explain carefully to both the buyer and seller that the agent is acting for the other party as well. The agent should also explain the possible effects of dual representation, including that by consenting to the dual agency relationship the buyer and seller are giving up their right to undivided loyalty. A buyer or seller should carefully consider the possible consequences of a dual agency relationship before agreeing to such representation.

Dual Agent with Designated Sales Agents

If the buyer and seller provide their informed consent in writing, the principals and the real estate broker who represents both parties as a dual agent may designate a sales agent to represent the buyer and another sales agent to represent the seller to negotiate the purchase and sale of real

estate. A sales agent works under the supervision of the real estate broker. With the informed consent of the buyer and the seller in writing, the designated sales agent for the buyer will function as the buyer's agent representing the interests of and advocating on behalf of the buyer and the designated sales agent for the seller will function as the seller's agent representing the interests of and advocating on behalf of the seller in the negotiations between the buyer and seller. A designated sales agent cannot provide the full range of fiduciary duties to the buyer or seller. The designated sales agent must explain that like the dual agent under whose supervision they function, they cannot provide undivided loyalty. A buyer or seller should carefully consider the possible consequences of a dual agency relationship with designated sales agents before agreeing to such representation.

This form was provided to me by Todd Waldron (print name of licensee) of Fountains Land
(print name of company, firm or brokerage), a licensed real estate broker acting in the interest of the:

☒ Seller as a (check relationship below)

☐ Buyer as a (check relationship below)

☒ Seller's agent

☐ Buyer's agent

☐ Broker's agent

☐ Broker's agent

☐ Dual agent

☐ Dual agent with designated sales agent

If dual agent with designated sales agents is checked: _____ is appointed to represent the buyer;
and _____ is appointed to represent the seller in this transaction.

I/We _____ acknowledge receipt of a copy of this disclosure form:
signature of { } Buyer(s) and/or { } Seller(s):

Date: _____

Date: _____