

OFFERING MEMORANDUM

BUSINESS +
Real Estate
**FOR
SALE**

John G. Sears & Son Landscaping, Inc.

Five Generations of Landscape Contractors since 1931

OFFERING MEMORANDUM

John G. Sears & Son Landscaping, Inc.

BUSINESS +
Real Estate
**FOR
SALE**

Commercial
Realty Advisors



221 Old Main St

ASKING PRICE

South Yarmouth

\$1,499,000

Cape Cod, MA

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Overview

Founded in **1931**, John G. Sears & Son, Inc. is one of Cape Cod's most established landscaping companies, proudly operating for nearly a century as a **family-owned, multi-generational business**. Established by John G. Sears and his son, the business transitioned in 1956 to the third generation and later, in 2003, to the current owners, Rick and Ken Sears. Today, the company continues its legacy of excellence and reliability, offering comprehensive landscaping solutions to a loyal client base.

The sale includes both the **operating business and the commercial real estate** located at **221 Old Main Street, South Yarmouth, MA**. This dual offering presents a rare opportunity to acquire a turnkey landscaping company with valuable hard assets and goodwill, alongside a well-located commercial property suited to long-term growth.

Business Strengths

- **Heritage & Reputation** – Over 90 years of trusted service on Cape Cod; a brand synonymous with quality landscaping.
- **Comprehensive Services** – Landscape design, construction, irrigation, hardscaping, lawn and garden care, snow removal, and seasonal maintenance.
- **Recurring Revenue** – Supported by ongoing maintenance contracts and repeat clients.
- **Experienced Team** – Skilled staff ensures smooth operations and continuity of service.
- **Community Recognition** – Deep ties to Cape Cod residents and businesses, with strong goodwill that enhances client retention and referrals.

PRICE \$1.499m (property + business)

INDUSTRY Landscaping Services

LOCATION SOUTH YARMOUTH, MASS

OWNERS KEN SEARS/RICK SEARS

YEAR FOUNDED 1931

WEBSITE www.searslandscaping.com

Market & Growth Opportunities

The landscaping industry is strong and growing, fueled by demand for property enhancements and outdoor living spaces. Key opportunities for growth include:

- Expanding high-margin **hardscape and outdoor living installations**.
- Securing more **commercial and municipal contracts**.
- Leveraging **digital marketing and social media** for customer acquisition.
- Geographic expansion into the South Shore and Southeastern Massachusetts.

Investment Highlights

- Nearly **100 years of proven profitability** and community trust.
- **Multi-generational family brand** with longstanding goodwill.
- **Recurring revenue** from maintenance contracts and seasonal work.
- **Turnkey operation** with equipment, staff, and systems in place.
- **Commercial property included** for operational stability and long-term asset growth.
- **Positioned in a strong, growing market** with ample upside potential.

EQUIPMENT LIST

John G. Sears & Son Landscaping, Inc.

Vehicle List:

2022 Ford F350 PU Black
2019 Ford F250 (Utility) Black
2017 Ford F350 (Utility) Black
2004 GMC C7500 Black
2020 Ford F350 Dump Black
2019 Ford Dump Green
2016 Ford F350 Dump Green
Spray Truck: 2005 GMC C7500

Trailer List:

2022 NRST TL/SE (Registered State of Maine)
2018 INTL Utility Black

Equipment:

Case: Excavator
Case: Skidsteer
Yard Loader
Sander: Fisher Poly Sander
Snow Plows: (5)
Mowers: Walker Ride-On Mowers (3)

Other:

Snow Blower: (1)
Push Mower: (2)
Line Trimmers: (3)
Hedge Trimmers: (2)
Handheld, (1) Pole Extension
Chain Saws: (3)
Backpack Blowers: (5)
Handheld Blowers: (3)
Wheel Barrows: Misc.
Hardscaping: Cut Saws
Cement Mixers: (2)
Irrigation: Misc. Items
Spreaders: (4)
200 Gallon Fertilizer Tank
Compactor: (1)
Air Compressor: (1) Mounted
Air Compressor: Tow Behind (1)
Office: Computer, (2)
Printer/Fax, CC Machine



PROPERTY SPECIFICATIONS

221 Old Main St, South Yarmouth, MA 02664

Year Built 1940

Size ±581 SF

Land Size ±1.7 acres

Stories 3

Address 221 Old Main St, South Yarmouth, MA 02664

Style Office Bldg

Book/Page 34631/326

Parcel ID 60/237

Zoning RS40 (Scenic Road)

Land Assessment \$364,300

Building Assessment \$29,400

Detached Assessment \$27,100

Total Assessment \$420,800

Real Estate – 221 Old Main Street

- **Parcel Size:** ±74,053 sq. ft. (±1.78 acres)
- **Improvements:** 3-story wood-framed office building (±581 sq. ft. effective area) plus multiple sheds, garages, and storage structures for equipment
- **Zoning:** RS40 (Scenic Road designation)

The property offers functional space for offices, equipment storage, and vehicle parking. It is centrally located in Yarmouth with excellent accessibility to surrounding Cape Cod communities.



INTERIOR PICTURES

221 Old Main St, South Yarmouth, MA 02664



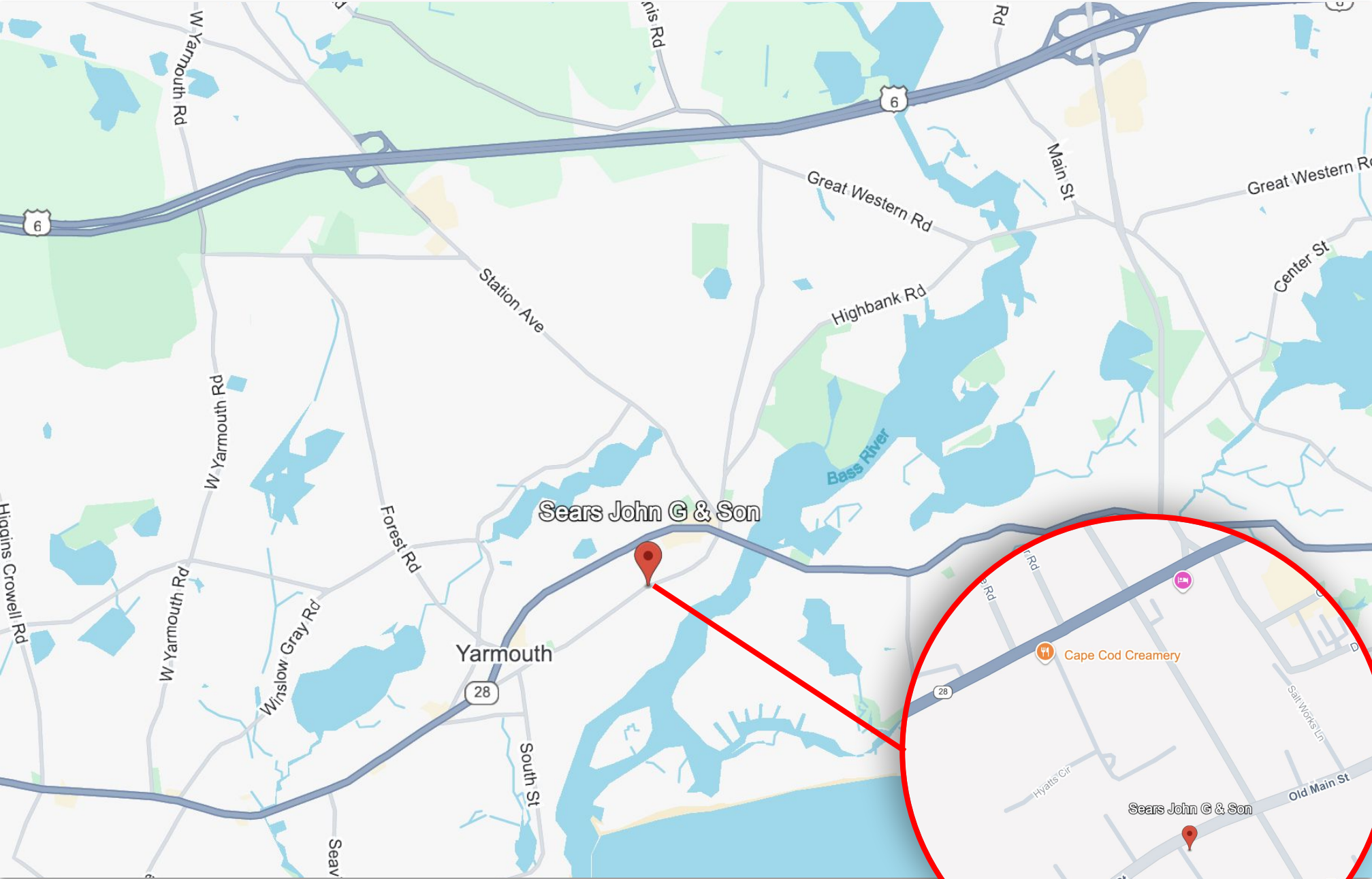
EXTERIOR PICTURES

221 Old Main St, South Yarmouth, MA 02664



LOCATION

221 Old Main St, South Yarmouth, MA 02664



PROPERTY FIELD CARD

221 Old Main St, South Yarmouth, MA 02664

Property Location221 OLD MAIN ST
Vision ID7763

Account #7763

Map ID60/ 237/ / /

Bldg #1

Bldg Name
Sec #1 of 1

Card #1 of 1

State Use 3180
Print Date 1/6/2025 1:0

CURRENT OWNER		TOPO	UTILITIES	STRT / ROAD	LOCATION	CURRENT ASSESSMENT				815 YARMOUTH, MA VISION								
SEARS RICHARD J SEARS KENNETH R 221 OLD MAIN ST SOUTH YARMOUTH MA 02664		1 Level	2 Public Water	1 Paved	2 Suburban	Description	Code	Appraised	Assessed									
		SUPPLEMENTAL DATA					COMMERCE. COM LAND	3180 3180	56,500 364,300			56,500 364,300						
		Alt Prcl ID 45/ P005/ / / MISC 180 SEWER P PHASE 1 CONTRAC CONTRACT 2 PLAN # ZIP CODE 2664: GIS ID M_309062_824397											VOTE VOTE DATE PRIVATE Assoc Pid#					
						Total		420,800	420,800									
RECORD OF OWNERSHIP		BK-VOL/PAGE	SALE DATE	Q/U	V/I	SALE PRICE	VC	PREVIOUS ASSESSMENTS (HISTORY)										
SEARS RICHARD J SEARS JOHN G III SEARS JOHN G III		34631	326	11-04-2021	U	I	100,000	1A	Year	Code	Assessed	Year	Code	Assessed	Year	Code	Assessed	
		1299	0356	05-26-1965	U	I	0		2025	3180	56,500	2024	3180	56,500	2023	3180	54,600	
			0			I	0			3180	364,300		3180	320,400		3180	272,600	
						Total		420,800	Total		376,900	Total		327,200				
EXEMPTIONS			OTHER ASSESSMENTS					This signature acknowledges a visit by a Data Collector or Assessor										
Year	Code	Description	Amount	Code	Description	Number	Amount	Comm Int										
Total			0.00															
ASSESSING NEIGHBORHOOD										APPRAISED VALUE SUMMARY								
Nbhd		Nbhd Name		B		Tracing		Batch		Appraised Bldg. Value (Card)								29,400
0070										Appraised Xf (B) Value (Bldg)								0
										Appraised Ob (B) Value (Bldg)								27,100
										Appraised Land Value (Bldg)								364,300
										Special Land Value								0
										Total Appraised Parcel Value								420,800
										Valuation Method								C
										Total Appraised Parcel Value								420,800
BUILDING PERMIT RECORD										VISIT / CHANGE HISTORY								
Permit Id	Issue Date	Type	Description	Amount	Insp Date	% Comp	Date Comp	Comments		Date	Id	Type	Is	Cd	Purpost/Result			
06-387	09-22-2005	AL	Alterations	5,000		100	12-31-2005	SIDING, STRIP, REROOF, PAP		02-19-2014	DK	01	1	01	Measur+1Visit			
									02-19-2014	DK	02			Measur+2Visit - Info Card I				
									01-01-2014	BH	00			CYCLICAL 2014				
									06-25-2004	GM	00			Measur+Listed				
									10-03-1995	JF	01			Measur+1Visit				
LAND LINE VALUATION SECTION																		
B	Use Code	Description	Zone	Land Type	Land Units	Unit Price	I. Factor	Site Index	Cond.	Nbhd.	Nhbd Adj	Notes		Location Adjustment	Adj Unit Pric	Land Value		
1	3180	COM GRN HS M			40,000	SF	4.67	1.00000	7	1.00	0070	1.800		0	8.41	336,200		
1	3180	COM GRN HS M			0.780	AC	20,000.00	1.00000	7	1.00	0070	1.800		0	36,000	28,100		
Total Card Land Units					1.70	AC	Parcel Total Land Area: 1.70					Total Land Value					364,300	

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Property Location221 OLD MAIN ST
Vision ID7763

Account #7763

Map ID60/ 237/ / /
Bldg #1

Bldg Name
Sec #1 of 1

Card #1 of 1

State Use 3180
Print Date 1/6/2025 1:02:43 AM

CONSTRUCTION DETAIL						CONSTRUCTION DETAIL (CONTINUED)					
Element	Cd	Description				Element	Cd	Description			
Style:	18	Office Bldg									
Model	94	Comm/Ind									
Grade	01	Minimum									
Stories:	1										
Occupancy	1.00					MIXED USE					
Exterior Wall 1	14	Wood Shingle				Code	Description			Percentage	
Exterior Wall 2						3180	COM GRN HS M94			100	
Roof Structure	03	Gable/Hip								0	
Roof Cover	03	Asph/F Gls/Cmp								0	
Interior Wall 1	04	Plywood Panel				COST / MARKET VALUATION					
Interior Wall 2	05	Drywall/Sheet				RCN			45,161		
Interior Floor 1	12	Hardwood									
Interior Floor 2	06	Inlaid Sht Gds				Year Built			1940		
Heating Fuel	03	Gas									
Heating Type	03	Hot Air-no Duc				Effective Year Built					
AC Type	01	None									
Bldg Use	3180	COM GRN HS M94				Depreciation Code			A		
Total Rooms											
Total Bedrms	00					Remodel Rating					
Total Baths	0										
Heat/AC	00	NONE				Year Remodeled					
Frame Type	02	WOOD FRAME									
Baths/Plumbing	02	AVERAGE				Depreciation %			35		
Ceiling/Wall	06	CEIL & WALLS									
Rooms/Prtns	02	AVERAGE				Functional Obsol			0		
Wall Height	8.00										
% Conn Wall	0.00					Ext. Comment					
1st Floor Use:	3180										
OB - OUTBUILDING & YARD ITEMS(L) / XF - BUILDING EXTRA FEATURES(B)											
Code	Description	L/B	Units	Unit Price	Yr Blt	Cond. Cd	% Good	Grade	Grade Adj	Appr. Value	
SHD1	SHED FRAME	L	120	8.00	1950		10		0.00	100	
SHD1	SHED FRAME	L	72	8.00	1940		10		0.00	100	
SHD2	W/LIGHTS ETC	L	48	9.00	1950		10		0.00	0	
SHD1	SHED FRAME	L	48	8.00	1950		10		0.00	0	
FGR1	GARAGE-AVE	L	1,424	16.00	1940		40		0.00	9,100	
FGR2	GARAGE-GOO	L	2,220	20.00	1960		40		0.00	17,800	
BUILDING SUB-AREA SUMMARY SECTION											
Code	Description				Living Area	Floor Area	Eff Area	Unit Cost	Undeprec Value		
BAS	First Floor				480	480	480	77.73	37,310		
UST	Utility, Storage, Unfinished				0	336	101	23.37	7,851		
Ttl Gross Liv / Lease Area					480	816	581		45,161		

OFFERING PRICE

The assets and goodwill of the business known as John G. Sears & Son Landscaping, Inc. is offered for sale at \$1,499,000. The name, branding and signage, real estate and an agreement not to compete as may be negotiated between buyer and sellers, and a reasonable period of transition assistance which also as may be negotiated between buyer and sellers. The sellers will assist in the transfer of licenses currently used by John G. Sears & Son Landscaping, Inc.. Useable inventory will be sold to the buyer at the seller's invoice cost unless otherwise agreed upon.

ASSESSMENT OF OPPORTUNITY

John G. Sears & Son Landscaping, Inc. generates an attractive owner's profit documented by IRS returns. Its sales and profit growth are unusually strong, and it is located in an area with heavy tourist traffic, providing easy access for its customers throughout Southeastern NE, Cape Cod, and the Islands.

The formula for success in its current concept is easily transferable. The location is also adaptable to a change in concept or a change in the configuration of the venue, furniture, fixtures and equipment and outstanding licenses. Commercial Realty Advisors, Inc. anticipates strong interest for John G. Sears & Son Landscaping, Inc.

SUBMISSION OF OFFERS

Commercial Realty Advisors, Inc. invites written offers for the Business known as John G. Sears & Son Landscaping, Inc. The assets, goodwill, and real estate are available. Offers should be submitted to Kevin Pepe or Craig Campbell of Commercial Realty Advisors, Inc., 222 West Main Street, Hyannis, MA 02601. Written offers must identify the purchaser, mailing & legal addresses, Buyer's offer price, contingencies (if any), sources of capital to complete the transaction, and proposed closing date. The Buyer's offer must include an earnest money deposit that will be held by Commercial Realty Advisors, Inc. in its non-interest-bearing escrow account, that will be applied to the purchase price, or refunded to the Buyer with the agreement of both parties.

Please contact us for further details of the assets and goodwill included with the sale of John G. Sears & Son Landscaping, Inc.. Showings are by appointment only, and financials shall be provided to qualified buyers who demonstrate their ability to make this acquisition.

Commercial
Realty Advisors

Commercial Realty Advisors' Disclaimer

This information has been secured from sources we believe to be reliable, but we make no representation or warranties, expressed or implied, as to the accuracy of the information contained herein. Commercial Realty Advisors, Inc. and the agent presenting this opportunity represent the Seller / Lessor, and are neither architects, engineers, inspectors, accountants nor attorneys, and therefore all buyers / tenants must consult with their own architects, engineers, inspectors, accountants or attorneys as to financial, zoning, lot line, handicapped accessibility, flood plain, mechanical, structural, or environmental concerns. Buyer must verify all information and bears all the risk for inaccuracies. Referenced square footage and acreage and sketched outlines are approximate, and this information package is subject to change.

ABOUT

Commercial Realty Advisors, Inc. specializes in commercial and industrial real estate, mergers, acquisitions, joint ventures, divestitures, and other business broker strategies. It is a commercial and real estate brokerage based in Hyannis, Massachusetts, specializing in middle-market transitions. The culture of our firm is that of an investment bank with a premium placed on intellectual vitality, relationship management, and knowledge of geographic markets. A cadre of well-educated and successful experts partner with clients to achieve objectives in a cost and time- effective manner. Our business is broadly based. Our real estate practice includes development, investment, and other commercial sale, lease, and management arrangements. Transactions include manufacturing, retailing, food processing, restaurant and hospitality, golf course, marinas, and other businesses.



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ADVISORS, INC.**

222 West Main St. Hyannis, MA
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LICENSE #6295



TAX RETURNS	2022	2023	2024
Gross Sales	\$944,664	\$886,899	\$847,775
Cost of Goods Sold	\$277,975	\$228,428	\$177,559
Gross Profit	\$666,689	\$658,471	\$670,216
Total Income	\$666,689	\$658,471	\$670,216
Total Expenses	\$593,204	\$583,246	\$613,304
Add Backs	\$66,881	\$56,844	\$75,243
SDE	\$140,366	\$132,069	\$132,155

Financial information has been supplied by the seller and is not independently verified by Commercial Realty Advisors, Inc. Prospective buyers are responsible for their own due diligence regarding the financial condition, performance, and viability of the business and any associated real estate.