

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

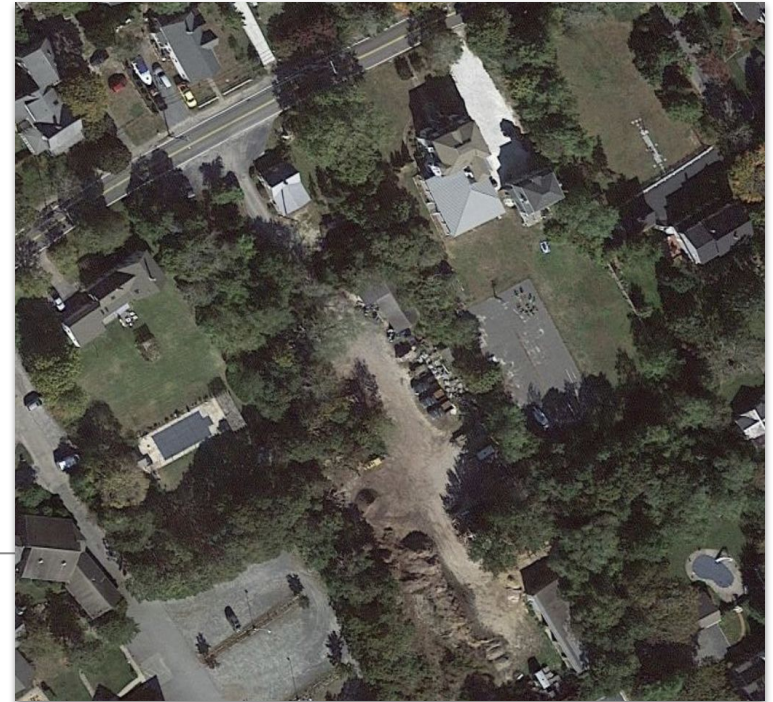
Detached Assessment \$27,100

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



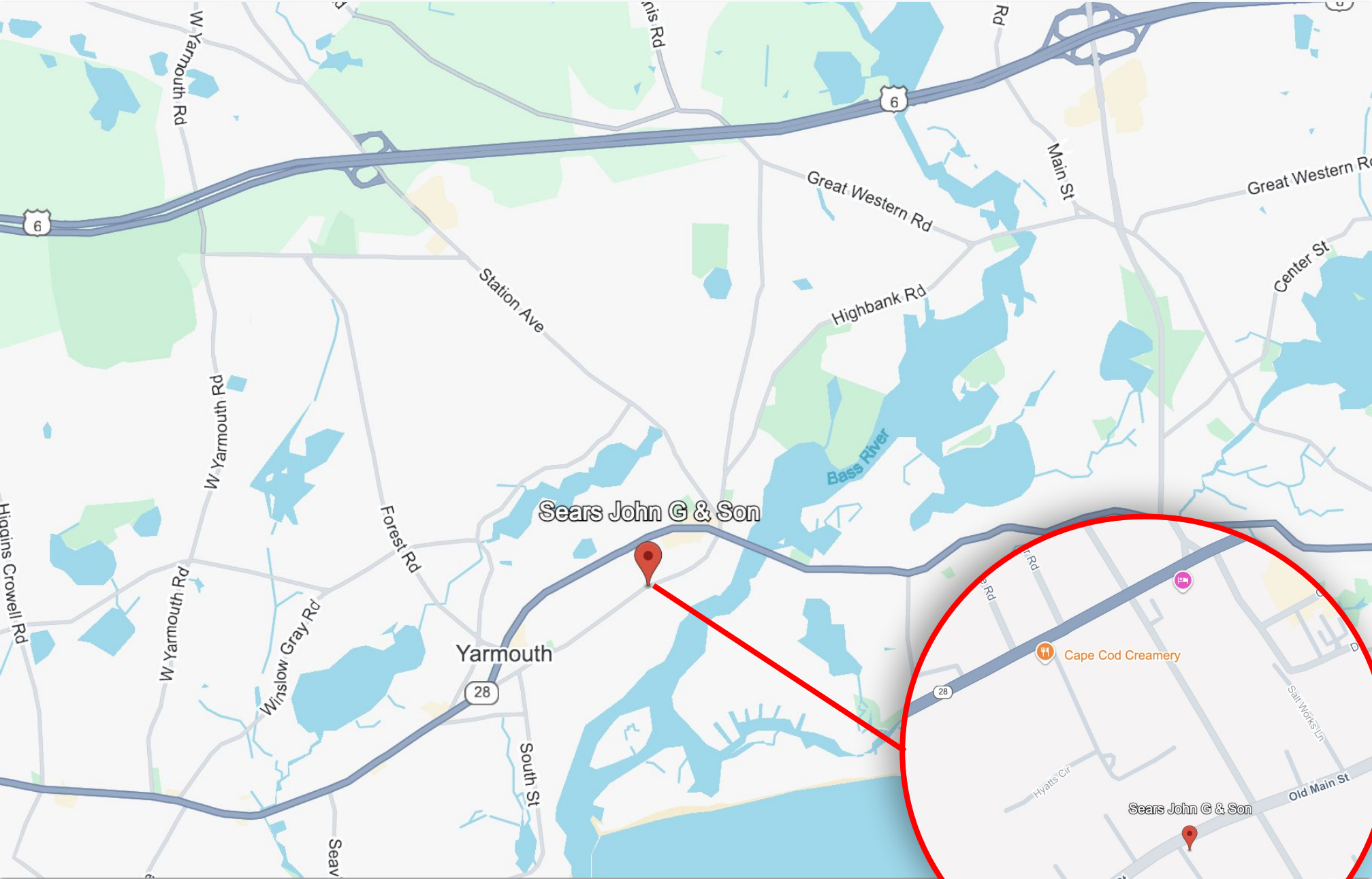
EXTERIOR PICTURES

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 Location 221 OLD MAIN ST
Vision ID 7763

Account # 7763

Map ID 60/ 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 | | 1 Level | 2 Public Water | 1 Paved | 2 Suburban | Description | Code | Appraised | Assessed | | | | | | | | | | |
| SEARS KENNETH R | | | | | | COMMERCE. | 3180 | 56,500 | 56,500 | | | | | | | | | | |
| 221 OLD MAIN ST | | | | | | COM LAND | 3180 | 364,300 | 364,300 | | | | | | | | | | |
| SOUTH YARMOUTH MA 02664 | | SUPPLEMENTAL DATA | | | | | | | | | | | | | | | | | |
| | | 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 | | 34631 | 326 | 11-04-2021 | U | I | 100,000 | 1A | Year | Code | Assessed | Year | Code | Assessed | Year | Code | Assessed | | |
| SEARS JOHN G III | | 1299 | 0356 | 05-26-1965 | U | I | 0 | | 2025 | 3180 | 56,500 | 2024 | 3180 | 56,500 | 2023 | 3180 | 54,600 | | |
| SEARS JOHN G III | | | 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 | | | | | | | | | | | |
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| | | Total | | | | 0.00 | | | | | | | | | | | | | |
| ASSESSING NEIGHBORHOOD | | | | | | | | | | | | | | | | | | | |
| Nbhd | | Nbhd Name | | B | | Tracing | | Batch | | | | | | | | | | | |
| 0070 | | | | | | | | | | | | | | | | | | | |
| NOTES | | | | | | | | | | | | | | | | | | | |
| NURSERY-JOHN SEARS & SONS LANDSCAPING | | | | | | | | | | | | | | | | | | | |
| BUILDING PERMIT RECORD | | | | | | | | | | | | | | | | | | | |
| 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 | Measur+1Visit | | | | | |
| | | | | | | | | | 02-19-2014 | DK | | | 02 | Measur+2Visit - Info Card I | | | | | |
| | | | | | | | | | 01-01-2014 | BH | 01 | 1 | CY | 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 | | |

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 1:02:43 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 | | | | | | | | | | |
| Exterior Wall 1 | 14 | Wood Shingle | | | | | | | | | |
| Exterior Wall 2 | | | | | | | | | | | |
| Roof Structure | 03 | Gable/Hip | | | | | | | | | |
| Roof Cover | 03 | Asph/F Gls/Cmp | | | | | | | | | |
| Interior Wall 1 | 04 | Plywood Panel | | | | | | | | | |
| Interior Wall 2 | 05 | Drywall/Sheet | | | | | | | | | |
| Interior Floor 1 | 12 | Hardwood | | | | | | | | | |
| Interior Floor 2 | 06 | Inlaid Sht Gds | | | | | | | | | |
| Heating Fuel | 03 | Gas | | | | | | | | | |
| Heating Type | 03 | Hot Air-no Duc | | | | | | | | | |
| AC Type | 01 | None | | | | | | | | | |
| Bldg Use | 3180 | COM GRN HS M94 | | | | | | | | | |
| Total Rooms | | | | | | | | | | | |
| Total Bedrms | 00 | | | | | | | | | | |
| Total Baths | 0 | | | | | | | | | | |
| Heat/AC | 00 | NONE | | | | | | | | | |
| Frame Type | 02 | WOOD FRAME | | | | | | | | | |
| Baths/Plumbing | 02 | AVERAGE | | | | | | | | | |
| Ceiling/Wall | 06 | CEIL & WALLS | | | | | | | | | |
| Rooms/Prtns | 02 | AVERAGE | | | | | | | | | |
| Wall Height | 8.00 | | | | | | | | | | |
| % Conn Wall | 0.00 | | | | | | | | | | |
| 1st Floor Use: | 3180 | | | | | | | | | | |
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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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**COMMERCIAL REALTY
ADVISORS, INC.**

222 West Main St. Hyannis, MA
508-862-9000 | comrealty.net

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