

From: [Andy Fisk](#)
To: ["Bob Moore"](#)
Cc: ["Andy Fisk"; afornier@ctriver.org](#)
Subject: CRC: land committee conference call SCHEDULED
Date: Monday, July 16, 2018 2:24:31 PM
Attachments: [6551 - Winchester Road and Spaulding Pond area, Norfolk, CT LAND REPORT.pdf](#)
[Landest marketing and listing agreement Spaulding Pond.pdf](#)

Folks,

Here's the material for our Land Committee conference call:

Tuesday, 7/17 from 4:00 – 5:00 pm

641-715-3580

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AGENDA

- Landvest marketing & listing proposal DECISION
- Resource Valuation Group appraisal DECISION

I will briefly review the status of work conducted since our last meeting where I was charged with exploring sales strategies for the Spaulding Pond property. The two items of business for this meeting are to evaluate and make a decision about listing the property with Landvest and a related decision to reject the appraisal we received from Resource Valuation Group.

Landvest is quite enthusiastic about selling the property and feels there are a number of possible buyers. However they see the value at \$400-500 an acre and as such want this appraisal rejected on several technical grounds. Landvest is concerned that this appraisal (which was not commissioned as a "yellow book" appraisal designed to establish value for purposes of purchase by a non-profit or government entity but just to get a sense of value) did not use comparables from the entire Northeast and the comparables that were used were insufficient.

Here are the considerations that I think are in front of us in deciding to list with a real estate firm:

- Can we sell this property to a private individual? *Yes*
- Will there be local opposition? *I have reached out to local land trust, no opposition expressed at this point.*
- Do we need to repair the dam first before listing? *From a sales standpoint, no.*

There may be others that you all discern.

There are two documents attached:

- Landvest marketing plan & listing agreement (17 pp)
- Resource Valuation Group appraisal (34 pp)

Please feel free to give me a call prior to the meeting if you have questions, otherwise we will talk next week.

As ever, thanks for your time helping with this part of our work,

Best,

Andy

Andrew Fisk, Ph.D.

Executive Director

Connecticut River Conservancy, formerly *Connecticut River Watershed Council*

15 Bank Row | Greenfield, MA 01301 | www.ctriver.org

413-772-2020 x208 | 413-210-9207 (cell)

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