



# BUSINESS OFFERING MEMORANDUM

***DENNIS EQUIPMENT COMPANY, INC.***  
**970 Route 134 So. Dennis, MA**

The Business & Real Estate are offered for sale for a combined price of:  
**\$2,900,000**

Commercial  
**Realty Advisors**

222 West Main Street, Hyannis, MA 02601  
508-862-9000

[www.ComRealty.net](http://www.ComRealty.net)  
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# EXECUTIVE SUMMARY

Dennis Equipment Company, a family-owned and operated business since 1955, is a leading provider of outdoor power equipment and expert repair services on Cape Cod. With a well-established reputation for high-quality products, exceptional customer service, and technical expertise, the business has cultivated a loyal customer base that includes both residential clients and commercial landscapers. The company offers a wide range of products from top brands such as Honda, Toro, and Stihl, including lawnmowers, tractors, snow blowers, generators, and professional equipment.

The property at 970 Route 134, East Dennis, is included in the sale, offering valuable real estate that enhances the business's long-term appeal. The 0.87-acre commercially zoned parcel includes a 9,800-square-foot steel-framed building, constructed in 1971, with retail space, offices, workshops, and inventory storage. Its prime location provides quick access to Route 6, making it highly attractive to both new and existing businesses.



The sale of Dennis Equipment Company presents a unique opportunity for potential buyers to acquire a thriving business with a loyal customer base, a strong brand reputation, and a prime location on Cape Cod. The company's long history, experienced staff, and diverse product offerings make it an attractive investment for individuals or businesses looking to enter or expand in the outdoor power equipment industry.

# KEY HIGHLIGHTS

- **Prime Real Estate:** Centrally located on Cape Cod, with easy access to major routes, ideal for continued retail operations or alternative commercial use.
- **Established Brand:** Over 60 years of operational success with a reputation for quality and trust.
- **Diverse Customer Base:** Residential and commercial clients, including landscapers, contractors, and property managers.
- **Strong Supplier Relationships:** Authorized dealer of leading brands such as Stihl, contributing to stable and recurring sales revenue.
- **Community Involvement:** Winner of the 2019 Cape Cod Community's Choice Award for lawn equipment and supporter of local charitable initiatives such as Toys for Tots. They have also collected school supplies to donate to a local school.

## GROWTH POTENTIAL & STRATEGIC OPPORTUNITIES

- **Market Expansion:** An excellent acquisition target for existing outdoor equipment dealers (e.g., John Deere) or businesses looking to expand operations onto Cape Cod.
- **Diversification:** The property's original use as a marine sales and service facility suggests opportunities for use by boat servicing, dealerships and other related industries.
- **Location Synergy:** The facility's location, combined with Cape Cod's demand for professional landscaping and construction services, makes it ideal for companies specializing in outdoor contracting services.

# BUSINESS SPECIFICATIONS



## BUSINESS NAME

Dennis Equipment Company, Inc



## INDUSTRY

Sales/Service



## LOCATION

Dennis, Massachusetts



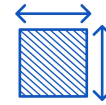
## BUSINESS HOURS

Monday ~ Friday 7:30-4:00  
Closed Weekends



## WEBSITE

<https://dennisequipment.com/>



## PREMISES

9,800 SF on 0.87 Acre site



## OWNER

David Milkey  
Karen Milkey  
John Milkey



## HISTORY

70 Years in Business



## ASKING PRICE

\$2,900,000



## STAFF

Owner/Parts Manager  
Owner/Lead Mechanic  
Owner/Business Manager

PLUS:

2 Full-Time Salespeople  
1 Full-Time Service Manager  
1 Part-Time Delivery Driver  
1 Full-Time Mechanic  
1 Part-Time Mechanic



# PROPERTY SPECIFICATIONS



<b>ADDRESS</b>	970 MA-134, South Dennis, MA 02660
<b>BOOK/PAGE</b>	12118/119
<b>PARCEL NUMBER</b>	233-9-0
<b>ZONING</b>	Extensive Business
<b>TOTAL BUILDING SIZE</b>	9,800 SF
<b>ACRES</b>	.87
<b>YEAR BUILT</b>	1971
<b>DESCRIPTION</b>	Industrial - Sales & Service
<b>BUILDING STYLE</b>	Industrial Clear Span Metal Building
<b>STORIES</b>	1

## Features:

- Retail floor space/Showroom
- Various office areas
- Workshop and service areas
- General inventory storage space
- Includes paved parking and driveways, along with space for equipment display or storage

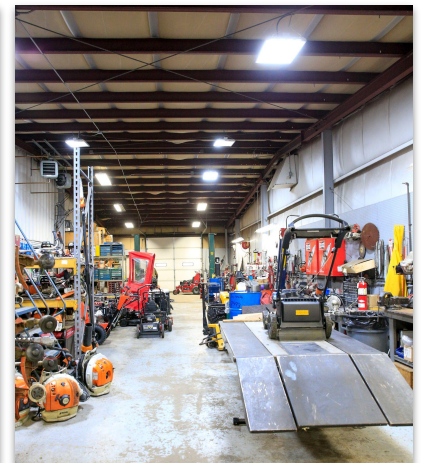


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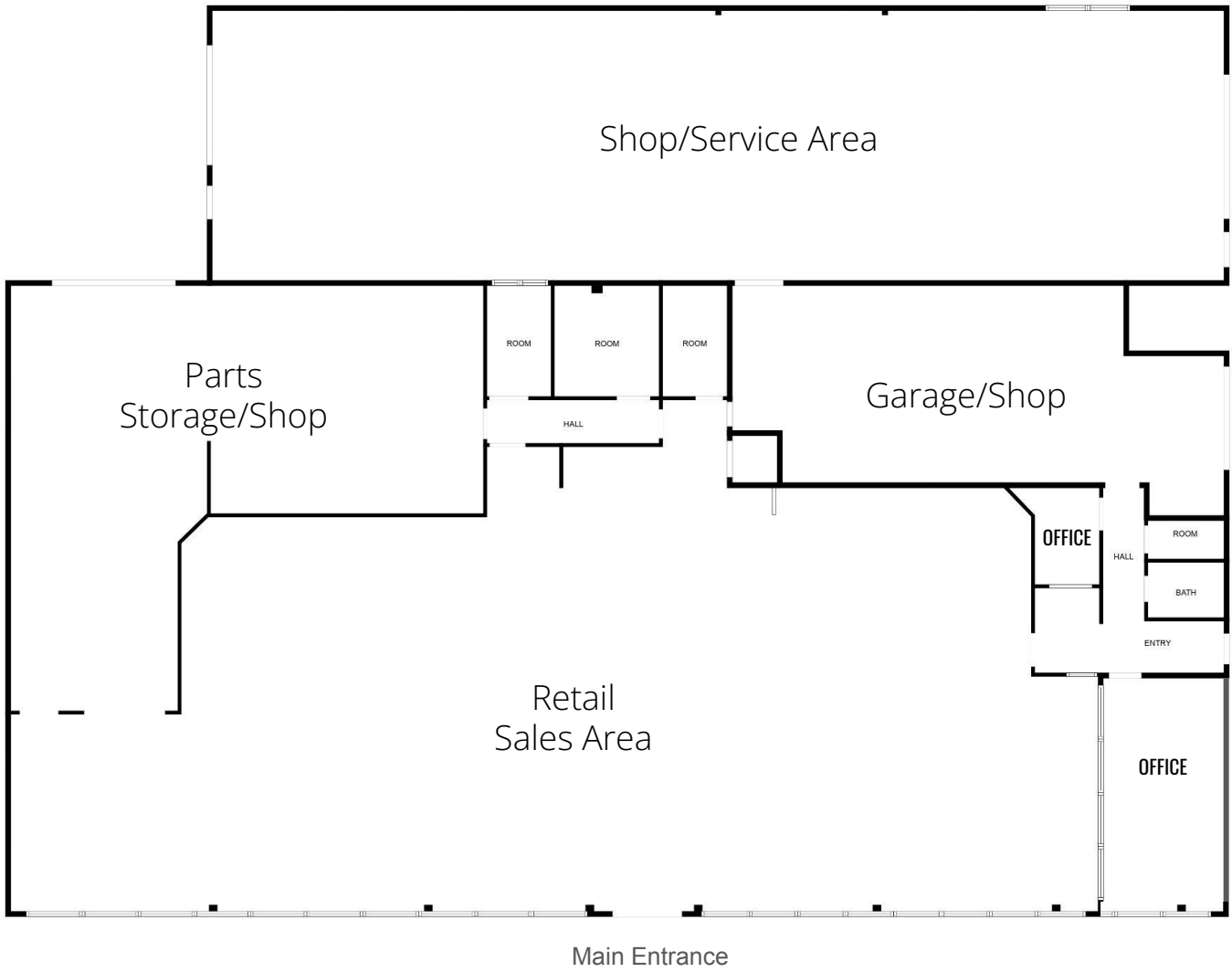
- **Development Restrictions:** The surrounding land is under the control of the Water District reducing the risk of nearby commercial or residential development that could negatively impact the property's value or operations.
- **Septic System Limitation:** The property is located within a **DEP Zone II** area, which enforces regulations that limit the allowable wastewater flow per acre to protect local groundwater resources. Potential buyers will need to carefully assess whether their intended business operations align with these wastewater restrictions.

## Potential Uses:

- Continued operation of outdoor power equipment sales and service
- Marine sales and service business
- Expansion site for construction, landscape, or contractor-type businesses
- Potential for redevelopment or adaptive reuse for other commercial purposes
- Permitted uses for the property include but are not limited to agricultural use, indoor recreation, general retail stores, consumer services, restaurants, professional or business offices, stables, temporary construction offices, and non-commercial scale solar energy electrical generation.



# FLOOR PLANS



FLOOR PLAN CREATED BY CUBICASA APP. MEASUREMENTS DEEMED HIGHLY RELIABLE BUT NOT GUARANTEED.

ROUTE 134



# LOCATION: SOUTH DENNIS, MASSACHUSETTS



## PRIME LOCATION ON CAPE COD

Dennis Equipment Company is strategically located at 970 Route 134 in South Dennis, a central and highly accessible commercial corridor on Cape Cod. Positioned just minutes from Route 6, the property benefits from high visibility and convenient access for both local and regional customers. Surrounded by Dennis Water District land, the site offers long-term stability with minimal risk of future neighboring development, making it an ideal location for continued commercial use or potential business expansion.





## **OFFERING PRICE**

The property, assets, and goodwill of the business known as Dennis Equipment Company Inc. is offered for sale at \$2,900,000. The sale includes the trademarked name, branding and signage, 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 Dennis Equipment Company Inc. Useable inventory will be sold to the buyer at the seller's invoice cost unless otherwise agreed upon.

## **ASSESSMENT OF OPPORTUNITY**

The sale of Dennis Equipment Company presents a rare opportunity to acquire both a longstanding, reputable business and strategically located real estate in the heart of Cape Cod. The combination of a loyal customer base, diverse product offerings, and potential for further business diversification makes this an attractive investment. Additionally, the property's prime location, limited surrounding development, and access to major routes offer significant potential for continued commercial use. Whether for continued operation in the outdoor power equipment sector or alternative commercial use, this investment is well-positioned to deliver long-term value.

## **SUBMISSION OF OFFERS**

Commercial Realty Advisors, Inc. invites written offers for the Business known as Dennis Equipment Company Inc.. The real estate, assets, and goodwill are available. Offers should be submitted to Craig Campbell or Rick Fenuccio, 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 Dennis Equipment Company Inc.. Showings are by appointment only, and financials shall be provided to qualified buyers who demonstrate their ability to make this acquisition and sign a confidentiality agreement.

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## DISCLAIMER

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Commercial Realty Advisors, Inc., and the agent presenting this opportunity, represent the Seller on an Exclusive basis. Commercial Realty Advisors, Inc., and other brokers or salespeople represent the Seller not the Buyer in the marketing, negotiation, and sale of this Business and real estate unless otherwise disclosed.

Commercial Realty Advisors, Inc. 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. This Offering Document is proprietary to the Seller and its related legal and beneficial owners and to Commercial Realty Advisors, Inc. This information is made available to you because you signed a Confidentiality Agreement for the purpose of conducting an analysis of the business opportunity represented herein prefatory to making an offer to purchase the aforementioned Business and real estate. 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.

Should you decline to make said offer, you agree to return promptly this Offering Document and any other information provided to you. You acknowledge that you will treat as secret all information provided herein. You will not discuss, reproduce, or in any way share information with any party including the Sellers, employees, agents, customers, creditors, suppliers, or competitors of said Business and real estate unless prior written permission has been granted to you by Commercial Realty Advisors, Inc.

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## 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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