



# Offering Memorandum



## Marina Development Opportunity

12905 & 12907 HARBOR ROAD  
OCEAN CITY, MD 21842

**PRESENTED BY:**

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MD #672907



# Property Information

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# OFFERING SUMMARY

## MARINA DEVELOPMENT OPPORTUNITY

12905 & 12907 HARBOR ROAD  
OCEAN CITY, MD 21842

### OFFERING SUMMARY

<b>SALE PRICE:</b>	\$1,500,000
<b>PARCEL 1 SIZE:</b>	.49 ACRES
<b>PARCEL 2 SIZE</b>	.5 ACRES

## A HARBORFRONT ASSET WITH REPOSITIONING POTENTIAL

Located in the heart of the highly sought-after West Ocean City Harbor, this property presents a rare value-add investment opportunity within one of the Mid-Atlantic's most active commercial and recreational fishing markets. The property includes six boat slips, a 432 SF office building, and a 3,700 SF warehouse with office space, providing the infrastructure needed to support a range of maritime and waterfront commercial uses.

While existing improvements require capital investment to fully realize their leasing potential, a compelling opportunity exists for investors to reposition and modernize the asset. Commercial fishing operators, marine service providers, and waterfront-related businesses will find an excellent combination of waterfront access, marine infrastructure, and flexible building spaces to meet their needs, while investors and developers will find a marina site that is prime for repositioning.

# PROPERTY HIGHLIGHTS

- Premier Harborfront Location - Situated in the heart of the West Ocean City Harbor, one of the most active recreational & commercial fishing hubs on the Mid-Atlantic coast.
- Direct Ocean Access - Property includes six boat slips providing immediate access to the Atlantic Ocean and regional commercial fishing grounds.
- Recently Dredged Harbor (2025) - The harbor was professionally dredged in 2025 to an approximate depth of 10 feet, enhancing navigability and accommodating a wider range of vessel sizes.
- Compelling Value-Add Opportunity - Existing improvements present a repositioning opportunity through renovation and modernization, allowing investors to create new income streams while increasing asset value.
- Flexible Redevelopment Potential - Zoning and waterfront positioning allow redevelopment to maximize highest and best use.



**SLIP RENTAL OPPORTUNITIES**



**PROXIMITY TO THE ATLANTIC OCEAN**



**REDEVELOPMENT POTENTIAL**

# PROPERTY PHOTOS



# PROPERTY PHOTOS



# PROPERTY PHOTOS



# PROPERTY PHOTOS



# PROPERTY PHOTOS



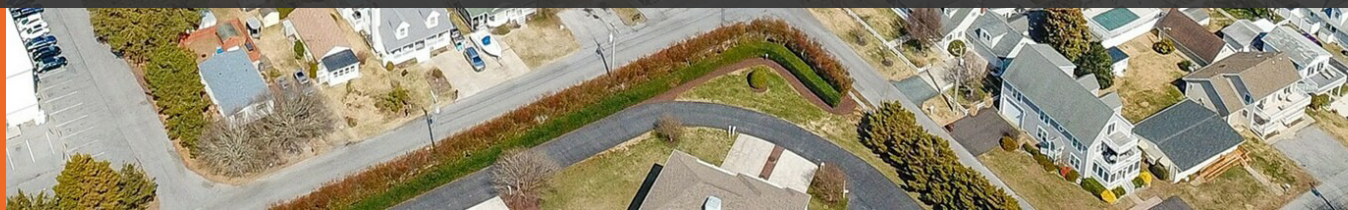
# PROPERTY PHOTOS





# Location Information

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## LOCATION DESCRIPTION

Located in the highly desirable West Ocean City Harbor, the property benefits from one of the most dynamic waterfront commercial districts on the Eastern Shore. West Ocean City serves as a working and recreational harbor, offering direct access to the Atlantic Ocean through the Ocean City Inlet and immediate proximity to the region's thriving tourism economy.

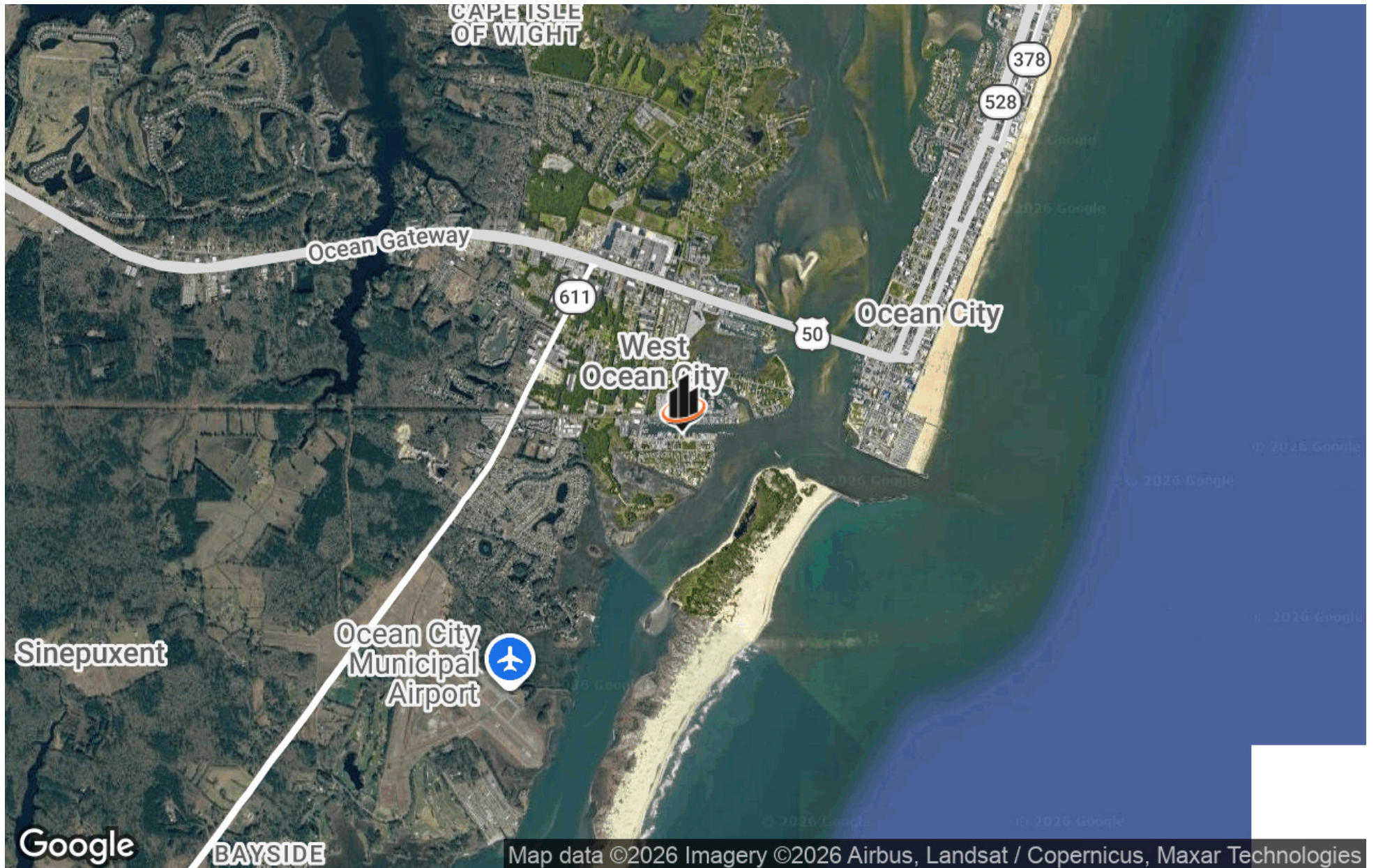
West Ocean City Harbor is home to a mix of commercial fishing operations, charter fleets, marinas, seafood processors, waterfront restaurants, and marine service businesses, creating a year-round hub of economic activity. The harbor also serves as the departure point for world-renowned offshore fishing tournaments, including the prestigious White Marlin Open, which attracts thousands of visitors and millions of dollars in economic impact annually.

Strategically positioned just minutes from downtown Ocean City via the Harry W. Kelley Memorial Bridge (Route 50), the location provides seamless connectivity to the resort's 10-mile barrier island, which draws over 8 million visitors each year. West Ocean City itself has experienced significant growth in recent years, with expanding hospitality, retail, and marine-oriented commercial development.

The harbor's unique combination of waterfront access, commercial infrastructure, and proximity to a nationally recognized tourism destination positions West Ocean City as one of the most strategically valuable maritime commercial locations in the Mid-Atlantic.



# AERIAL MAP



Bishopville

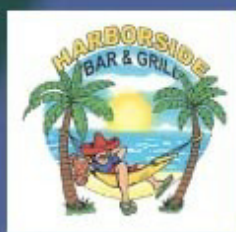
MARYLAND / DELAWARE BORDER

Northside Park

Assawoman Bay

Ocean Pines

Ocean City Beach



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# Zoning & Use Information

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**§ ZS 1-214. CM Commercial Marine District.**

- (a) Purpose and intent. This district is intended to preserve and protect Worcester County's commercial fishing industry while allowing for commercial, industrial and recreational uses which of necessity must be located in close proximity to waterfront areas. Additionally, it provides for other compatible uses which may find a waterfront location desirable. Furthermore, it is the intent of this district that there shall be no basis, under this Title, for recourse against the effects of any normal commercial fishing or other commercial marine activity or operation as permitted in this district, including but not limited to noise, odor, vibration, fumes, dust or glare.
- (b) Permitted principal uses and structures. The following uses and structures are permitted in the CM District:
- (1) Retail, wholesale or service establishments catering to marine activities.
    - A. These include:
      1. Retail businesses catering to marine activities, such as marine equipment and supplies, bait and tackle stores, and seafood sales.
      2. Service businesses for watercraft and marine equipment.
      3. Watercraft sales, service and rental establishments, including equipment, supplies and retail fuel sales.
      4. Wholesale businesses, including warehousing, storage and distribution of marine-related items but excluding fuels and other flammable liquids or explosives.
    - B. Minimum lot requirements shall be: lot area, five thousand square feet [see § ZS 1-305(l) hereof]; lot width, fifty feet; front yard setback, twenty-five feet [see § ZS 1-305(b) hereof]; each side yard setback, six feet; and rear yard setback, twenty feet; and subject to the provisions of § ZS 1-325 hereof. See additional provisions in Subsection (f) of this section.
  - (2) Manufacturing and repair establishments for watercraft and marine equipment. Minimum lot requirements shall be: lot area, five thousand square feet [see § ZS 1-305(l) hereof]; lot width, fifty feet; front yard setback, twenty-five feet [see § ZS 1-305(b) hereof]; each side yard setback, six feet; and rear yard setback, twenty feet; and subject to the provisions of § ZS 1-325 hereof. See additional provisions in Subsection (f) of this section.
  - (3) Public and private (commercial and noncommercial) marinas and marine yards, including fueling, boat launching and recovery, dry storage of seaworthy boats in operable condition, maintenance facilities for all types of hull, deck and interior repairs and painting and boat construction. Minimum lot requirements shall be: lot area, five thousand square feet [see § ZS 1-305(l) hereof]; lot width, fifty feet; front yard setback, twenty-five feet [see § ZS 1-305(b) hereof]; each side yard setback, six feet; and rear yard setback, twenty feet; and subject to the provisions of § ZS 1-325 hereof. See

additional provisions in Subsection (f) of this section.

- (4) Aquaculture or other facilities for the landing, raising, harvesting, packing, canning, processing, storage, shipping, freezing and wholesale or retail sale of seafood. Minimum lot requirements shall be: lot area, five thousand square feet [see § ZS 1-305(l) hereof]; lot width, fifty feet; front yard setback, twenty feet [see § ZS 1-305(b) hereof]; each side yard setback, six feet; and rear yard setback, twenty feet; and subject to the provisions of § ZS 1-325 hereof. See additional provisions in Subsection (f) of this section.
  - (5) Transportation stations and terminals (including truck, rail or watercraft). Minimum lot requirements shall be: lot area, five thousand square feet [see § ZS 1-305(l) hereof]; lot width, fifty feet; front yard setback, twenty-five feet [see § ZS 1-305(b) hereof]; each side yard setback, six feet; and rear yard setback, twenty feet; and subject to the provisions of § ZS 1-325 hereof. See additional provisions in Subsection (f) of this section.
  - (6) Public and private conservation areas. Minimum lot requirements for structures shall be: lot area, five thousand square feet [see § ZS 1-305(l) hereof]; lot width, fifty feet; front yard setback, twenty-five feet [see § ZS 1-305(b) hereof]; each side yard setback, six feet; and rear yard setback, twenty feet.
  - (7) Firehouses, governmental offices and other public or quasi-public buildings, structures and uses of an administrative or public service type. Minimum lot requirements shall be: lot area, five thousand square feet [see § ZS 1-305(l) hereof]; lot width, fifty feet; front yard setback, twenty-five feet [see § ZS 1-305(b) hereof]; each side yard setback, six feet; and rear yard setback, twenty feet; and subject to the provisions of § ZS 1-325 hereof.
  - (8) Public utility structures and properties other than essential services as defined in § ZS 1-121 hereof, including cross-County lines and mains of all kinds, subject to the provisions of § ZS 1-325 hereof. Minimum lot requirements for construction, maintenance or storage buildings or yards shall be: lot area, five thousand square feet; lot width, fifty feet; front yard setback, twenty-five feet [see § ZS 1-305(b) hereof]; each side yard setback, six feet; and rear yard setback, twenty feet. See § ZS 1-328 hereof for lot requirements for all other facilities. During its review of any public utility structure or property, the Planning Commission may require screening, buffering or landscaping of said structure or property where deemed necessary to protect adjoining land uses.
  - (9) Major and minor subdivisions for those uses listed as permitted principal uses and structures or as special exceptions in the CM District only, in accordance with the provisions of § ZS 1-311 hereof.
- (c) Special exceptions. The following principal uses and structures may be permitted by special exception in the CM District in accordance with the provisions of § ZS 1-116(c) hereof:
- (1) Bulk storage or wholesaling of fuels and other flammable liquids. Minimum lot requirements shall be: lot area, five thousand square feet; lot width, fifty feet; front yard setback, twenty-five feet [see § ZS 1-305(b) hereof]; each side yard setback, six feet;

and rear yard setback, thirty feet; and subject to the provisions of § ZS 1-325 hereof. The Board shall require construction and/or additional setbacks to adequately protect the public from hazard. See additional provisions in Subsection (f) of this section.

- (2) Restaurants, convenience food stores, cocktail lounges, bars and nightclubs, including entertainment and dancing. Minimum lot requirements shall be: lot area, five thousand square feet [see § ZS 1-305(l) hereof]; lot width, fifty feet; front yard setback, twenty-five feet [see § ZS 1-305(b) hereof]; each side yard setback, six feet; and rear yard setback, twenty feet; and subject to the provisions of § ZS 1-325 hereof. See additional provisions in Subsection (f) of this section.
  - (3) Retail businesses. Minimum lot requirements shall be: lot area, five thousand square feet [see § ZS 1-305(l) hereof]; lot width, fifty feet; front yard setback, twenty-five feet [see § ZS 1-305(b) hereof]; each side yard setback, six feet; and rear yard setback, twenty feet; and subject to the provisions of § ZS 1-325 hereof. See additional provisions in Subsection (f) of this section.
  - (4) Personal watercraft rental establishments. Minimum lot requirements shall be: lot area, five thousand square feet [see § ZS 1-305(l) hereof]; lot width, fifty feet; front yard setback, twenty-five feet [see § 1-305(b)]; each side yard setback, six feet; and rear yard setback, twenty feet; and subject to the provisions of § ZS 1-325 hereof. See additional provisions in Subsection (f) of this section.
  - (5) Public, private and commercial cultural, social and recreational areas and centers, including community centers, fraternal lodges, country clubs, marinas and boat landings. Minimum lot requirements shall be: lot area, five thousand square feet [see § ZS 1-305(l) hereof]; lot width, fifty feet; front yard setback, twenty-five feet [see § ZS 1-305(b) hereof]; each side yard setback, six feet; and rear yard setback, twenty feet; and subject to the provisions of § ZS 1-325 hereof.
  - (6) Wastewater and water treatment facilities, with the exception of sewage sludge disposal areas, in accordance with § ZS 1-328 hereof.
  - (7) Active outdoor commercial activity between the hours of 2:00 a.m. and 6:00 a.m. other than those activities associated with commercial fishing or aquaculture operations, subject to the provisions of § ZS 1-325 hereof.
  - (8) Dredge spoil disposal sites. Lot requirements for dredge spoil disposal sites, special conditions of operation and conditions regarding reclamation of sites shall be as specified by the Board of Zoning Appeals.
  - (9) Any use or structure which is determined by the Board of Zoning Appeals to be of the same general character as an above-permitted use, not specifically mentioned in another district and compatible with the general character and intent of the CM District, subject to the provisions of § ZS 1-325 hereof.
- (d) Accessory uses and structures. The following accessory uses and structures shall be permitted in the CM District:
- (1) On-site housing for the owner, caretaker or employees, including their immediate

families, of the principal business on the site, subject to the provisions of § ZS 1-325 hereof. Such on-site housing may include accessory apartments in accordance with § ZS 1-338 hereof and manufactured homes in accordance with § ZS 1-314(b) hereof.

- (2) Signs on the premises advertising a lawful use conducted on the premises and temporary and directional signs. All signs shall be subject to the provisions of § ZS 1-324 hereof.
  - (3) Waterfront structures, subject to the provisions of § NR 2-102 of the Natural Resources Article of the Code of Public Local Laws of Worcester County, Maryland and § ZS 1-335 hereof.
  - (4) Temporary buildings and structures, subject to the provisions of § ZS 1-334 hereof.
  - (5) Generally, uses and structures customarily associated with and directly incidental to the permitted principal uses and structures.
- (e) Height regulations. Except for certain other buildings, structures or parts thereof as provided in § ZS 1-305 hereof, no structure shall exceed either four stories or forty-five feet in height.
- (f) Additional provisions. The following additional provisions shall apply to all uses and structures in the CM District:
- (1) With the exception of commercial fishing and aquaculture operations, processes and equipment employed and goods processed, stored or sold shall be limited to those which do not create odor, dust, smoke, cinders, gas, noise, light trespass, vibration, radiation, refuse matter, water-carried waste or other nuisance.
  - (2) All development shall be subject to the provisions of §§ ZS 1-322 and ZS 1-325 hereof.
  - (3) Any side yard setback for a commercial building in the CM District may be reduced to zero where a party wall is provided.
  - (4) Any dwelling unit or manufactured home for residential purposes legally existing as of the effective date of this regulation may be subdivided from the main parcel, provided that the newly created parcel meets all of the lot requirements for such dwelling unit or manufactured home as specified in the R-4 General Residential District (see § ZS 1-208 hereof) and the remaining portion of the main parcel meets all of the lot requirements for the existing or proposed commercial marine use of the property.
  - (5) Except where adjacent to water, all storage and construction yards shall be completely enclosed by a fence no less than eight feet in height.
- (g) Other regulations. The uses and structures permitted in the CM District shall be subject to the applicable regulations contained in Subtitle ZS1:I, General Provisions, and Subtitle ZS1:III, Supplementary Districts and District Regulations, of this Title.

## ADVISOR BIO



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### **PROFESSIONAL BACKGROUND**

Meredith Mears serves as Co-Chair of the SVN National Self-Storage Product Council, and Senior Advisor for SVN Miller Commercial Real Estate & National Storage Partners. A recognized expert in the acquisition and sale of self-storage & boat/RV/camper facilities, Mears works with a global client base that includes equity fund operators, Real Estate Investment Trusts (REITs), and private owners and investors. An active investor herself, Mears is well entrenched in the industry.

Known for successfully closing highly structured, multi-million-dollar acquisitions, dispositions, and joint venture partnerships, Mears brings a strong track record in brokering complex real estate transactions. Her experience spans single-property deals from \$100,000 to \$24 million, providing her clients with a unique advantage rooted in deep market insight and strategic deal execution.

Mears is an active member of the National Self Storage Association. Her commitment to leadership and community development is reflected in her past service as a Regent for the University System of Maryland and as a board member for several organizations, including Hudson Behavioral Health, the Maryland Economic Development Association, Maryland Capital Enterprises, and the Lower Shore Land Trust. In recognition of her contributions to business, community, and mentorship, she was named a Top 100 Woman in Maryland by The Daily Record in 2020.

### **EDUCATION**

Salisbury University  
B.S. in Business Administration  
Concentration: Marketing  
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# Collective Strength, Accelerated Growth

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