



Beaver Brook Golf Course

For Sale

Beaver Brook Golf Course
183 Main St.
Haydenville, MA 01039

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TABLE OF CONTENTS

Executive Summary	3
Location, Maps & Aerials	4
Course Information Scorecard	7
Course Photos	11
Facility Photos	13
Golf Market	17
Golf as Investment	24
Contact Information	25
Confidentiality Agreement	27



EXECUTIVE SUMMARY

Beaver Brook Golf Course
183 Main St.
Haydenville, MA 01039

PROPERTY DESCRIPTION:

9 Hole Daily Fee Golf Course
Opened 1960
Three Sets of Tees
Back Tees 3150 yards
Forward Tees 2700 yards

Clubhouse 3200 SF with 3600 SF Pavillion
68 seat Dining Room; 18 Seat Bar
Simulator Room

DISTANCES

Northampton and I- 91	7 miles
Smith College	6 miles
Mt. Holyoke	14 miles
Springfield, Mass.	17 miles
Amhurst	12 miles

AREA DESCRIPTION

Zoning: Primarily Rural Residential in
Williamsburg, Mass
Western Massachusetts
Berkshire Hills / Mountains

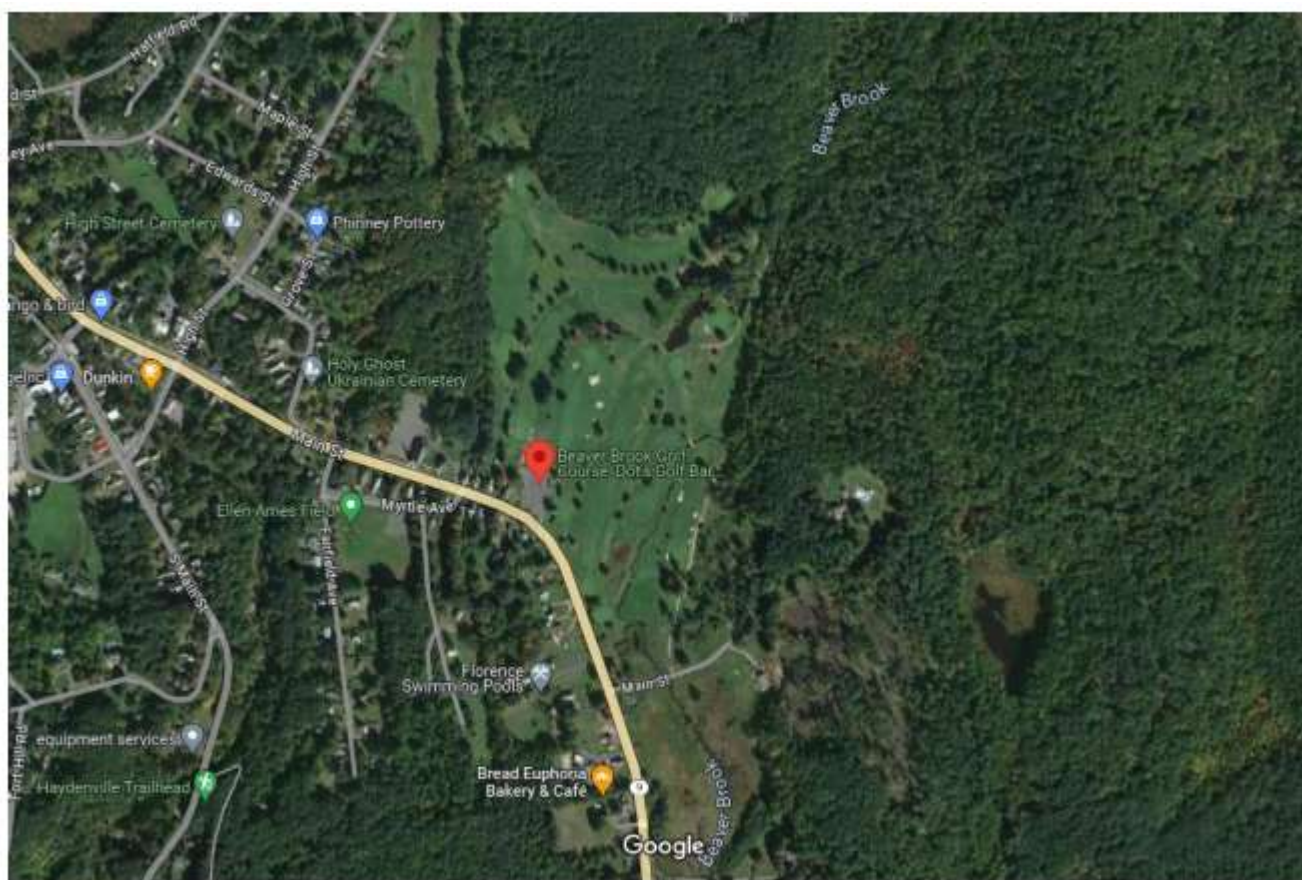


PRICE

Sale Price: \$1,950,000

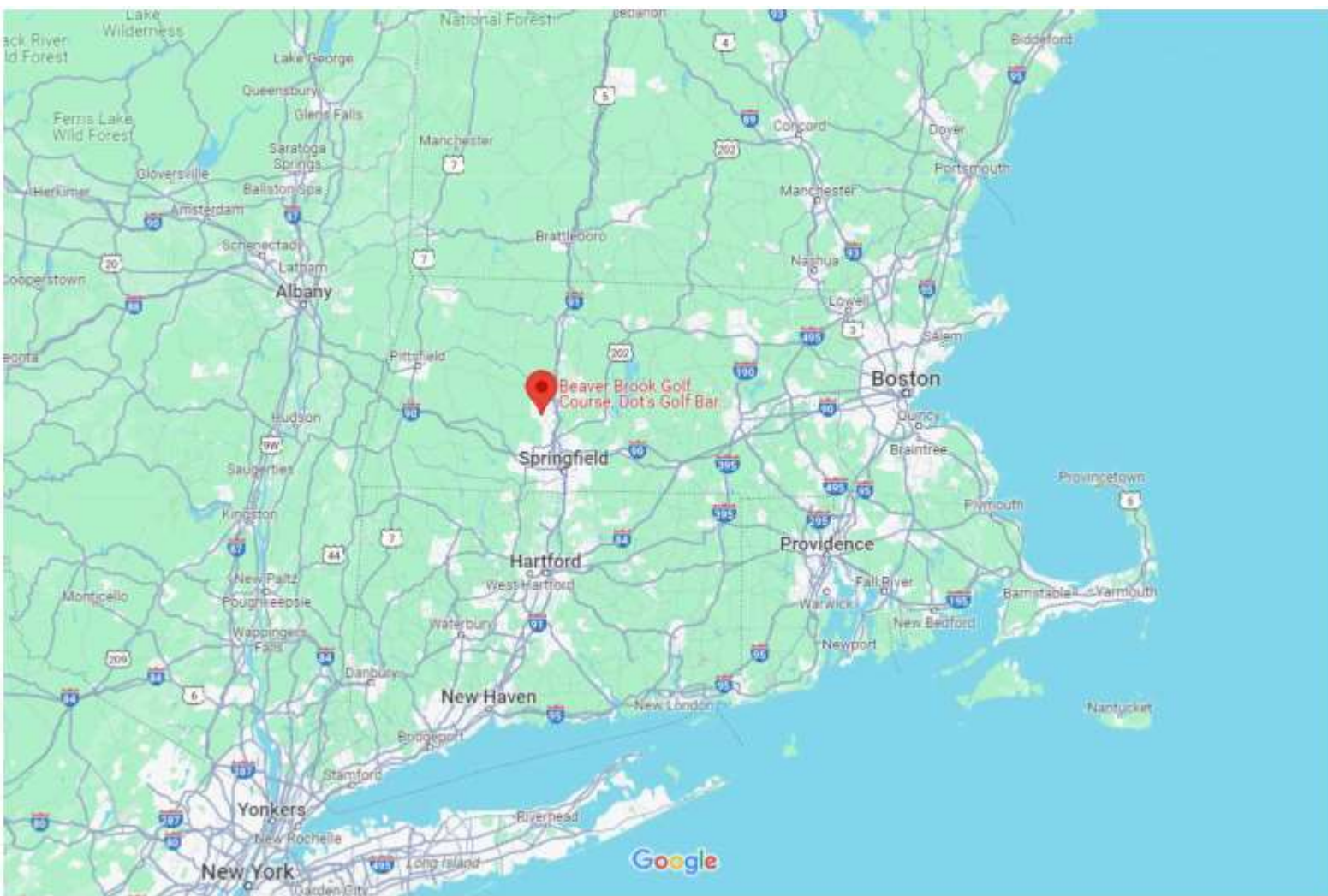
Acres: Approx 285 +/- acres

PROPERTY PHOTOS – COURSE AERIAL



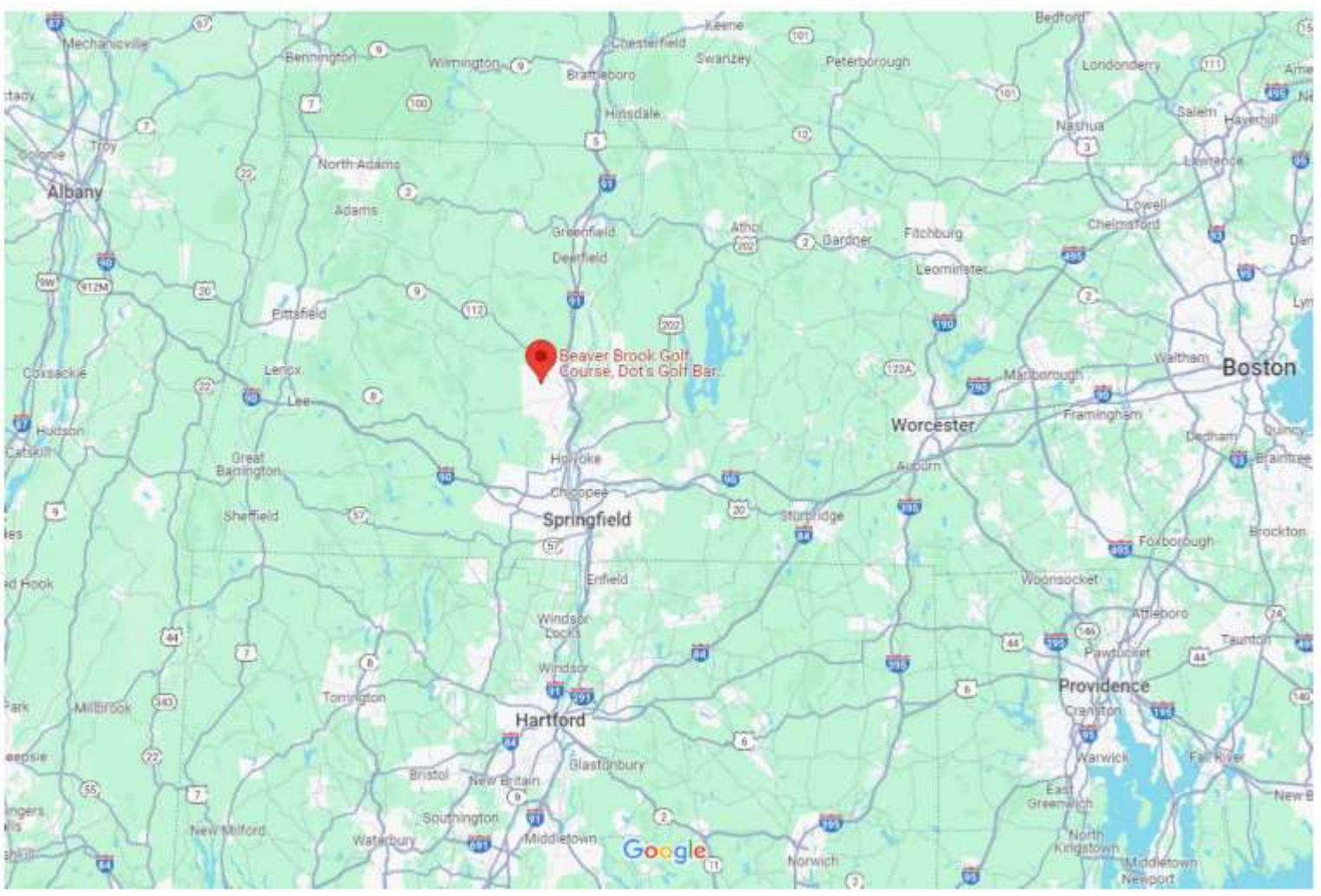
Beaver Brook Golf Course is adjacent to Highway 9 in Haydenville, Massachusetts and is. It is approximately 7 miles from I-91 and runs from New Haven, Connecticut through Vermont and to the Canadian border where it enters Quebec province. It goes through Hartford, Connecticut; Springfield, Massachusetts and Brattleboro, Vermont.

LOCATION -- Maps



Beaver Brook Golf Course is adjacent to Highway 9 in Haydenville, Massachusetts. It is approximately 7 miles from I-91 and runs from New Haven, Connecticut through Vermont and to the Canadian border where it enters Quebec province. It goes through Hartford, Connecticut; Springfield, Massachusetts and Brattleboro, Vermont.

LOCATION



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SCORECARD

	HOME	1	2	3	4	5	6	7	8	9	OUT	Total
Blue		403	323	514	164	451	370	290	195	508	3218	3218
PAR		4	4	5	3	4	4	4	3	5	36	36
HDCP		1	6	2	9	3	5	8	7	4		0
White		343	315	496	146	367	370	287	167	490	2981	2981
Red		325	259	364	107	290	283	215	110	375	2328	2328
LADIES PAR		4	4	5	3	4	4	4	3	5	36	36
LADIES HDCP		1	6	2	9	3	5	8	7	4		0

At 3150 yards from the back tee, Beaver Brook Golf Course is a fun and enjoyable length for many golfers. The forward tee is 2700 yards.

Tee	Par	Length	Rating	Slope
White	36	3150 yards	34.1	110
Red (W)	38	2700 yards	33.6	110

HOLES



PROPERTY PHOTOS

Hole #3 ~ Par 5 ~ 364 456 514



Hole #4 ~ Par 3 ~ 107 146 164



PROPERTY PHOTOS

Hole #5 ~ Par 4 ~ **290** 361 451



Hole #6 ~ Par 4 ~ **365** 370 430



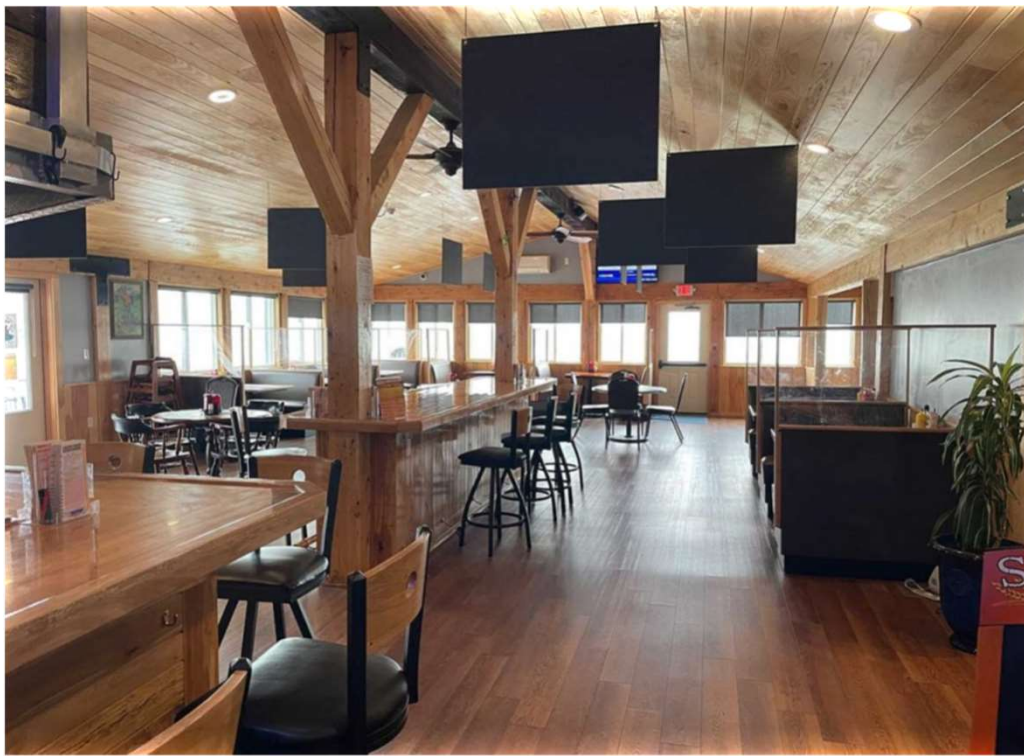
PROPERTY PHOTOS



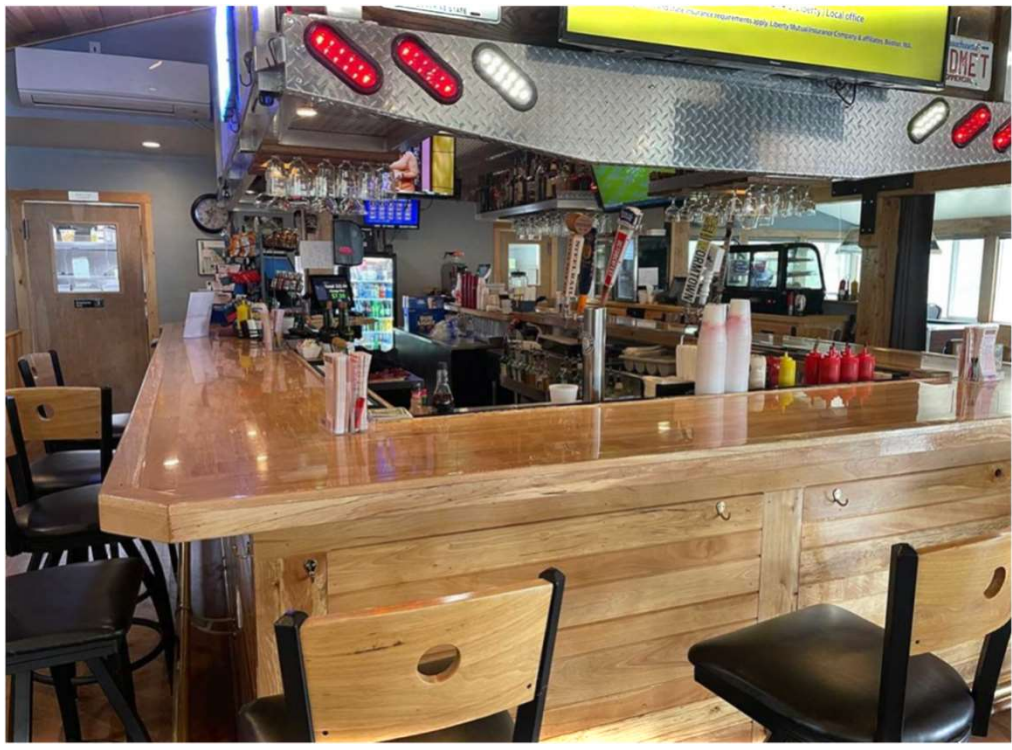
PROPERTY PHOTOS



FACILITY PHOTOS



FACILITY PHOTOS



FACILITY PHOTOS



FACILITY PHOTOS

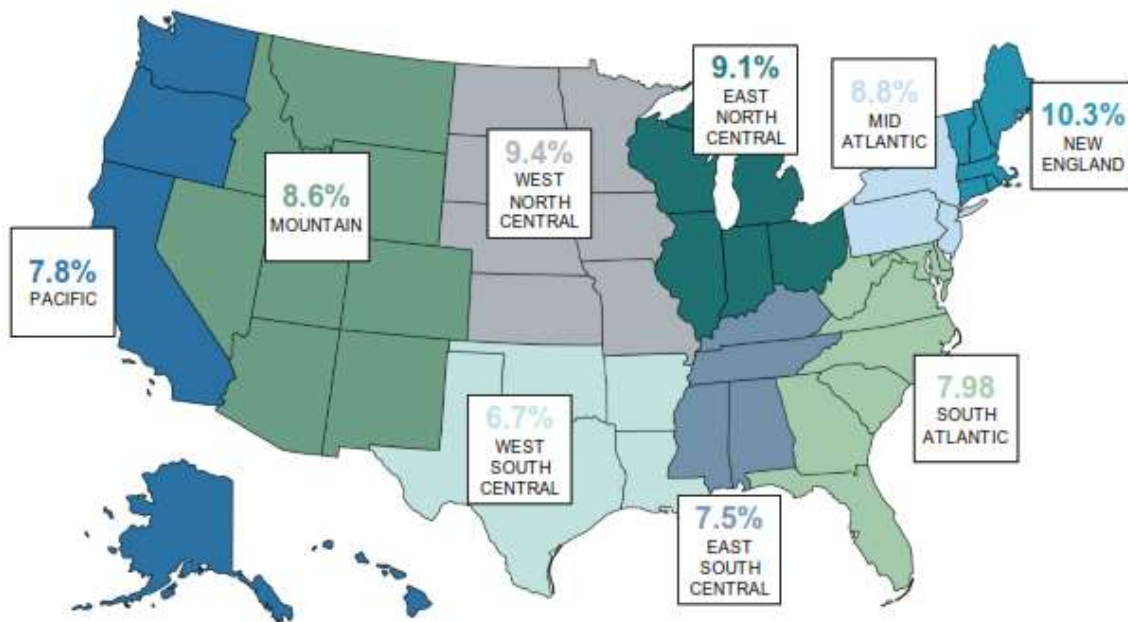


GOLF MARKET

2023 GOLF PARTICIPATION IN THE U.S.

On-Course Golf Participation by Region

U.S. Individuals, Age 6+



Source: NGF

GOLFERS

Top 10 States
Number of Golfers

State	Golfers
California	2,695,600
Texas	1,801,440
Florida	1,573,617
New York	1,542,377
Pennsylvania	1,118,552
Illinois	1,043,801
Ohio	1,012,829
Michigan	865,261
New Jersey	811,632
North Carolina	743,792

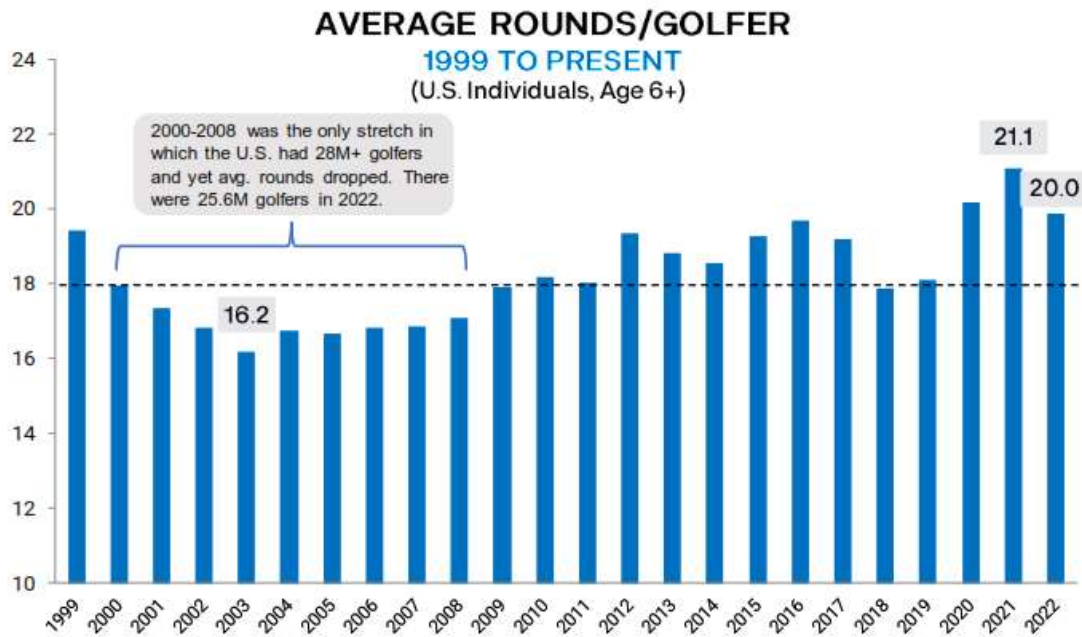
Top 10 Metro Areas
Number of Golfers

Metro Area	Golfers
New York-Newark-Jersey City, NY-NJ-PA	1,602,837
Los Angeles-Long Beach-Anaheim, CA	869,827
Chicago-Naperville-Elgin, IL-IN-WI	789,457
Dallas-Fort Worth-Arlington, TX	570,323
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	553,668
Washington-Arlington-Alexandria, DC-VA-MD-WV	538,655
Boston-Cambridge-Newton, MA-NH	518,399
Houston-The Woodlands-Sugar Land, TX	444,481
Atlanta-Sandy Springs-Roswell, GA	444,360
Phoenix-Mesa-Scottsdale, AZ	411,094

GOLF MARKET

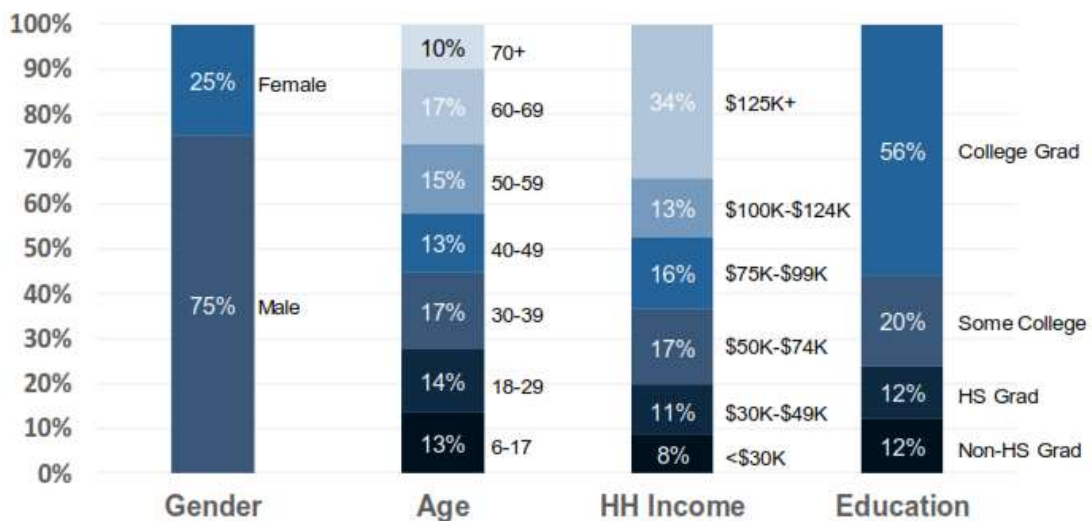
2023 GOLF PARTICIPATION IN THE U.S.

On-Course Golf Participation



On-Course Golfer Demographics

U.S. Individuals, Age 6+



Source: NGF

GOLF MARKET

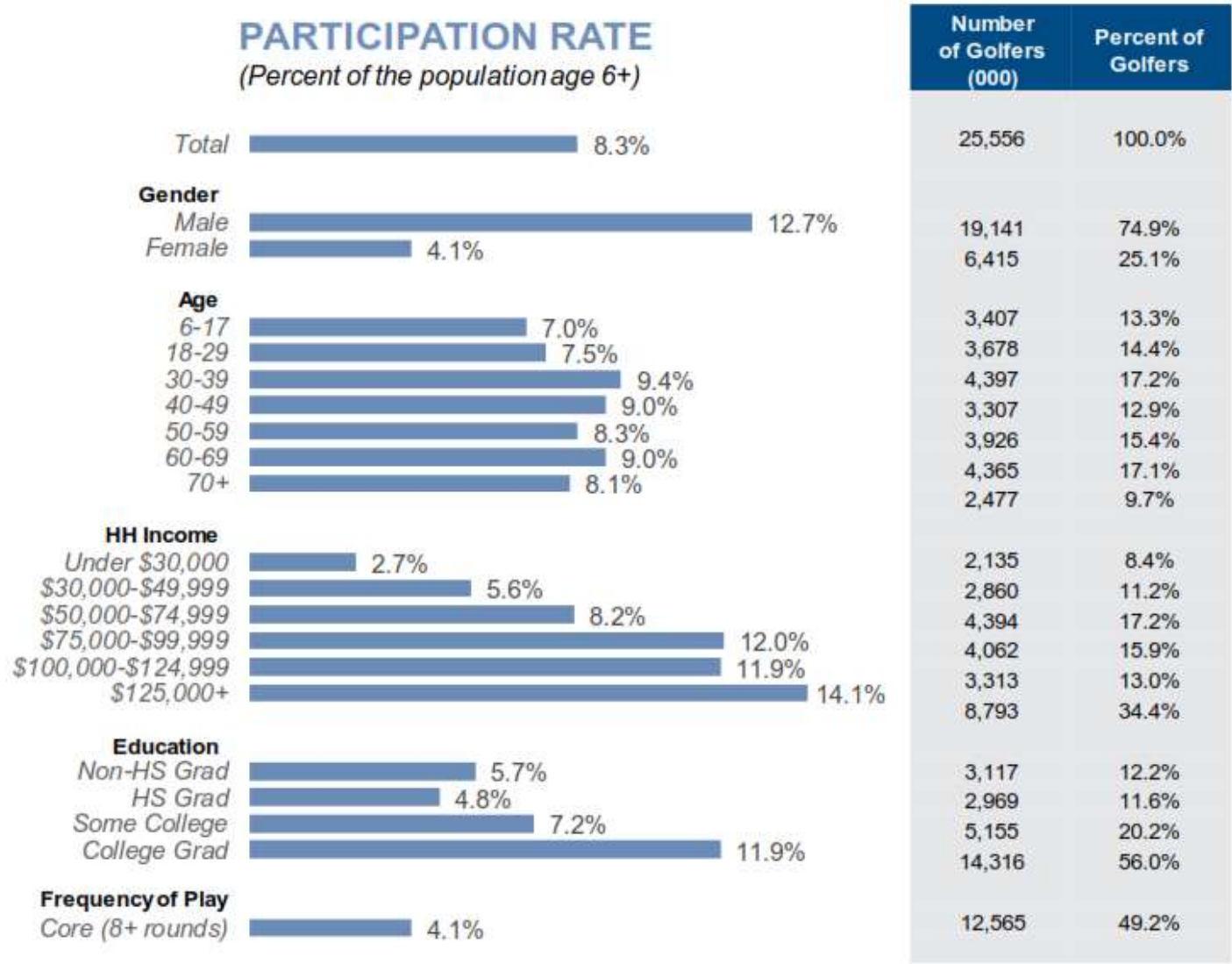
All U.S. Golfers (On-Course)

NUMBER (in millions)	2018	2019	2020	2021	2022
All golfers age 6+	24.2	24.3	24.8	25.1	25.6

AVERAGES	Male	Female	Total
All golfers age 6+	44.8	39.5	43.4
Age	\$100,450	\$107,410	\$102,105
Household Income	20.8	17.5	20.0
Annual Rounds			

Source: NGF

PARTICIPATION RATE (Percent of the population age 6+)



GOLF MARKET

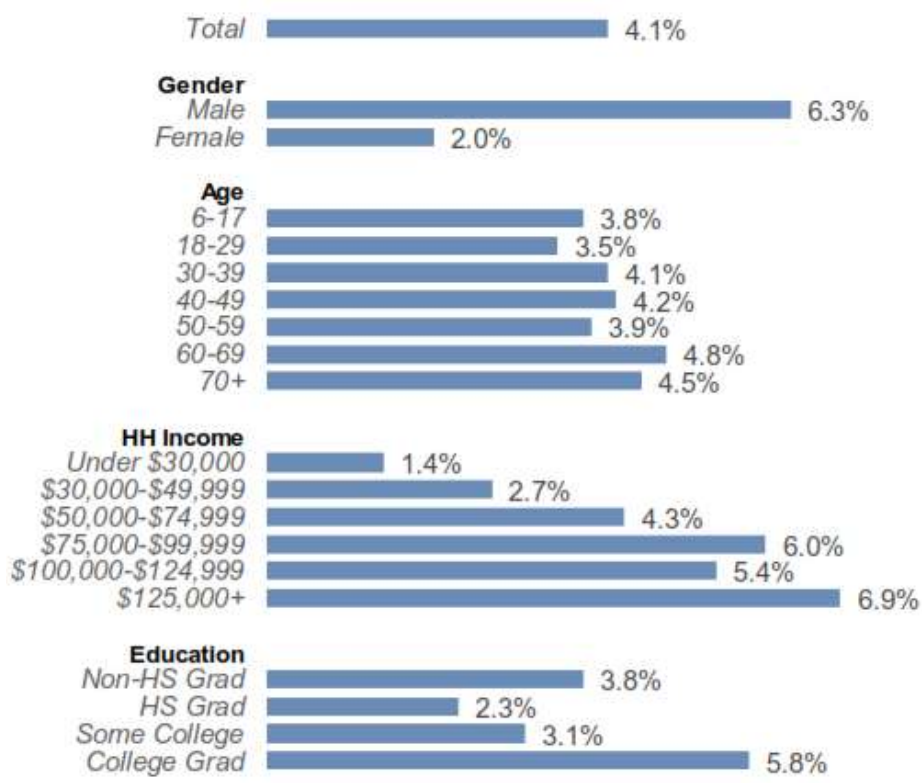
Core Golfers (8+ rounds per year)

NUMBER (in millions)	2018	2019	2020	2021	2022
Core golfers age 6+	12.5	12.8	12.7	12.6	12.6

AVERAGES	Male	Female	Total
Core golfers age 6+			
Age	47.9	42.7	46.7
Household Income	\$103,970	\$115,065	\$106,848
Annual Rounds	37.1	35.2	36.7

Source: NGF

PARTICIPATION RATE (Percent of the population age 6+)



Number of Core Golfers (000)	Percent of Core Golfers
12,590	100.0%
9,474	75.3%
3,116	24.7%
1,869	14.8%
1,706	13.6%
1,919	15.2%
1,557	12.4%
1,856	14.7%
2,302	18.3%
1,381	11.0%
1,068	8.5%
1,381	11.0%
2,309	18.3%
2,026	16.1%
1,511	12.0%
4,296	34.1%
2,053	16.3%
1,405	11.2%
2,178	17.3%
6,955	55.2%

GOLF MARKET

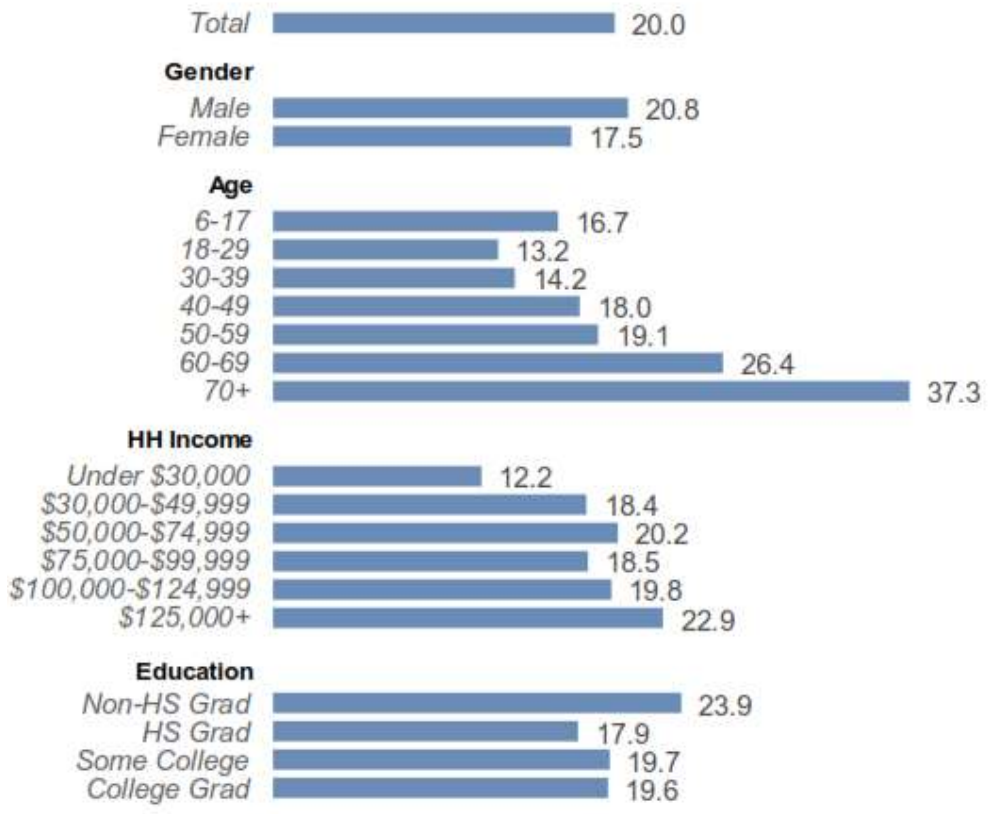
2022 Rounds Played

NUMBER (in millions) Rounds Played	2018	2019	2020	2021	2022
	434.1	440.6	501.8	529.4	509.8

After two of the wettest years on record in 2018 and 2019, the past three years have seen a resurgence in play that was further accentuated by the pandemic. It marks the first time in two decades there have been three consecutive years with over 500 million rounds played.

Source: NGF

AVERAGE ANNUAL ROUNDS (By golfer segment)



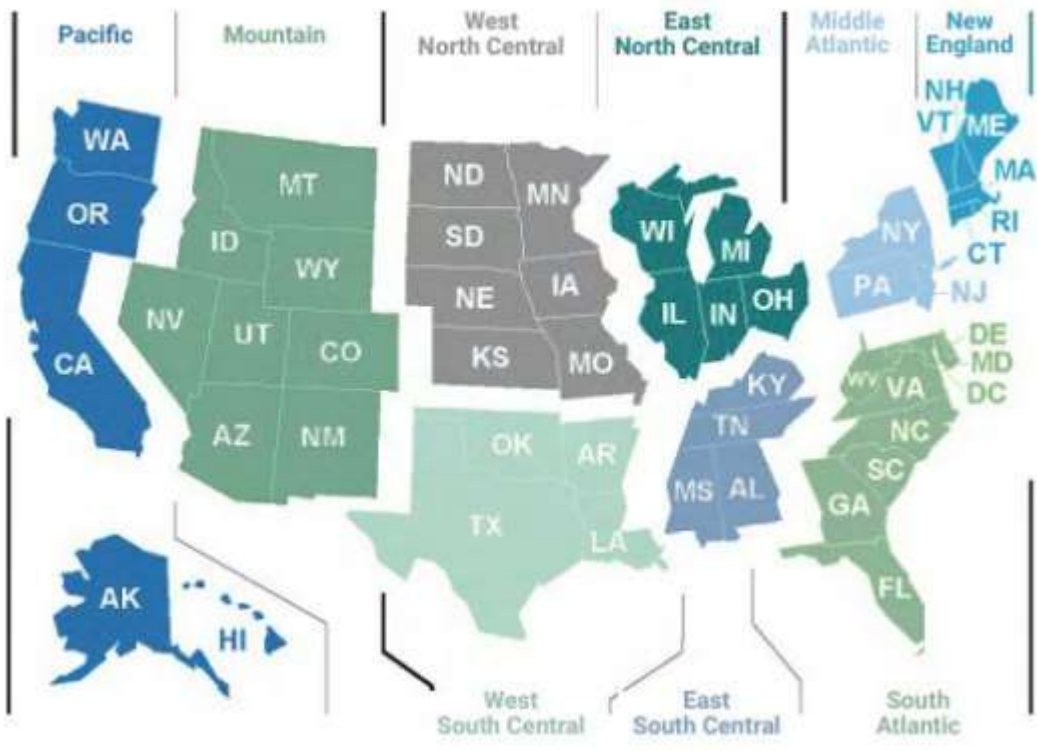
Number of Rounds (Millions)	Percent of all Rounds
509.8	100.0%
397.5	78.0%
112.3	22.0%
56.7	11.1%
48.6	9.5%
62.6	12.3%
59.5	11.7%
74.8	14.7%
115.2	22.6%
92.3	18.1%
26.1	5.1%
52.6	10.3%
88.8	17.4%
75.2	14.7%
65.4	12.8%
201.7	39.6%
74.5	14.6%
53.1	10.4%
101.6	19.9%
280.7	55.1%

GOLF MARKET

Regional Profiles

	Participation Rate	Number of Golfers (000)	Percent of Golfers	Average Annual Rounds	Total Annual Rounds (Millions)
New England	10.3%	1,460	5.7%	17.8	26.0
Middle Atlantic	8.8%	3,473	13.6%	15.1	52.4
East North Central	9.1%	3,998	15.6%	21.4	85.5
West North Central	9.4%	1,902	7.4%	22.3	42.5
South Atlantic	7.8%	4,865	19.0%	23.5	114.1
East South Central	7.5%	1,367	5.4%	14.9	20.4
West South Central	6.7%	2,564	10.0%	16.6	42.5
Mountain	8.6%	2,038	8.0%	25.1	51.2
Pacific	7.8%	3,884	15.2%	19.4	75.2
Total	8.3%	25,551	100.0%	20.0	509.8

Source: NGF

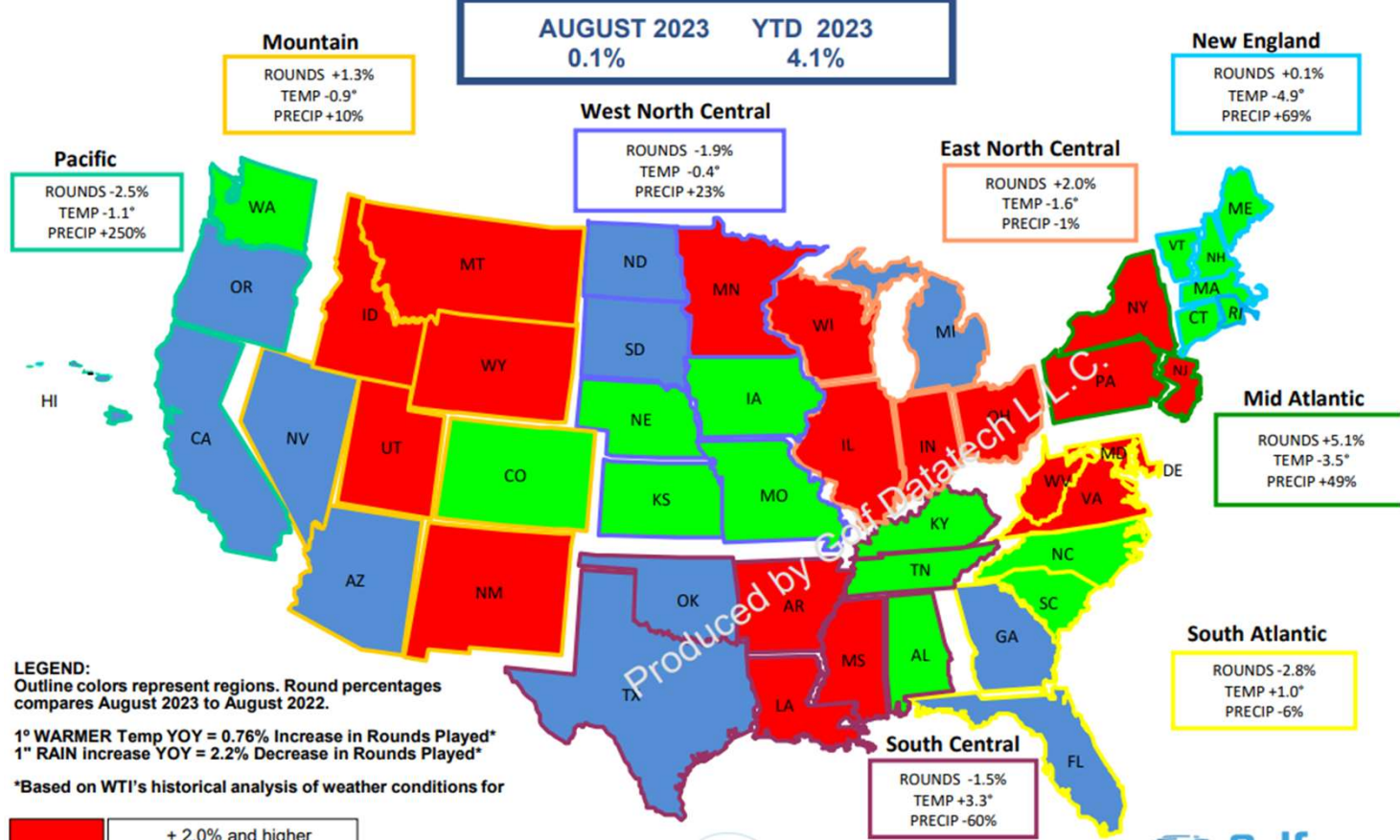




National Rounds Played Report

Page 1 of 3

AUGUST 2023 **YTD 2023**
 0.1% 4.1%



LEGEND:
 Outline colors represent regions. Round percentages compares August 2023 to August 2022.

1° WARMER Temp YOY = 0.76% Increase in Rounds Played*
 1" RAIN increase YOY = 2.2% Decrease in Rounds Played*

*Based on WTI's historical analysis of weather conditions for

	+ 2.0% and higher
	between -1.9% and + 1.9%
	- 2.0% and lower
	Off Season



s represent the differences in number of rou



GOLF AS INVESTMENT

RealtyRates.com INVESTOR SURVEY - 4th Quarter 2023*
CURRENT & HISTORICAL CAP RATE INDICES

Method-Weighted* Property Category Indices																								Weighted* Composite Indices	
Year	Apts		Golf		Healthcare Senior Housing		Industrial		Lodging		MH/RV Park		Office		Retail		Restaurant		Self Storage		Special Purpose		Rate	BP	
	Rate	Chg	Rate	BP	Rate	BP	Rate	BP	Rate	BP	Rate	BP	Rate	BP	Rate	BP	Rate	BP	Rate	BP	Rate	BP			
2023	8.41	43	11.85	29	9.11	47	9.35	40	10.38	48	9.76	49	9.22	34	9.52	50	12.25	74	9.94	35	12.08	48	9.76	44	
3rd Qtr	8.49	22	11.88	13	9.20	23	9.35	5	10.46	21	9.84	21	9.14	-10	9.60	20	12.32	23	9.86	-8	12.17	25	9.79	13	
2nd Qtr	8.27	-7	11.75	-8	8.97	-5	9.29	-6	10.25	-5	9.63	-6	9.24	-6	9.40	-4	12.09	-8	9.94	-9	11.92	-8	9.67	-6	
1st Qtr	8.34	-15	11.83	-13	9.02	-18	9.35	-14	10.30	-17	9.68	-15	9.30	-15	9.44	-12	12.17	-11	10.02	-14	11.99	-20	9.73	-15	
2022	7.99	16	11.56	17	8.64	26	8.95	36	9.90	22	9.27	35	8.88	39	9.02	17	11.50	39	9.59	35	11.61	40	9.32	28	
2021	7.83	-59	11.39	-64	8.38	-64	8.60	-59	9.68	-84	8.92	-65	8.49	-55	8.85	-53	11.11	-46	9.24	-62	11.21	-44	9.04	-60	
2020	7.50	-43	11.08	-48	8.10	-48	8.32	-40	9.40	-47	8.63	-46	8.16	-38	8.58	-35	10.81	-39	8.91	-49	10.91	-29	8.75	-41	
2019	7.92	-50	11.56	-47	8.58	-44	8.72	-47	9.86	-66	9.08	-48	8.54	-50	8.93	-45	11.20	-37	9.40	-46	11.20	-45	9.15	-49	
2018	8.42	26	12.02	30	9.01	14	9.19	23	10.53	25	9.56	30	9.04	10	9.38	20	11.57	15	9.86	29	11.64	40	9.64	22	
2017	8.16	4	11.73	-2	8.87	-6	8.96	-12	10.28	5	9.26	11	8.94	-22	9.19	-8	11.42	-15	9.57	-9	11.25	4	9.42	-6	
2016	8.13	-2	11.75	6	8.92	12	9.08	15	10.22	0	9.15	15	9.16	16	9.27	12	11.57	-10	9.67	14	11.21	10	9.48	9	
2015	8.15	-9	11.69	-14	8.80	-9	8.93	-10	10.22	-20	8.99	-18	9.00	-6	9.15	-11	11.66	-13	9.52	-22	11.11	-12	9.40	-12	
2014	8.24	-15	11.83	-9	8.89	-1	9.03	-4	10.43	-17	9.17	-5	9.06	-22	9.26	15	11.79	-6	9.75	-20	11.24	14	9.52	-7	
2013	8.39	14	11.92	-14	8.90	5	9.07	-2	10.60	3	9.22	14	9.28	-19	9.11	-4	11.86	9	9.95	-24	11.10	1	9.58	-2	
2012	8.25	-35	12.07	6	8.85	-36	9.09	-40	10.57	-24	9.08	-39	9.47	3	9.15	-13	11.77	6	10.19	-49	11.09	-4	9.60	-21	
2011	8.60	-29	12.00	-22	9.21	-40	9.49	-11	10.81	-24	9.48	-8	9.44	-10	9.28	-26	11.70	-14	10.69	-3	11.12	-17	9.81	-19	
2010	8.89	4	12.22	5	9.62	15	9.60	12	11.05	7	9.55	22	9.54	16	9.54	25	11.84	12	10.72	21	11.30	0	10.00	13	
2009	8.85	8	12.17	16	9.47	10	9.48	10	10.98	-7	9.33	1	9.38	29	9.29	20	11.72	15	10.50	37	11.30	8	9.87	14	
2008	8.77	-4	12.01	29	9.37	-16	9.38	-14	11.05	56	9.32	-5	9.09	-16	9.09	-11	11.57	-28	10.13	20	11.22	-7	9.74	-1	
2007	8.81	-45	11.72	-21	9.53	-65	9.52	-25	10.49	-28	9.37	-26	9.25	-47	9.20	-12	11.85	61	9.93	-38	11.29	-24	9.75	-28	
2006	9.26	12	11.93	47	10.18	15	9.77	35	10.77	27	9.63	41	9.72	26	9.32	30	11.24	18	10.31	27	11.53	9	10.03	26	
2005	9.14	14	11.46	80	10.03	-16	9.42	-30	10.50	-21	9.22	19	9.46	6	9.02	16	11.06	5	10.04	13	11.44	-30	9.77	2	
2004	9.00	-19	10.66	28	10.19	-37	9.72	19	10.71	-98	9.03	-48	9.40	-4	8.86	-19	11.01	-15	9.91	-13	11.74	-30	9.75	-19	
2003	9.19	-2	10.38	-32	10.56	64	9.53	33	11.69	56	9.51	-11	9.44	1	9.05	-18	11.16	8	10.04	-53	12.04	105	9.94	12	
2002	9.21	-40	10.70	18	9.92	-39	9.20	-61	11.13	26	9.62	-60	9.43	-35	9.23	-62	11.08	-3	10.57	-12	10.99	-177	9.82	-41	
2001	9.61	64	10.52	133	10.31	90	9.81	16	10.87	98	10.22	-68	9.78	-35	9.85	-53	11.11	47	10.69	13	12.76	32	10.23	21	
2000	8.97		9.19		9.41		9.65		9.89		10.90		10.13		10.38		10.64		10.56		12.44		10.01		

* Weighted by methodology: Band-of-Investment, DCR Technique, Sales Survey
^ Further weighted by property category

*3rd Quarter 2023 Data

CONTACT INFORMATION

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SVN First Coast Commercial Real Estate Specialist
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This offering has been prepared solely for informational purposes. It is designed to assist a potential investor in determining whether it wishes to proceed with an in-depth investigation of the subject property. While the information contained herein is from sources deemed reliable, it has not been independently verified by SVN FIRST COAST Commercial Real Estate Specialists.

Any projections or pro forma budget contained herein represent best estimates on assumptions considered reasonable under the circumstances. No representations or warranties, expressed or implied, are made that actual results will conform to such projections.

This document is provided subject to errors, omissions and changes in the information and is subject to modification or withdrawal. The contents herein are confidential and are not to be reproduced without the express written consent.

Interested buyers should be aware that the Seller is selling the Property "AS IS" CONDITION WITH ALL FAULTS, WITHOUT REPRESENTATIONS OR WARRANTIES OF ANY KIND OR NATURE. Prior to and/or after contracting to purchase, as appropriate, buyer will be given a reasonable opportunity to inspect and investigate the Property and all improvements thereon, either independently or through agents of the buyer's choosing.

The Seller reserves the right to withdraw the Property being marketed at any time without notice, to reject all offers, and to accept any offer without regard to the relative price and terms of any other offer. Any offer to buy must be: (i) presented in the form of a non-binding letter of intent; (ii) incorporated in a formal written contract of purchase and sale to be prepared by the Seller and executed by both parties; and (iii) approved by Seller and such other parties who may have an interest in the Property. Neither the prospective buyer nor Seller shall be bound until execution of the contract of purchase and sale, which contract shall supersede prior discussions and writings and shall constitute the sole agreement of the parties.

Prospective buyers shall be responsible for their costs and expenses of investigating the Property and all other expenses, professional or otherwise, incurred by them.

The information herein contained has been obtained from sources believed reliable. While we do not doubt its accuracy, SVN FIRST COAST Commercial Real Estate Specialist makes no warranty or representation as to its accuracy and completeness. The information contained herein is therefore possibly subject to errors, omission and commission. Any prospective purchaser should conduct a careful and independent investigation of the property to determine to its satisfaction the suitability of the property to its investment needs. For tax or legal advice, one should consult a Certified Public Accountant or attorney.



Sign scan and email: kbissell@svn.com
 Or Fax to 904-281-0998 Attn: Kathy Bissell

Confidentiality Agreement

This confidentiality Agreement will confirm our mutual understanding in connection with SVN First Coast Commercial Real Estate Specialists -- Golf Course Sales providing, and your receipt of information regarding Beaver Brook Golf Course, Haydenville, Mass., referred herein as (The "Company").

1. "Information" means all oral or written data, reports, records or materials obtained from us or the Company, including the name, address and type of business of the Company, the knowledge that the Company may be considering a sale, or even the fact that information is being provided.
2. Information is being furnished solely in connection with your consideration of the acquisition of the Company and shall be treated as "secret" and confidential, and no portion of it shall be disclosed to others, except to your employees and agents whose knowledge of the information is required to evaluate the Company as a potential acquisition and who shall assume the same obligations as you under this Agreement. The undersigned hereby assumes full responsibility for the compliance of such employees or agents to the terms of this Agreement. The undersigned further agrees that it will not interfere with any business of the Company through the use of any information or knowledge acquired under this Agreement.
2. It is understood that the Company is the intended party and beneficiary whose rights are being protected and may enforce the terms of this Confidentiality Agreement as if it were a party to the Agreement.
4. All information shall be promptly returned or destroyed, as directed by with SVN First Coast Commercial Real Estate Specialists.
5. It is understood that (a) no representation or warranties are being made as to the completeness or accuracy of any information and (b) any and all representation and warranties shall be made solely by the Company in a signed acquisition agreement or purchase contract and then be subject to the provisions thereof.
6. The undersigned acknowledges the responsibility to perform a due diligence review at his own cost and expense prior to any acquisition.
7. The undersigned agrees not to circumvent with SVN First Coast Commercial Real Estate Specialists in transactions involving the company for a period of two years from the date of signature on this document.
8. In the event the undersigned or any of our affiliated or subsidiaries purchase the property, SVN will look to the Seller for commission. I/we agree to insert into any agreement to purchase or joint venture a commission of 4% per cent of the sale price into the purchase and sale agreement, to be paid to SVN First Coast Commercial Real Estate Specialists at closing. The total purchase price shall include any new or purchase money mortgages, assumed mortgages, leases, joint ventures and "taken subject to" mortgages. Said commission shall be due and payable at closing and transfer of title.
9. The laws of the State of Florida shall govern this agreement.

Signature _____ Date _____

Name of Individual _____ Title _____

Company: _____ Email: _____

Address _____ Telephone _____

City, Sate, Zip _____ Fax _____