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# Real Estate Redevelopment Opportunity

4877 West River Dr. NE, Comstock Park, MI. 49321

## Offered By:

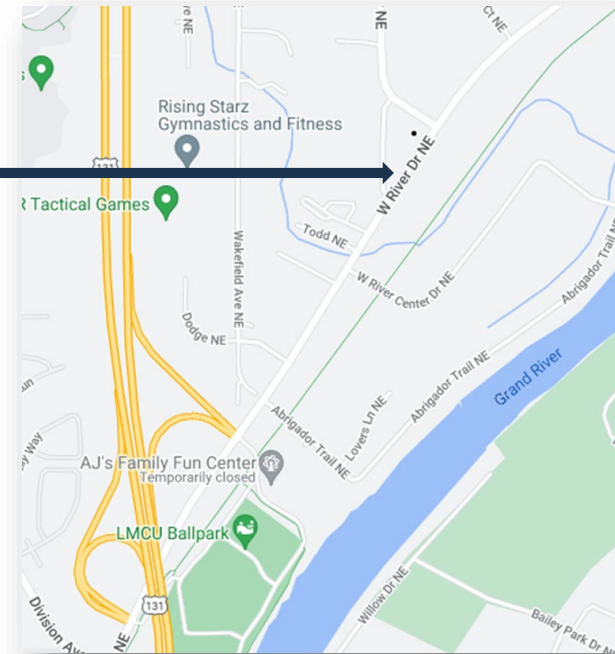
City to Shore-Arete Collection- in  
association with

Equity Group of Michigan, LLC

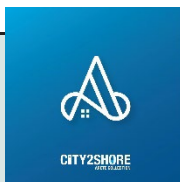
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**EGM**



# Welcome to EGM!

EGM cares about helping our clients reach their goals as if we were buying or selling the business for ourselves. The first step in the business acquisition process is assisting the buyer and seller in finding the right business fit. A key benefit of working with us is the close personal guidance and assistance our clients receive throughout the process, from due diligence to closing. We care about everyone's success, from our clients, the Sellers to the prospective buyers!

## **Top Reasons to Consider Buying an Existing Business**

- Existing Cash Flow
- Established Customer Base and Market Share
- Proven Business Model
- Brand Identity
- Functioning Infrastructure
- Trained Employees and Established Vendors

## **The Simple Steps to Buying a Business**

- Identify the Right Fit
- Review the Confidential Offering Memorandum and Supporting Documents
- Visit the Company and Interview Owners
- Submit a Letter of Intent (LOI) and Begin Negotiations
- After LOI Acceptance: Enter into a Purchase Agreement Outlining the Deal Structure and Financing (Often banks require between 10% and 20% downpayment)
- Conduct Due Diligence and Arrange Financing
- Close Transaction

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# Executive Summary

## Own a Strategic Cornerstone in a Thriving Marketplace

This exceptional offering presents 3.25 acres of meticulously zoned prime real estate, meticulously positioned to capture the daily attention of 20,400 passing vehicles. Nestled within a flourishing commercial hub, this coveted assemblage comprises 11 strategically placed parcels – a blank canvas primed for creating a landmark restaurant, full-service convenience store, gas station, bank, car wash, drug store, etc.

Discerning investors and forward-thinking entrepreneurs will recognize the boundless potential of this ready-to-redevelop gem. This prime location pulsates with commercial activity, offering a unique opportunity to shape the future of a bustling locale. Here lies the potential to craft a retail destination that sets the standard for excellence and leaves a lasting impression.

Don't miss this momentous opportunity to propel your business to new heights. Embrace the chance to sculpt a retail location that caters to the needs of the thriving community and passing travelers alike. This strategic location acquisition represents a chance to chart your course toward unparalleled growth and success.

Imagine this location transformed into a flagship convenience store, gas station, bank, car wash, restaurant, drug store, etc., unlike any other. By prioritizing exceptional customer service and offering top-tier amenities, this destination has the potential to redefine the retail landscape. Become the go-to destination for locals and travelers seeking a seamless and exceptional experience.

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# Executive Summary

## Unveiling a Prime Commercial Opportunity: 3.25 Acres of Limitless Potential

**Unleash the possibilities:** This meticulously prepared 3.25-acre site of 11 parcels, presents a unique opportunity for visionary developers and entrepreneurs. Located at the high-traffic intersection of West River Drive and Pine Island Road, it boasts exceptional visibility, with over 20,400 vehicles passing daily.

### Benefits:

- Ideal Zoning:** Commercial retail zoning allows for the development of a comprehensive convenience store and gas station, with endless possibilities for additional ventures.
- Strategic Location:** Perfectly situated for various businesses, including restaurants, banks, retail stores, etc.
- Surrounding Growth:** Flourishing residential developments to the north and thriving industrial parks to the south ensure a consistent customer base.
- High Visibility:** The site's proximity to US 131 Highway and popular destinations like Lake Michigan Credit Union Ball Park further enhance its appeal.
- Versatile Development:** This property caters to various business needs, offering endless avenues for development and the chance to shape the future of this vibrant locale.

Take advantage of this prime location, which offers unparalleled potential. Contact us today and become the visionary who brings your business dreams to life in this dynamic and growing community.

# Real Estate Summary

	Address	PPN#	Legal Description
1	4842 PINEDELL AVE NE	41-10-30-276-006	PART SE 1/4 NE 1/4 COM 273.6 FT N & 33 FT E FROM SW COR OF SE 1/4 NE 1/4 TH N 60 FT TH E 105.17 FT TH S 16D 53M W 62.7 FT TH W 87 FT TO BEG * SEC 30 T8N R11W 0.13 A.
2	4860 PINEDELL AVE NE	41-10-30-276-005	PART SE 1/4 NE 1/4 COM 333.6 FT N & 33 FT E FROM SW COR OF SE 1/4 NE 1/4 TH N 120 FT TH E 141.5 FT TH S 16D 53M W 125.4 FT TH W 105.17 FT TO BEG * SEC 30 T8N R11W 0.33 A. Split on 11/02/2015 with 41-10-30-276-004 into 41-10-30-276-019;
3	4868 PINEDELL AVE NE	41-10-30-276-004	PART SE 1/4 NE 1/4 COM 453.6 FT N & 33 FT E FROM SW COR SE 1/4 NE 1/4 TH N 60 FT TH E 159.67 FT TH S 16D 53M W 62.7 FT TH W 141.5 FT TO BEG * SEC 30 T8N R11W 0.21 A. Split on 11/02/2015 with 41-10-30-276-005 into 41-10-30-276-019;
4	4882 PINEDELL AVE NE	41-10-30-276-003	PART SE 1/4 NE 1/4 COM 513.6 FT N & 33 FT E FROM SW COR SE 1/4 NE 1/4 TH N 60 FT E 177.84 FT S 16D 53M W 62.7 FT W 159.67 FT TO BEG * SEC 30 T8N R11W 0.23 A.
5	4890 PINEDELL AVE NE	41-10-30-276-002	PART OF SE 1/4 NE 1/4 COM 573.6 FT N & 33 FT E FROM SW COR OF SE 1/4 NE 1/4 TH N 60 FT TH E 196 FT TH S 16D 53M W 62.7 FT TH W 177.84 FT TO BEG * SEC 30 T8N R11W 0.25 A.
6	4900 PINEDELL AVE NE	41-10-30-276-015	PART OF SE 1/4 NE 1/4 COM 633.6 FT N & 229 FT E FROM SW COR OF SE 1/4 NE 1/4 TH W 229 FT TO E 1/8 LINE TH N ALONG E 1/8 LINE 80.20 FT TH N 64D 52M E TO SLY LINE OF PINE ISLAND DR /100 FT WIDE/ TH SELY ALONG SLY LINE OF SD DR TO A LINE BEARING N 16D 53M E FROM BEG TH S 16D 53M W TO BEG * SEC 30 T8N R11W 0.60 A.
7	4829 WEST RIVER DR NE	41-10-30-276-013	PART SE 1/4 NE 1/4 COM 273.6 FT N & 120 FT E FROM SW COR OF SE 1/4 NE 1/4 TH N 16D 53M E 125.4 FT TH S 56D 14M E 123.34 FT TO WLY LINE OF W RIVER RD TH S 33D 46M W ALONG SD RD 120 FT TH N 56D 14M W 87 FT TO BEG * SEC 30 T8N R11W 0.28 A.
8	4845 WEST RIVER DR NE	41-10-30-276-008	PART SE 1/4 NE 1/4 COM 393.6 FT N & 156.34 FT E FROM SW COR OF SE 1/4 NE 1/4 TH N 16D 53M E 62.7 FT TH S 56D 14M E 141.5 FT TO WLY LINE OF W RIVER RD TH S 33D 46M W ALONG SD RD 60 FT TH N 56D 14M W 123.34 FT TO BEG * SEC 30 T8N R11W 0.18 A.
9	4857 WEST RIVER DR NE	41-10-30-276-007	ART SE 1/4 NE 1/4 COM 453.6 FT N & 174.5 FT E FROM SW COR SE 1/4 NE 1/4 TH N 16D 53M E 62.7 FT TH S 56D 14M E 159.67 FT TO WLY LINE OF W RIVER RD TH S 33D 46M W ALONG SD RD 60 FT TH N 56D 14M W 141.5 FT TO BEG * SEC 30 T8N R11W 0.21 A.
10	4859 WEST RIVER DR NE	41-10-30-276-018	PART OF SE 1/4 NE 1/4 COM 513.6 FT N & 192.67 FT E FROM SW COR OF SE 1/4 NE 1/4 TH N 16D 53M E 62.7 FT TH S 56D 14M E 177.84 FT TO WLY LINE OF WEST RIVER DR /100 FT WIDE/ TH S 33D 46M W ALONG WLY LINE OF SD DR 60.0 FT TH N 56D 14M W 159.67 FT TO BEG * SEC 30 T8N R11W 0.23 A.
11	4869 WEST RIVER DR NE	41-10-30-276-017	PART OF SE 1/4 NE 1/4 COM 573.6 FT N & 210.84 FT E FROM SW COR OF SE 1/4 NE 1/4 TH N 16D 53M E 62.7 FT TH S 56D 14M E 196.0 FT TO WLY LINE OF WEST RIVER DR /100 FT WIDE/ TH S 33D 46M W ALONG WLY LINE OF SD DR 60.0 FT TH N 56D 14M W 177.84 FT TO BEG * SEC 30 T8N R11W 0.26 A.
12	4877 WEST RIVER DR NE	41-10-30-276-016	PART OF SE 1/4 NE 1/4 COM 633.6 FT N & 229 FT E & 196 FT S 56D 14M E FROM SW COR OF SE 1/4 NE 1/4 TH N 56D 14M W 196 FT TH N 16D 53M E TO SLY LINE OF PINE ISLAND DR /100 FT WIDE/ TH SELY ALONG SLY LINE OF SD DR TO NWLY LINE OF WEST RIVER DR /100 FT WIDE/ TH SWLY ALONG NWLY LINE OF SD DR TO BEG * SEC 30 T8N R11W 0.33 A.

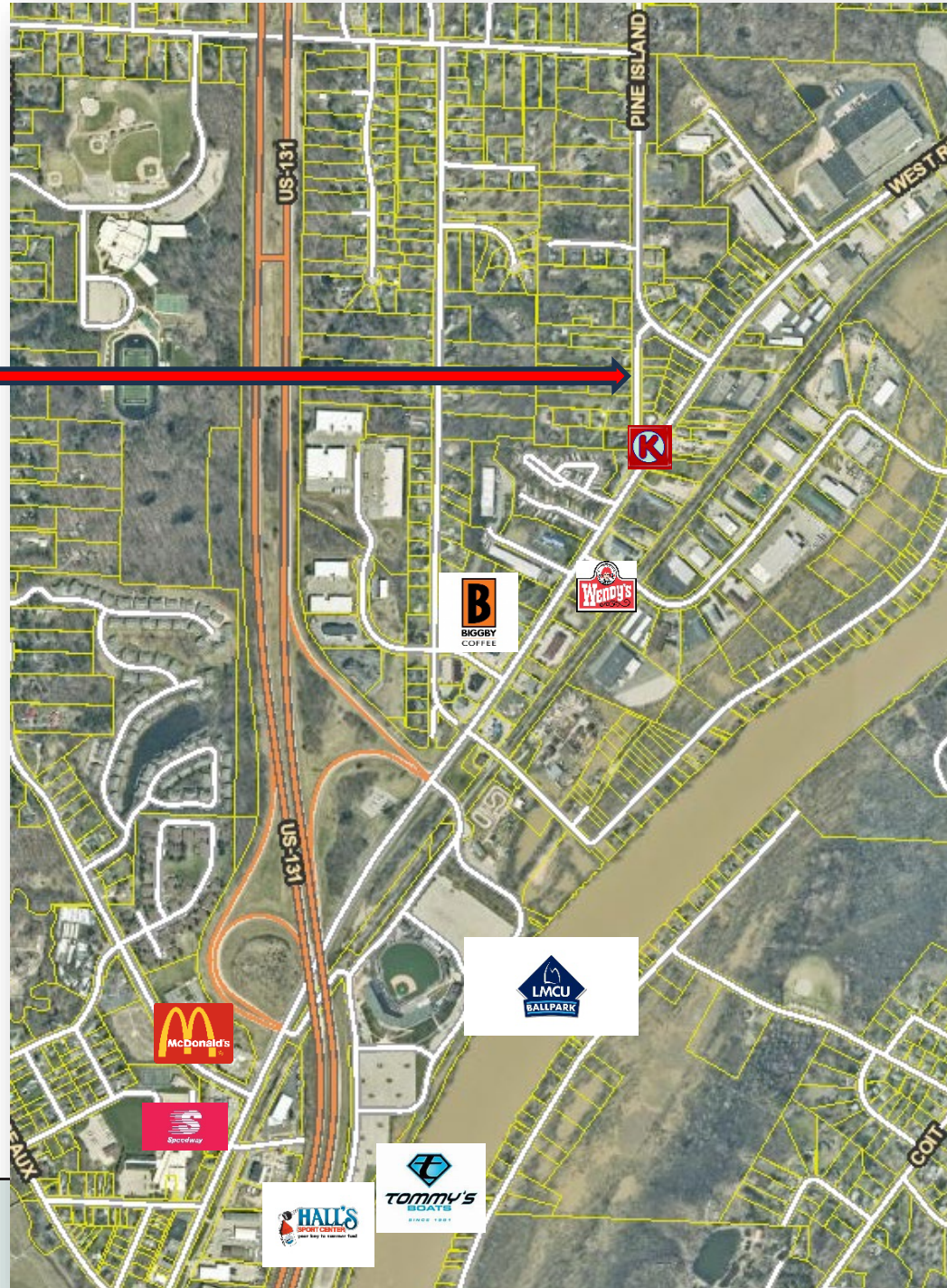
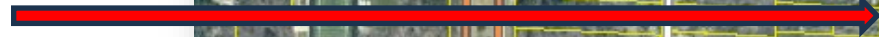
# Real Estate Summary

-3.25 Acres  
comprised of 11  
parcels, with  
common ownership.



# Area Summary

-3.25 Acres comprised of 11 parcels, with common ownership.



# Demographics



## Trade Area Report

Comstock Park, MI 49321

### Criteria Used for Analysis

<b>Median Household Income</b> <b>\$65,955</b>	<b>Median Age</b> <b>36.6</b>	<b>Total Population</b> <b>16,699</b>	<b>1st Dominant Segment</b> <b>Young and Restless</b>
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### Consumer Segmentation

Life Mode <b>What are the people like that live in this area?</b>	<b>Midtown Singles</b> Millennials on the move—single, urban	Urbanization <b>Where do people like this usually live?</b>	<b>Metro Cities</b> Affordable city life, including smaller metros, satellite cities
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Top Tapestry Segments	Young and Restless	Salt of the Earth	Comfortable Empty Nesters	Parks and Rec	Green Acres
<b>% of Households</b>	1,036 (15.0%)	860 (12.5%)	831 (12.1%)	779 (11.3%)	729 (10.6%)
<b>% of Kent County</b>	8,330 (3.3%)	7,052 (2.8%)	10,367 (4.1%)	2,180 (0.9%)	24,350 (9.5%)
<b>Lifestyle Group</b>	Midtown Singles	Cozy Country Living	GenXurban	GenXurban	Cozy Country Living
<b>Urbanization Group</b>	Metro Cities	Rural	Suburban Periphery	Suburban Periphery	Rural
<b>Residence Type</b>	Multi-Unit Rentals	Single Family	Single Family	Single Family	Single Family
<b>Household Type</b>	Singles	Married Couples	Married Couples	Married Couples	Married Couples
<b>Average Household Size</b>	2.03	2.53	2.5	2.48	2.66
<b>Median Age</b>	30.6	44.9	49	41.7	44.8
<b>Diversity Index</b>	81.1	27.5	45.2	62.3	36.4
<b>Median Household Income</b>	\$53,800	\$71,700	\$89,300	\$76,800	\$94,600
<b>Median Net Worth</b>	\$15,100	\$231,200	\$363,500	\$185,100	\$347,000
<b>Median Home Value</b>	\$241,000	\$203,900	\$262,100	\$255,900	\$300,900
<b>Homeownership</b>	16.2 %	85.2 %	87.7 %	71.5 %	87.9 %
<b>Employment</b>	Services or Professional	Professional or Mgmt/Bus/Financial	Professional or Mgmt/Bus/Financial	Professional or Mgmt/Bus/Financial	Professional or Mgmt/Bus/Financial
<b>Education</b>	Bachelor's Degree	High School Diploma	Bachelor's Degree	High School Diploma	High School Diploma
<b>Preferred Activities</b>	Like to read magazines about news, fashion and music . Go dancing; play basketball and pool; buy organic food.	Spending time with family is their top priority . Outdoor sports and activities.	Play golf, ski and work out regularly . Home maintenance a priority among these homeowners.	Take advantage of local parks and recreational activities . Choose to vacation within the US.	Pursue physical fitness vigorously, . Active in communities and social organizations.
<b>Financial</b>	Careful shoppers are aware of prices, little brand loyalty	Prefer to conduct business in person	Portfolio includes stocks, CODs, mutual funds and real estate	Financially shrewd	Comfortable with debt, and investments.
<b>Media</b>	Most of their information comes from the Internet and TV	Satellite dishes and high speed internet through DSL	Listen to sports radio; watch sports on TV	Watch Animal Planet, Discovery, History Channel	Provided by satellite service, radio and television
<b>Vehicle</b>	Take public transportation	Own truck, ATV	Own 1-2 vehicles	Buy SUVs or trucks	Late model trucks SUVs, ATVs and motorcycles







### About this segment

## Young and Restless

This is the <b>#1</b> dominant segment for this area	In this area <b>15.0%</b> of households fall into this segment	In the United States <b>1.8%</b> of households fall into this segment
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### An overview of who makes up this segment across the United States

#### Who We Are

Gen Y comes of age: Well-educated young workers, some of whom are still completing their education, are employed in professional and technical occupations, as well as sales and office and administrative support roles. These residents are not established yet, but striving to get ahead and improve themselves. This market ranks in the top 5 for renters, movers, college enrollment, and labor force participation rate. Almost one in five residents move each year. More than half of all householders are under the age of 35, the majority living alone or in shared nonfamily dwellings. Median household income is still below the US. Smartphones are a way of life, and they use the internet extensively. Young and Restless consumers typically live in densely populated neighborhoods in large metropolitan areas; over 50% are located in the South (almost a fifth in Texas), with the rest chiefly in the West and Midwest.

#### Our Neighborhood

- One of the youngest markets: More than half the householders under age 35; median age 29.8. Primarily single-person households with some shared households. Highly mobile market, beginning careers and changing addresses frequently. One of the top 5 renter markets. Apartment rentals popular: 44% in 5–19 unit buildings, 27% in 20+ unit buildings. Majority of housing built in 1970 or later (84%).

#### Socioeconomic Traits

- Education completed: More than 2 out of 3 have some college, an associate's degree, or a bachelor's degree or higher. Almost 14% are still enrolled in college. Labor force participation rate is exceptionally high at 75.0%. These careful shoppers are aware of prices, and demonstrate little brand loyalty. Like to be the first to try new products, but prefer to do research before buying the latest electronics. Most of their information comes from the Internet and TV, rather than traditional media. Carry their cell phone everywhere they go.

#### Market Profile

- No landline telephone for majority of householders, preferring a cell phone only. Use their cell phone to text, listen to music, pay bills, redeem coupons, look up directions, and access financial information. Online activities include banking (with paperless statements), purchasing items on eBay, accessing Twitter and Facebook, and watching movies and TV shows. Enjoy dancing, playing pool, watching VH1 and Comedy Central programs, and playing basketball and ping pong. Listen to contemporary hits, jazz, rap, hip hop, and dance music. Purchase natural/organic food, but frequent fast-food restaurants. Residents like to read magazines, especially digital, covering topics ranging from news, fashion, to music.

The demographic segmentation shown here can help you understand the lifestyles and life stages of consumers in a market. Data provider Esri classifies U.S. residential neighborhoods into 67 unique market segments based on socioeconomic and demographic characteristics. Data Source: Esri 2022. Update Frequency: Annually.



# Picture Highlights



**Equity Group of Michigan (EGM)** is an independent merger & acquisition and commercial real estate advisory firm that specializes working with privately owned businesses. Our passion is knowing our clients and helping them reach their goals. We are truly Client Focused. As part of that mission, we also provide professional business consulting and succession planning services.

### ***Our Emphasis***

EGM's focus is on transactions involving small to mid-market businesses with revenues ranging from less than \$1 million to \$30 million or more. Whether looking to sell your business or needing help to buy one, our team provides the same level of care, attention and hard work no matter what the deal size may be. We also work with a network of bankers, CPA's and attorneys to simplify and accelerate the transaction process and create a deal structure that will provide for the future success of the business.

### ***Our People***

EGM advisors have over one hundred years of merger and acquisition and industry leadership expertise in manufacturing, wholesale distribution, retail, service and technology businesses. Everyone on our team has owned their own business in the past – we know things to look out for and can help avoid transaction pitfalls to protect the parties involved. Everyone at EGM operates with professional ethics to assure that confidentiality is strictly maintained.

### ***The X-Factor***

Most of all, what sets us apart is that we care about you and our clients. It's not just another transaction. We value building long-term relationships. We realize that orchestrating a bad acquisition or having a rocky transaction is in no one's interest. We enjoy helping business owners successfully realize the profitable sale of the company they built and transition into the next phase of life feeling good about the outcome. We also enjoy helping buyers find the right match that they can call their own, with minimal surprises or regrets after the transaction is closed. Your success means the world to us.

***WE CARE about your SUCCESS!***

**EGM**

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## Equity Group of Michigan LLC - Notice of Confidentiality & Disclaimer

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The Client has provided all financial records, equipment lists, and operating reports contained in the Confidential Offering Memorandum. EGM has not audited or confirmed this information and makes no representation, expressed or implied, as to the accuracy or completeness or the conclusions to be drawn and shall in no way be responsible for the content or truthfulness of such information. By accepting this Confidential Offering Memorandum, the recipient acknowledges the responsibility to perform a due diligence review and make their evaluation and judgment before any acquisition or merger with the Client Company.

Unless stated otherwise, the underlying assets have not been appraised. The cost basis in the financial statements may be used as an approximate replacement cost but should be reviewed in due diligence. If a value is included on the asset list, the value is the presumed fair market value of an equivalent asset unless otherwise identified. Inventory is assumed to be at cost. Real estate values, building leases, rental agreements, equipment leases, and other commitments of the company are the Client's estimate and assumed to be at market rates unless otherwise noted. The Client's estimation of value is accepted unless reasons exist to use another value, which will be noted. Additionally, during the ordinary course of business items may be added or disposed, so any enclosed list of assets should be viewed as an approximation of the total assets of the business. EGM and its affiliates are held harmless from any representations herein, as all information is provided by the Client. EGM reserves the right to change any or all information at any time.

## Purpose and Notice of Representation

EGM exclusively represents the Client. The purpose of this Confidential Offering Memorandum is to present detailed confidential information related to the potential sale of the business. This document is not intended to be an official offering prospectus or an offering circular, rather it serves to provide preliminary information for parties that have an interest in the acquisition of this business. EGM and its representatives do not represent the buyer.