



## EAGLE'S LANDING GOLF CLUB

TOP 100 MUST PLAY COURSES IN OHIO

OREGON, OH

EXECUTIVE SUMMARY

## Property Tours

- ❖ All Tours Are by Appointment Only and Must be Arranged by Stanley Stein
- ❖ Prospective Purchasers are Encouraged to Visit the Property Prior to Submitting Offer

**PLEASE DO NOT CONTACT ON-SITE MANAGEMENT OR STAFF WITHOUT PRIOR APPROVAL**

## Terms of Sale

**THE PROSPECTIVE INVESTOR WILL BE SELECTED BY OWNER IN ITS SOLE AND ABSOLUTE DISCRETION BASED ON A VARIETY OF FACTORS INCLUDING, BUT NOT LIMITED TO:**

- ❖ Offer Price
- ❖ Financial Strength
- ❖ Ability to Close in a Timely Fashion
- ❖ Absence of Contingencies
- ❖ Level of Property Due Diligence Completed

**ALL OFFERS MUST BE PRESENTED IN WRITING AND INCLUDE:**

- ❖ Purchase Price
- ❖ Source of Purchaser's Capital (Equity and Debt)
- ❖ Amount of Earnest Money Deposit
- ❖ Outline of the Proposed Schedule for Due Diligence and Closing (Stanley Stein Will Provide Standardized LOI Template)
- ❖ Description of Any Physical or Environmental Assumptions Which Affect the Price Being Offered
- ❖ A List of Contingencies Required to Close the Transaction
- ❖ The Purchasing Entity Should Identify Principals
- ❖ Investor Summary
  - Resume Outlining Real Estate Owned and/or Management Experience of Comparable Properties
  - Proof of Funds (Stanley Stein Will Provide a Template Letter)

Stanley Stein will be available to coordinate on-site inspections for prospective investors and to answer any questions related to information contained in this Offering Memorandum.

## DISCLAIMER AND AGREEMENT TO KEEP THE SUBSEQUENT INFORMATION CONTAINED HEREIN CONFIDENTIAL

### Offering Memorandum and Due Diligence: Collected Information from Sources

This Offering Memorandum has been prepared to provide summary, unverified information to prospective investors/buyers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Stanley Stein cannot and has not made any investigation, and makes no warranty or representation, with respect to the financial health, P&Ls for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of hazardous materials, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Stanley Stein has not verified, and will not verify, any of the information contained herein, nor have we conducted any investigation regarding these matters and make no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take undertake appropriate due diligence to satisfy for themselves the factual nature of all such information that they rely on for their acquisition.

### Confidential Information:

The information contained in the following Offering Memorandum is strictly confidential and the way it is presented is proprietary to Stanley Stein. It is intended to be reviewed only by the party receiving it from Stanley Stein and should not be made available to any other person or entity without the written consent of Stanley Stein.





# OFFERING SUMMARY



We are pleased to offer the opportunity to acquire the fee simple interest in Eagle's Landing Golf Club. The daily fee golf course is situated on the southwestern shore of Lake Erie in the city of Oregon, a suburb of Toledo

Eagle's Landing boasts a beautiful 18-hole championship "Links Style" golf course and practice facilities designed by Brian Huntley which opened for play in 1998. The efficient 4,539 SF clubhouse includes a pro shop, bar & grill and offices with basement storage. The cart storage building and maintenance facility are located across from the clubhouse by the first tee.

The Par 72 golf course features bent grass from tee to green and is maintained in excellent condition. The Championship tees play at 6,866 yards with a course rating of 72.7 and a slope of 130.



## INVESTMENT HIGHLIGHTS

- ❖ Asking Price: \$2,200,000
- ❖ T12 June 2024 Gross Revenue: \$916K
- ❖ T12 June 2024 EBITDA: \$298K | EBITDA Multiple: 7.38x | Cap Rate: 13.5%
- ❖ Consistent Cash Flow – Four Year Average (2021 – T-12): \$223,122
- ❖ T12 Operating Margin: 32.5%
- ❖ Revenue and EBITDA Continue Upward trend Through September 2024
- ❖ Voted "Toledo's Favorite Course" by readers of the Toledo Blade and "Top 100 Must Play Courses in Ohio" by Ohio Golf Style Magazine
- ❖ Additional Miscellaneous Project Equipment Available for Sale
- ❖ Eagle's Landing Community continues to be built out



18-Hole Daily Fee  
Golf Course &  
Practice Facilities



Maintenance  
Equipment is Owned  
and Included in Sale



Efficient 4,539 SF  
Clubhouse Requiring  
Minimal Overhead



Extremely Popular  
Outing and League  
Venue



80 Golf Carts are  
Owned and Included  
in Sale



Full-Service Grass  
Practice Facilities

# KEY ECONOMIC DRIVERS



## Excellent Market Positioning



- ❖ Eagle's Landing Golf Club is well positioned in the area golf market as a value daily fee course. This classic "links design" offers excellent playing conditions and a challenging test of golf without breaking the bank.
- ❖ The Club is extremely popular with outing groups ranging from 40 players to 140 players as well as golf leagues with as many as 100 players. The affordable pricing is very attractive to budget minded groups who prioritize an enjoyable golfing experience.

## Championship Caliber Golf Course



- ❖ Eagle's Landing Golf Club features an 18-hole championship golf course designed by Brian Huntley (Former Associate of Toledo Golf Architecture Legend Arthur Hills). The course opened for play in 1998 to rave reviews. The golf course offers a variety of tees ranging from 5,046 yards, from the forward tees to 6,866 yards from the championship tees.
- ❖ This "Links Style" course features bent grass from tee to green with strategically placed bunkers and multiple water hazards. The large undulating green offer a wide variety of cupping areas and challenges to players of all ability levels. However, the most significant challenge is presented by Mother Nature and the ever-present winds off Lake Erie.
- ❖ Eagle's Landing GC was voted "Toledo's Favorite Course" by the readers of the Toledo Blade in 2005 and was named as one of the "Top 100 Must Play Courses in Ohio in 2005, 2006, 2007, and 2008 by Ohio Golf Style Magazine.

## Value Add Opportunity



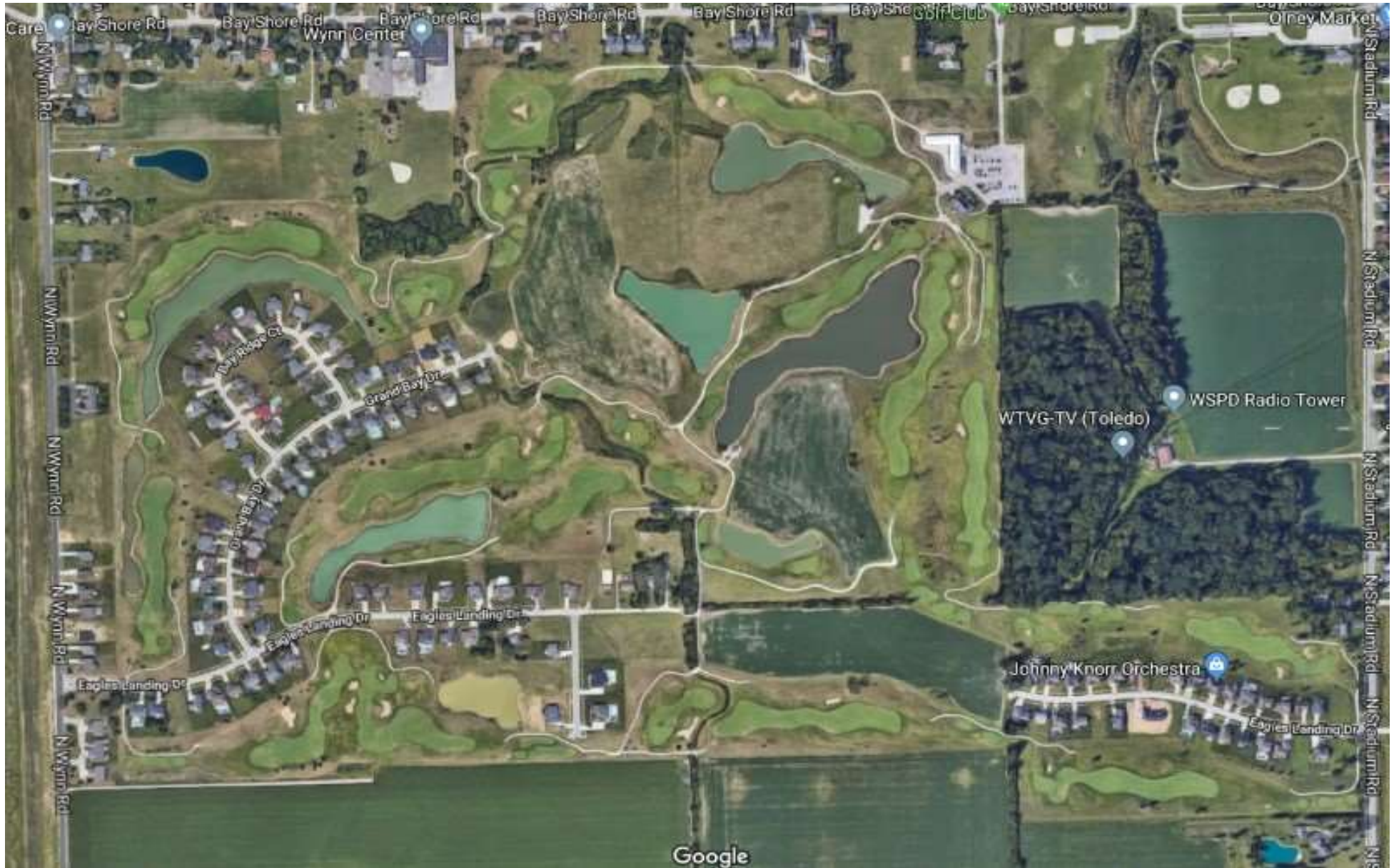
- ❖ The implementation of a tee time yield management system will enable new ownership to enhance revenue per round. Replacing the current three-tier daypart pricing with dynamic pricing will enable new ownership to increase revenue per round by pricing based on demand as opposed to the current three-tier daypart pricing plan.
- ❖ New Ownership is provided the opportunity to grow revenue through enhanced marketing efforts via technology and social media. The implementation of online tee times will enable golfers to book with a credit card without requiring staff assistance. Greater use of the features offered by the Club Profit Point of Sale System which is in place will provide new ownership tee sheet operating efficiencies.
- ❖ Eagle's Landing GC features an efficient bar and grill offering a limited but profitable menu. An expanded menu particularly during peak periods will enable new ownership to enhance total revenue per round.
- ❖ ***The Club boasts exceptional foundational elements, featuring a well designed and challenging golf course and an efficient clubhouse. Priced at \$2.2 million, the sale presents a remarkable opportunity to acquire a profitable 18-hole facility complete with a fleet of 80 golf carts and maintenance equipment. By implementing outbound marketing initiatives including social media new ownership will be able to continue to grow the business at Eagle's Landing GC.***

# LOCAL MAP





# AERIAL VIEW



# EAGLE'S LANDING GC SCORECARD



HOLE		1	2	3	4	5	6	7	8	9	OUT
Black	72.7/130	375	400	198	495	418	411	528	140	405	3370
Blue	71.0/127	352	375	179	475	398	380	512	130	381	3182
White	M 69.1/123 W 74.7/126	335	345	150	450	360	370	485	121	360	2976
Gold	69.1/116	304	318	138	424	312	310	437	103	296	2642
Red	69.4/118	287	307	133	403	292	289	417	90	278	2496
Par		4	4	3	5	4	4	5	3	4	36
Handicap		14	12	16	6	2	10	4	18	8	

10	11	12	13	14	15	16	17	18	IN	TOT	HCP	NET
433	171	388	432	536	401	434	189	512	3496	6866		
416	156	375	401	510	365	415	155	500	3293	6475		
395	142	360	364	475	345	380	130	480	3071	6047		
333	128	302	325	455	331	310	105	435	2724	5366		
316	108	280	313	436	294	299	90	414	2550	5046		
4	3	4	4	5	4	4	3	5	36	72		
5	17	11	3	7	13	1	15	9				



# COURSE ROUTING





# THE GOLF COURSE





### General Demographics:

Total Population – 270,000

### Top Five Largest Employers:

- ProMedica Health Systems
- Mercy Health
- University of Toledo
- Whirlpool Corporation
- Fiat Chrysler Automobiles



**Toledo, Ohio**, nestled along the western shores of Lake Erie, stands as a testament to resilience and industrial heritage. Known historically as the "Glass City" due to its prominent glass manufacturing industry, Toledo boasts a blend of rich cultural offerings and significant contributions to the nation's economy. Its skyline, a mix of modern structures and historic landmarks, reflects its evolution from a bustling industrial hub to a diversified economy with strengths in healthcare, education, and logistics. The Maumee River winds through the heart of the city, providing both scenic beauty and a reminder of Toledo's strategic importance as a transportation nexus. Today, Toledo continues to reinvent itself, embracing innovation while preserving its proud legacy.





### General Demographics:

Total Population – 20,043

### Top Five Largest Employers:

- St. Charles Hospital
- BMEC Constructions
- Autoneum North America
- Oregon Board of Education
- BP Products of N. America, INC.



**Oregon, Ohio**, located in Lucas County, is a vibrant city with a mix of residential, commercial, and recreational areas. Known for its community-focused atmosphere, Oregon offers residents and visitors a range of amenities, including parks, schools, and shopping centers. The city's proximity to major highways and its strategic location make it a convenient place to live and do business. With a diverse population and a strong sense of community pride, Oregon continues to attract individuals and families looking for a welcoming and dynamic environment to call home.

# ADVISORY TEAM



---

## Listing Broker

---

### **Stanley Stein**

26401 Calle Rolando,  
San Juan Capistrano, CA 92675  
Tel: (213) 446-5366  
jstein@jdsreservices.com  
Lic: OH BRKP.0000151919

---

## Lead Golf Advisor

---

### **ROBERT WALDRON**

Senior Managing Director & Partner  
Leisure Investment Properties Group  
17539 Darby Lane, Tampa, FL 33558  
PH: (301) 529-8454  
rwaldron@thelipg.com  
FL - SL3270686

---

## Cooperating Out-of-State Broker

---

### **Steven Ekovich**

Executive Managing Director - Partner  
Leisure Investment Properties Group  
17539 Darby Lane,  
Tampa, FL 33558  
Tel: (813) 683-7525  
sekovich@TheLIPG.com  
LIC. FL BK3006962

---

## Financial Analyst

---

### **Kody Tibbetts**

Senior Analyst / Director of Operations  
Leisure Investment Properties Group  
17539 Darby Lane  
Tampa, FL 33558  
Tel: (813) 269-1144  
Ktibbetts@TheLIPG.com  
Lic. FL SL3375727