

BLACK HALL MARINA

OLD LYME, CT



PROPERTY & BUSINESS OFFERED
\$1,995,000



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COMMERCIAL

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IMPORTANT DISCLOSURES

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MARINA OVERVIEW

Located directly off of scenic Connecticut State Route 156, the marina specializes in serving small powerboats & jet skis as well as renting and providing access for kayaks & paddleboarders. 58 slips can accommodate boats up to 22 ft. and drive-on jet ski slips. Power & fresh water is available at the head of each dock. Boat owners and guests can enjoy the picnic tables and barbeque grills provided on shore. Slip renters also have dedicated parking. Full season slip rentals as well as transient rentals are available. Structures include the 3 story main building, dockside boat house, workshop, storage container and picnic pergola. Also included is a nearby leased warehouse for retail inventory storage and additional work space.

Acreage:
0.85

Pro Forma NOI
~\$202,000

Property Taxes
\$9,460

Cap Rate
10.1%



BUSINESS DETAILS

The business currently offers an extensive and varied mix of products and services that take advantage of BHMs unique location. Long Island Sound and the Connecticut River are just minutes by water and protected natural areas are directly accessible. This provides great opportunities to expand high margin revenue channels, expand retail & e-commerce as well as boat related add-on services.

BHMs outstanding roadside visibility and access offers exceptional display visibility and potential to add a personal watercraft dealership to the location. The 6000 s.f. warehouse would provide plenty of storage for bulky inventory. The slip capacity could also be maximised by expanding the number of highly profitable, drive-on watercraft docks increasing slip revenue by up to 15% with a 1 year ROI.

CURRENT REVENUE CHANNELS INCLUDE:

- 1280 sf retail store offering kayaks & paddleboards + associated accessories, fishing gear & accessories, apparel and sundries
- Rental apartment
- Kayak rigging and install services
- Kayak and paddleboard rentals
- Slip Rentals & Launching fees
- Fishing & paddling lessons * seminars
- Fishing guide service
- Youth camps and lessons
- Boat storage and associated add-ons
- Nature outings and eco tours
- Events



EXPANSION OPPORTUNITY



The location and infrastructure provide a perfect opportunity to add a personal watercraft dealership to Black Hall Marinas revenue mix

PWC Market Growth Article - The Watercraft Journal

<https://watercraftjournal.com/new-report-predicts-continued-growth-in-pwc-market/>

PWC Market Predictions

<https://www.fortunebusinessinsights.com/personal-watercraft-market-105942>

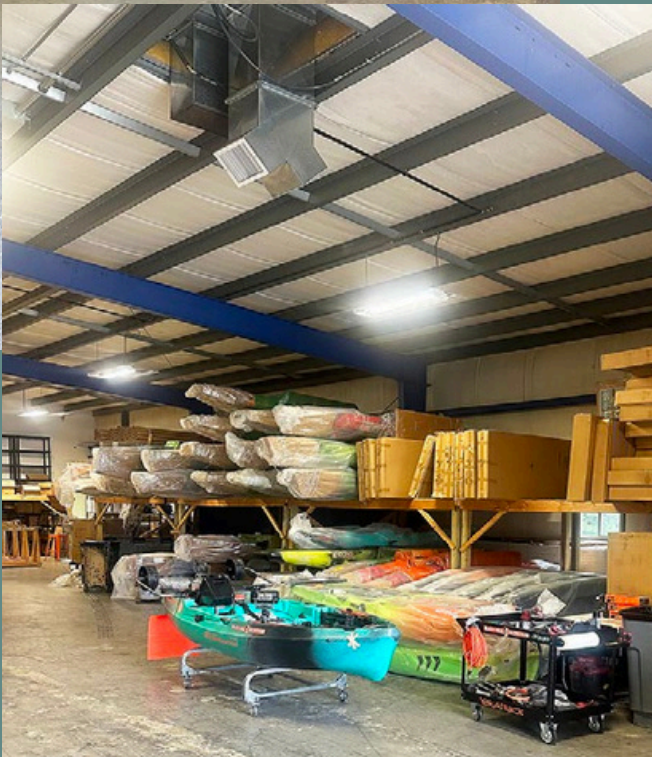
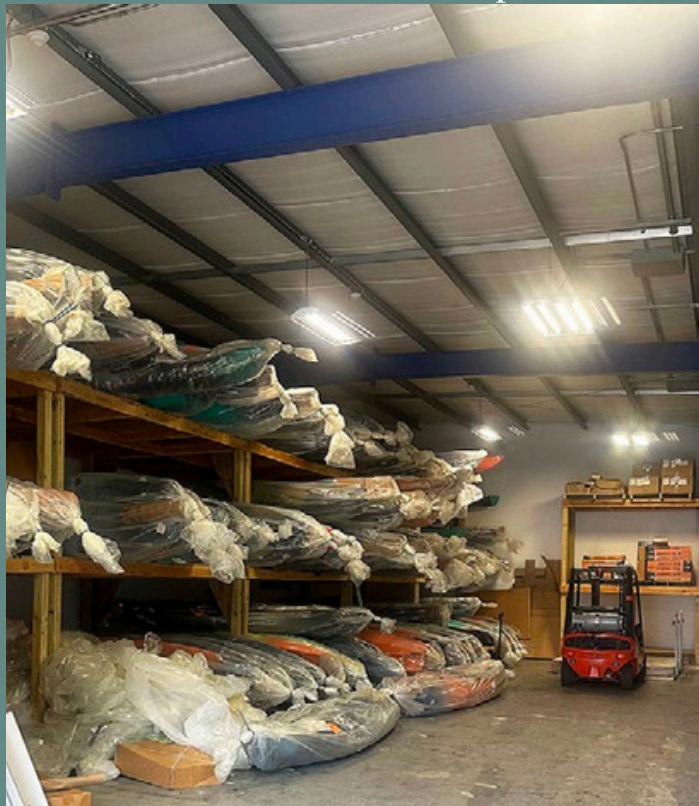
Global Market Insights Report - Personal Watercraft

<https://www.xola.com/articles/jet-ski-statistics-overview-trends/>



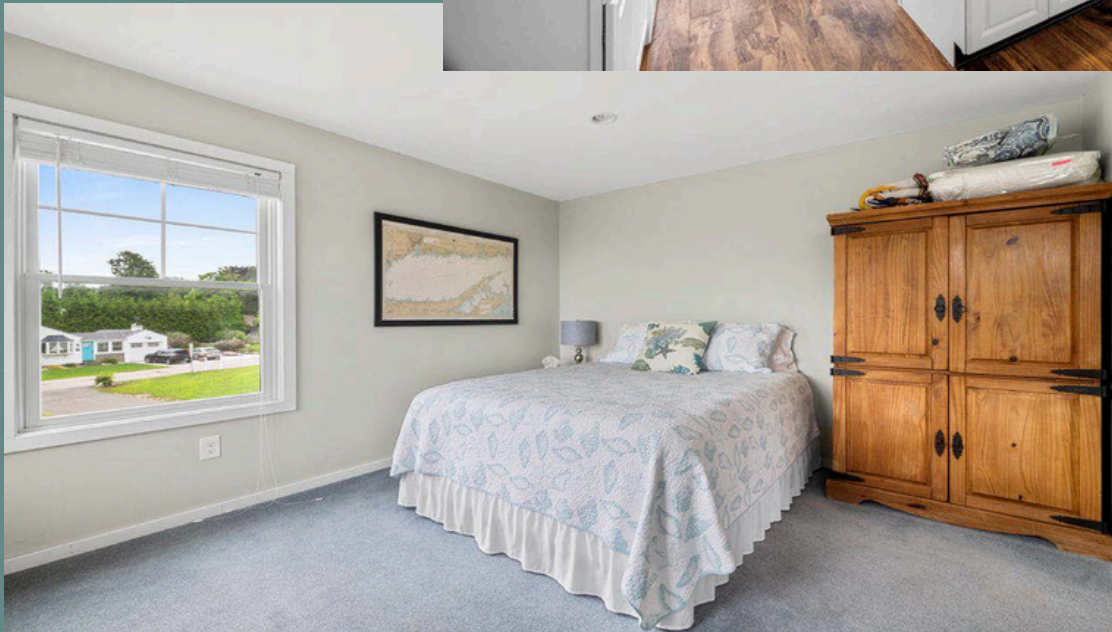
WAREHOUSE

Located about 1 mile from the marina is the 6000 s.f. Buttonball Road warehouse. Fully built out to handle retail stock, currently sea kayaks and could include personal watercraft, this space allows the sales operations to thrive. The finished showroom/office space allows for products to be set up to customer specs and picked up without taking up valuable retail floor space.



RENTAL UNIT

A modern one bedroom apartment occupies the 768 sf. top floor of the retail building. With views to Long Island Sound, this fully equipped unit offers an additional revenue stream from short term rentals, long term leases or tie-ins to other revenue channels.



ADDITIONAL CONSIDERATIONS



10 YEAR ROI (BASED ON 3.5% ANNUAL GROWTH)

Year	Projected NOI	Cumulative NET
1	\$202,280	\$202,280
2	\$209,360	\$411,640
3	\$216,687	\$628,327
4	\$224,271	\$852,599
5	\$232,121	\$1,084,720
6	\$240,245	\$1,324,965
7	\$248,654	\$1,573,619
8	\$257,357	\$1,830,975
9	\$266,364	\$2,097,339
10	\$275,687	\$2,373,026



ACCUMULATED DEPRECIATION (ESTIMATED)

- Depreciation of improvements, docks, outbuildings, fixtures and equipment: \$189,000
- Asset depreciation (based on \$2.2m purchase and 39 year schedule): \$423,000
- Total Potential Depreciation: \$612,000

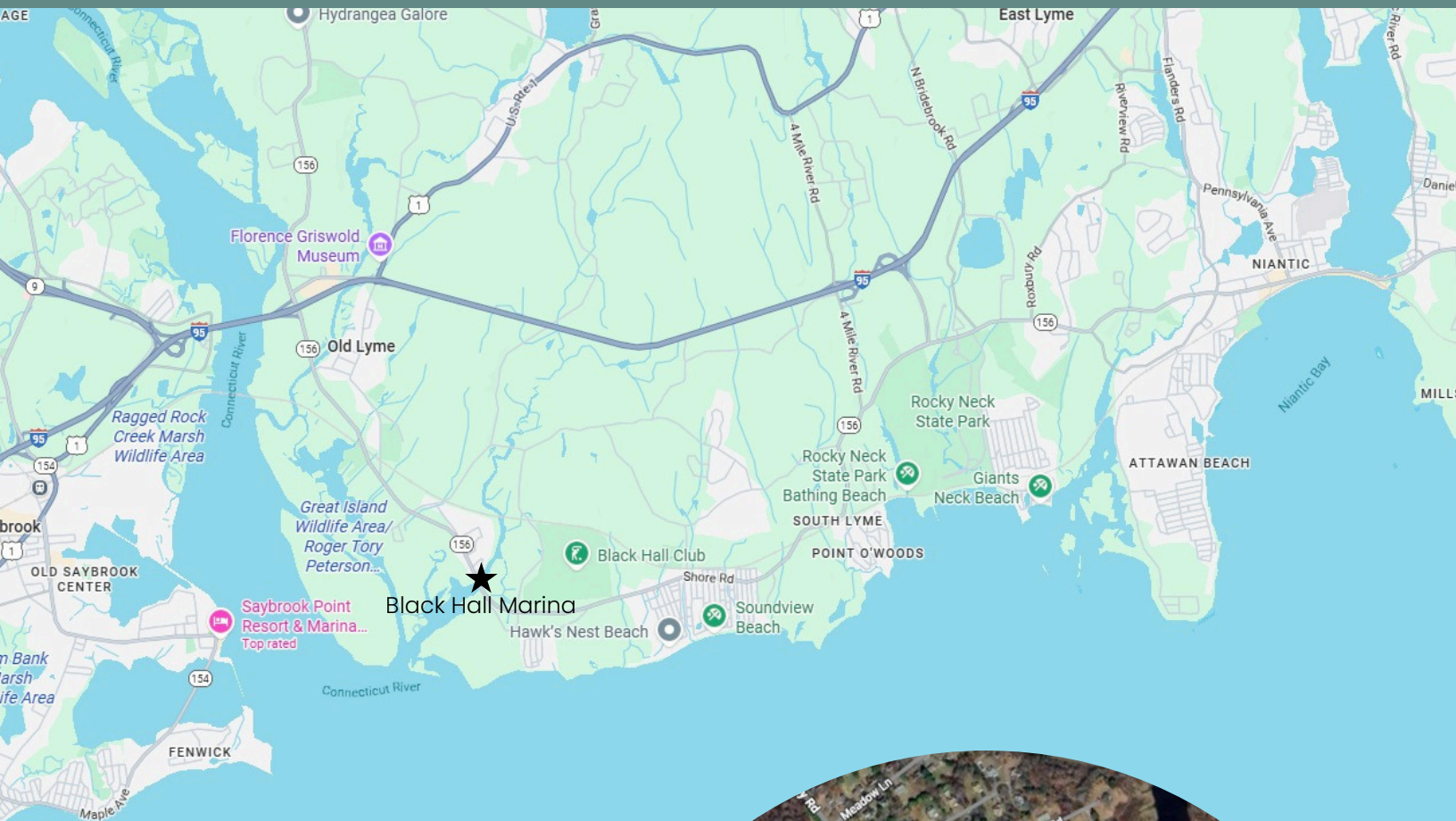


TAX SAVINGS ESTIMATE

- Effective marginal tax rate (Fed + CT): 28%
- Tax Savings Over 10 Years = $\$612,000 \times 28\% = \$171,360$



LOCATION



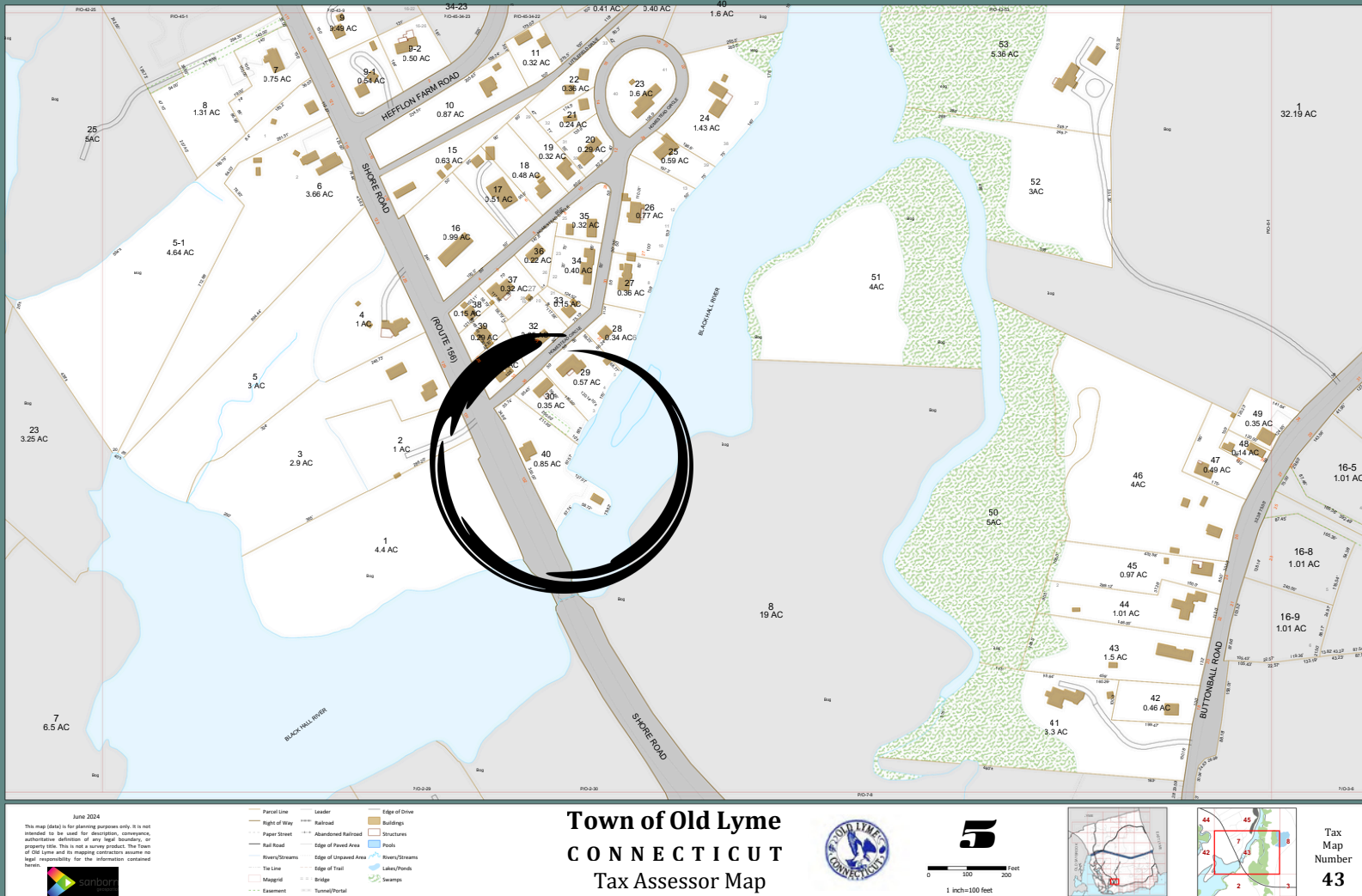
132 SHORE ROAD
OLD LYME,
CONNECTICUT

Maps





TAX MAP



WELCOME

TO OLD LYME CONNECTICUT



Old Lyme, a coastal New England gem nestled at the mouth of the Connecticut River Valley, where natural beauty meets rich history and artistic legacy. Located along Long Island Sound, this picturesque town invites you to slow down, explore, and experience the best of Connecticut's shoreline and river country. Known as the birthplace of American Impressionism, Old Lyme is home to the world-famous Florence Griswold Museum, where art and history come alive. Stroll galleries, visit artists' studios, and take part in festivals that celebrate the town's creative roots. Old Lyme is also a premier destination for boaters, thanks to its unique location at the confluence of the Connecticut River, Black Hall River and Long Island Sound. Whether you're sailing, cruising, paddleboarding or kayaking, these waters offers stunning views, calm condition, and access to countless coves, inlets, hidden beaches and an endless array of wildlife. Marinas and launch points make it easy to explore both inland waterways and open sea. It's the perfect place to drop anchor, fish, or simply enjoy the serene beauty of the Lower Connecticut River Valley, recognized as one of "The Last Great Places" by The Nature Conservancy. Outdoors, Old Lyme also offers peaceful vistas, hiking trails, and nature preserves that showcase the region's timeless coastal charm. Whether you're exploring the historic village green or enjoying a sunset where the river meets the Sound, you'll find postcard-perfect views around every corner. The town's walkable downtown features charming boutiques, art galleries, cafés, and locally owned restaurants—making it an ideal weekend escape or day-trip destination. With easy access from I-95, that trip to Old Lyme is just a short drive from both New York and Boston. Come for the beauty, stay for the inspiration—Old Lyme is a place that captures the heart and sparks the imagination.

NEARBY VISITOR & NATURAL ATTRACTIONS

- Florence Griswold Museum
- Lyme Academy of Fine Arts
- Old Saybrook
- Niantic Boardwalk
- Great Island Wildlife Area
- Marvin Island Estuary
- Rocky Neck State Park
- Griswold Cove and Beach





**TRENDING
REGION**



**BRIGHT
FUTURE**



**PRO BUSINESS
MUNICIPALITY**



120,000
Population
20 min drive



\$620,000
Average Home Value



\$112,000
Avg Household
Income

DEMOGRAPHICS

Key Highlights

- **Population (Town of Old Lyme): 7,400**
- **Median Age: 52**
- **Owner-Occupied Housing: 84%**
- **Poverty Rate: 5% (lower than the state average of 10%)**
- **Labor Force: ~3,400 employed; ~3.1% unemployment**
- **Top Industries: Recreation, education, arts & entertainment, professional services, health care, and construction**
- **Language: 92% English-speaking households**
- **Educational Attainment: 70% have an Associate's degree or higher**

Traffic Counts & Accessibility

- **Shore Road (Route 156): ~7,200 vehicles per day**
- **Interstate 95 (Exits 70-71): 69,000**
- **Population Reach: Over 520,000 residents within a 45-minute drive**
- **Transit: Amtrak station in Old Saybrook is a 10 minute drive**