

# INFORMATION MEMORANDUM



## FITNESS CENTER FOR SALE

Fully Equipped Fitness Center & Racquetball Club, Including Real Estate

104 N. MARINE BOULEVARD, JACKSONVILLE, NC

# OFFERING OVERVIEW

Great Neck Realty Co. is pleased to offer an extraordinary opportunity to purchase one of Jacksonville's legacy fitness center operations, including prime real estate. Courts Plus is an impressive 33,900+/- sq. ft. facility that provides great opportunity for those in the fitness industry that are looking to expand, or for those that are passionate about community health and looking to for an established entrée into the industry. Founded in 1988, the family owned and operated facility has a loyal customer base and boasts amenities that are unique to the market.

The facility features state-of-the-art equipment, multiple workout studios, a spacious gym floor, indoor & outdoor swimming pools, five racquetball courts, a basketball gym, and other comprehensive amenities including locker rooms, steam room, as well as ample parking.

Located on a prime commercial corridor with high visibility and easy access, Courts Plus offers significant growth potential for a new owner. The facility is strategically positioned near major roadways and residential neighborhoods, ensuring a steady flow of traffic and a broad potential customer base.

This sale includes both the fitness center business and real estate, making it an ideal investment for fitness entrepreneurs & investors alike. *Real estate and business may be sold separately.*



## OFFERING HIGHLIGHTS:

- Established, going concern fitness & racquetball club.
- Long-standing, family-owned operation with a loyal customer base and state-of-the-art equipment.
- High-visibility area with easy access and ample parking.
- Comprehensive fitness amenities.
- Strong community presence.
- Ready for immediate ownership and continued operation.
- *Offers being considered for real estate OR business separately.*

## Business Overview & History:

### About the Facility:



Courts Plus Fitness Center, established in 1988, is one of Jacksonville, NC's longest-standing fitness centers, known for its commitment to promoting healthy, active lifestyles throughout the community. The facility offers an array of amenities designed to cater to various fitness needs and preferences. Members have access to an indoor junior Olympic swimming pool, a seasonal outdoor pool, basketball and volleyball courts, and a well-equipped weight rooms. Additionally, Courts Plus features racquetball courts, a cardio room, and both men's and women's dry saunas.

### Fitness Classes and Activities:

Courts Plus provides a wide range of group fitness classes, including Zumba, yoga, aqua aerobics, and cycling, ensuring that there is something for everyone. The fitness center also hosts regular drop-in sessions for basketball, volleyball, and pickleball, promoting a sense of community and friendly competition among members.

### History and Mission:

Founded with the goal of fostering health and wellness in Jacksonville, Courts Plus has maintained a focus on member satisfaction and support. The center's origins are rooted in racquetball, and it has evolved to become a comprehensive fitness facility that supports diverse health and wellness goals. From weight loss and muscle building to general fitness and recreational sports, Courts Plus offers resources and programs to help members achieve their personal health objectives.

### Community Focus:

Courts Plus prides itself on providing a welcoming and supportive environment. From the moment members enter the facility until they leave, the staff is dedicated to providing excellent service and fostering a positive, inclusive atmosphere. This commitment to member care and community engagement has been a cornerstone of Courts Plus's success and longevity.



# PROPERTY DESCRIPTION



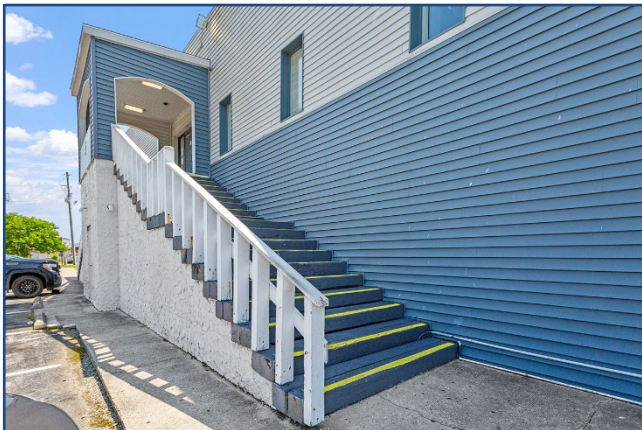
Property Description	
<b>Address:</b>	104 N. Marine Blvd. Jacksonville, NC
<b>County:</b>	Onslow County
<b>Type:</b>	Full-service health club
<b>Parcel ID:</b>	033617, Map Number: 426.58.2
<b>Type:</b>	Fee-owned freestanding commercial fitness facility
<b>Building Size:</b>	33,900+/- Total Sq. Ft. <ul style="list-style-type: none"><li>• 24,915+/- Sq. Ft. (Original Building)</li><li>• 8,985 Sq. Ft.+/- (2-story addition)</li></ul>
<b>Land Size:</b>	3.81+/- Acres
<b># Stories:</b>	1-story with second floor mezzanine
<b>Year Built:</b>	1982, addition built in 2008
<b>Parking:</b>	Surface parking is located adjacent to the building
<b>Zoning:</b>	CC, Corridor Commercial District

# PROPERTY DESCRIPTION



Property Improvement Description	
<b>Overview:</b>	The property consists of a two-story, full-service health club consisting of approx. 33,900 total sq. ft., with 24,915 sq. ft. built in 1982, and an 8,985 sq. ft. basketball court & indoor pool building in 2008. The center offers an entry/foyer area with juice bar, restrooms/locker areas, office areas, aerobics area, weight training area, nautilus area, racquetball courts, gymnasium, cycling rooms, steam room, and indoor lap pool.
<b>Foundation:</b>	Concrete slab with thickened perimeter footings
<b>Framing:</b>	Masonry and pre-engineered metal
<b>Exterior Walls:</b>	Corrugated metal or vinyl siding over masonry or steel frame
<b>Windows &amp; Doors:</b>	Fixed glass with aluminum frame, aluminum store front entry doors with glass, wood and metal doors
<b>Roof:</b>	Corrugated metal panels
<b>Ceilings:</b>	Drop ceiling tiles and open ceilings
<b>Lighting:</b>	Ample electrical service
<b>HVAC:</b>	Air-to-air electric heat pump systems with condensers at the rear and side. Suspended space heaters in indoor lap pool area.
<b>Interior Finish:</b>	Carpet, VCT, ceramic tile, laminate, hardwood, rubber flooring, and concrete deck in the pool area.

# EXTERIOR PHOTOS

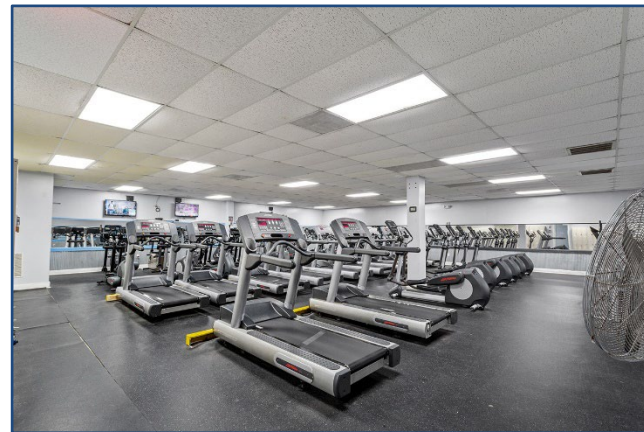
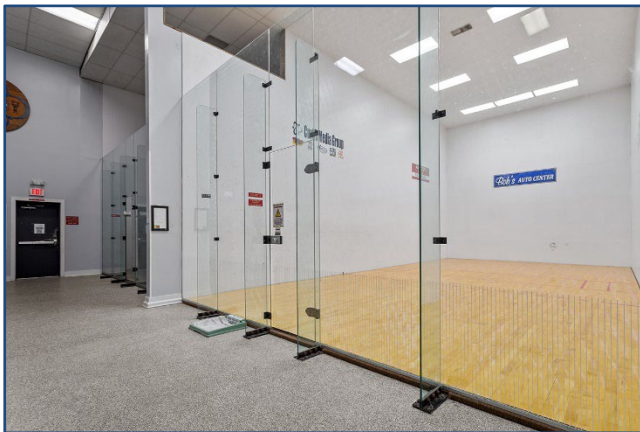
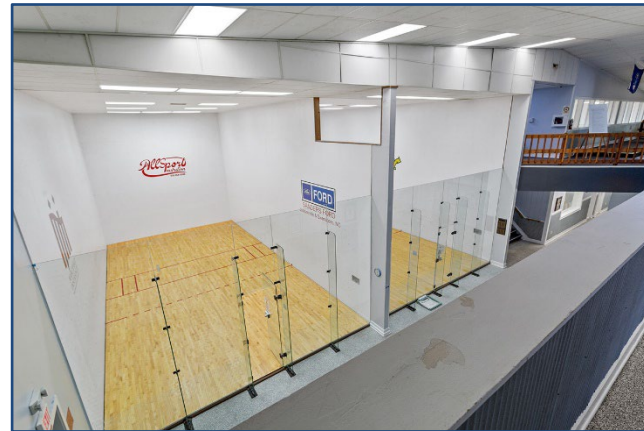
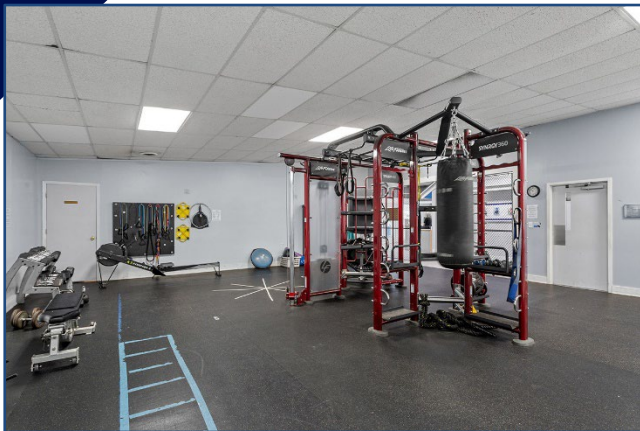




# INTERIOR PHOTOS

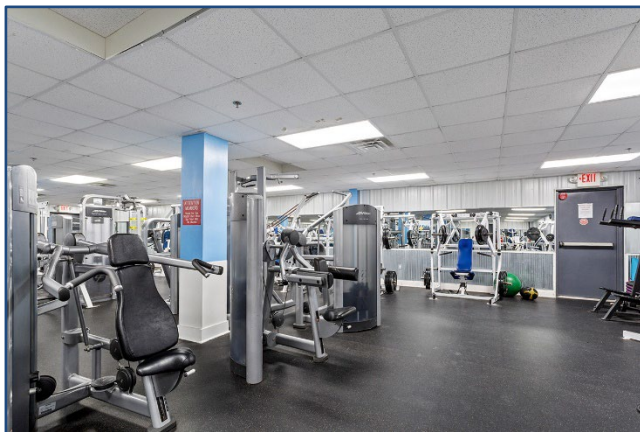
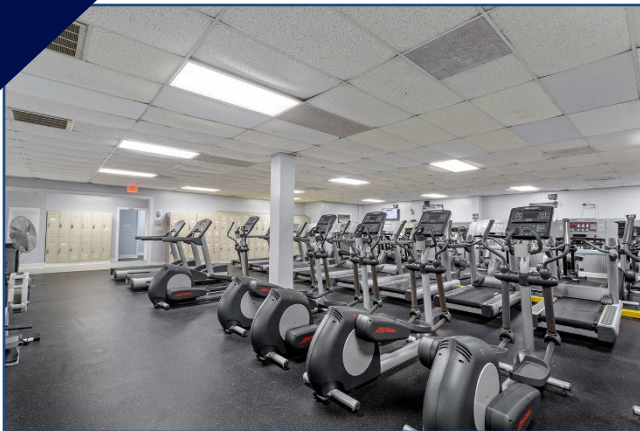


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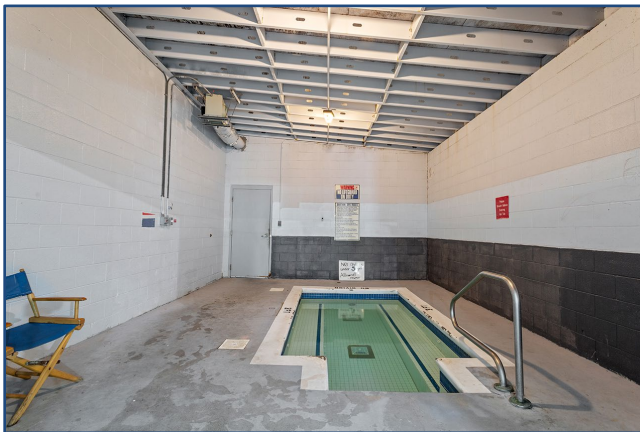
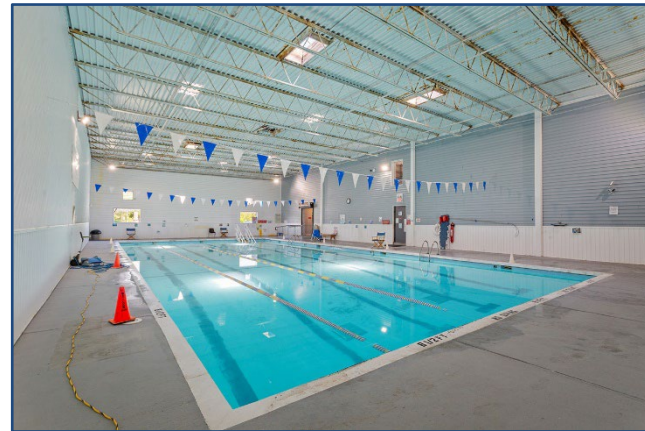
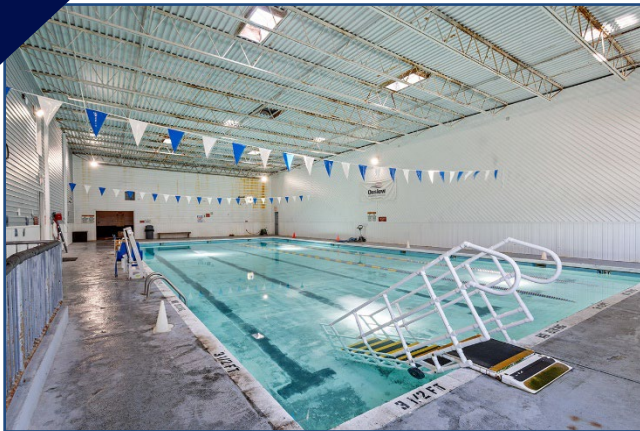




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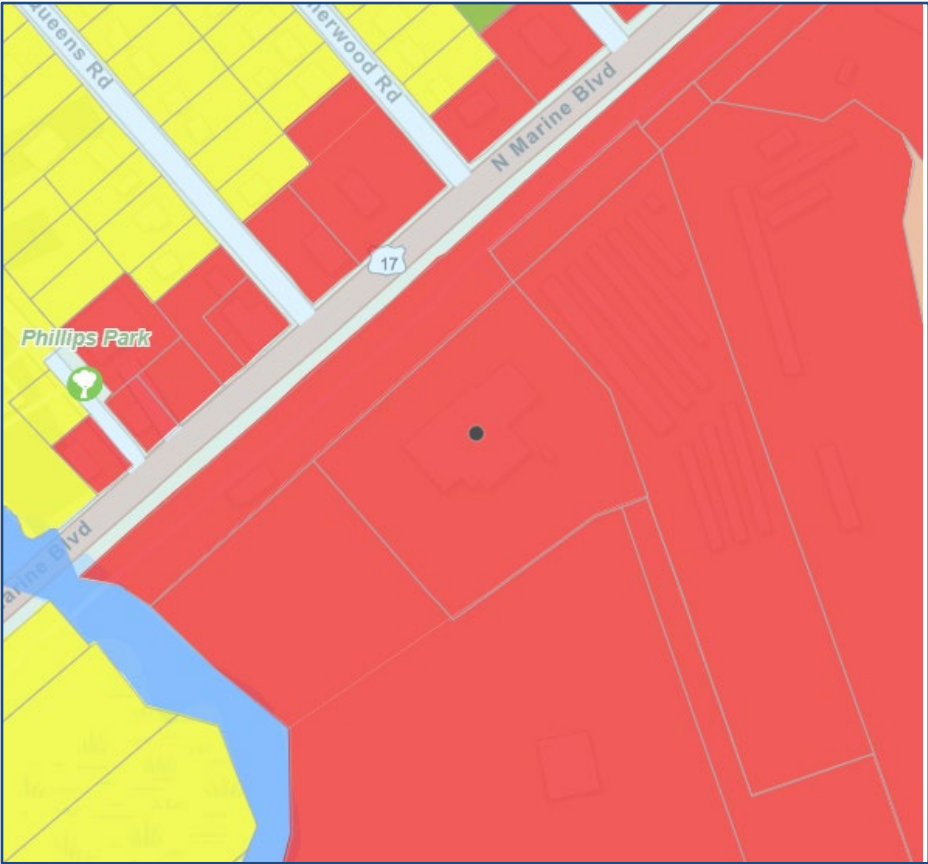


# AERIAL PHOTOS

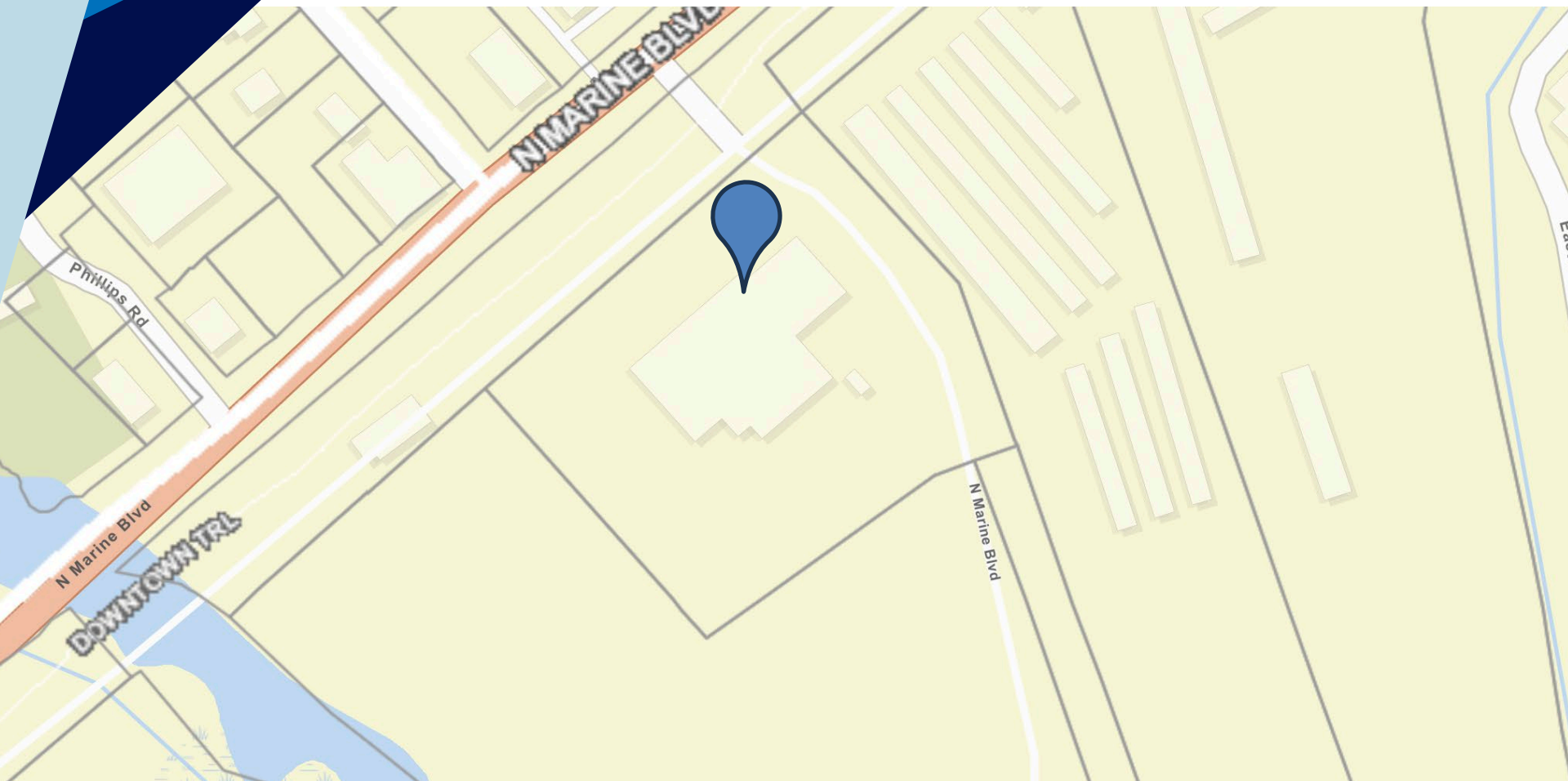




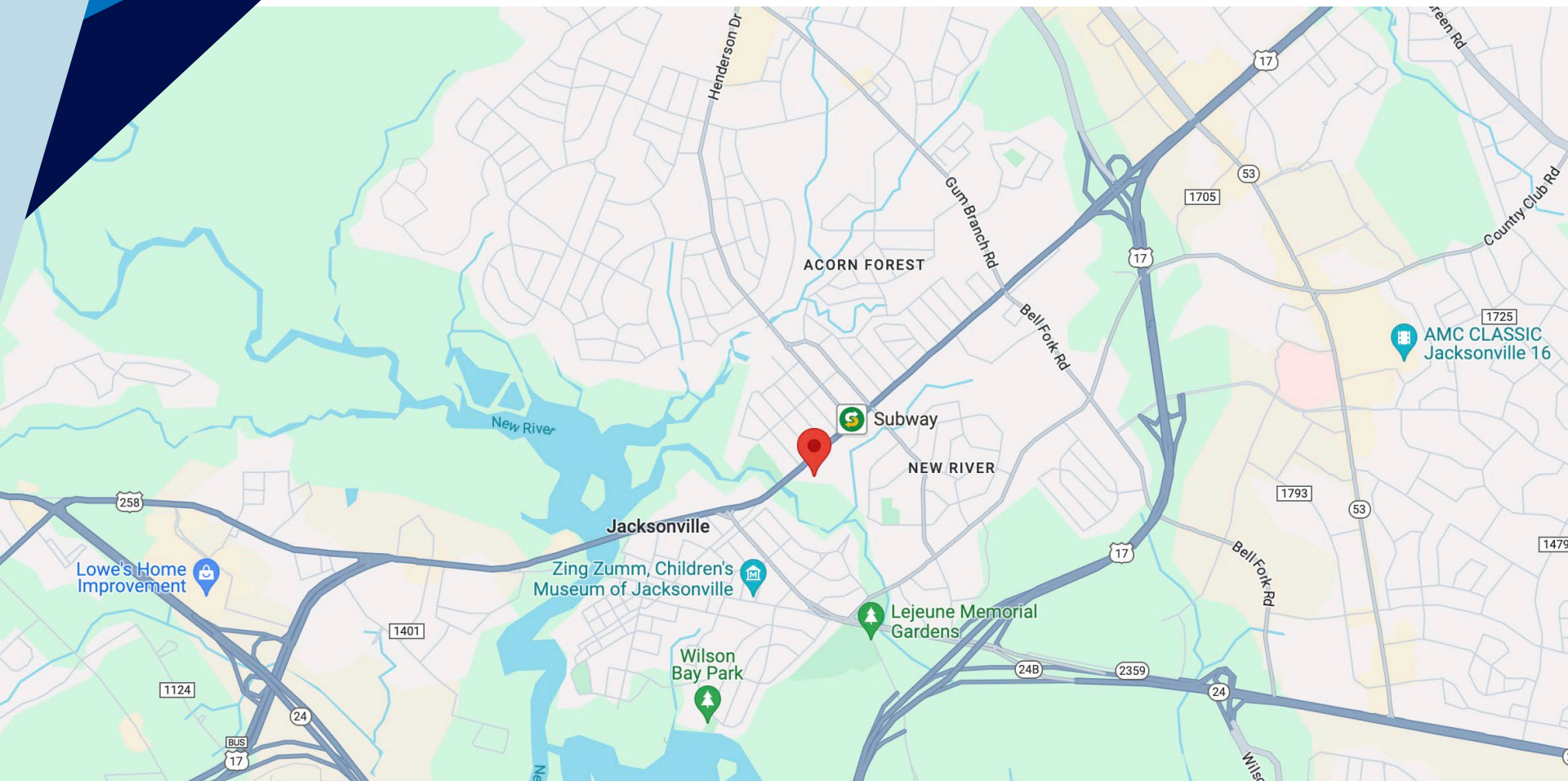
# ZONING MAP



- CC
- DTB
- DTR
- IND



# LOCATION MAP



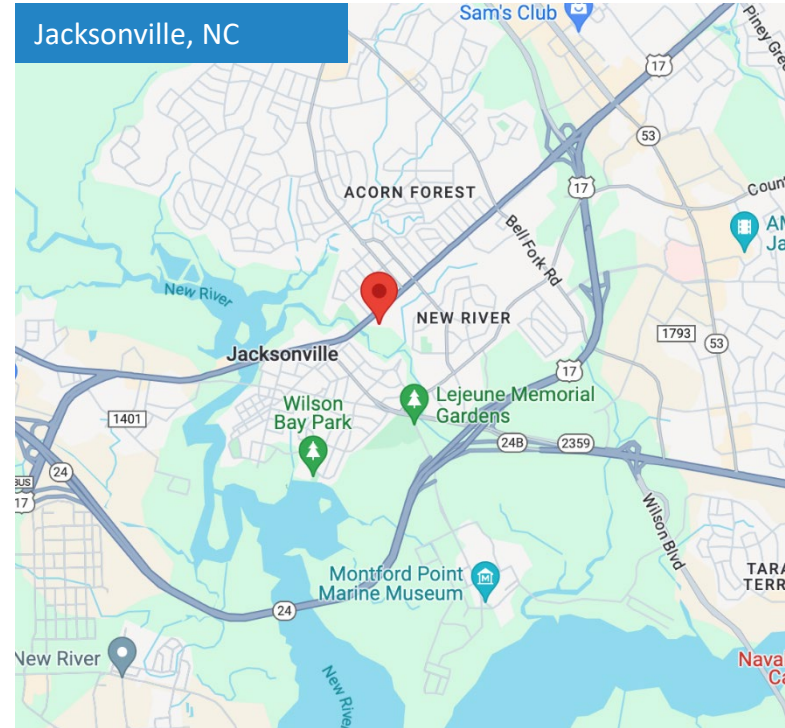


# AREA OVERVIEW

## Overview:

This area of Jacksonville is characterized by a variety of commercial developments, residential developments, schools, restaurants, parks. Primary commercial developments in the area are concentrated along U.S. Highways 17 and 258, State Highways 24 and 53. Residential growth has been consistent with the increase in commercial development.

The property is surrounded by Dunkin' Donuts and AutoTire to the north, Book End Bookstore and Express Printing to the west, undeveloped land to the south, and A-Storage Inn to the east.



# FITNESS INDUSTRY MARKET OVERVIEW

## Overview:

The fitness industry in Jacksonville, NC reflects broader trends seen across the United States. The industry is characterized by steady growth, increasing consumer interest in health and wellness, and a competitive landscape with a mix of large chains and smaller boutique facilities.

The U.S. fitness industry is a substantial market, valued at approximately \$41.9 billion as of 2023, with a consistent annual growth rate of around 4.1% over the past five years. The industry is expected to continue its growth trajectory, driven by increasing health awareness, technological advancements, and a rising preference for personalized fitness experiences.

## Key Trends:

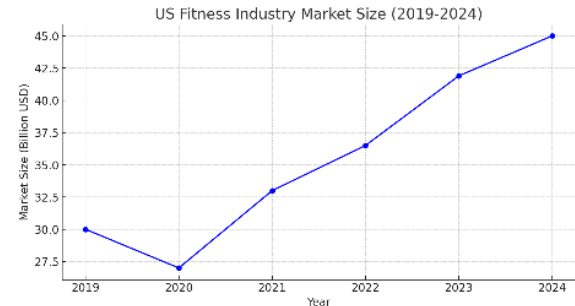
- There's a growing demand for personalized fitness solutions, including personal training, group classes, and specialized fitness programs. Consumers are looking for tailored experiences that cater to their specific health goals and preferences.
- The integration of technology into fitness regimes is another significant trend. Fitness apps, wearables, and online training platforms have become essential tools for both fitness enthusiasts and casual exercisers. These technologies provide users with real-time data, personalized workout plans, and the flexibility to exercise anywhere.
- Modern fitness centers are expanding their offerings beyond traditional gym equipment to include services like yoga, Pilates, HIIT (High-Intensity Interval Training), and wellness services such as massage and nutrition counseling. This diversification helps attract a broader clientele and enhance member retention.

## Local Insights:

The fitness market in Jacksonville, NC, like the rest of the U.S., is highly competitive. Major national chains like Planet Fitness, Anytime Fitness, and LA Fitness have a significant presence, offering affordable memberships and extensive facilities. However, local boutique studios and independent gyms also thrive by providing unique, high-quality services and fostering strong community ties.

In Jacksonville, NC, the demand for fitness services is bolstered by a population interested in maintaining an active and healthy lifestyle. The presence of military personnel from nearby bases contributes to a higher-than-average demand for fitness and wellness services. This demographic often seeks high-intensity and structured fitness programs, adding to the diversity of local fitness offerings.

Jacksonville's fitness industry benefits from the city's community-oriented culture, with many residents preferring gyms and fitness centers that offer a sense of community and personalized attention.



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