

— NATIONAL —
GOLF & MARINA
PROPERTIES GROUP™



CONFIDENTIAL OFFERING MEMORANDUM

EXCLUSIVE BOAT DEALERSHIP

SEVEN COUNTY EXCLUSIVE LOWE BOAT DEALERSHIP
AWARD-WINNING MARINE/MARINA
STATE HIGHWAY D, WAPPAPELLO MO 63966



NRT

Exclusive Boat Dealership

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Exclusively Marketed by:



Eddy Dingman

NJ Real Estate/Business Broker

Lic: 475137842

847-987-6626

eddy@nationalgolfandmarina.com



NRT

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PROPERTIES GROUP™

6400 N Northwest Highway
Chicago, IL 60631

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- 01 Company Biography
- Advisor Profile



Eddy Dingman
Marina Real Estate/
Business Broker

Member:

National Association of
Realtors

Association of Marina
Industries (AMI)

International Marina
Institute (IMI)

Wisconsin Marina
Association (WMA)

Great Lakes Boating

Marine Industries
Association of South Florida
(MIASF)

Education:

MBA, Business
Management, University of
Michigan

BS, Finance, Western
Michigan University

Licensed Real Estate Broker

Licensed Business Broker

USN (United States Navy)

National Golf and Marina Properties Group (NG&M) of Coldwell Banker Commercial NRT was founded by Eddy A. Dingman in 2008, to provide specialized and concentrated services for sellers, buyers and investors of Marina Resorts / Marinas & Waterfront Properties and Developments as well as Golf Resorts / Courses and Golf Residential Developments.

In 2010, we expanded our services in the Midwest to include a national and international presence. This allowed us to achieve cutting-edge results by providing local expertise that is coupled with the resources of a comprehensive network that can better serve clients in any market at their desired location.

Our objective as a team is to serve our clients with the utmost integrity and professionalism in the sale or purchase of a golf course or marina property. Our team has an active participation in the Golf and Marina industry associations with many affiliations. We offer distinctive capabilities and in-depth expertise in golf course and marina properties with superior customer service.

Our dedication to service is exemplified by our client relationships and commitment to ensure all details are planned and managed in a proficient and timely manner. We fully protect your confidential interest. Our internal controls ensure strict privacy in all of our engagements, from initial contact to the final handshake.

Eddy is a business and real estate broker who brings over 31 years of commercial sales experience in solidifying sales in the Golf Course & Marina Industry. He prides himself in these two venues, working both with owners /sellers and buyers/ investors.





02 Executive Summary

Investment Summary

Location Summary

OFFERING SUMMARY

ADDRESS	State Highway D Wappapello MO 63966
COUNTY	Butler
SHOWROOM + MARINE	8,800 SF
YEARS IN BUSINESS	43
COUNTY EXCLUSIVE	7 SF
DEALERS	Lowe (7 County Exclusive, Mercury Marine
BOAT TYPES	Pontoon, Fishing
MARINE BUILDING	5,200 SF

FINANCIAL SUMMARY

OFFERING PRICE	\$1,800,000
SDE	\$186,000

DEMOGRAPHICS	5 MILE	10 MILE	15 MILE
2018 Population	3,145	8,554	31,583
2018 Median HH Income	\$35,887	\$38,158	\$38,406
2018 Average HH Income	\$46,229	\$51,660	\$53,767

- Seven County Exclusive Lowe Dealership
- Consistent Marine Industry Dealer Awards
- Marina Sells 40-50 New Boats Per Year
- Boat Showroom
- 90 Covered Wet Slips
- Additional Land to Expand Marina by 100 Slips



Award-winning marina that is family owned for 43 years and well known for being Southeast Missouri’s boating headquarters, offering boat/pontoon sales and rentals. It sits right on Hwy D, a very heavily traveled highway.

Marina main building is 5,200 SF and houses a Lowe boat dealership that has been in operation for 32 years and is an exclusive in seven counties. Marina has earned the “Prestigious Award” from Lowe and a Top Ten Dealership Award. Owners received another CSI Dealer Award for 2018.

Marina sells 40 to 50 new boats a year solely through word of mouth and no advertising. It also houses a Mercury Marine Dealership that deals with sales and service of Mercury engines, parts and inflatables.

A second building houses a showroom for fishing boats they sell. A new roof was installed on this building in 2016. The marina also has a two-bedroom two-bathroom residence that draws in a monthly rental. Employees consist of husband/wife, 1 part-time help and 1 part-time sub mechanic.

Marina is leased land by US Army Corp. Total acreage is 5-acres submerged, additional land to expand marina by 100 slips and marine store with Army Corp approval. Lease is a 15-20 year lease, renewable for new purchaser(s).

Marina Building & Showroom

- 5,200 sq. ft. (100' x 52')
- Built in 1989 (very good condition)
- 1.5 acres of uplands (owned fee simple)
- Two (2) private offices
- Showroom with two (2) overhead doors (12' x 16')
- Coolers for beer and wine, beverages, sandwiches, etc.
- Service counter
- Store carries live bait; minnows, worms and crickets
- Showroom can hold up to 4-6 boats
- All orders for parts are done at store
- Building roof is three (3) years old
- Well and septic (economy tank)
- All boat lifts must be purchased through marina and are "EconoLifts" made in Ozarks.

Second Building

- 3,600 sq. ft. (90' x 40')
- Built in 1960's
- Barn wood construction
- New roof placed in 2016
- Used as showroom for fishing boats (new sales)

Boat Docks

- Steel bar joist structure
- Flotation is encapsulated Styrofoam
- Anchoring is one-half stainless steel cable attached to concrete anchors and roofing is metal.

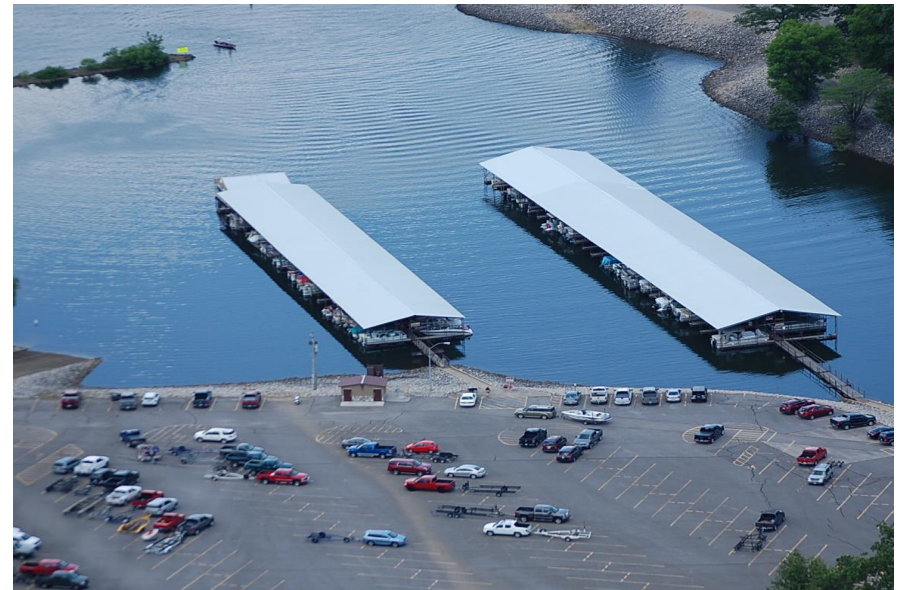
- Electric is wired according to state electrical codes -all redone in 2016

Marine & Marina Store Security

- Seven (7) security cameras for docks and store
- 24/7 on-line security
- Six (6) years with "Geo Vision"

Residence on Property

- Two-bedroom, two-bathroom with kitchen, living room and den
- Built in 1960's
- Propane heat (no central a/c or heat)
- Separate septic
- Ventless heater



Lake Wappapello is about 8,500 acres and stretches for 30 miles along the valley of the St. Francis River. It is about 100 miles south of the St. Louis area.

The lake is managed by the U.S. Army Corps of Engineers as a flood control reservoir, which means most of its banks are wild and natural, except for places that provide necessary services.

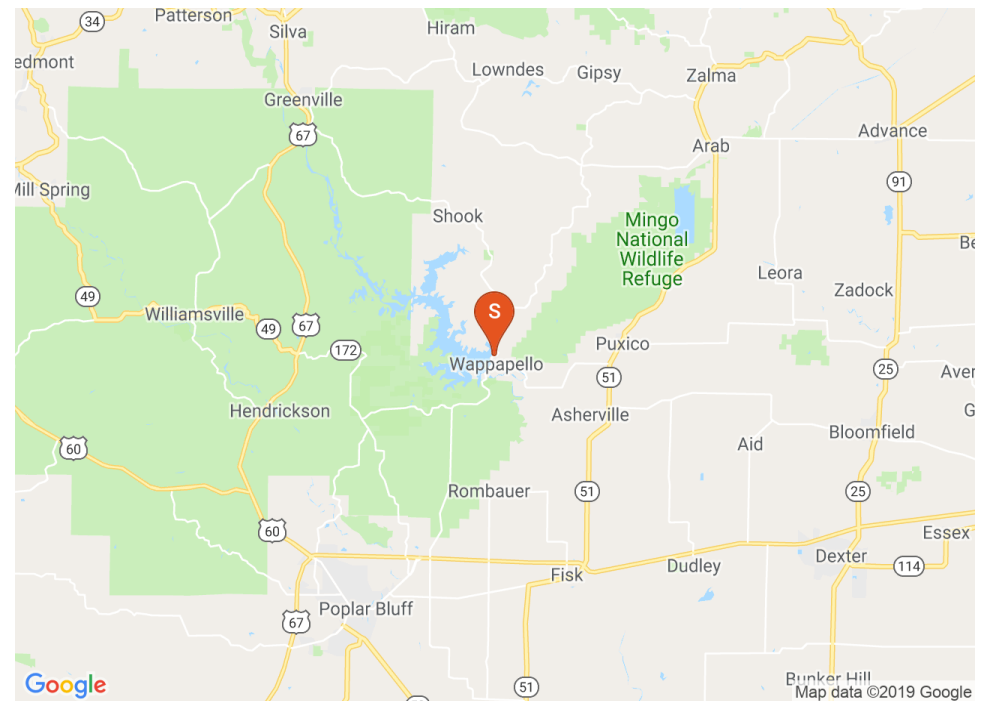
Located in the eastern Ozarks, the dam for the lake is basically where the river poured out of the hill, into the fertile Mississippi Delta.

The lake level is at "summer pool," from about May 1 through December 1 each year. In December the level is dropped about 5 feet for "winter pool," when the lake essentially becomes the river channel that runs through it. In March, the lake level is raised a couple feet to "mid-pool." Fishing is often at its best when the fish are quarantined to the smaller areas during winter pool and mid-pool.

Fishermen are attracted to Wappapello for its white bass, crappie, catfish, bluegill, and bass fishing. In the summer, boaters can enjoy a variety of water sports, such as swimming, tubing, and water skiing. At times, when the water is too cool to enjoy water sports, you can still appreciate the scenery and serenity of a boat ride.

Bird watchers will enjoy viewing eagles at Wappapello year round now, with nests on and near the lake. In winter, Missouri is the nation's major wintering ground for eagles and many of them show up at Wappapello.

Regional Map



Locator Map





03

[Property Description](#)

[Property Features](#)

[Aerial Map](#)

[Parcel Map](#)

[Additional Maps](#)

[Property Images](#)

DEALERSHIP DESCRIPTION

TOTAL DEALERSHIPS	2
SHOWROOM + MARINE	8,800 Total SF
YEARS IN BUSINESS	43
COUNTY EXCLUSIVE	7
DEALERS	Lowe (7 County Exclusive, Mercury Marine)
BOAT TYPES	Pontoon, Fishing
NEW BOAT SALES	40-50 per year
BOAT RENTALS	Pontoon
GAS	Located at boat store dock
GALLONS OF GAS	8,000 above ground tank
EMERGENCY SHUT-OFFS	Yes - 3
AWARDS	"Prestigious Award" from Lowe, Top Ten Dealership Award, CSI Dealer Award for 2018

MARINA DETAILS

COVERED SLIPS	90
SLIP SIZES	50 x 28' 40 x 20'
DEPTH AT SLIPS	8' - 10'
ELECTRICAL	Updated in 2016

MARINE/MARINA INFORMATION

LAND SIZE	1.5 Acres uplands (owned fee simple), 5 Acres submerged.
EXPANSION	Additional land to expand marina by 100 slips and marine store with Army Corp approval
LEASED?	Leased land by US Army Corp.
LENGTH OF LEASE	15-20 year lease, renewable for new purchaser(s)

BUILDING INFORMATION

MARINE BUILDING	5,200 SF
SHOWROOM BUILDING	3,600 SF
RESIDENCE BUILDING	2-bed/2-bath







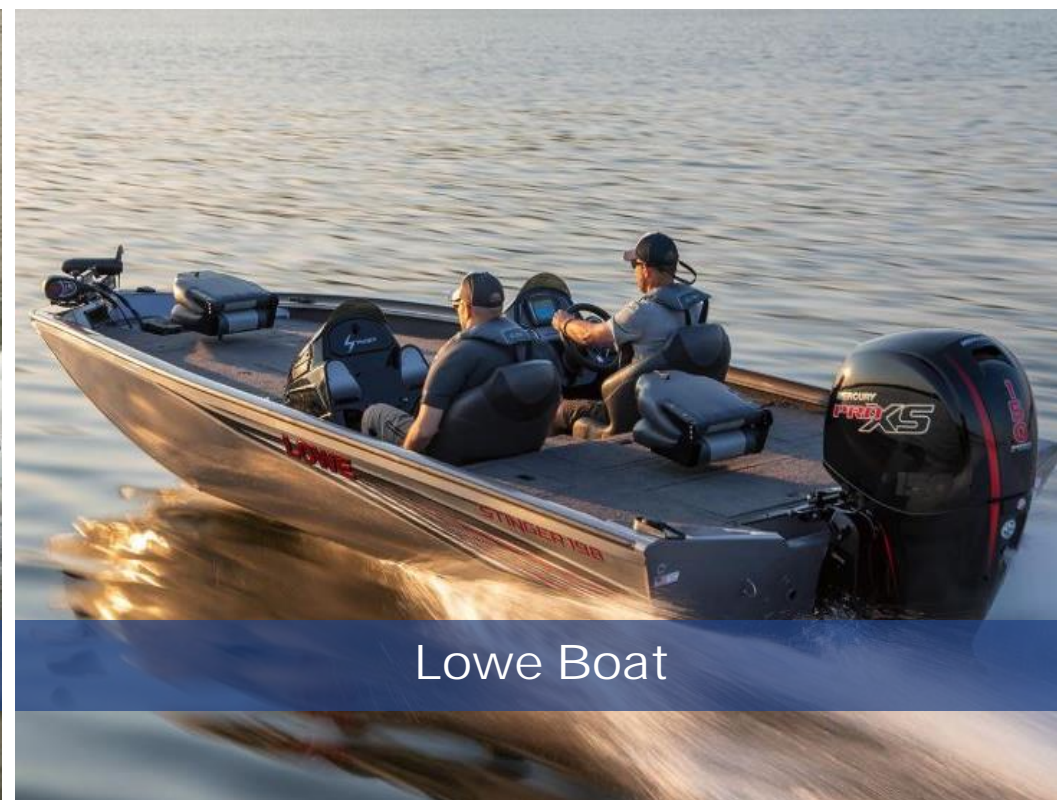
Lowe Boat



Lowe Boat



Lowe Boat



Lowe Boat



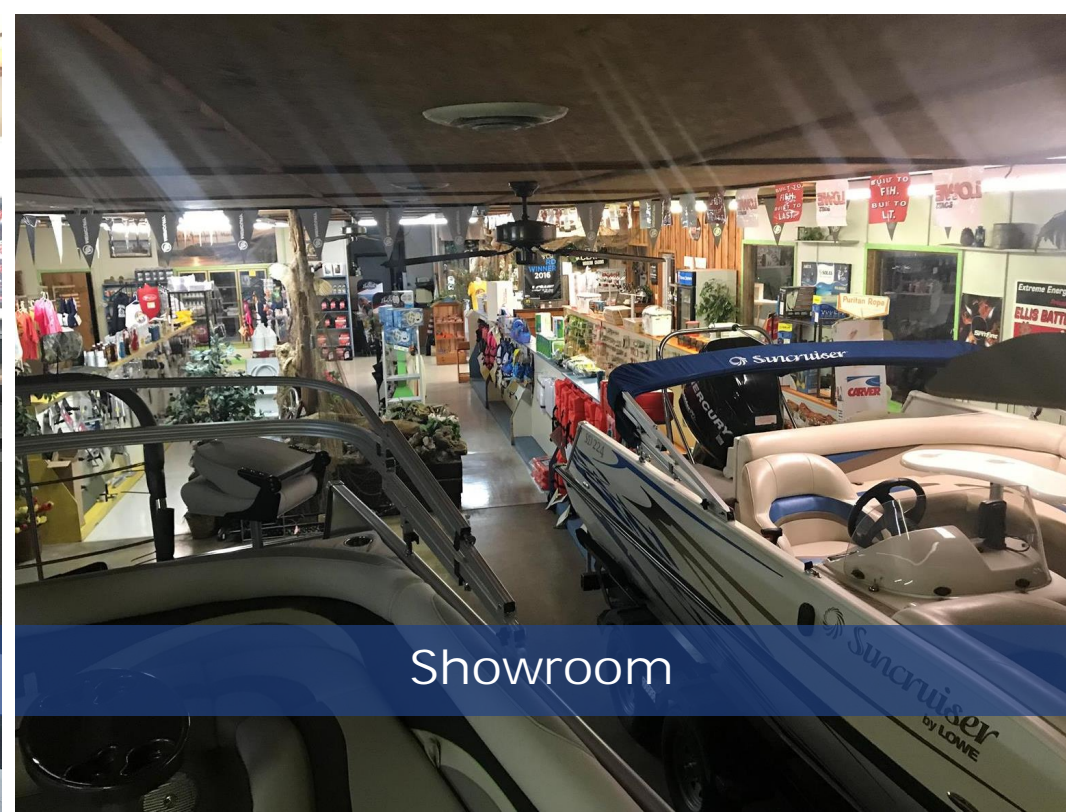
Showroom



Showroom



Showroom



Showroom



MUNICIPAL PARKING BOAT LAUNCH

BOAT SLIPS

GAS

MARINE

Property Overview

HIGHWAY D

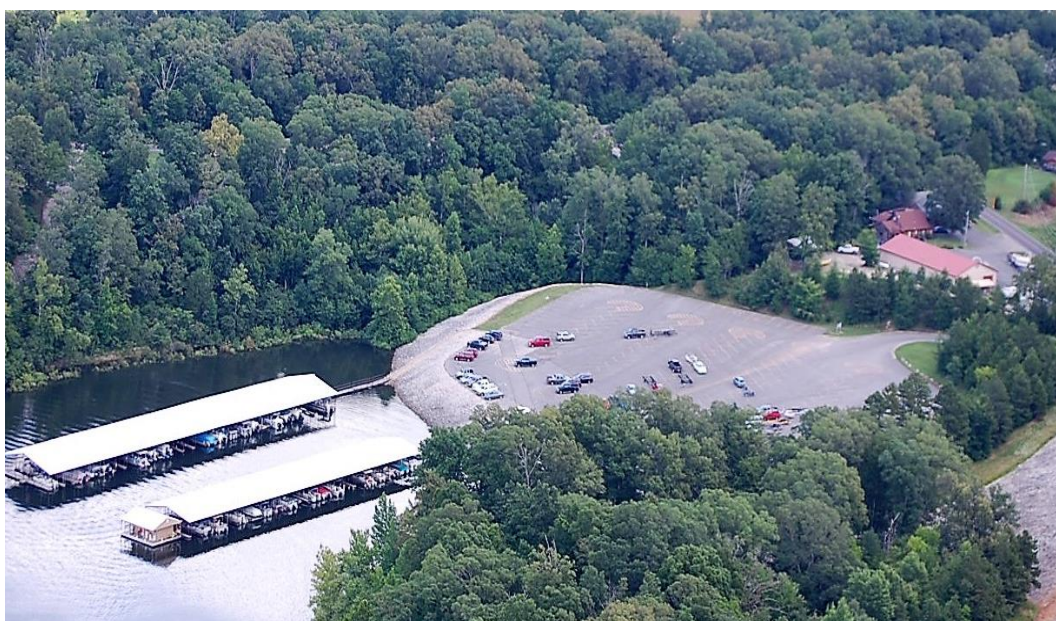
RENTAL HOUSE (2 BED/2BATH)



Marina Slips & Parking



Aerial Overview



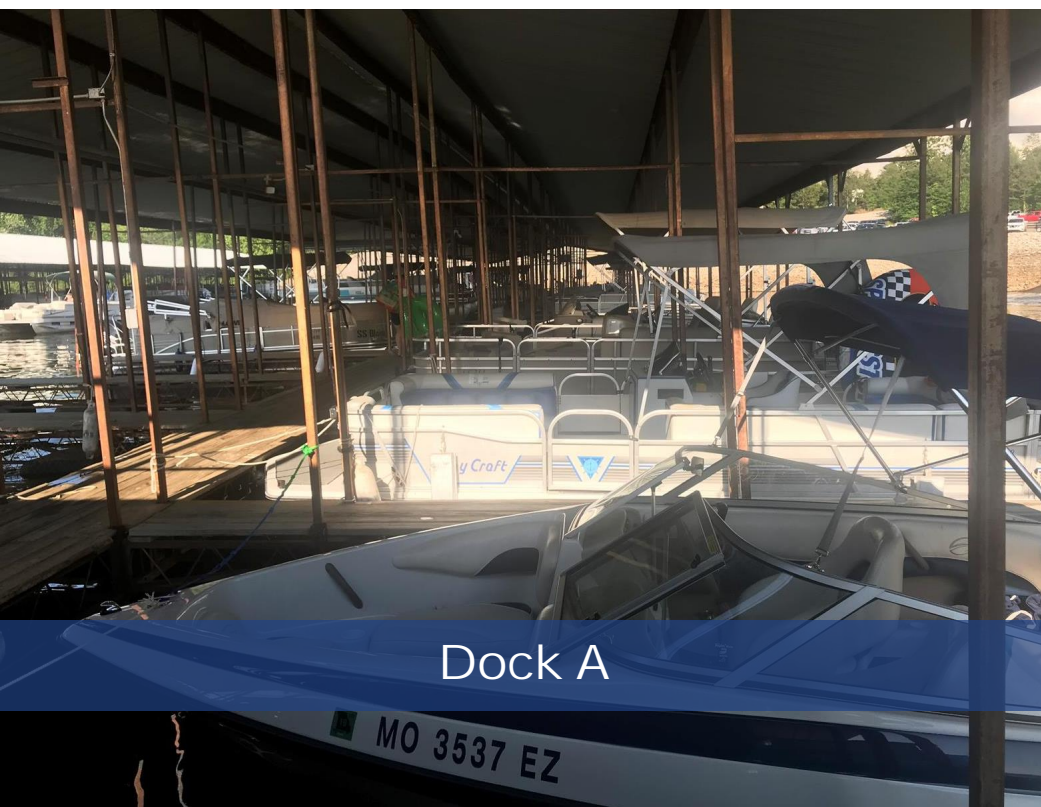
Aerial Overview



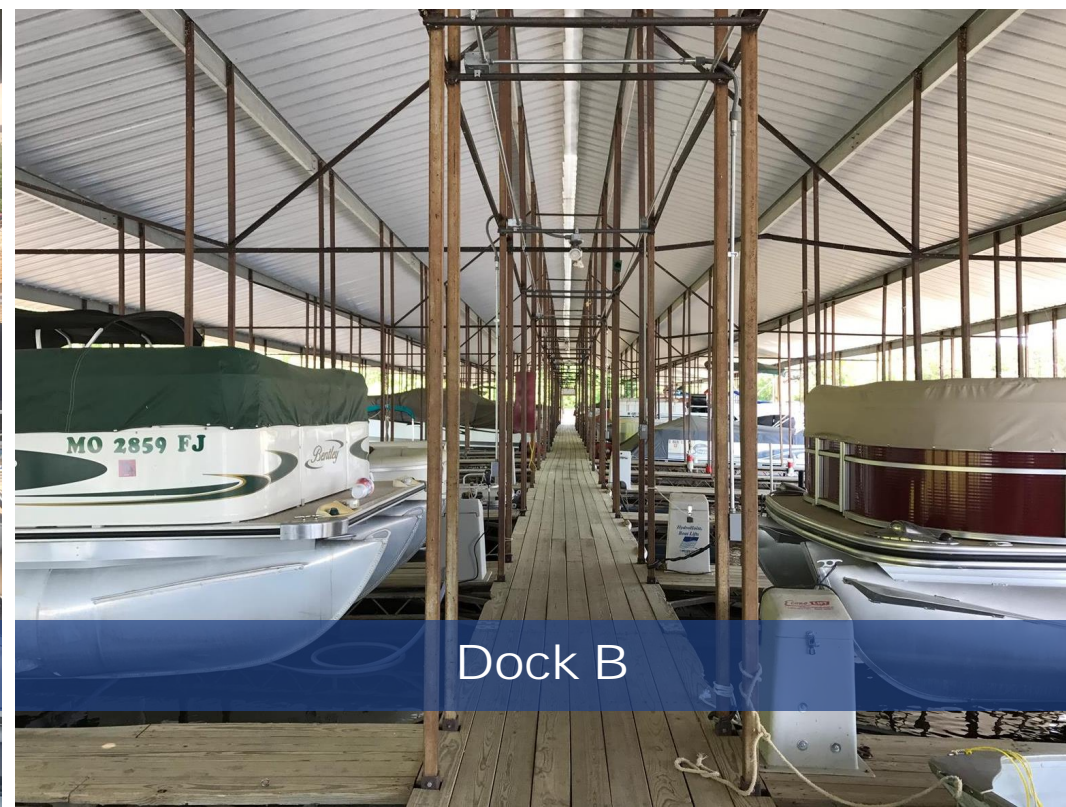
Covered Slips



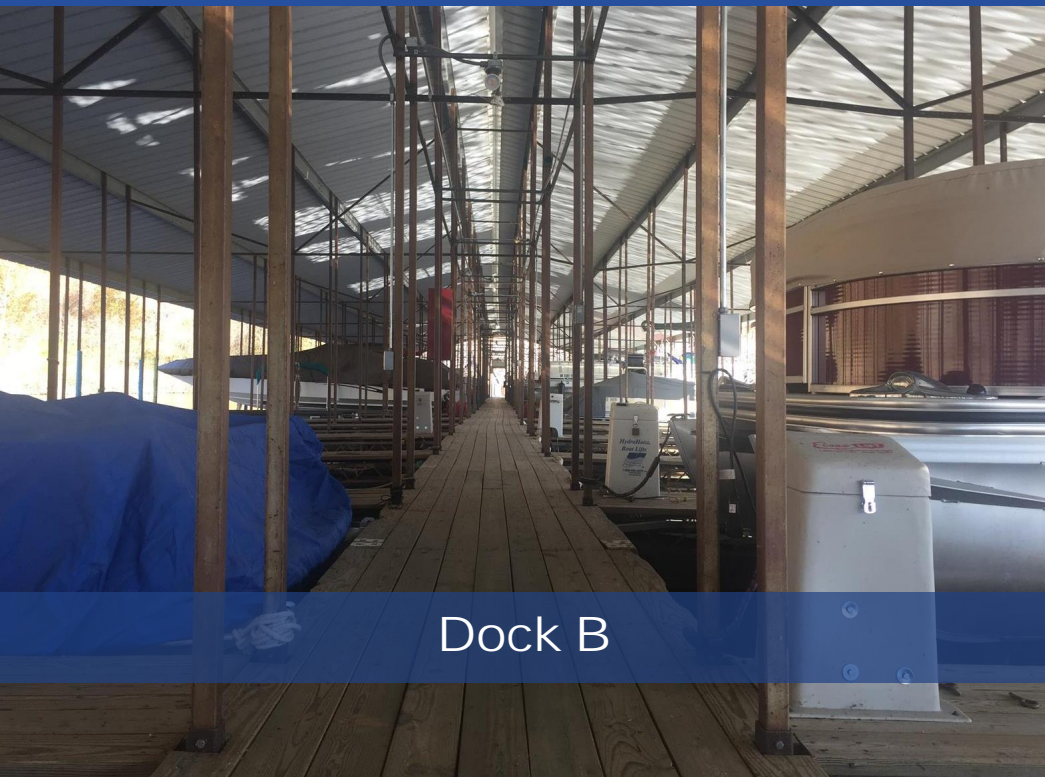
Docks



Dock A



Dock B



Dock B



Ramp



Ramp



Boat Lift



Marine Storefront



Marine Storefront



Marine Storefront



Marine Storefront



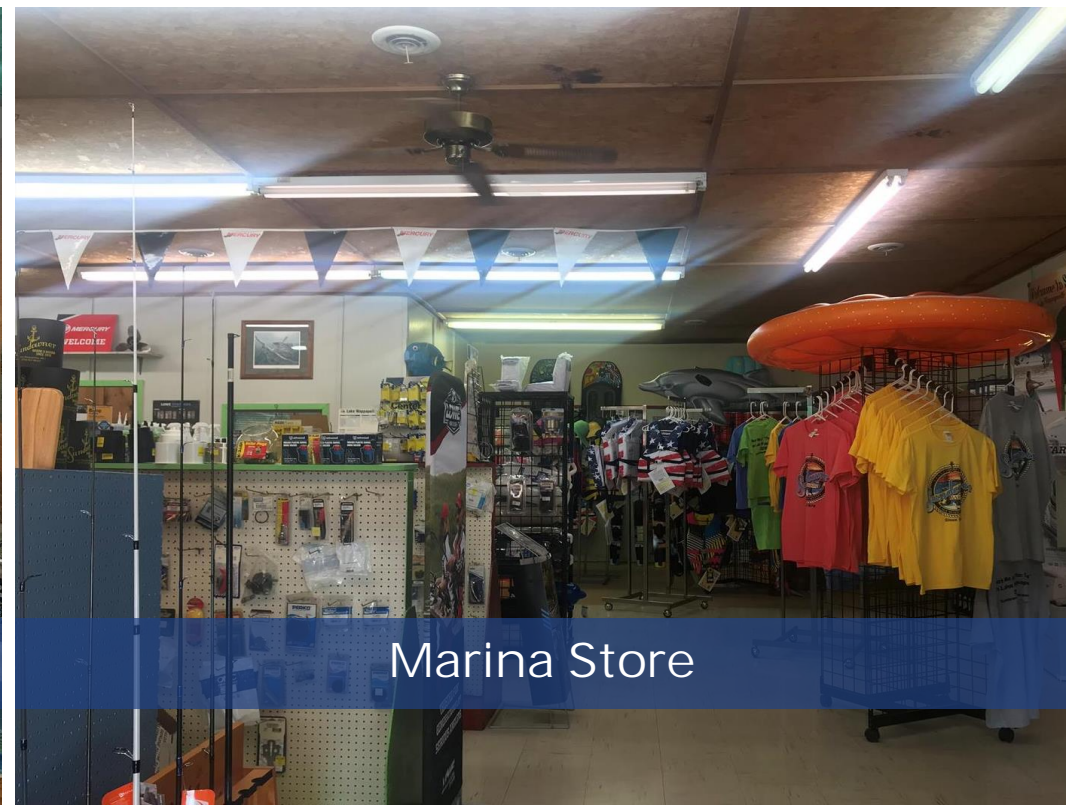
Marina Store



Marina Store



Marina Store



Marina Store



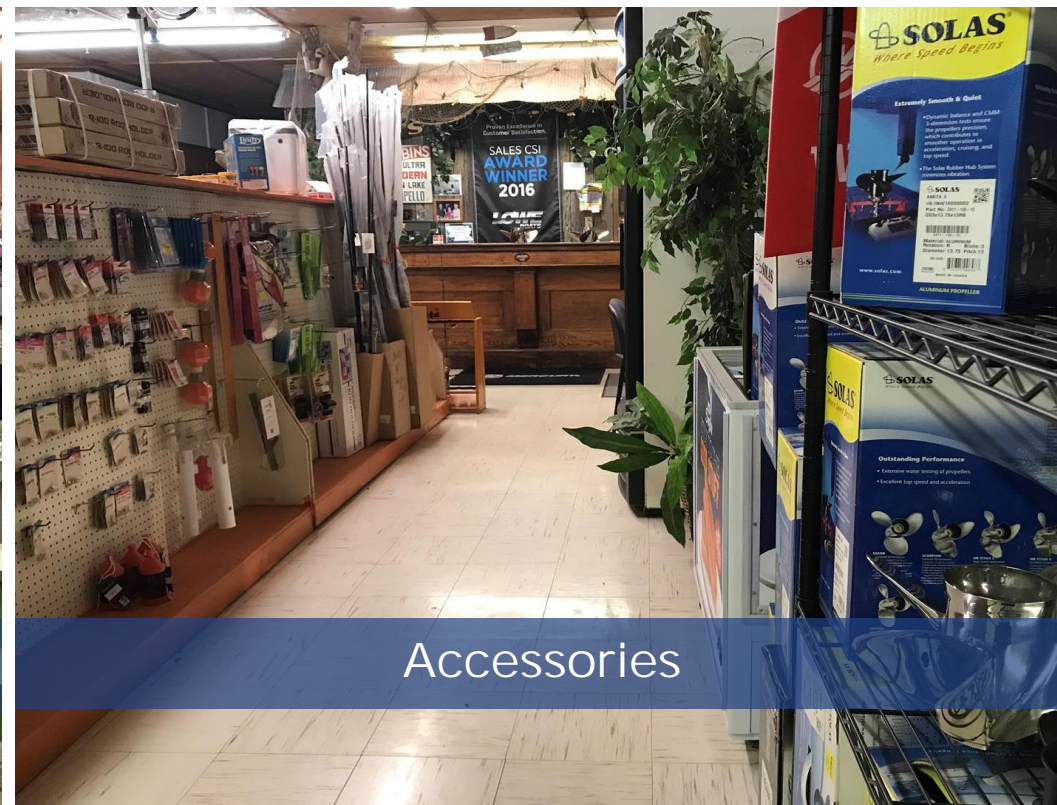
Accessories



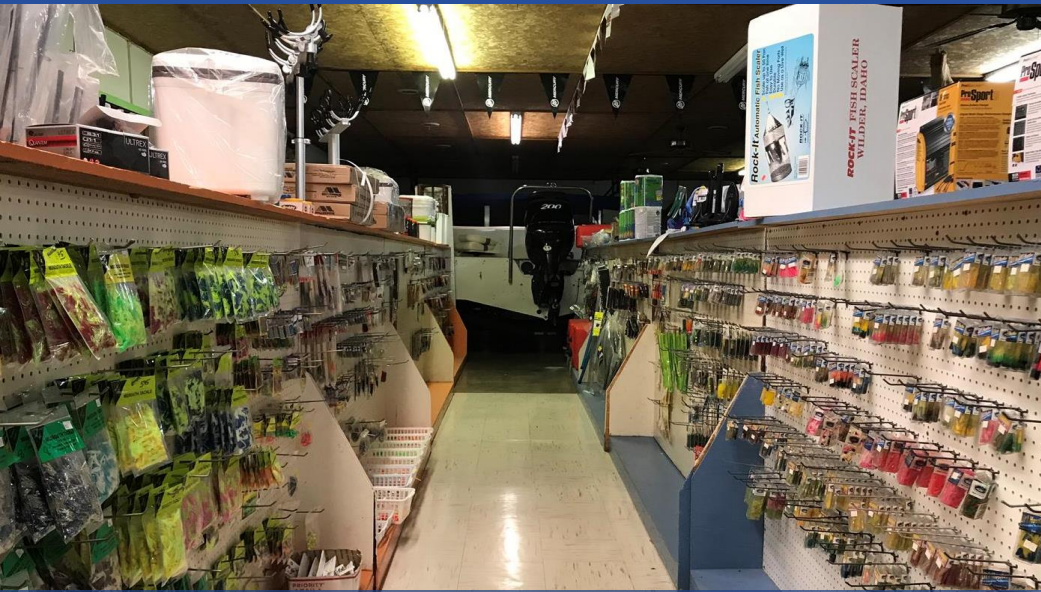
Accessories



Accessories



Accessories



Fishing Gear



Fishing Gear



Fishing Gear



Fishing Gear



Boat Rentals



Boat Rentals



Tournament



Tournament



04 Demographics

Demographic Details

Demographic Charts

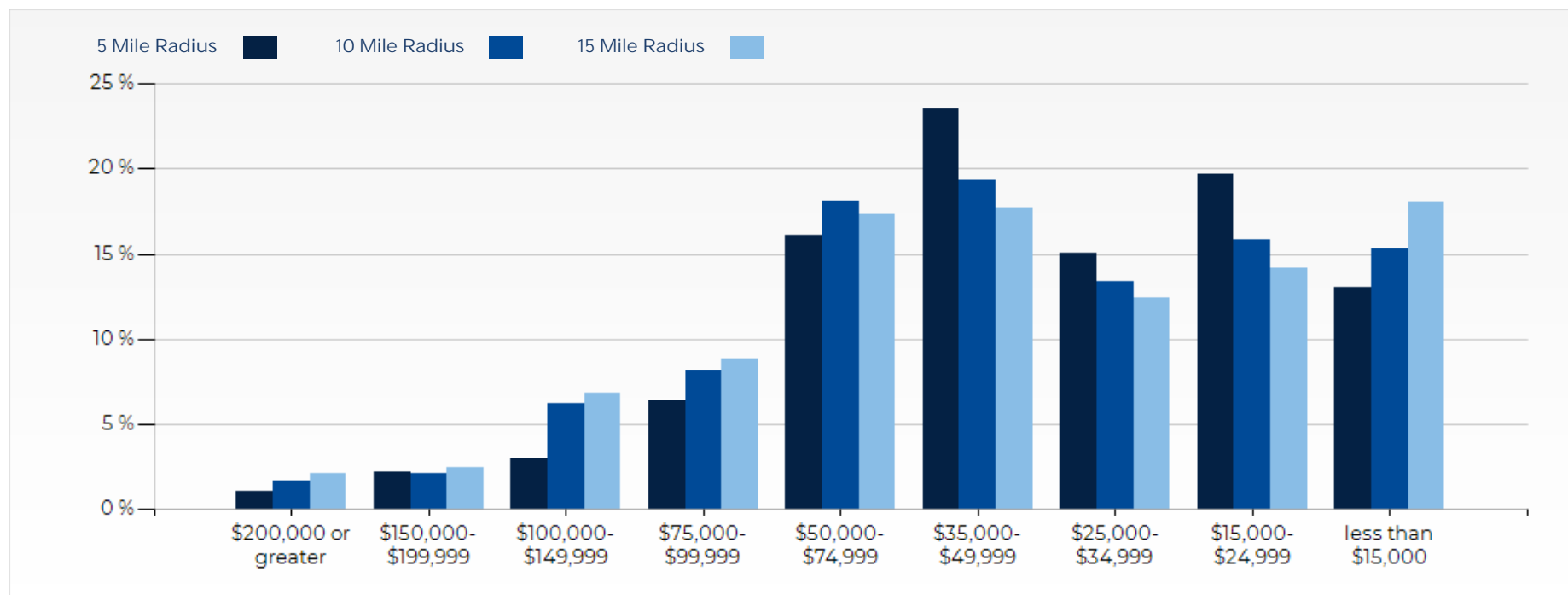
POPULATION	5 MILE	10 MILE	15 MILE
2000 Population	2,726	7,949	30,626
2010 Population	2,985	8,368	31,873
2018 Population	3,145	8,554	31,583
2023 Population	3,208	8,599	31,282
2018 African American	13	70	1,700
2018 American Indian	11	33	168
2018 Asian	6	14	224
2018 Hispanic	89	168	789
2018 White	3,041	8,284	28,429
2018 Other Race	10	19	232
2018 Multiracial	64	133	819
2018-2023: Population: Growth Rate	2.00 %	0.50 %	-0.95 %

2018 HOUSEHOLD INCOME	5 MILE	10 MILE	15 MILE
less than \$15,000	188	546	2,385
\$15,000-\$24,999	283	565	1,875
\$25,000-\$34,999	217	478	1,644
\$35,000-\$49,999	339	691	2,332
\$50,000-\$74,999	231	646	2,291
\$75,000-\$99,999	92	290	1,171
\$100,000-\$149,999	42	220	902
\$150,000-\$199,999	31	75	323
\$200,000 or greater	15	58	277
Median HH Income	\$35,887	\$38,158	\$38,406
Average HH Income	\$46,229	\$51,660	\$53,767

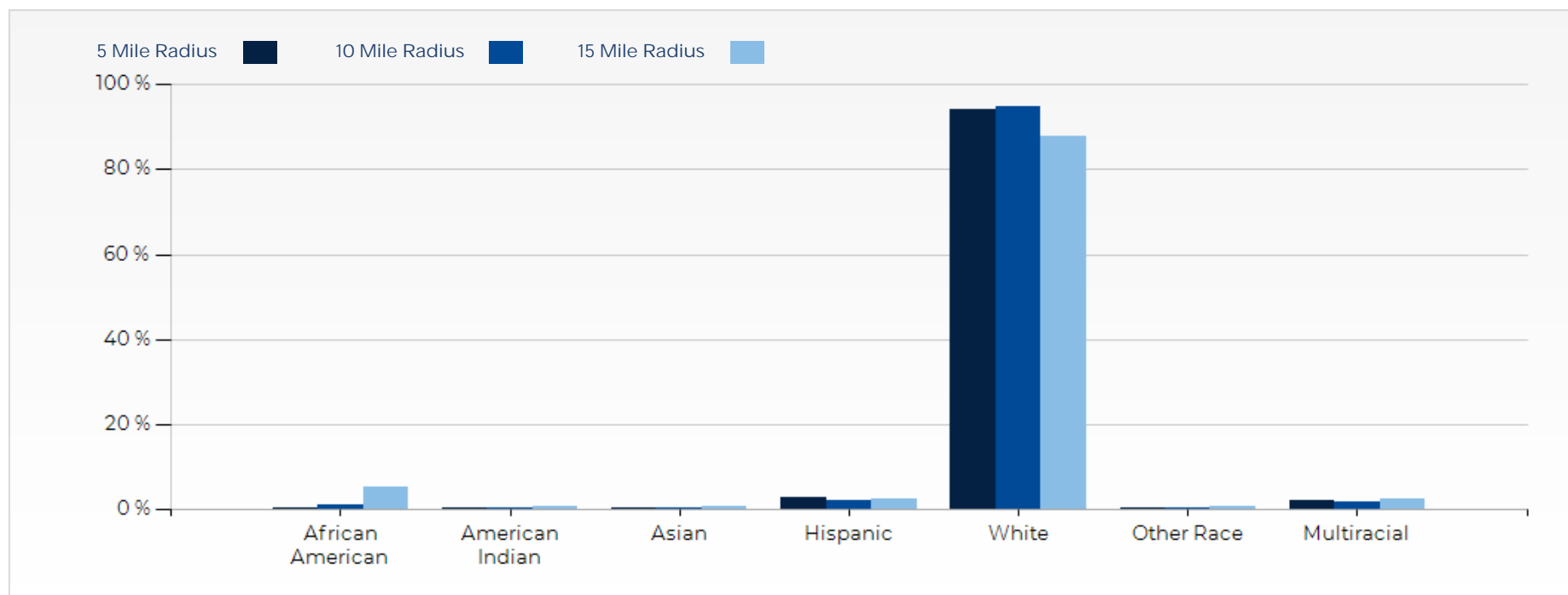
HOUSEHOLDS	5 MILE	10 MILE	15 MILE
2000 Total Housing	1,972	4,456	15,187
2010 Total Households	1,366	3,486	13,358
2018 Total Households	1,438	3,570	13,199
2023 Total Households	1,468	3,592	13,061
2018 Average Household Size	2.19	2.33	2.33
2000 Owner Occupied Housing	997	2,553	8,756
2000 Renter Occupied Housing	236	676	3,945
2018 Owner Occupied Housing	1,152	2,756	8,501
2018 Renter Occupied Housing	286	814	4,697
2018 Vacant Housing	883	1,454	3,210
2018 Total Housing	2,321	5,024	16,409
2023 Owner Occupied Housing	1,183	2,764	8,373
2023 Renter Occupied Housing	285	827	4,688
2023 Vacant Housing	929	1,561	3,615
2023 Total Housing	2,397	5,153	16,676
2018-2023: Households: Growth Rate	2.05 %	0.60 %	-1.05 %



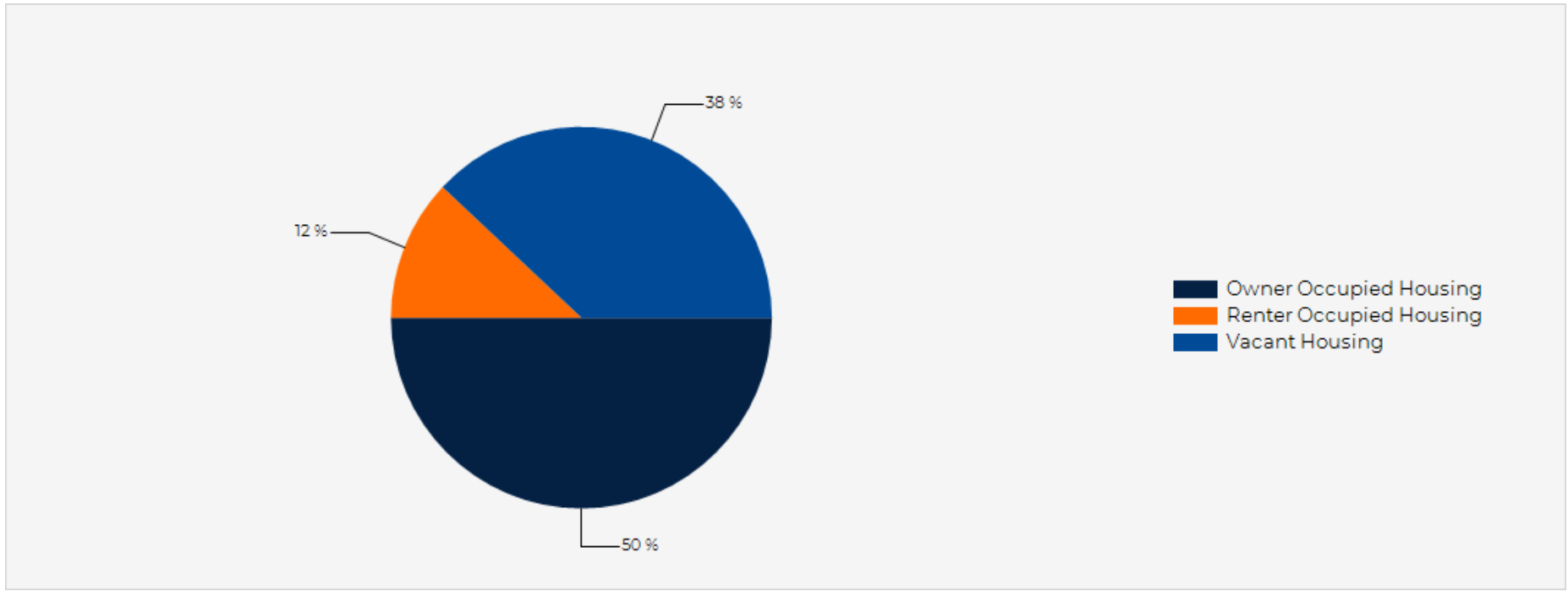
2018 Household Income



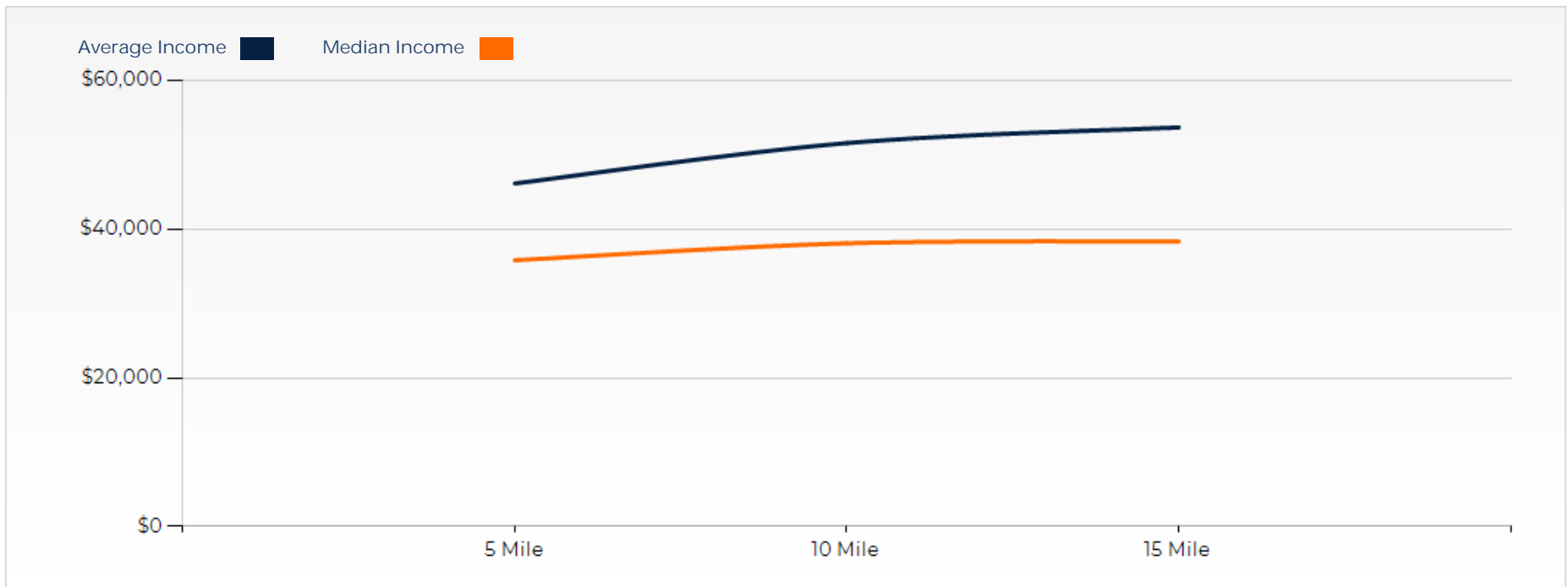
2018 Population by Race



2018 Household Occupancy - 5 Mile Radius



2018 Household Income Average and Median



Exclusive Boat Dealership

CONFIDENTIALITY and DISCLAIMER

The information contained in the following offering memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from National Golf & Marina Properties Group/ Coldwell Banker Commercial NRT, and it should not be made available to any other person or entity without the written consent of National Golf & Marina Properties Group/ Coldwell Banker Commercial NRT.

By taking possession of and reviewing the information contained herein the recipient agrees to hold and treat all such information in the strictest confidence. The recipient further agrees that recipient will not photocopy or duplicate any part of the offering memorandum. If you have no interest in the subject property, please promptly return this offering memorandum to National Golf & Marina Properties Group/ Coldwell Banker Commercial NRT. This offering memorandum has been prepared to provide summary, unverified financial and physical information to prospective purchasers, 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. National Golf & Marina Properties Group / Coldwell Banker Commercial NRT has not made any investigation, and makes no warranty or representation with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence of absence of contaminating substances, PCBs or asbestos, the compliance with local, state and federal regulations, the physical condition of the improvements thereon, or financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property.

The information contained in this offering memorandum has been obtained from sources we believe reliable; however, National Golf & Marina Properties Group has not verified, and will not verify, any of the information contained herein, nor has National Golf & Marina Properties Group/ Coldwell Banker Commercial NRT conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Prospective buyers shall be responsible for their costs and expenses of investigating the subject property.

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