



LAKE PRESIDENTIAL GOLF CLUB

Premier Mid-Atlantic Golf

UPPER MARLBORO, MD

EXECUTIVE SUMMARY

DISCLAIMER



PROPERTY TOURS

- ❖ All Tours are by Appointment Only and Must be Arranged by Leisure Investment Properties Group (LIPG)
- ❖ Prospective Purchasers are Encouraged to Visit the Property Prior to Submitting an 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
- ❖ Intent of Long-Term Ownership / Vision

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 (LIPG 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 (LIPG Will Provide a Template Letter)

LIPG 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. Leisure Investment Properties Group, (LIPG) 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, LIPG 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 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 LIPG. It is intended to be reviewed only by the party receiving it from LIPG and should not be made available to any other person or entity without the written consent of LIPG.

OFFERING SUMMARY



We are pleased to exclusively offer the opportunity to acquire the fee simple interest in Lake Presidential Golf Club (also referred to as “the Club” herein). The Club is located in the Washington DC suburb of Upper Marlboro, Maryland. Lake Presidential Golf Club serves as the recreation and social centerpiece to the BeechTree Residential Community.

Lake Presidential GC opened in 2008, offering an 18-hole championship caliber course routed by Greg Norman and designed by Landmark Golf. In addition to the 18-hole championship golf course, the club offers a variety of amenities that include a double-sided driving range, Golf Academy, 11,000 SF clubhouse with a full-service pro shop, locker rooms and a banquet facility that can accommodate up to 180 guests. The Perch at Lake Presidential offers grab and go snacks from a beautiful setting overlooking the 30-acre Lake Presidential featuring spectacular sunsets.

This classic parkland layout is routed over rolling terrain through a mature forest taking advantage of the elevation changes indigenous to the property. The course features bent grass from tee to green, native grasses, pristine lakes and streams in a beautiful, natural setting. Lake Presidential GC has been recognized by numerous regional and national publications as one of the premier daily fee courses in Washington DC Metropolitan area.



INVESTMENT HIGHLIGHTS

- ❖ **ASKING PRICE: \$10,500,000**
- ❖ **2024 EBITDA: \$1,473,838**
- ❖ **7.12x EBITDA Multiple | 14.04% Cap Rate | 23.72% IRR**
- ❖ Turnkey operation currently managed by Fore Golf Partners
- ❖ **2024: Rounds - 36,683 | Operating Margin – 38.8%**
- ❖ Considered as one of the premier daily fee courses in the Washington D.C. market
- ❖ Prime location readily accessible from DC, Annapolis and MD and VA suburbs
- ❖ **Affluent Community: Average HH Income: \$164,654 | Median HH Income: \$127,530**

PROPERTY HIGHLIGHTS



18-Hole Championship Course
Greg Norman/Landmark Golf Design



Grass Practice Facility
& Golf Academy



11,000 SF Clubhouse



Centerpiece of
BeechTree Residential
Community



Banquet / Wedding
Facilities



Owned Maintenance
equipment included in sale

Turnkey Operation



- ❖ Strategically located just outside Washington, D.C., Lake Presidential GC benefits from a high-demand, affluent market with strong demographics, year-round activity, and convenient regional access that supports steady player traffic and sustained engagement.
- ❖ All course maintenance equipment is owned outright and included in the sale. This provides meaningful cost savings for the maintenance department and ensures a smoother transition for new ownership without immediate capital reinvestment.
- ❖ This is a rare opportunity to acquire an established, profitable golf course in a thriving and growing major metro market. With proven infrastructure, increasing revenues, and long-term industry momentum, the property offers both immediate income and future growth potential.
- ❖ The Developer of BeechTree spent approximately \$20M to build the course as the recreation/social centerpiece amenity to sell homes. ***Since acquiring the Club from the developer, the current owner has invested considerable capital upgrading the course and facilities.*** Management has also implemented aggressive marketing programs which have resulted in significant financial growth.

Strong Community Base



- ❖ BeechTree is a 1,200-acre master-planned community in Upper Marlboro, MD, centered around a Greg Norman / Landmark Golf designed 18-hole championship golf course—just 25 miles from Washington, D.C. and 35 miles from Baltimore. As one of the largest master-planned communities in Prince George's County, it offers stunning lake and golf course views, resort-style amenities, and a park-like setting. BeechTree delivers an exceptional living experience just minutes from shopping, services, and the Capital Beltway.
- ❖ By targeted marketing to the surrounding golf master-planned community the Club can position the clubhouse as the go-to destination for dining, drinks, and socializing. This approach will enhance revenue by complimenting the extremely popular Player Development Program (PDP) membership.

Upside Potential



- ❖ Gross revenue increased from approximately \$2.1 million in 2021 to \$3.8 million in 2024. During the same period, annual rounds played rose from 25,000 to 36,000, reflecting strong customer retention, increased demand, and effective operational management. Management has implemented a well-structured PDP attracting over 500 annual participants. This initiative contributes approximately \$550,000 in annual revenue and plays a key role in building player loyalty, enhancing community involvement, and promoting repeat business.
- ❖ As one of the top-rated courses in Maryland, Lake Presidential GC attracts a significant number of regional and out-of-state players functioning more like a destination golf course. However, there is currently no targeted marketing aimed at this audience. The implementation of an aggressive marketing plan, particularly aimed at enhancing the social media presence, should draw more out-of-area golfers. This strategy aligns well with the fact that Washington, D.C. is one of the most popular tourist destinations in the country.
- ❖ The current owner, who resides in Jupiter, Florida, is looking to simplify his life and step away from active business operations. He has not been heavily involved in the F&B or banquet aspects of the property and rarely visits the site. Currently, the banquet space is rented out to third-party vendors, leaving significant untapped potential. For a buyer with experience in F&B or banquet operations, this represents a strong value-add opportunity to unlock new revenue streams.
- ❖ This is a hands-off asset, as proven by the current out-of-state owner. With the experienced existing staff in place, a new owner can bring the banquet operations in-house and manage the property with care. If done right, the business is well-positioned to sustain its upward trajectory in both growth and profitability.

Washington, DC Overview

Washington, D.C., the nation's capital, is a global hub for political, economic, and cultural activity. Established in 1790, the city was designed to serve as the seat of the federal government, housing the U.S. Capitol, the White House, and the Supreme Court. Beyond its iconic institutions, D.C. has evolved into a dynamic metropolitan area rich in history, renowned universities, and international influence, attracting millions of visitors annually.

Situated along the Potomac River just inland from the Chesapeake Bay, Washington, D.C., anchors a vibrant metropolitan region spanning parts of Maryland, Virginia, and West Virginia. The Washington-Arlington-Alexandria metro includes 22 counties and jurisdictions, forming a densely populated and economically dynamic corridor. The District's population reached approximately 702,250 residents. Nearly 20% of its land is designated as parkland managed by the U.S. National Park Service, while surrounding centers like Arlington and Alexandria continue to grow, reinforcing the region's enduring appeal.

METRO HIGHLIGHTS



HIGHLY SKILLED WORKFORCE

Nearly 80% of all residents aged 25 and older have earned a bachelor's degree or higher, well above the U.S. average of approximately 37%.



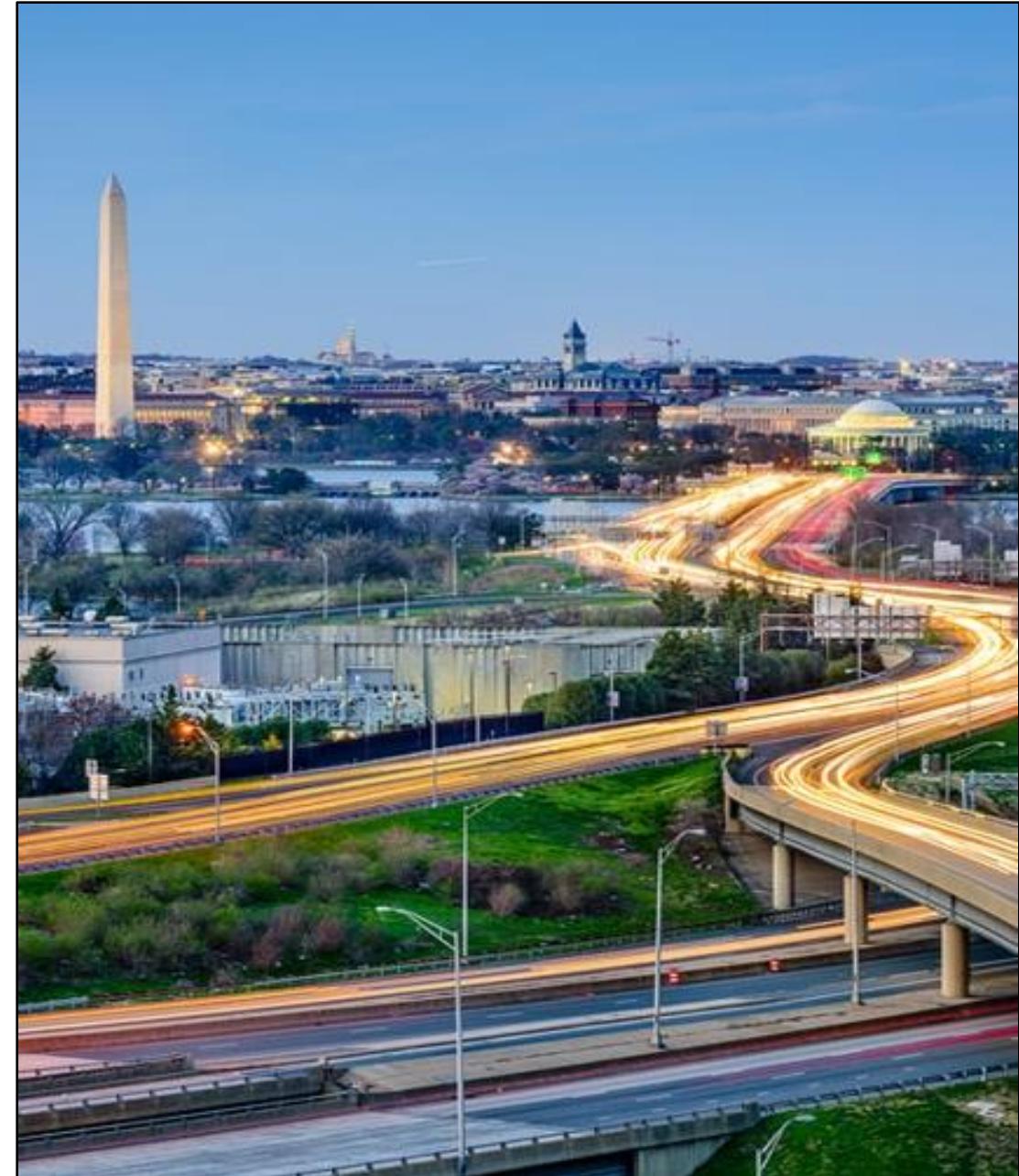
STRONG JOB AND POPULATION GROWTH

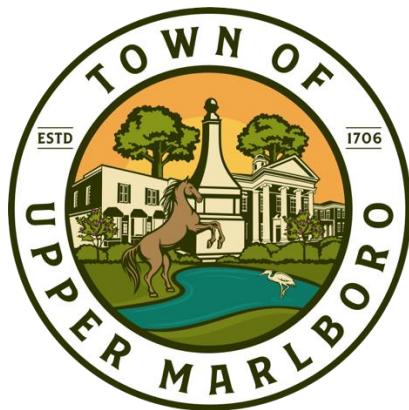
Employment gains in professional services are contributing to population growth that is outpacing the national average, with nearly 60,000 additional residents expected by 2029.



DIVERSE ECONOMY

Jobs in professional services closely outnumbers federal government positions.





Upper Marlboro, MD

General Statistics

Total Population – 21,500
Annual Growth Rate: 1.2%

Top Three Largest Employers:

United State Federal Government
Prince George County Public Schools
Joint Base Andrews Naval Air Facility
University System of Maryland

Median Household Income:

\$127,530

Average Household Income:

\$164,654



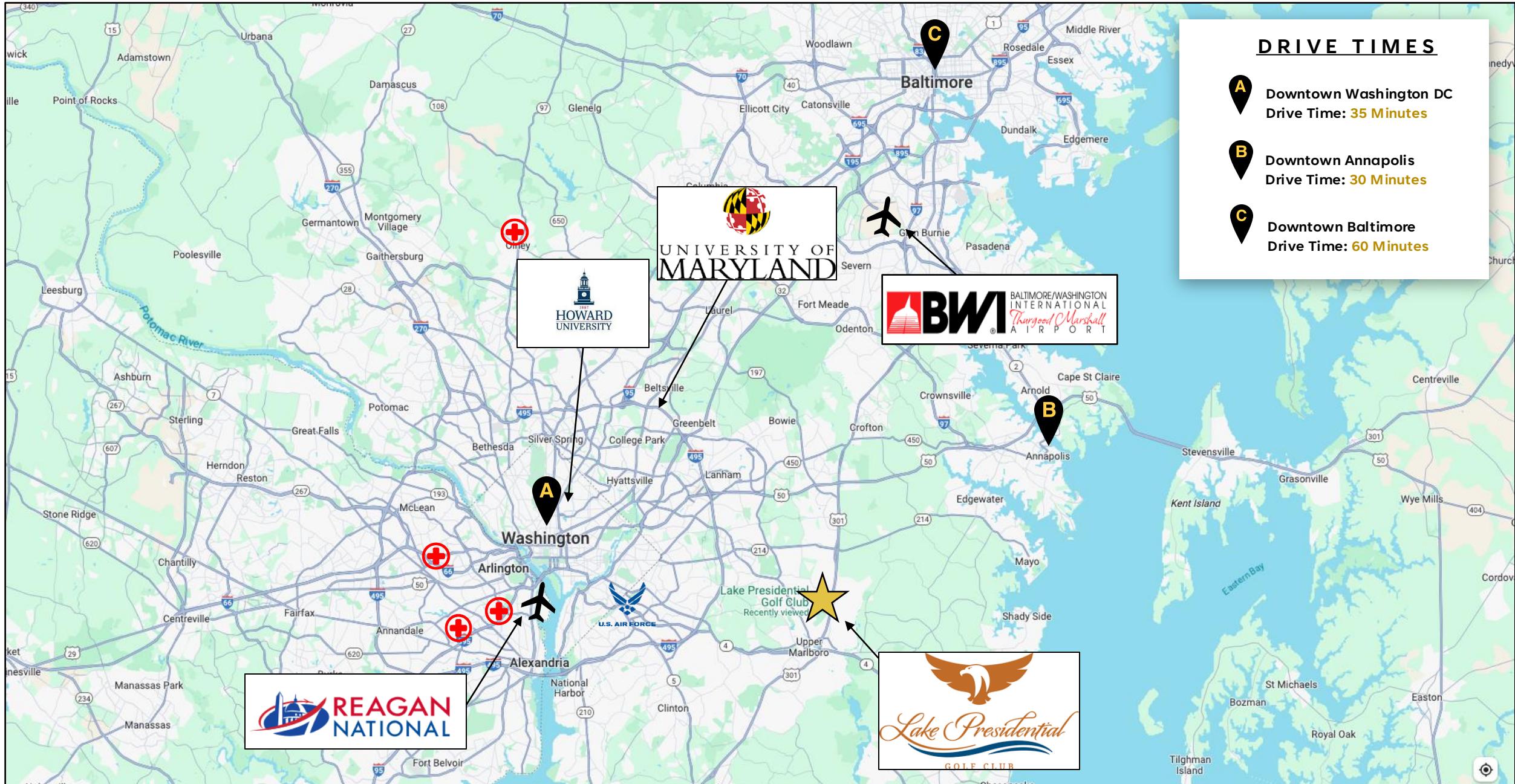
Upper Marlboro, MD blends rich history with modern suburban living. Originally founded in the early 1700s, it served as the seat of Prince George's County and played a role in early American politics and trade. The historic downtown still features colonial-era buildings, a classic courthouse, and quiet streets that reflect its small-town roots. Over time, the area has evolved into a sought-after residential hub, offering space, privacy, and a strong connection to Maryland's heritage—making it ideal for those looking to stay close to D.C. while enjoying a quieter lifestyle.

Among Upper Marlboro's standout communities is BeechTree, a premier luxury neighborhood developed by Ryko Development. Spanning 1,200 acres and featuring nearly 1,870 homes—including high-end single-family residences and townhomes by top builders like Ryan Homes, Lennar, NV Homes, and others—BeechTree offers a rare blend of elegance and convenience. With stunning lake and golf course views, resort-style amenities, and a park-like setting, BeechTree delivers an exceptional living experience just minutes from shopping, services, and the Capital Beltway.

Beyond BeechTree, the Upper Marlboro offers a balanced mix of nature, recreation, and everyday convenience. Residents have access to nearby regional parks like Watkins Regional Park and Rosaryville State Park, which feature hiking trails, picnic areas, and equestrian facilities. For shopping and dining, destinations like Brandywine Crossing and Bowie Town Center provide a range of retail stores, restaurants, and entertainment options. The area also benefits from proximity to top-rated schools, medical facilities, and cultural attractions, making it a well-rounded location for both families and professionals.



LOCAL MAP



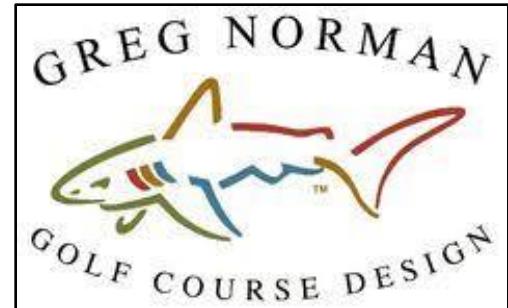
COURSE ARCHITECTURE

Greg Norman Design / Landmark Golf

Lake Presidential was originally routed by Greg Norman, then developed and built by Landmark Golf. Landmark Golf is known for shaping many of the traditional operations, marketing strategies, and business models widely used in the golf industry today. With decades of experience, Landmark pioneered concepts across all areas of golf operations, development, and management—proving time and again that quality and service drive value. Their expertise is reflected in the high-profile golf courses and master-planned communities they've developed across the United States, with over 40 major golf facilities to their name.

Landmark Land—the developer behind Kiawah Island and other notable properties—was introduced to Lake Presidential and its future development partner, Ryko. The course design was completed by Landmark's in-house architectural team, including Vice President and Director of Golf Design and Construction Jeff Potts, along with Chris Cole and Troy Miller. The Design Team noted their immediate appreciation for the topography, mature trees, and excellent soil, indicating there was a strong sense that Lake Presidential would become something special.

The development plan included the creation of a 30-acre lake—now Lake Presidential, the property's signature feature—by damming a stream. To protect the downstream habitat for the fish, the team had to design a controlled water release system from the dam.



Sample Landmark Courses

Oak Tree Golf Club, Edmond, OK

Oak Tree CC, Edmund, OK

PGA West, La Quinta, CA

Landmark GC at Oak Quarry, Riverside, CA

Las Vegas Paiute Resort, Las Vegas, NV

Carmel Valley Ranch, Carmel Valley, CA

Elle Terre CC, La Place, LA

The Cardinal, Greensboro, NC

Marsh Island, Ocean Springs, MS

Mission Hills, Rancho Mirage, CA

Palm Beach Polo & CC, West Palm Beach, FL

GOLF COURSE LAYOUT

HOLE	1	2	3	4	5	6	7	8	9	OUT	
BLACK	74.7/138	445	392	543	176	451	432	441	567	222	3669
BLUE	72.5/131	414	365	511	140	428	410	415	549	190	3422
WHITE	M: 70.7/128 L: 76.6/147	376	317	476	126	410	400	405	540	165	3215
MEN'S HCP	7	13	11	17	3	9	1	5	15		
PAR	4	4	5	3	4	4	4	5	3	36	
											4 4 3 5 4 4 4 3 4 5/4 36/35 72/71
SILVER	M: 68.3/123 L: 73.5/142	353	317	446	105	401	372	376	525	145	3040
BURNT ORANGE	M: 63.9/114 L: 69.7/122	283	263	402	95	307	295	332	447	122	2546
LADIES' HCP	5	11	13	17	1	9	7	3	15		
Scorer:	Attest:				Date:						



Course Overview

Lake Presidential Golf Club (LPGC) is a standout in the Mid-Atlantic and a must-play for serious golfers. Built by the original developer of the Beach Tree Community, no expense was spared—roughly \$20 million went into creating this 18-hole, par-72, 7,158-yard layout. The course winds through dense woods and scenic terrain, offering generous landing areas and five sets of tees to suit all skill levels. It's an ideal destination golf spot, with striking green complexes, pristine fairways, white-sand bunkers, wide concrete cart paths, and flowing streams that elevate the entire playing experience.

The course routing was designed to be diverse, and that variety has stood the test of time. It features a balanced mix of left-to-right and right-to-left holes that follow the rolling terrain. You'll find fairway-level greens, elevated greens, and greens nestled in natural bowls. Some holes are open to the breeze, while others are protected within mature forests. Overall, the layout is a strategic masterpiece, and photos don't do the course justice.

Situated on 1,200 acres of rolling, wooded land interlaced with streams and bordered by a sparkling lake, Lake Presidential is the Mid-Atlantic's premier public-access course. Located in central Maryland, less than 20 miles from the White House, this beautifully maintained, championship-caliber course offers a versatile challenge with tee boxes ranging from 7,230 to 4,960 yards. Amenities include a spacious practice facility, a golf academy, a full-service pro shop, and an elegant clubhouse with a wrap-around deck that serves excellent cuisine and boasts some of the best sunset views west of Annapolis.

Lake Presidential is one of Maryland's most popular public golf courses. It combines a challenging championship layout with player-friendly elements to welcome a wide range of skill levels. Unlike typical daily fee courses, LPGC features championship caliber conditioning from tee to green. The layout offers a thoughtful mix of holes that will have golfers using every club in their bag. Standout par 3 holes are visually inviting yet tricky, thanks to well-placed hazards. The back nine features tree-lined fairways, culminating in a memorable par-5 finisher over beautiful Lake Presidential, reachable in two with a bit of skill and precision.



GOLF COURSE PHOTOS



GOLF COURSE PHOTOS



GOLF WEEK

Golfweek's Best 2020: Best Courses
You Can Play in Maryland

"No. 3 on the public-access list in Maryland"

GOLF ADVISOR.

Lake Presidential Golf Club

4.1 ★★★★☆ 478 Reviews

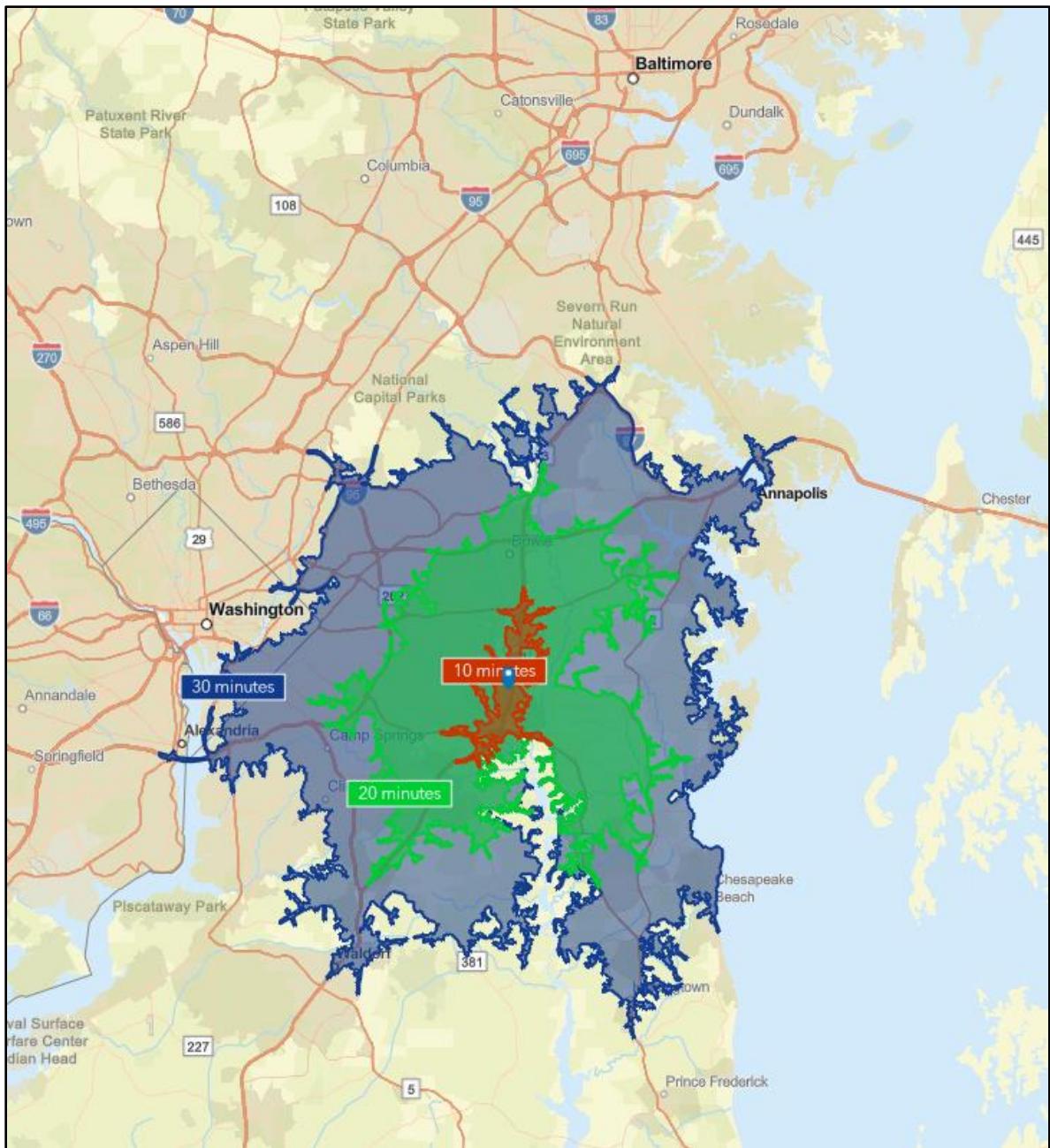


"The Golf-For-Business Destination in D.C." by Golf Magazine.



"the best kept secret in DC golf"

DEMOGRAPHIC ANALYSIS



Demographics	10-Minute Drive	20-Minute Drive	30-Minute Drive
Income			
2024 Median HH Income	\$167,146	\$127,530	\$102,457
2029 Median HH Income	\$178,669	\$142,829	\$112,492
2024-2029 Annual Rate	1.34%	2.29%	1.89%
2024 Average HH Income	\$202,205	\$164,654	\$136,175
2029 Average HH Income	\$225,778	\$185,320	\$155,511
2024-2029 Annual Rate	2.23%	2.39%	2.69%
2024 Per Capita Income	\$71,924	\$61,109	\$50,869
2029 Per Capita Income	\$81,355	\$70,042	\$59,024
2024-2029 Annual Rate	2.49%	2.77%	3.02%
Housing			
2024 Housing Affordability Index	108	99	85
<u>2024 Total Housing Units</u>	<u>3,605</u>	<u>65,534</u>	<u>328,694</u>
2024 Owner Occupied	3,231	52,801	206,577
2024 Renter Occupied	257	10,247	103,558
2024 Vacant Units	117	2,486	18,559
<u>2029 Total Housing Units</u>	<u>3,786</u>	<u>69,721</u>	<u>336,820</u>
2029 Owner Occupied	3,346	57,519	217,543
2029 Renter Occupied	327	9,977	99,950
2029 Vacant Units	113	2,225	19,326

Demographic Statistics Produced by Esri

ADVISORY TEAM

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OUT OF STATE COOPERATING BROKER

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