



## RIVERBY HILLS GOLF CLUB

PARKLAND GOLF AT ITS FINEST

BOWLING GREEN, OH

**EXECUTIVE SUMMARY**

**PRICE: \$3,285,000**

## 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 Riverby Hills Golf Club located in Bowling Green, Ohio. This daily fee club features an 18-hole championship caliber golf course and practice facility in a classic “Parkland” setting.

The efficient 3,200 SF clubhouse features a pro shop, bar & grill, locker rooms, offices and a covered patio. A separate 3,000 SF events building features banquet space with a full-service kitchen and bar. Other structures include a cart storage building and maintenance facilities.

The Par 72 golf course features a mix of bent / poa annua grass from tee to green and is maintained in excellent condition. The Championship tees play at 6,853 yards with a course rating of 72.4 and a slope of 130.



## INVESTMENT HIGHLIGHTS

- ❖ Asking Price: \$3,285,000
- ❖ T12 June 2024 Gross Revenue: \$1.170M
- ❖ T12 June 2024 EBITDA: \$527K | EBITDA Multiple: 6.23x | Cap Rate: 16.0%
- ❖ Consistent Cash Flow – Four Year Average (2021 – T-12): \$414,043
- ❖ Impressive Demographics: 10-Min. Drive Avg. HH Income: \$137,784
- ❖ T12 Operating Margin: 45.0%
- ❖ Revenue and EBITDA Continued Upward trend Through September 2024
- ❖ Additional Miscellaneous Project Equipment Available for Sale



18-Hole Daily Fee  
Golf Course &  
Practice Facilities



Maintenance  
Equipment is Owned  
and Included in Sale



Efficient 3,200 SF  
Clubhouse Requiring  
Minimal Overhead



3,000 SF Events  
Facility With Full  
Kitchen



80 Golf Carts are  
Owned and Included  
in Sale



Extremely Popular  
Outing and League  
Venue

# KEY ECONOMIC DRIVERS

## Excellent Market Positioning



- ❖ Riverby Hills Golf Club is well positioned in the area golf market as an affordable daily fee course. This classic Parkland design offers excellent playing conditions and a challenging test of golf without breaking the bank.
- ❖ The Club is a very popular venue for charitable and corporate outing groups ranging from 40 players to 140 players and 9-hole golf leagues. The value pricing is very attractive to budget minded groups who prioritize an enjoyable and challenging golfing experience.

## Championship Caliber Golf Course



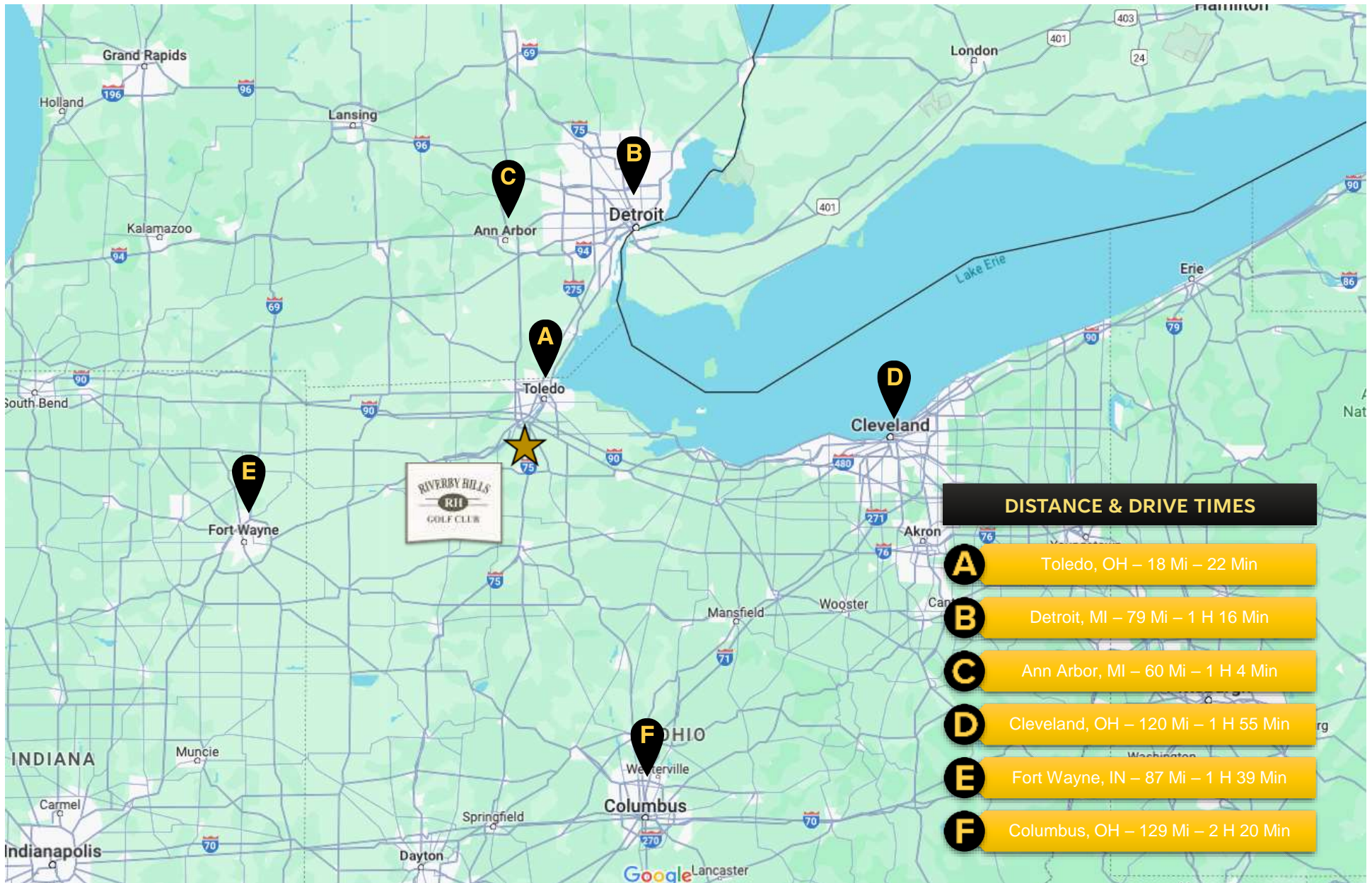
- ❖ Riverby Hills Golf Club features an 18-hole championship golf course. Designed by local golf architect, Ben Zink. The course offers a variety of tees ranging from 5,059 yards, from the forward tees to 6,853 yards from the championship tees.
- ❖ The course features tree lined bent grass / rye grass fairways, with a mix of bent grass / poa annua greens and strategically placed bunkers. The two nines offer their own unique characteristics and challenges. The front nine is routed over gently rolling terrain with several water features. The back nine features dramatic elevation changes requiring the navigation of meandering creeks and ponds.
- ❖ The course routing is characterized by a mix of straight holes and doglegs which play up, down and along the rolling terrain. This "Shot maker's Course," demands precision, challenging golfers to navigate its intricacies with skillful shot selection and execution.

## Value Add Opportunity

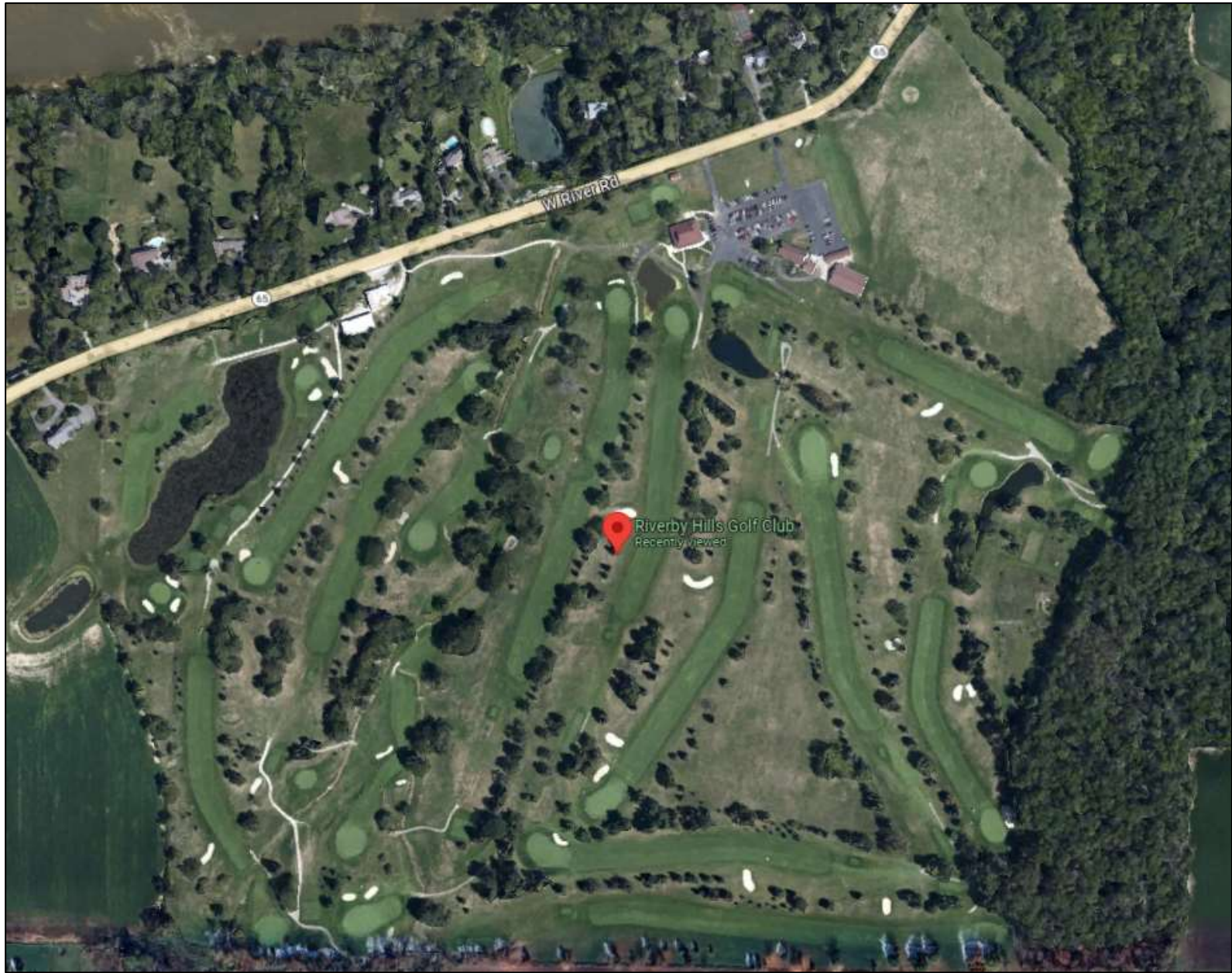


- ❖ The implementation of a tee time yield management system will enable new ownership to enhance revenue per round. The Club utilizes a three-tier daypart pricing and does not offer twilight rates. Dynamic pricing will enable new ownership to increase revenue per round by pricing based on demand as 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 Club Profit Point of Sale System which is already in place will enable new ownership to better manage the tee sheet.
- ❖ Riverby Hills GC features an efficient bar and grill offering a limited but profitable menu. An expanded menu particularly during peak periods will enhance total revenue per round. The free-standing banquet facility is well-suited to accommodate expanded food and beverage service for outings, banquets and events.
- ❖ ***The Club boasts exceptional foundational elements, featuring a well designed and challenging golf course and an efficient clubhouse. Priced at \$3.285 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 Riverby Hills GC***

# REGIONAL MAP



# AERIAL VIEW



# SCORECARD | COURSE ROUTING



HOLE	Rating/Slope	1	2	3	4	5	6	7	8	9	OUT
BLACK	72.4/130	409	139	359	431	160	620	443	507	451	3519
BLUE	70.7/124	389	113	347	418	140	520	425	495	433	3280
WHITE	M 68.0/118 L 73.3/125	351	113	329	389	140	501	402	480	410	3115
HANDICAP		5	17	13	3	11	9	7	15	1	
PAR		4	3	4	4	3	5	4	5	4	36
GOLD	68.8/115	275	99	329	308	122	423	307	421	323	2607
PAR		4	3	4	4	3	5	4	5	4	36



HOLE	10	11	12	13	14	15	16	17	18	IN	Total	Hcp	Net
BLACK	545	181	379	389	158	453	317	355	557	3334	6853		
BLUE	530	171	369	384	140	443	275	347	549	3208	6488		
WHITE	508	155	267	308	132	352	264	337	542	2865	5980		
HCP	8	14	4	12	18	2	16	6	10				
PAR	5	3	4	4	3	4	4	4	5	36	72		
GOLD	341	112	258	308	125	404	223	252	429	2452	5059		
PAR	4	3	4	4	3	5	4	4	5	36	72		

# GOLF COURSE PHOTOS







### 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 – 31,406

### Top Five Largest Employers:

- Bowling Green State University
- Wood County Hospital
- A. Schulman
- City of Bowling Green
- Retail and Service Industries



**Bowling Green, Ohio**, radiates a distinctive charm as a quintessential Midwestern town with a vibrant spirit. Home to Bowling Green State University, the city pulsates with youthful energy, academic fervor, and a strong sense of community pride. The leafy streets, lined with historic homes and modern establishments, offer a blend of the past and the present. Every summer, the city comes alive with the renowned Wood County Fair, a testament to its agricultural roots and community celebrations. Beyond its educational and cultural offerings, Bowling Green boasts numerous parks, recreational facilities, and a thriving arts scene. Whether it's the melodious tunes from the annual Music at the Manor event or the camaraderie found in local eateries and shops, Bowling Green welcomes all with its warm hospitality and enduring appeal.

# ADVISORY TEAM



16571 West River Road  
Bowling Green, OH 43402

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## Listing Broker

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### **Stanley Stein**

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

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## Lead Golf Advisor

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### **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

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## Cooperating Out-of-State Broker

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### **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

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## Financial Analyst

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### **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