



FOR LEASE

Sanibel Marina Sales & Service

634 N YACHTSMAN DR

Sanibel, FL 33957

PRESENTED BY:

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Neither the SVN Advisor nor the Owner make any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein, and nothing contained herein is or shall be relied upon as a promise or representation as to the future representation of the Property. This Offering Memorandum may include certain statements and estimates with respect to the Property. These Assumptions may or may not be proven to be correct, and there can be no assurance that such estimates will be achieved. Further, the SVN Advisor and the Owner disclaim any and all liability for representations or warranties, expressed or implied, contained in or omitted from this Offering Memorandum, or any other written or oral communication transmitted or made available to the recipient. The recipient shall be entitled to rely solely on those representations and warranties that may be made to it in any final, fully executed and delivered Real Estate Purchase Agreement between it and Owner.

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This Offering Memorandum is a solicitation of interest only and is not an offer to sell the Property. The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest to purchase the Property and expressly reserves the right, at its sole discretion, to terminate negotiations with any entity, for any reason, at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Offering Memorandum or making an offer to purchase the Property unless and until the Owner executes and delivers a signed Real Estate Purchase Agreement on terms acceptable to Owner, in Owner's sole discretion. By submitting an offer, a prospective purchaser will be deemed to have acknowledged the foregoing and agreed to release the Owner and the SVN Advisor from any liability with respect thereto.

To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.



SECTION 1
**Property
Information**

LEASE SUMMARY



LEASE SUMMARY

| | |
|----------------------|---|
| LEASE RATE: | \$30,000/Mth |
| AVAILABLE SF: | ±18,873 SF (Slips may be available at additional cost) |
| LEASE TYPE: | Modified Gross |
| USES: | Yacht Sales & Service, Retail Office, Outdoor Storage & Display |
| COUNTY: | Lee |
| CITY: | Sanibel, FL |

PROPERTY OVERVIEW

SVN | Safe Haven Advisors is pleased to present this exclusive opportunity to lease ±18,873 of open outdoor and covered indoor space at the renowned Sanibel Marina. This promises to be an exceptional opportunity for an established yacht sales and service business in one of Florida's most coveted boating markets. Sanibel Marina is the only marina on Sanibel Island offering a prime location with direct access to the Gulf of Mexico and the Intracoastal Waterway. Facilitating seamless operations, this space includes dedicated outdoor boat storage, covered boat display areas, garage for service or parts storage, and an updated 873' SF air conditioned office. Lee County ranks among the top three recreational boating markets in Florida, contributing to significant market demand and a steady flow of potential customers, bolstered by shared synergies with the marina.

PROPERTY HIGHLIGHTS



PROPERTY HIGHLIGHTS

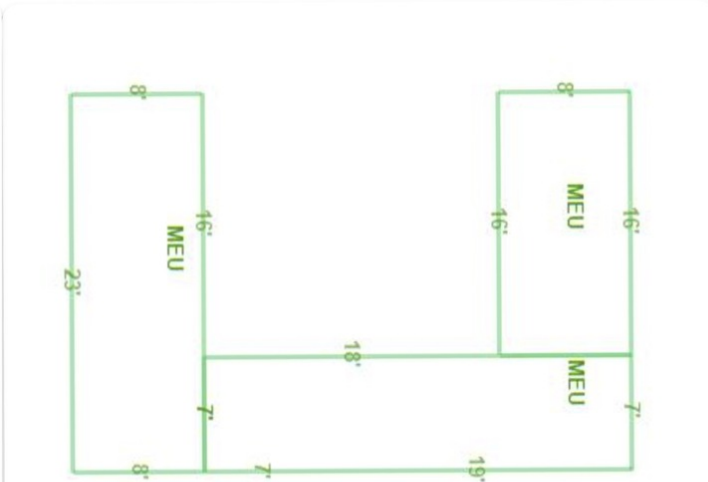
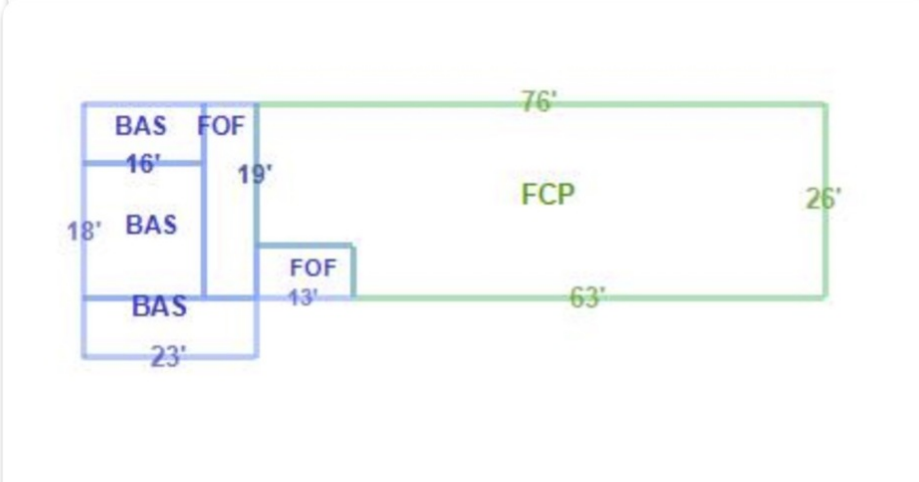
- **Prime Location:** Situated on the east end of Sanibel Island, this marina offers direct deep-water access to the Gulf of Mexico and the Intracoastal Waterway.
- **Facility Features:** The facility includes a dedicated lot for boat storage and staging, covered boat display areas, a four-room air-conditioned office, and a garage for service and parts storage. These features facilitate seamless operations for sales-related sea trials and service hauls.
- **High Market Demand:** Lee County is a recreational boating hub, ranking third in Florida for the number of registered boats. Slip tenants at the marina provide a steady flow of potential customers for both the service department and yacht sales.
- **Ongoing Site Improvements:** Extensive new landscaping will be installed across the entire site, including the boat display area, within the next 30 days. Additionally, electric pedestals will be added to all docks. Dredging operations are currently underway at the marina, and the main channel providing ocean access was recently completed.
- **Footprint & Accommodations:** The marina offers approximately 18,873 square feet of upland space, providing ample storage for around 25 boats. A dedicated launch area can accommodate vessels up to 40 feet in length. The marina's slips range from 30 to over 80 feet, catering to boats from center consoles to larger yachts.
- **Expansion Opportunities:** The lease does not include wet slips, but they may be offered to tenants requiring in-water staging or dockage as part of lease negotiations. Future tenants have the option to purchase several pieces of equipment from the marina to facilitate service operations, including a John Deere tractor, F-450, compact RAM van for parts/mobile service, a hydraulic trailer, and various other trailers.
- **Rich History:** Established decades ago, Sanibel Marina has a long-standing reputation as a premier boating destination. Gramma Dots, an award-winning dockside restaurant, attracts over 200,000 annual visitors by car and boat and has been a staple at the marina since 1987, contributing consistent traffic to the site.
- **Proven Track Record:** Historically, the prior marina ownership operated a highly successful dealership on-site, offering brands such as Back Cove, Grand Banks, Regulator, and Pursuit. The current service operation focuses on servicing outboard engines and is a designated Mercury Dealership.

LEASEABLE AREA



LEE COUNTY PROPERTY CARD

| Building Characteristics | | | |
|---------------------------------------|--------------------------|--------------|----------------------|
| Improvement Type | Model Type | Stories | Living Units |
| 65 - Service (Repair) Garage | 6 - WAREHOUSE/INDUSTRIAL | 1.0 | 0 |
| Bedrooms | Bathrooms | Year Built | Effective Year Built |
| 0 | 0.0 | 1979 | 2000 |
| Building Subareas | | | |
| Description | Heated / Under Air | Area (Sq Ft) | |
| BAS - BASE | Y | 600 | |
| FCP - FINISHED CARPORT | N | 1,885 | |
| FOF - FAIR OFFICE | Y | 273 | |
| MEU - MEZZANINE UNFINISHED | N | 494 | |
| Building Features | | | |
| Description | Year Added | Units | |
| SHED - FRAME W/FLOOR | 1979 | 32 | |
| SHED - FRAME W/FLOOR | 1979 | 72 | |
| OVERHEAD DOOR - SMALL LESS THAN 10X10 | 1979 | 2 | |
| UTILITY - FINISHED | 1980 | 176 | |
| GAZEBO | 1980 | 112 | |



ADDITIONAL PHOTOS



ADDITIONAL PHOTOS





SECTION 2
Location
Information

COUNTY & CITY



LEE COUNTY

Lee County, located in southwestern Florida, is renowned for its scenic beauty and vibrant recreational boating market, making it a top destination for boating enthusiasts. Ranking third in Florida with over 50,000 registered boats, the county's extensive network of waterways—including the Caloosahatchee River and Pine Island Sound—provides ideal conditions for various water activities. Notable marinas such as Cape Coral Yacht Basin and Fort Myers Yacht Basin cater to the needs of both recreational and professional boaters. Popular destinations like Sanibel and Captiva Islands offer pristine beaches and excellent fishing grounds, attracting boaters year-round. The boating industry significantly contributes to the local economy through marine services, boat sales, and tourism, with events like boat shows and fishing tournaments further boosting economic activity.



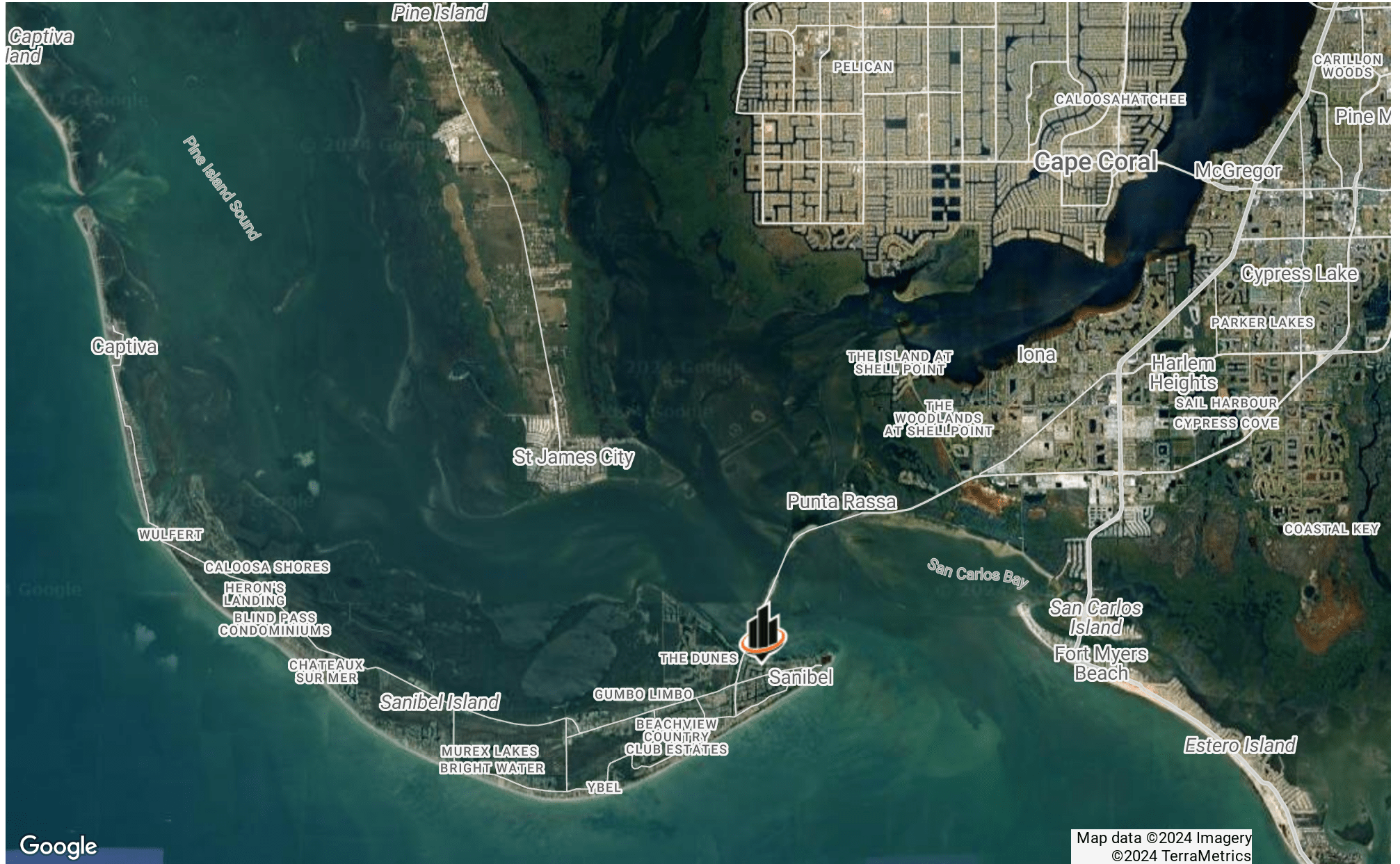
SANIBEL ISLAND

Sanibel Island, located off the southwestern coast of Florida, is renowned for its pristine beaches, abundant wildlife, and relaxed atmosphere, making it a top destination for both nature enthusiasts and boating aficionados. Famous for its shelling opportunities, the island attracts visitors eager to collect a variety of seashells along its shores. Sanibel's charming downtown area, featuring unique shops, art galleries, and restaurants, maintains a small-town feel despite its tourist popularity. The historic Sanibel Lighthouse adds to the island's quaint charm and serves as a scenic spot for visitors. Sanibel also supports a vibrant recreational boating market, with its clear waters and well-developed infrastructure providing ample opportunities for boating, kayaking, and water sports. The island's strict building regulations and conservation efforts ensure it remains an unspoiled haven, offering a perfect blend of relaxation and adventure for residents and tourists alike.

OCEAN ACCESS



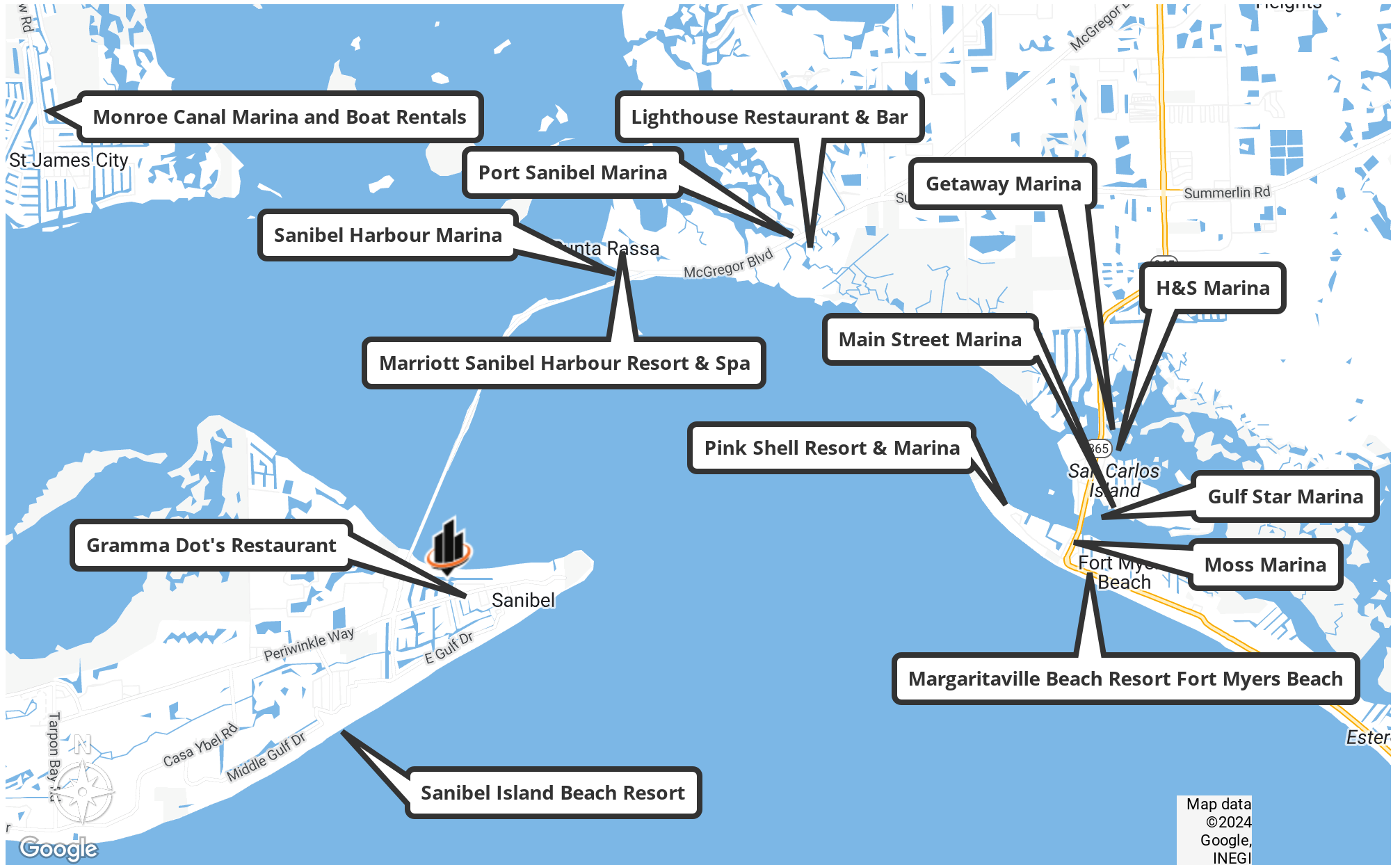
AERIAL MAP



REGIONAL MAP



RETAILER MAP





SECTION 3
Demographics

DEMOGRAPHICS MAP & REPORT

POPULATION

5 MILES 10 MILES 20 MILES

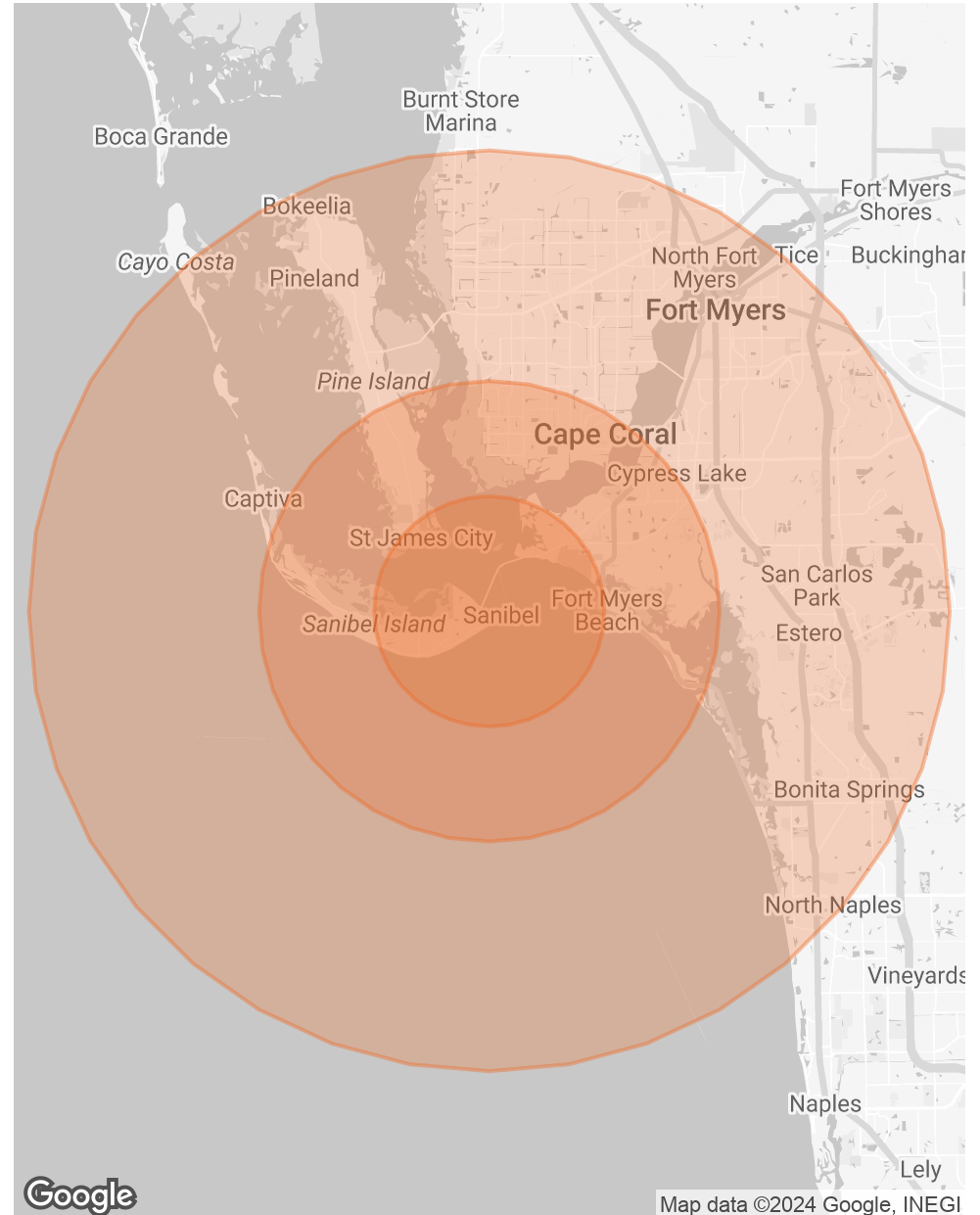
| | 5 MILES | 10 MILES | 20 MILES |
|-----------------------------|---------|----------|----------|
| TOTAL POPULATION | 12,755 | 108,019 | 658,815 |
| AVERAGE AGE | 69 | 57 | 50 |
| AVERAGE AGE (MALE) | 69 | 57 | 50 |
| AVERAGE AGE (FEMALE) | 69 | 57 | 51 |

HOUSEHOLDS

5 MILES 10 MILES 20 MILES

| | 5 MILES | 10 MILES | 20 MILES |
|----------------------------|-----------|-----------|-----------|
| TOTAL HOUSEHOLDS | 6,740 | 51,871 | 289,980 |
| # OF PERSONS PER HH | 1.9 | 2.1 | 2.3 |
| AVERAGE HH INCOME | \$130,636 | \$109,002 | \$102,593 |
| AVERAGE HOUSE VALUE | \$762,686 | \$509,331 | \$441,625 |

Demographics data derived from AlphaMap



SPORTS & LEISURE MARKET POTENTIAL



Sports and Leisure Market Potential

501-699 N Yachtsman Dr
501-699 N Yachtsman Dr, Sanibel, Florida, 33957
Drive distance: 5 mile radius

Prepared by Esri
Latitude: 26.45076
Longitude: -82.03057

| Demographic Summary | | 2024 | 2029 |
|--|--|----------------------------------|----------------|
| Population | | 3,840 | 3,847 |
| Population 18+ | | 3,609 | 3,633 |
| Households | | 2,018 | 2,052 |
| Median Household Income | | \$123,656 | \$151,919 |
| Product/Consumer Behavior | | Expected Number of Adults/HHs | Percent MPI |
| Participated in Aerobics/12 Mo | | 384 | 10.6% |
| Participated in Archery/12 Mo | | 53 | 1.5% |
| Participated in Backpacking/12 Mo | | 148 | 4.1% |
| Participated in Baseball/12 Mo | | 59 | 1.6% |
| Participated in Basketball/12 Mo | | 61 | 1.7% |
| Participated in Bicycling (Mountain)/12 Mo | | 140 | 3.9% |
| Participated in Bicycling (Road)/12 Mo | | 602 | 16.7% |
| Participated in Boating (Power)/12 Mo | | 290 | 8.0% |
| Participated in Bowling/12 Mo | | 178 | 4.9% |
| Participated in Canoeing or Kayaking/12 Mo | | 328 | 9.1% |
| Participated in Fishing (Fresh Water)/12 Mo | | 320 | 8.9% |
| Participated in Fishing (Salt Water)/12 Mo | | 147 | 4.1% |
| Participated in Football/12 Mo | | 29 | 0.8% |
| Participated in Frisbee/12 Mo | | 44 | 1.2% |
| Participated in Golf/12 Mo | | 445 | 12.3% |
| Participated in Hiking/12 Mo | | 836 | 23.2% |
| Participated in Horseback Riding/12 Mo | | 49 | 1.4% |
| Participated in Hunting w/Rifle/12 Mo | | 84 | 2.3% |
| Participated in Hunting w/Shotgun/12 Mo | | 48 | 1.3% |
| Participated in Ice Skating/12 Mo | | 66 | 1.8% |
| Participated in Jogging or Running/12 Mo | | 186 | 5.2% |
| Participated in Motorcycling/12 Mo | | 83 | 2.3% |
| Participated in Pickleball/12 Mo | | 130 | 3.6% |
| Participated in Pilates/12 Mo | | 62 | 1.7% |
| Participated in Ping Pong/12 Mo | | 83 | 2.3% |
| Participated in Rock Climbing/12 Mo | | 40 | 1.1% |
| Participated in Roller Skating/12 Mo | | 22 | 0.6% |
| Participated in Skiing (Downhill)/12 Mo | | 145 | 4.0% |
| Participated in Soccer/12 Mo | | 70 | 1.9% |
| Participated in Softball/12 Mo | | 27 | 0.7% |
| Participated in Swimming/12 Mo | | 618 | 17.1% |
| Participated in Target Shooting/12 Mo | | 112 | 3.1% |
| Participated in Tennis/12 Mo | | 129 | 3.6% |
| Participated in Volleyball/12 Mo | | 36 | 1.0% |
| Participated in Walking for Exercise/12 Mo | | 1,501 | 41.6% |
| Participated in Weight Lifting/12 Mo | | 496 | 13.7% |
| Participated in Yoga/12 Mo | | 385 | 10.7% |
| Participated in Zumba/12 Mo | | 111 | 3.1% |
| Spent \$1-99 on Sports/Recreation Equipment/12 Mo | | 326 | 9.0% |
| Spent \$100-249 on Sports/Recreation Equipment/12 Mo | | 221 | 6.1% |
| Spent \$250+ on Sports/Recreation Equipment/12 Mo | | 401 | 11.1% |
| Attend College Basketball Game/12 Mo | | 34 | 0.9% |
| Attend College Football Game/12 Mo | | 92 | 2.5% |
| Attend High School Sports Events/12 Mo | | 126 | 3.5% |
| Attend MLB Regular Season Baseball Game/12 Mo | | 198 | 5.5% |
| Attend Sports Events | | 530 | 14.7% |
| Listen to Sports Event on Radio/Online/12 Mo | | 290 | 8.0% |
| Watch Alpine Skiing or Ski Jumping on TV/Online | | 256 | 7.1% |

MARKET POTENTIAL INDEX - BOATING

- Within a 5-mile radius, 8% of adults participated in power boating in the last 12 months, with a Market Potential Index (MPI) of 179, indicating a higher likelihood to be engaged in recreational boating compared to the national average of 100.
- Within a 10-mile radius, 6.8% of adults participated in power boating, with an MPI of 151
- Within a 20-mile radius, 5.6% of adults participated in power boating, with an MPI of 125

NATIONAL AVERAGE COMPARISON - BOATING

| | | |
|----------------|----------------------------------|---------|
| 5 MILE | 79% Higher than national average | MPI 179 |
| 10 MILE | 51% Higher than national average | MPI 151 |
| 20 MILE | 25% Higher than national average | MPI 125 |

RECREATIONAL EXPENDITURES



Recreation Expenditures

501-699 N Yachtsman Dr
501-699 N Yachtsman Dr, Sanibel, Florida, 33957
Drive distance: 5 mile radius

Prepared by Es
Latitude: 26.4507
Longitude: -82.0305

| | 2024 | 2029 | |
|--|---------------------------|-----------------------|-------------|
| Demographic Summary | | | |
| Population | 3,840 | 3,847 | |
| Households | 2,018 | 2,052 | |
| Families | 1,319 | 1,333 | |
| Median Age | 69.7 | 71.0 | |
| Median Household Income | \$123,656 | \$151,919 | |
| | Spending Potential | Average Amount | |
| | Index | Spent | |
| | | Total | |
| TV/Video/Audio | 170 | \$2,249.28 | \$4,539,054 |
| Cable & Satellite Television Services | 183 | \$1,381.51 | \$2,787,888 |
| Televisions & Video | 147 | \$630.31 | \$1,271,963 |
| Audio | 165 | \$234.39 | \$473,009 |
| Rental of TV/VCR/Radio/Sound Equipment | 165 | \$0.38 | \$774 |
| Repair of TV/Radio/Sound Equipment | 198 | \$2.69 | \$5,419 |
| Entertainment/Recreation Fees and Admissions | 168 | \$1,388.75 | \$2,802,499 |
| Tickets to Theatre/Operas/Concerts | 192 | \$145.97 | \$294,572 |
| Tickets to Movies | 164 | \$40.47 | \$81,677 |
| Tickets to Parks or Museums | 159 | \$59.46 | \$119,994 |
| Admission to Sporting Events, excl.Trips | 134 | \$106.07 | \$214,052 |
| Fees for Participant Sports, excl.Trips | 196 | \$260.68 | \$526,062 |
| Fees for Recreational Lessons | 155 | \$267.00 | \$538,799 |
| Membership Fees for Social/Recreation/Health Clubs | 168 | \$507.94 | \$1,025,020 |
| Dating Services | 146 | \$1.15 | \$2,323 |
| Toys/Games/Crafts/Hobbies | 152 | \$277.74 | \$560,489 |
| Toys/Games/Arts/Crafts/Tricycles | 144 | \$220.97 | \$445,911 |
| Playground Equipment | 185 | \$13.81 | \$27,866 |
| Play Arcade Pinball/Video Games | 76 | \$3.26 | \$6,580 |
| Online Gaming Services | 114 | \$10.74 | \$21,676 |
| Stamp & Coin Collecting | 360 | \$28.97 | \$58,454 |
| Recreational Vehicles and Fees | 185 | \$365.01 | \$736,593 |
| Docking and Landing Fees for Boats and Planes | 244 | \$48.52 | \$97,922 |
| Camp Fees | 116 | \$65.41 | \$131,994 |
| Payments on Boats/Trailers/Campers/RVs | 228 | \$181.84 | \$366,948 |
| Rental of Boats/Trailers/Campers/RVs | 168 | \$69.24 | \$139,728 |
| Sports, Recreation and Exercise Equipment | 191 | \$584.06 | \$1,178,634 |
| Exercise Equipment and Gear, Game Tables | 226 | \$241.68 | \$487,716 |
| Bicycles | 196 | \$157.29 | \$317,402 |
| Camping Equipment | 175 | \$29.35 | \$59,225 |
| Hunting and Fishing Equipment | 135 | \$83.24 | \$167,988 |
| Winter Sports Equipment | 161 | \$20.71 | \$41,800 |
| Water Sports Equipment | 202 | \$25.32 | \$51,091 |
| Other Sports Equipment | 197 | \$20.91 | \$42,187 |
| Rental/Repair of Sports/Recreation/Exercise Equipment | 150 | \$4.41 | \$8,902 |
| Photographic Equipment and Supplies | 148 | \$90.53 | \$182,699 |
| Film | 135 | \$0.77 | \$1,548 |
| Photo Processing | 147 | \$13.62 | \$27,481 |
| Photographic Equipment | 178 | \$35.29 | \$71,222 |
| Photographer Fees/Other Supplies & Equip Rental/Repair | 130 | \$40.86 | \$82,448 |
| Reading | 187 | \$261.65 | \$528,004 |
| Magazine/Newspaper Subscriptions | 211 | \$100.90 | \$203,621 |
| Magazine/Newspaper Single Copies | 186 | \$11.13 | \$22,453 |
| Books | 181 | \$88.81 | \$179,222 |
| Digital Book Readers | 164 | \$60.81 | \$122,708 |

SPENDING POTENTIAL INDEX

- Within a 5-mile radius, the total Spending Potential Index (SPI) is 185 for Recreational Vehicles and Fees. More specifically, the SPI for Payments on Boats/Trailers/Camper/RV's is 228 representing significantly higher spending potential than the national average.
- Within a 10-mile radius, the total Spending Potential Index (SPI) is 109 for Recreational Vehicles and Fees. More specifically, the SPI for Payments on Boats/Trailers/Camper/RV's is 133.
- Within a 20-mile radius, the total Spending Potential Index (SPI) is 92 for Recreational Vehicles and Fees. More specifically, the SPI for Payments on Boats/Trailers/Camper/RV's is 102.

NATIONAL AVERAGE COMPARISON

| | | |
|----------------|-----------------------------------|---------|
| 5 MILE | 128% Higher than national average | SPI 228 |
| 10 MILE | 33% Higher than national average | SPI 133 |
| 20 MILE | 2% Higher than national average | SPI 102 |



SECTION 4
Advisor Bios

ADVISOR BIO 1



JOSH SHEPPARD

Advisor

josh.sheppard@svn.com

Direct: **407.399.1120** | Cell: **407.399.1120**

FL #SL350015

PROFESSIONAL BACKGROUND

Josh Sheppard is an Advisor at SVN Safe Haven Advisors specializing in the sale, development, and acquisition of marinas and marine businesses. He holds a degree in Finance from the University of Central Florida and has successfully transacted large-scale, complex transactions in Commercial Real Estate.

With a proven track record in negotiating complex deals and provides comprehensive services in valuation, financial analysis, leasing, portfolio investment management, sales, and marketing. He has advised both institutional and private investors in acquiring or divesting properties and businesses.

Josh is part of SVN, a national commercial real estate firm with over 200 offices and 1,600 advisors. SVN is the only national commercial real estate firm with a dedicated marina and marine advisory practice. The SVN Marinas Alliance, formed by marina and marine specialists David Kendall and Mike Howell, operates as SVN | Safe Haven Advisors. With co-locations in Palm Beach County, FL, and Cape Cod, MA, the SVN Marinas members can effectively and efficiently serve clients throughout the United States and the Caribbean.

SVN | Safe Haven Advisors is strategically positioned to advise on large marina transactions requiring sophisticated transaction expertise and access to highly qualified acquirers. Josh's understanding of marine businesses and marina operations has established him as a valuable resource for marina owners, operators, private equity, institutional investors, and developers.

SVN | Safe Haven Advisors
810 Saturn Street, Suite 24
Jupiter, FL 33477
508.691.6050

ADVISOR BIO 2



DAVID KENDALL, CCIM

Managing Director

david.kendall@svn.com

Direct: **561.723.8463** | Cell: **561.723.8463**

PROFESSIONAL BACKGROUND

David Kendall is a CRE professional specializing in the sale, development, & acquisition of marine facilities and marine businesses. With over 20 years of experience in Real Estate Brokerage & Finance. David holds a Bachelor of Science in Finance from Florida State University, and is a licensed Florida Real Estate Broker. Having earned his CCIM designation in 2022, David is a recognized expert in the disciplines of commercial and investment real estate.

David has proven to be a successful negotiator in the industry whose experience in Commercial Real Estate includes valuation, financial analysis, leasing, portfolio investment management, sales, & marketing. He has experienced multiple economic and property market cycles, through downturn and improvement, continually evolving and improving for the benefit of his clients. David has advised institutional and private investors to acquire or divest of marine properties and businesses.

SVN is the only national commercial real estate firm with a dedicated marina & marine advisory practice. SVN Marinas Alliance was strategically formed by marina and marine specialists David Kendall and Mike Howell, together as SVN | Safe Haven Advisors. With co-locations in Palm Beach County, FL and Cape Cod, MA, the SVN Marinas members can effectively and efficiently serve clients throughout the United States and Caribbean. SVN is a leading national commercial real estate firm with over 200 offices and 1,600 advisors.

David is uniquely capable to advise on large marina transactions that require both sophisticated transaction expertise and the relationships necessary to access highly qualified acquirers. With a focus on commercial waterfront, David Kendall has established himself as a knowledgeable resource for marina owners, operators, private equity, institutional investors, & developers, with whom he consults for on a regular basis. Whether you have an existing marina, marina development, working boatyard, or if you would like a fresh look from a dedicated and specialized marina specific broker, you will benefit from the expertise of David's extensive experience,

SVN | Safe Haven Advisors

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