

OFFERING MEMORANDUM
**Sanford Boat Works &
Marina**

3900 PENINSULA POINT

Sanford, FL 32771

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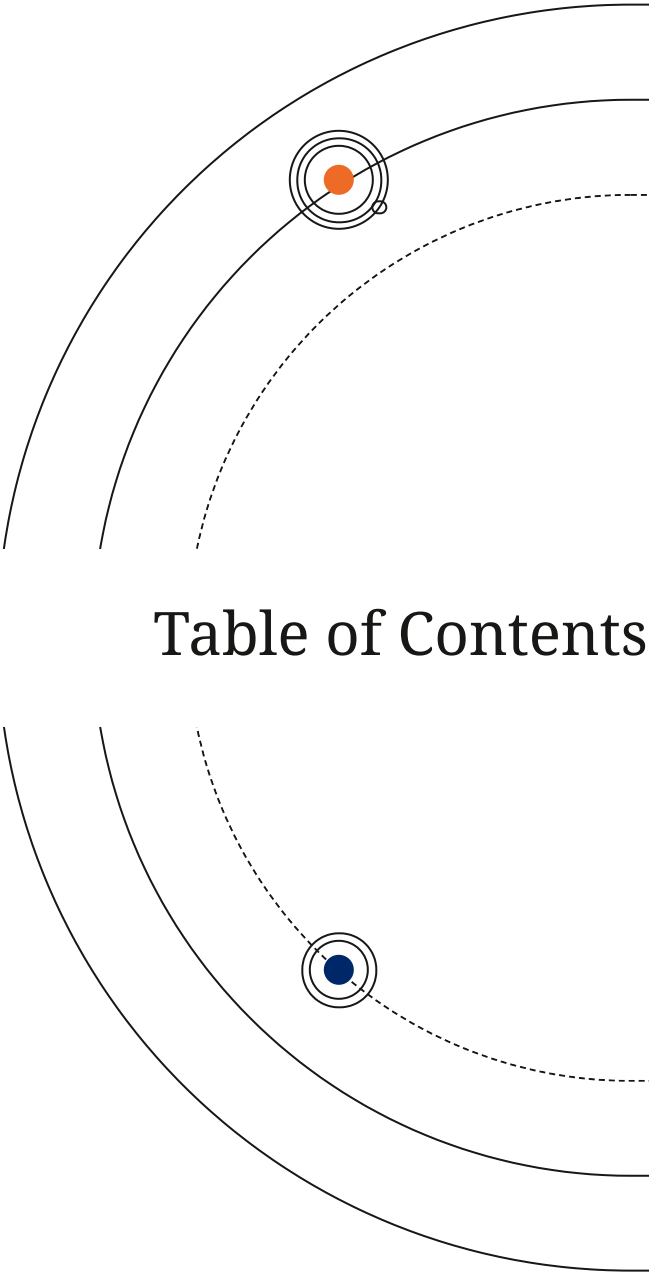


Table of Contents

4

EXECUTIVE SUMMARY

Executive Summary	5
Overview & History	6
Complete Highlights	7
Additional Photos	8

9

LOCATION INFORMATION

Location Overview	10
Location Map	11
Regional Map	12
Marina Map	13

14

DEMOGRAPHICS

Demographic Growth	15
David Kendall	16
Josh Sheppard	17
Carl Lentz	18

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This Proposal 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 Proposal 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

Executive Summary

EXECUTIVE SUMMARY



OFFERING SUMMARY

SALE PRICE	\$3,250,000
LOT SIZE:	18.65 Acres
BUILDING FEATURES	3,210 Sq Ft Clubhouse 2,148 Sq Ft Office/Warehouse 924 Sq Ft Restaurant
SLIPS	80 Covered 40 Uncovered 32 Dry
ACRES	±17.60 Marina ±1.05 Residential
ZONING	Agriculture (A1) Single Family (R1A)
VESTMENT TYPE	Fee Simple

PROPERTY DESCRIPTION

Sanford Boat Works & Marina is a rare, generational waterfront offering encompassing approximately **±18.65 acres** along the St. Johns River in Sanford, Florida. Offered for the first time in over a century, this family-owned and operated property since 1924 combines 152 slips, a protected deep-water basin with owned bottom lands, fuel and service operations, income-producing facilities, and extensive marina infrastructure into a single, highly versatile waterfront asset.

Perfectly positioned at the gateway to Seminole County, with direct access to Lake Monroe and the navigable St. Johns River system, the asset provides durable in-place income and a well-established operational foundation within one of Central Florida’s most desirable waterfront markets. The property’s long-standing reputation, strategic location, and diverse revenue streams present a unique opportunity for marina operators, investors, and marine-focused businesses seeking a premier riverfront asset.

OVERVIEW & HISTORY

OVERVIEW

Sanford Boat Works and Marina is a landmark on the St. Johns River with a rich, nearly century-long history, having remained in the same family since 1924. For generations, it has served as a cornerstone of Sanford’s boating community, supporting recreational boaters, river traffic, and local families while evolving alongside the growth of Central Florida. This long-term family stewardship has preserved the marina’s character and legacy, making it not just a functional waterfront asset, but a deeply rooted piece of the area’s maritime history.

From a financial standpoint, Sanford Boat Works and Marina operates with a diversified revenue base that includes wet and dry slip rentals, land and boat storage, fuel sales, service and labor income, and ancillary uses such as clubhouse and apartment rent. While the operation has historically been run conservatively with a family-ownership mindset rather than an institutional profit-maximization approach, this creates clear upside for a new owner through rate optimization, expense rationalization, and monetization of underutilized assets, all while maintaining a stable, riverfront income foundation.



A RICH HISTORY

Sanford Boat Works and Marina sits on Florida’s historic St. Johns River, a waterway that has been central to the region’s economy and culture for centuries. The marina was established by the Smith family in the mid-1920s, when Archie Smith’s father, a master boat builder, moved down the river in search of a natural harbor and opened the business in partnership with a local farmer around 1925. The Smith family’s involvement in boatmaking and river life spans generations, and today the marina remains under family stewardship, carrying on nearly a century of continuous operation. Its history reflects the enduring importance of the St. Johns River as a center for transportation, recreation, and riverfront community life.



COMPLETE HIGHLIGHTS



PROPERTY HIGHLIGHTS

- **152-Slip Full-Service Marina** with 120 wet slips (80 covered) and 32 dry slips in a protected basin with owned bottom lands and no submerged land lease.
- **18.65± Total Acres** Across Multiple Parcels, providing a unique combination of operating marina and income-producing improvements.
- **Direct Navigable Access** to Jacksonville and the Atlantic Ocean via the St. Johns River, one of Florida's most historic and heavily traveled inland waterways.
- **Highly Strategic Location** at the Entrance to Seminole County, with immediate access to SR-415, Lake Monroe, and the rapidly growing Celery Avenue corridor.
- **Diverse Revenue Streams** including slip rental, dry storage, fuel sales, service operations, RV sites, a restaurant lease, and ancillary boater services.
- **Stabilized Operation with Near-Century Track Record**, family-owned and operated since 1924, reflecting longstanding customer loyalty and consistent occupancy.
- **Existing Infrastructure Supports Future Upside**, including a travel lift, boat ramp, fuel dock, club house with pool, maintenance areas, and multiple support buildings.
- **Ideal Candidate for Modernization or Repositioning**, with opportunities to upgrade covered slips, enhance amenities, improve branding, and increase rental rates.
- **One of Central Florida's Last Large-Scale Waterfront Holdings**, offering immediate cash flow plus long-term redevelopment potential along one of the region's most important waterways.

ADDITIONAL PHOTOS



An aerial photograph showing a marina with several boat slips and docks. In the foreground, there are large white buildings, likely storage or maintenance facilities, and a few cars parked on a grassy area. The water is calm and reflects the sky. In the background, a residential neighborhood with many houses is visible, along with a road and some trees.

SECTION 2
Location
Information

LOCATION OVERVIEW



SANFORD, FL

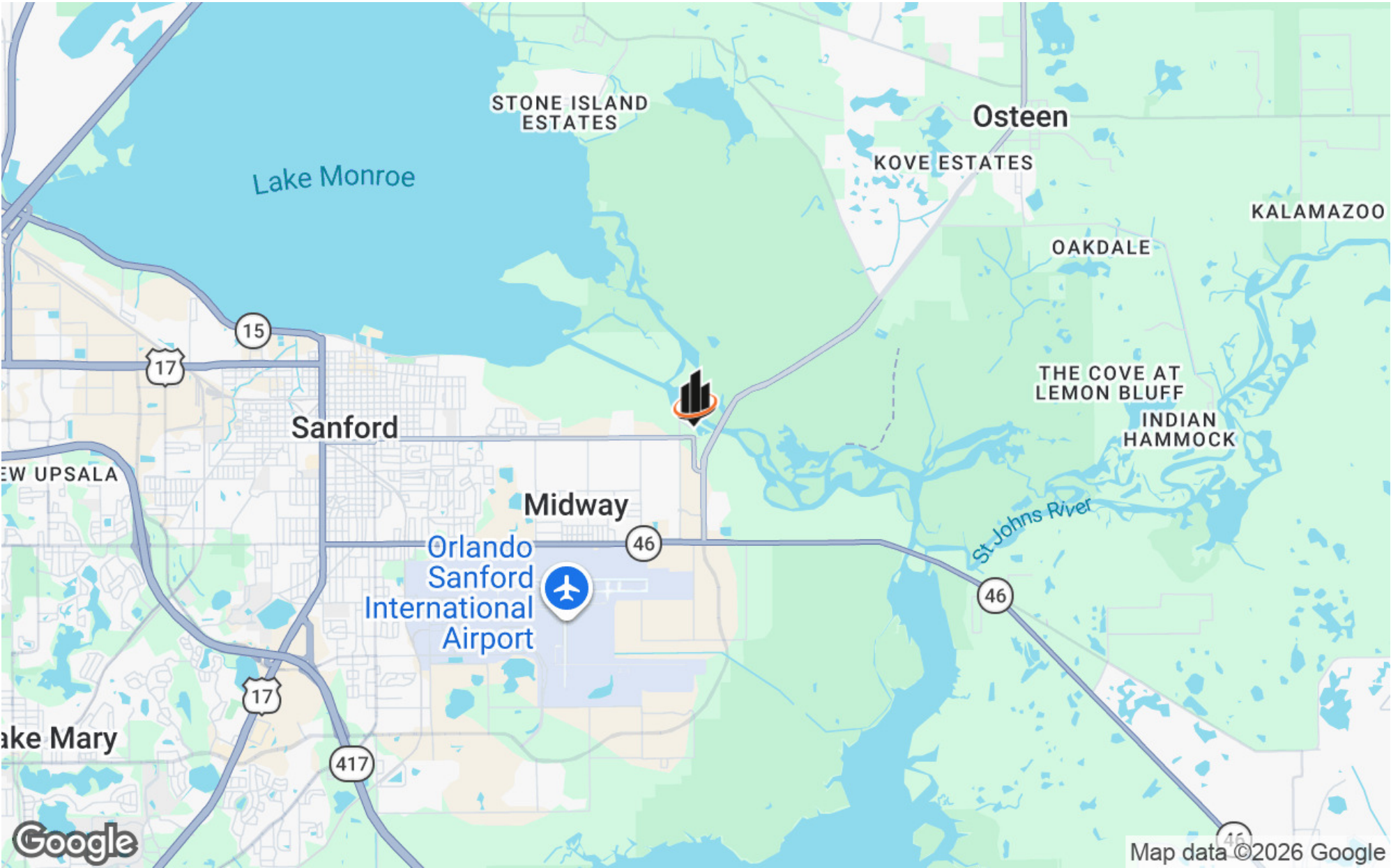
Sanford Boatworks and Marina is located along the southern shoreline of Lake Monroe, one of the largest lakes on the St. Johns River system, and sits less than a mile from historic downtown Sanford. The property benefits from direct access to the St. Johns River, providing boaters with a navigable route north through central Florida and connecting to a wide network of recreational waterways. The marina is positioned within a high-growth corridor of Seminole County and is surrounded by strong residential demand, expanding waterfront development, and a steady inflow of tourism driven by the city's riverwalk, restaurants, breweries, and year-round events.

The site is easily reached from State Road 46, U.S. Highway 17-92, and Interstate 4, allowing convenient access for both local boaters and customers trailering vessels from surrounding markets. The marina is also five minutes from the Orlando Sanford International Airport, which serves more than three million passengers annually and supports ongoing economic activity in the region.

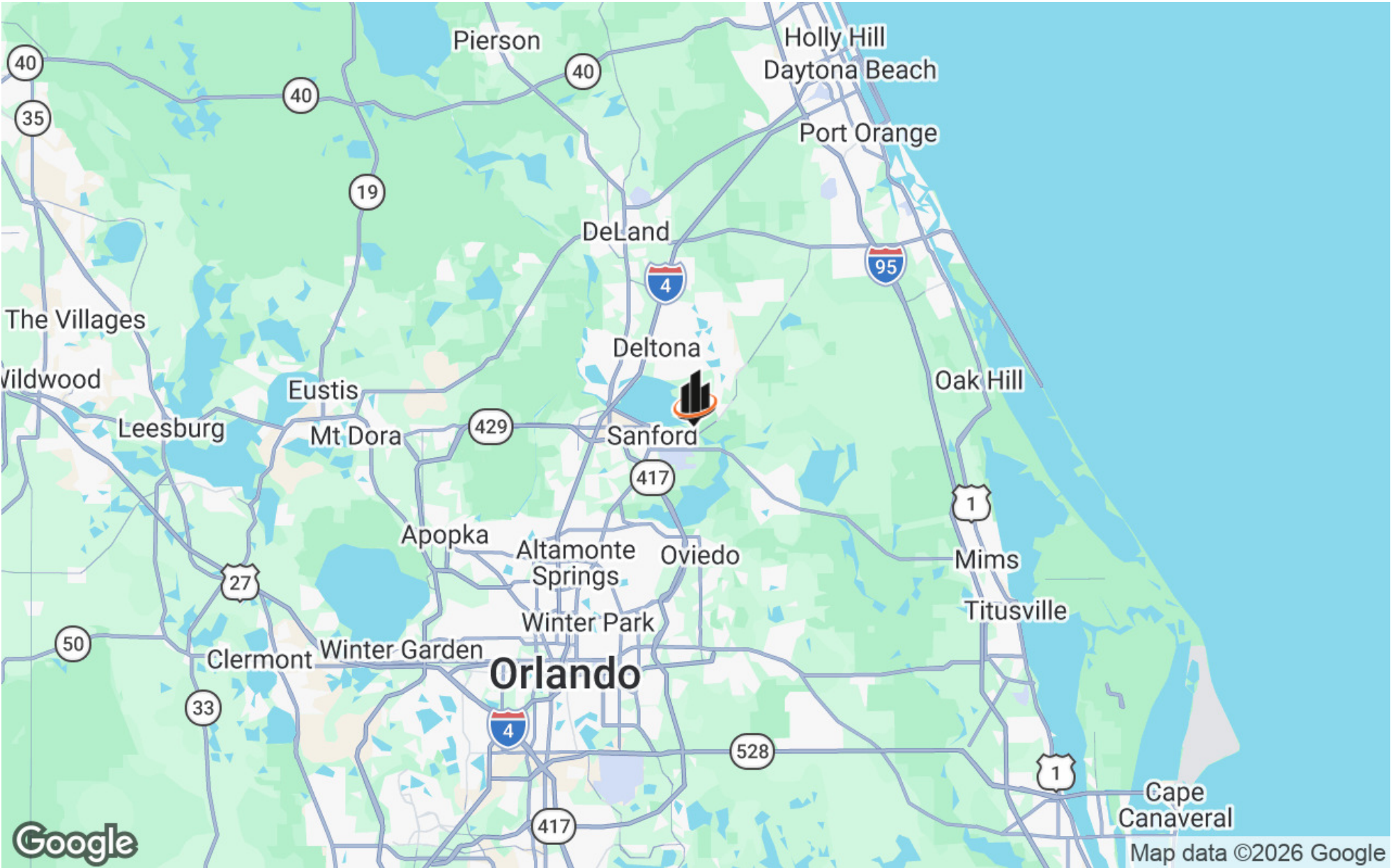


The immediate area combines historic charm with modern amenities. Sanford's revitalized downtown features dining, retail, entertainment venues, and a growing residential base, all within walking distance of the waterfront. Lake Monroe Park, the Sanford Riverwalk, and multiple public boat ramps reinforce the city's identity as a regional hub for outdoor recreation. This combination of waterfront access, transportation connectivity, and surrounding lifestyle amenities supports strong long-term demand for wet slips, dry storage, service operations, and marine-related commercial uses.

LOCATION MAP



REGIONAL MAP



MARINA MAP



marinas.com

Map

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Blog

About Us

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Sign Up



Map



Markers



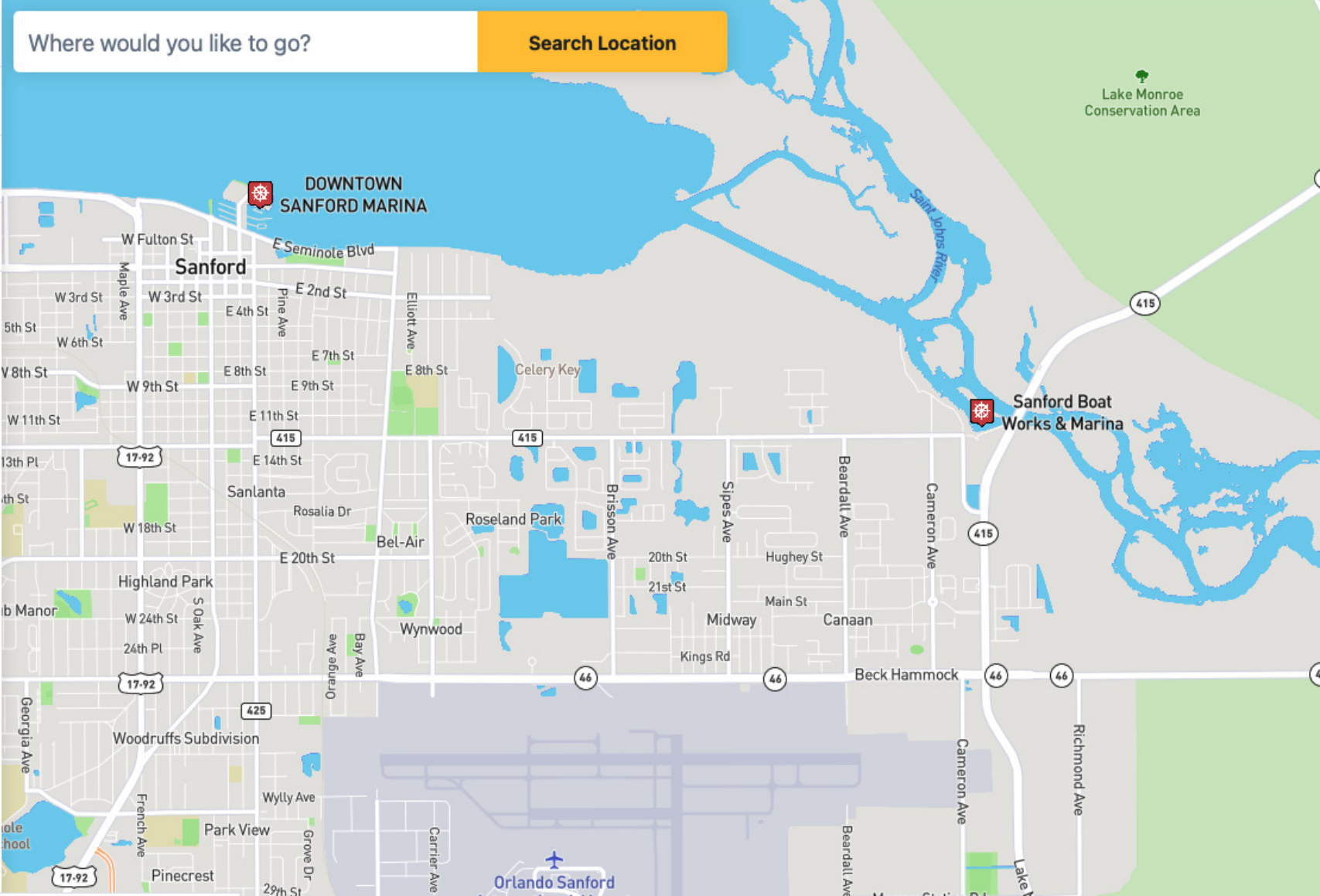
Fuel



Weather

Where would you like to go?

Search Location



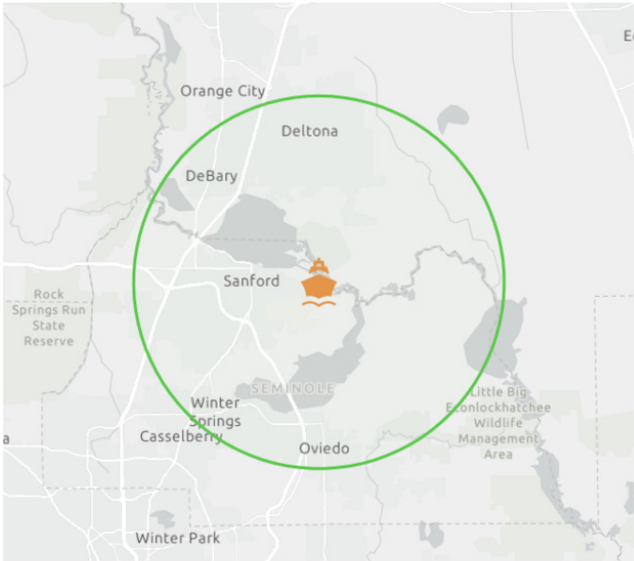
SANFORD BOAT WORKS & MARINA | 3900 Peninsula Point Sanford, FL 32771

SVN | NAUTILUS 13

An aerial photograph of a marina and surrounding residential area. The marina is filled with numerous boats, including yachts and smaller vessels, docked at various piers. Several large, white, rectangular structures, likely boat storage or maintenance buildings, are situated along the waterfront. The surrounding area includes a mix of greenery, trees, and residential housing. A road with some traffic is visible in the upper left. The sky is clear and blue.

SECTION 3 Demographics

DEMOGRAPHIC GROWTH



Population Trends and Key Indicators

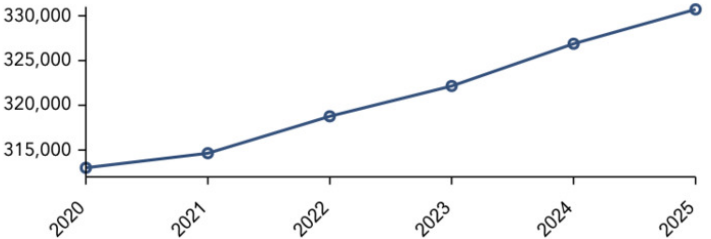
Peninsula Pt
Ring: 10 mile radius

330,711	127,600	2.57	40.8	\$82,170	\$392,997	93	77	78
Population	Households	Avg Size Household	Median Age	Median Household Income	Median Home Value	Wealth Index	Housing Affordability	Diversity Index

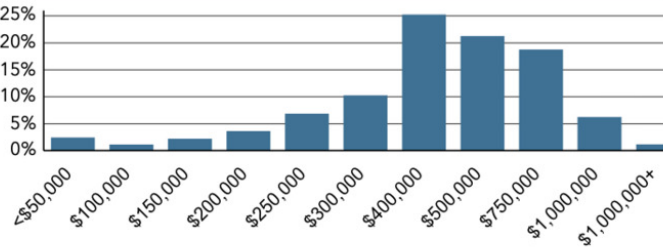
MORTGAGE INDICATORS



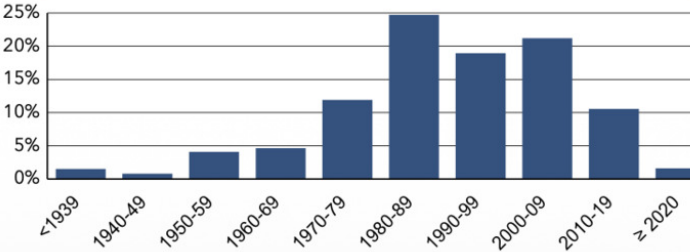
Historical Trends: Population



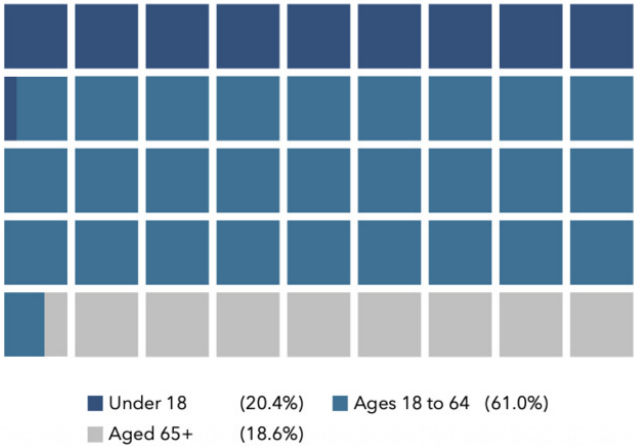
Home Value



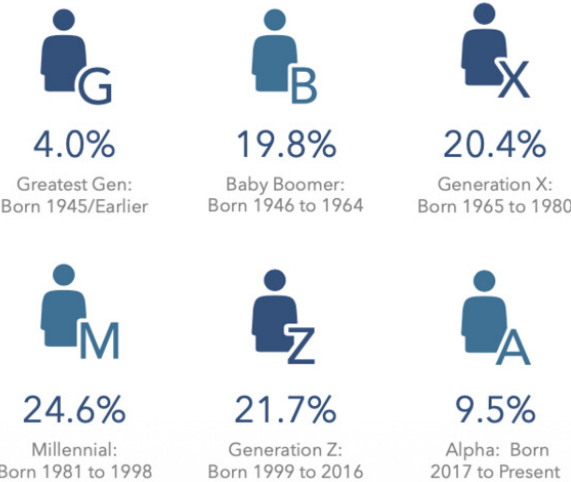
Housing: Year Built



POPULATION BY AGE



POPULATION BY GENERATION



Source: This infographic contains data provided by Esri (2025, 2030), Esri-U.S. BLS (2025), ACS (2019-2023). © 2025 Esri

DAVID KENDALL



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PROFESSIONAL BACKGROUND

David Kendall is a seasoned commercial real estate professional with a focus on the sale, development, and acquisition of marine facilities and businesses. With over 25 years of experience in real estate brokerage and finance, David brings a wealth of knowledge to every transaction. A Florida State University graduate with a Bachelor of Science in Finance, David is a licensed Florida Real Estate Broker and earned his prestigious CCIM designation in 2022, establishing him as a recognized expert in commercial and investment real estate.

David’s extensive experience spans valuation, financial analysis, leasing, portfolio investment management, sales, and marketing. He has navigated multiple economic cycles, continuously evolving his strategies to benefit his clients. Trusted by both institutional and private investors, David has facilitated acquisitions and divestitures of marine properties and businesses across varying market conditions.

As part of SVN, the only national commercial real estate firm with a specialized marina and marine advisory practice, David has access to an extensive network of experts. SVN Marinas was strategically created by seasoned marine specialists, with co-locations in Palm Beach County, FL, and Cape Cod, MA, allowing for efficient, nationwide service across the U.S. and the Caribbean. SVN’s 200+ offices and 1,600 advisors reinforce its reputation as a leading national real estate firm.

David’s expertise in large marina transactions combines technical skill with a powerful network of qualified acquirers. Known for his deep knowledge of the commercial waterfront, he is a trusted advisor to marina owners, operators, private equity firms, institutional investors, and developers. Whether you’re looking for insights into an existing marina, considering a new development, or seeking fresh perspective from a dedicated marina specialist, David’s commitment, experience, and industry knowledge provide a unique advantage.

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JOSH SHEPPARD



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PROFESSIONAL BACKGROUND

Josh Sheppard is a commercial real estate senior advisor specializing in marina sales, acquisitions, and waterfront investment properties across the United States. He works closely with buyers, sellers, and investors seeking marinas for sale, marine businesses, and income-producing waterfront assets, bringing a strong understanding of marina operations, dockage revenue, and asset performance.

As a member of the SVN Marinas team, Josh leverages a national platform and a targeted network of qualified marina buyers, private equity groups, and operators actively pursuing marina acquisitions and coastal investment opportunities. His experience includes advising on marina brokerage transactions, waterfront development projects, and valuation of marine-related assets, helping clients position their properties effectively in a competitive market.

Josh provides strategic guidance on pricing, marketing, and disposition of marina assets, with a focus on maximizing exposure and return on investment. Whether representing a marina for sale, evaluating a waterfront investment opportunity, or consulting on repositioning strategies, he delivers data-driven insights backed by real-time market intelligence.

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PROFESSIONAL BACKGROUND

Carl W. Lentz IV, MBA, CCIM is the Managing Director at SVN | Alliance with 20+ years of experience in the commercial real estate industry. He manages operations at the areas largest commercial real estate brokerage firm covering Volusia and Flagler Counties as well as the Greater Jacksonville market. He has a long history of success in assisting clients in the sale, lease or acquisition of commercial real estate across Central and North Florida. For the past 20+ years, he has represented local, regional and national clients for their retail, office, industrial and investment needs.

Carl is actively involved in the local community and is a former Daytona Beach City Commissioner, former member of the Daytona Beach Economic Development Advisory Board, Past President of the SMA Healthcare Foundation, Crime Stoppers of Northeast Florida, Tiger Bay of Volusia County and and is an active member of the Civic League of Volusia County.

The SVN organization is comprised of over 1,600 Advisors and staff in more offices in the United States than any other commercial real estate firm and continues to expand across the globe. Geographic coverage and amplified outreach to traditional, cross-market, and emerging buyers and tenants is the only way to achieve maximum value for our clients. This is why we proactively promote properties and share fees with the entire industry. This is our unique Shared Value Network and just one of the many ways that SVN Advisors create amazing value with our clients, colleagues and communities.

SVN | Alliance is located in Ormond Beach, FL and provides sales, leasing, tenant representation and corporate real estate services in the Greater Daytona Beach Area. SVN advisors represent clients in billions of dollars annually in auction, distressed assets, golf and resorts, hospitality, industrial, institutional capital markets, land and development, medical office, multifamily, office, restaurant, retail self storage, single family rental portfolios and single tenant investments. All SVN offices are

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