



21,000 ADT



SEBASTIAN RIVER MARINA & BOATYARD

8525 US-1
SEBASTIAN, FL 32976

60 Dry Storage Racks



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60 Wet Slips

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1 PROPERTY INFORMATION

8525 US-1
Sebastian, FL 32976

Property Summary



OFFERING SUMMARY

Sale Price:	\$5,700,000
Lot Size:	±3.86 Acres
Building Size:	4,873 SF
Zoning:	BU-1 Commercial
Slips:	60 Dry & 60 Wet Slips (±4,763 Linear Feet)
Hauling:	80,000 lb Marine Travel Lift 20,000 lb Wiggins Marina Bull Forklift

PROPERTY OVERVIEW

SVN is pleased to present Sebastian River Marina & Boatyard, the closest full service marina & boatyard to Sebastian Inlet in Brevard County. The marina consists of ±3.86 acres [2.09 acres of upland & 1.77 acres of submerged fee simple owned bottom]. There are 53 outdoor dry storage racks for boats up to 36', 7 dry storage racks for up to 60' and 60 wet slips for boats 35' to 60'. The boatyard is equipped with an 80,000 lb marine travel lift that utilizes a 42' x 18' haul out pier for hauling & blocking large vessels up to 60'. The dry storage marina is equipped with a 20,000 lb Wiggins Marina Bull forklift for convenient hauling of dry storage customer's boats.

±4,763 linear feet of billable dockage. In water slips are constructed of fixed woodpile piers with a basin that is protected by an attached concrete break water creating a calm water environment inside the basin. The Sebastian River Marina & Boatyard is a popular destination for boaters traveling Florida's East Coast. The boatyard is the only service facility capable of hauling boats of this size for 30 miles in either direction, and the marina is conveniently located just 3 miles west from the Sebastian Inlet. Direct deep water access to the intracoastal waterway makes this a convenient stop along the ICW. Management has implemented a hurricane haul out plan that serves as a convenience and consistent source of revenue for tenants as well as private owners for storm protection during hurricane season.

Multiple Growth Opportunities

MARINA EXPANSION

In a letter from Brevard County the marina can be expanded to 109 wet slips and 100 indoor dry storage slips. This would almost double the current capacity of the marina. Expansion of the marina basin to the east and adding additional dry storage to the upland creates a value add opportunity for a new owner. Given the high occupancy rates in the area and proximity to Sebastian Inlet (3 miles East), it is reasonable to assume that additional slips are likely to lease out quickly. With deeded rights to the basin bottom a new owner can explore selling condominium slips, which is becoming more & more attractive to boat owners.

ASSEMBLAGE OPPORTUNITY

Possible opportunity to assemble adjacent parcels (offered separately) in an Opportunity Zone to create a ±10 acre world class waterfront marina & resort destination. Two of the adjacent parcels recently received approval for a 70 unit hotel. A resort hotel with access to a marina & waterfront restaurant just 3 miles from Sebastian Inlet would make this a highly desirable destination for all travelers to the area. Currently there are no flag hotels within a 30 mile stretch of coastline between Melbourne and Vero Beach.

OPPORTUNITY ZONE

The marina is located in a federally designated "Opportunity Zone". This allows for capital gain tax deferral and post acquisition capital gain elimination. Buyers are encouraged to consult with their tax attorney to completely understand the benefits of investing in an Opportunity Zone.

ACTIVATE THE RESTAURANT

A former restaurant pad exists on the NW corner of the marina parcel. This was once a thriving waterfront dining destination before hurricanes forced the owners to shut down. Plans exist to build a two story 7,000 sq ft restaurant that overlooks the marina and Indian River. With access to a hotel, plenty of parking, & a marina, this could become a successful waterfront restaurant. A new owner could develop & operate or enter into a long term lease with a restaurant operator.

MICCO I-95 NEW INTERCHANGE, EMERALD LAKES, & PALM BAY EXPANSION

Opening in 2019, a new Brevard County highway interchange is under construction at I-95 and St. Johns Heritage Parkway, about 6 miles West of the subject property. Located at the new interchange a game changing New Urbanist community, Emerald Lakes will provide a mixed use downtown with diverse residential housing, retail shops, professional offices, a medical campus and business and technology park. The project will host 3,760 residential units and 2.8 million square feet of office, retail, institutional, medical and research uses. At full build out, Emerald Lakes will support over 11,000 jobs annually and generate over 6,500 full-time jobs in Brevard County. A project of this scope and magnitude will benefit surrounding Brevard County communities such as Micco. The new interchange will improve the flow of traffic to the waterfront and the subject property.

"DOCKOMINIUMS"

A rare feature that is unique to this marina is the deeded bottom owned land associated with the marina basin. This makes it possible to convert the entire marina to "dockominiums". With the strength in the economy sales of "dockominiums" are making a comeback. This provides value add potential for a new owner to recover and grow their investment by selling off individual slips along with yacht club memberships. This is becoming more and more attractive to boat owners with limited options for storing their boats.

Complete Highlights

SALE HIGHLIGHTS

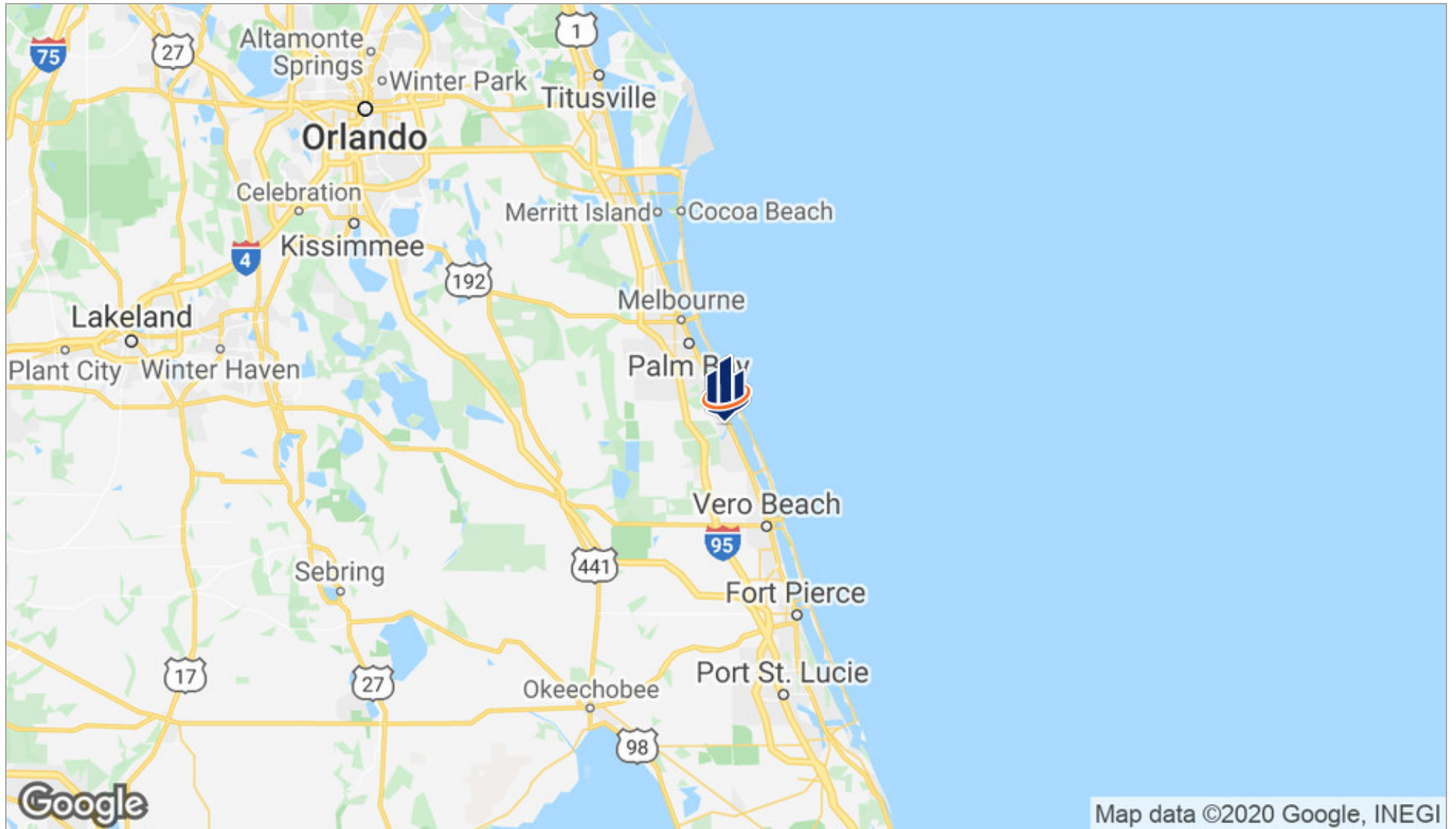
- Located on US Highway 1 with 567 feet of lineal water frontage
- Deepwater access to the ICW and Atlantic Ocean
- Just 3 miles to Sebastian Inlet
- Seawall protected Marina basin, a rare feature (bottom owned)
- 80,000 lb marine travel lift (only facility for 30 miles in either direction)
- Possible ±10 Acre assemblage that could include the marina, a hotel site, a fully leased commercial center and commercial warehouse
- The marina and nearby parcels are in a federally recognized Opportunity Zone that allows for capital gain tax deferral and post acquisition capital gain elimination
- Customer base from Melbourne, Palm Bay, Viera, Vero Beach, & as far away as Orlando
- A new interchange at I-95 and Micco Road that will feed I-95 traffic to US-1 just North of the marina.
- Robust boating community with great cruising atmosphere and waterfront destinations
- High demand for boat slips and dry storage
- Local marinas are experiencing low vacancies with most marinas reporting being on a waiting list for slips
- High barriers of entry
- Irreplaceable Waterfront Property with unequalled access
- Former restaurant pad can be activated to create a one of kind waterfront dining experience
- Opportunity Zone properties are in high demand



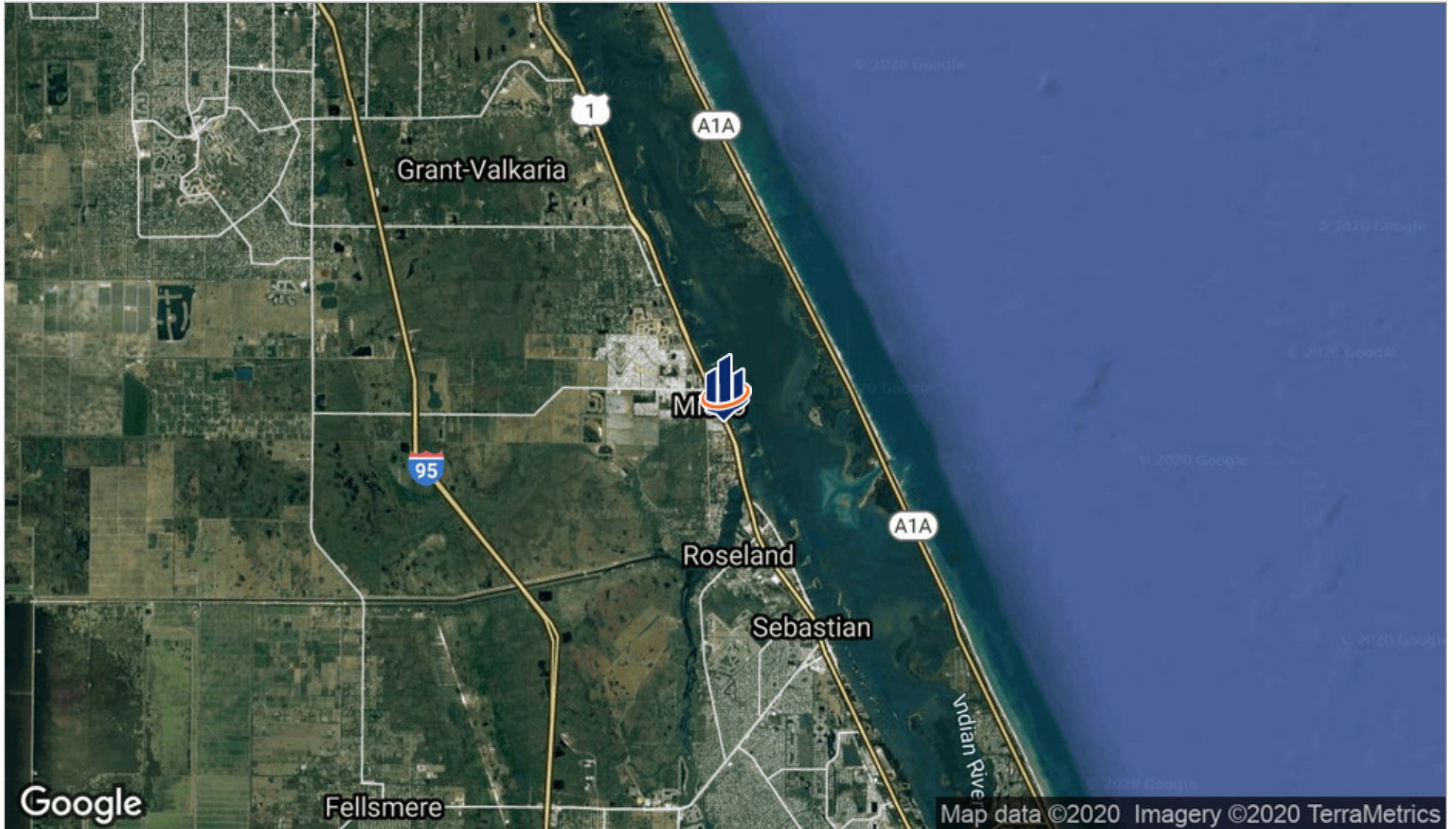
2 LOCATION INFORMATION

8525 US-1
Sebastian, FL 32976

Location Maps



Regional Map



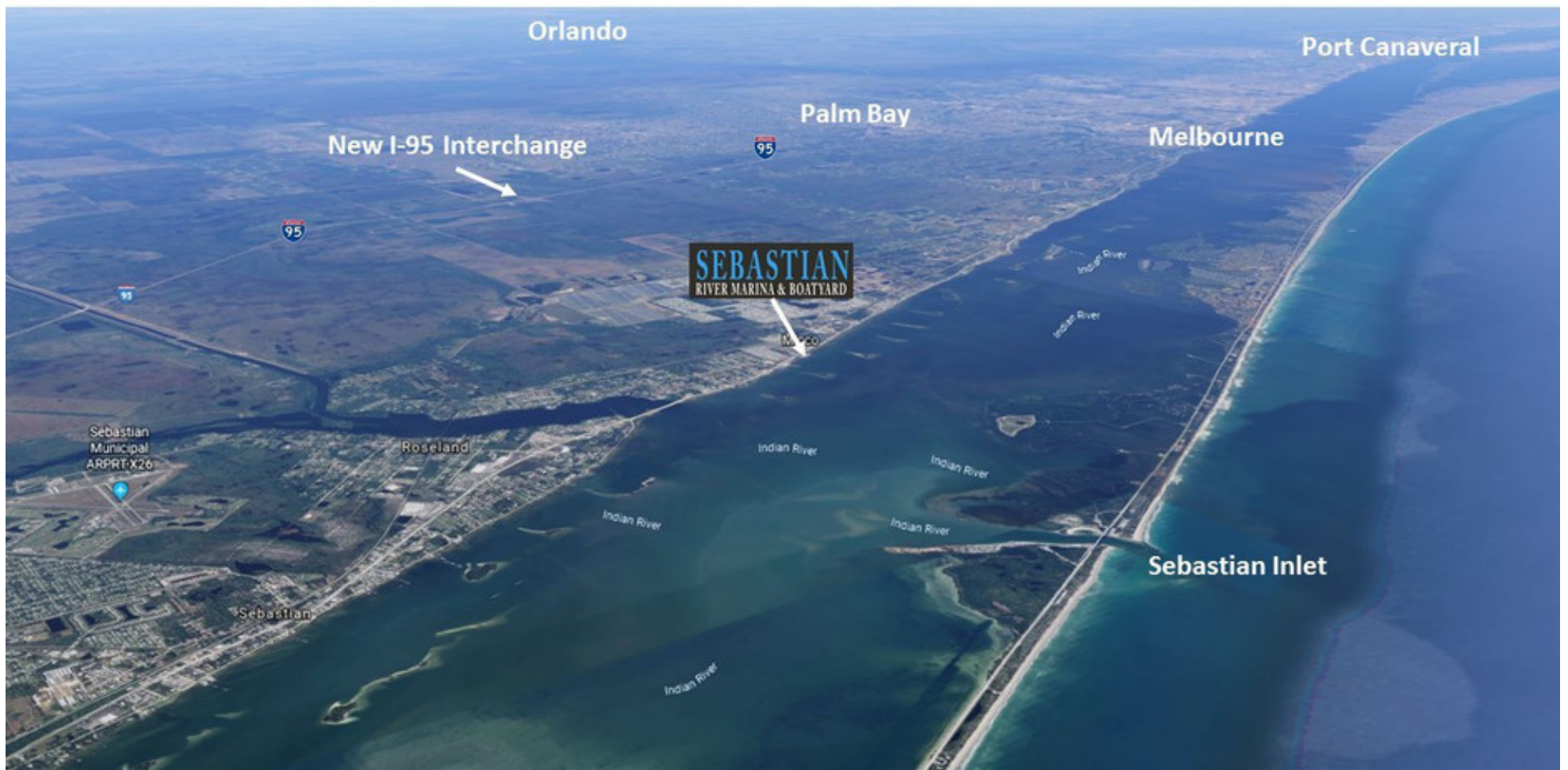
New Micco I-95 Interchange



Area Development



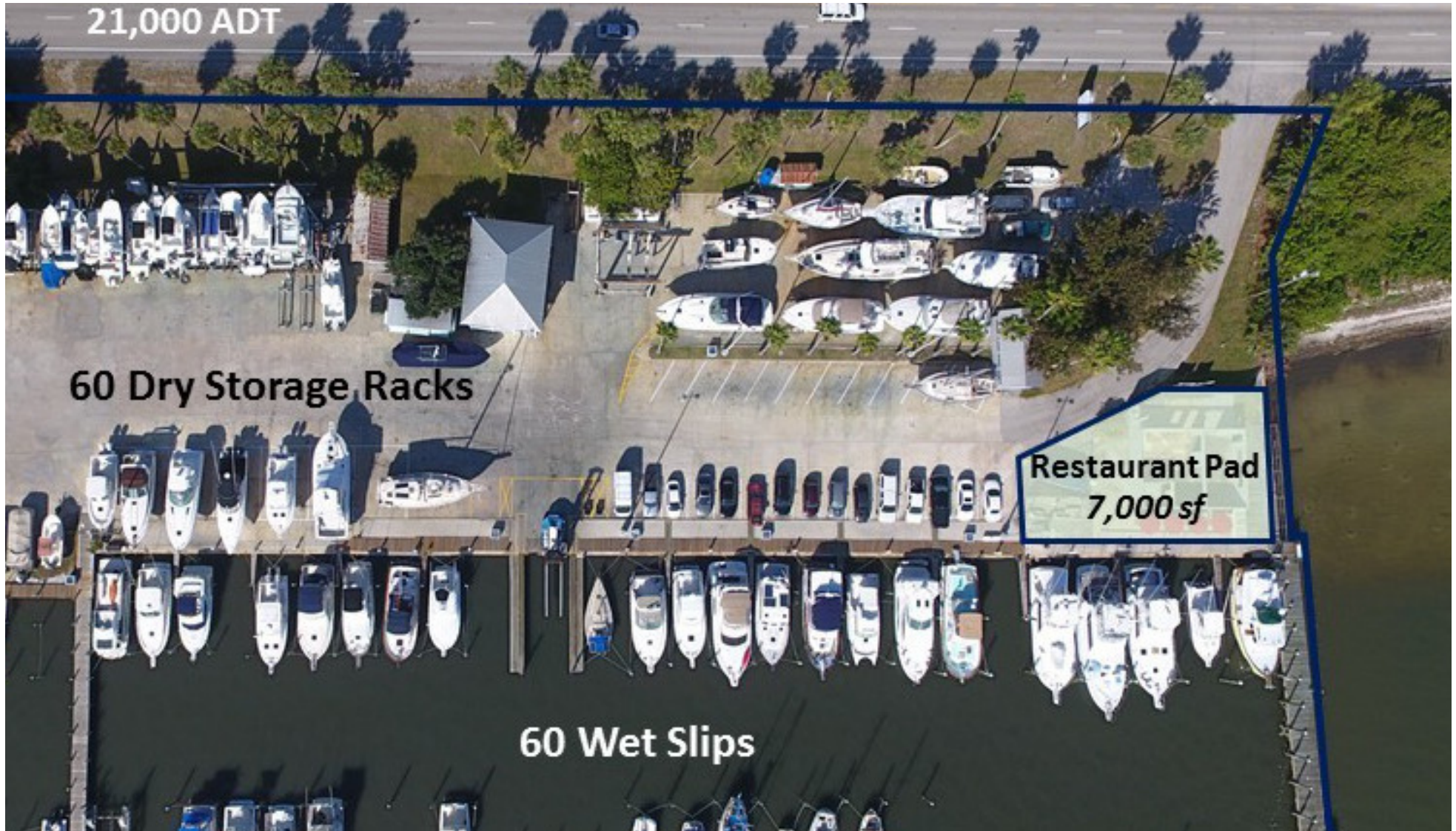
Area Overview



Marina Amenities



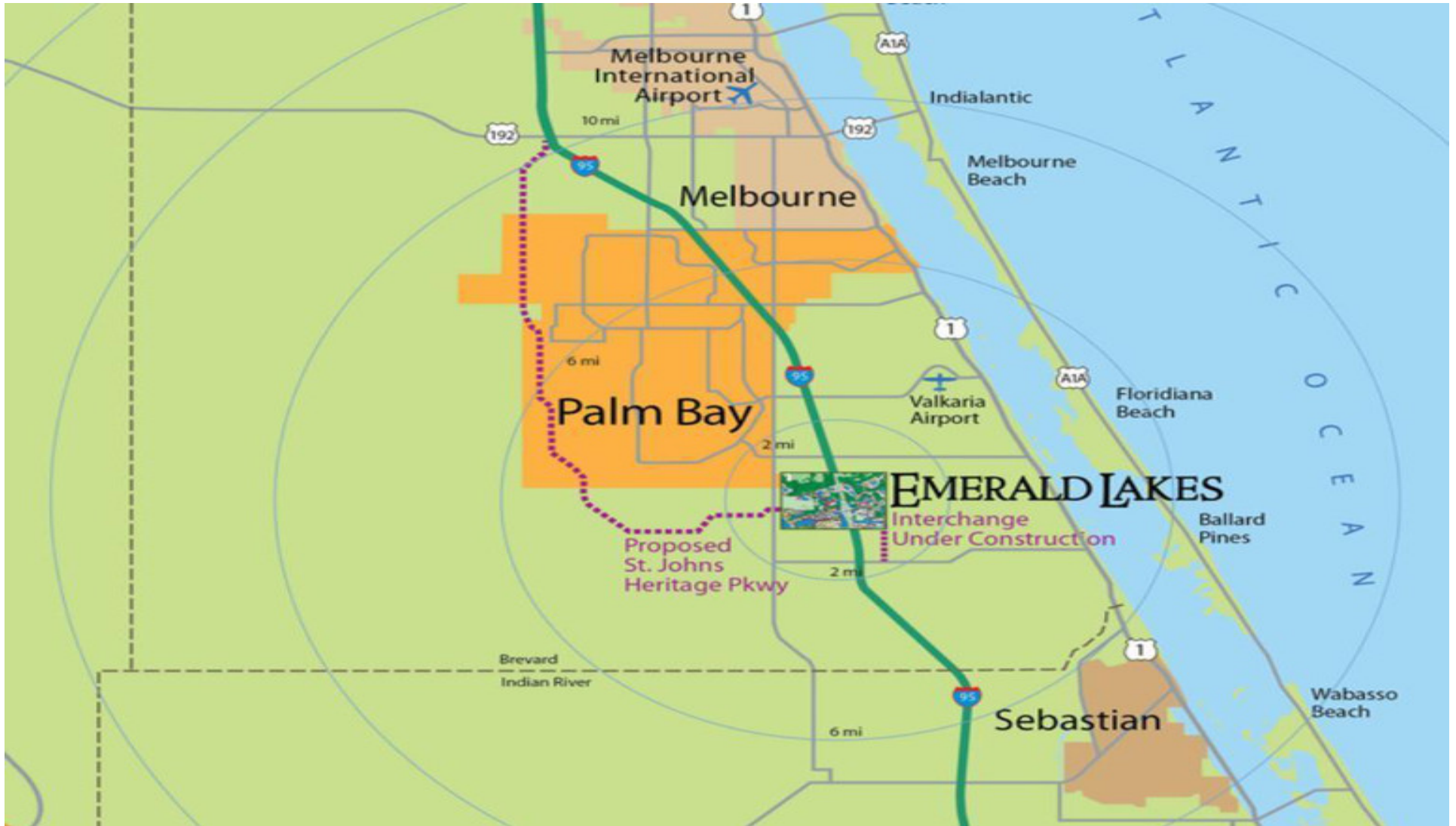
Restaurant Pad



Deeded Submerged "Fee Simple" Bottom Rights



Major Development Proximity To Marina



New Nearby Brevard County Development



4 MARINA PICTURES & SITE PLANS

8525 US-1
Sebastian, FL 32976

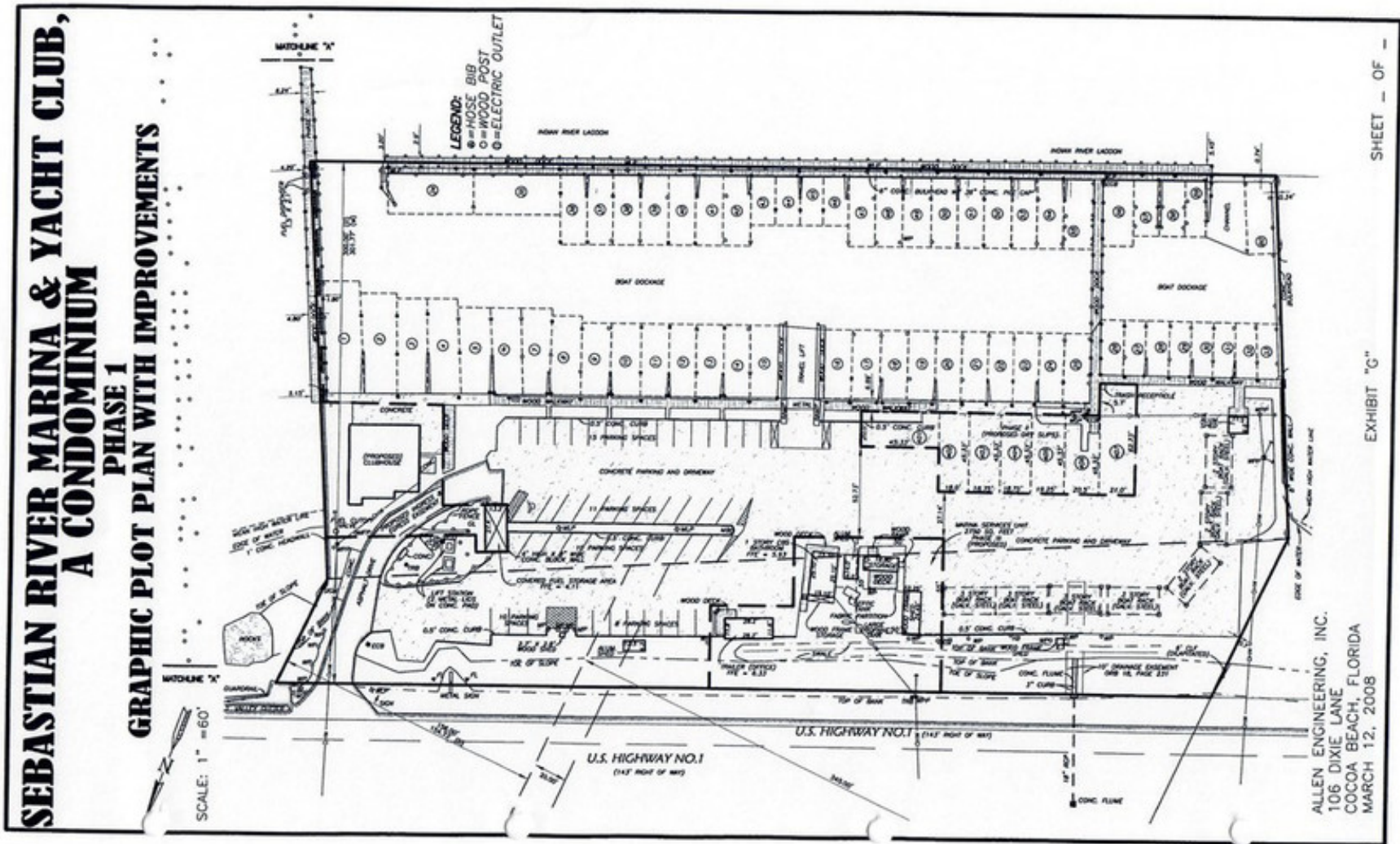
Additional Photos



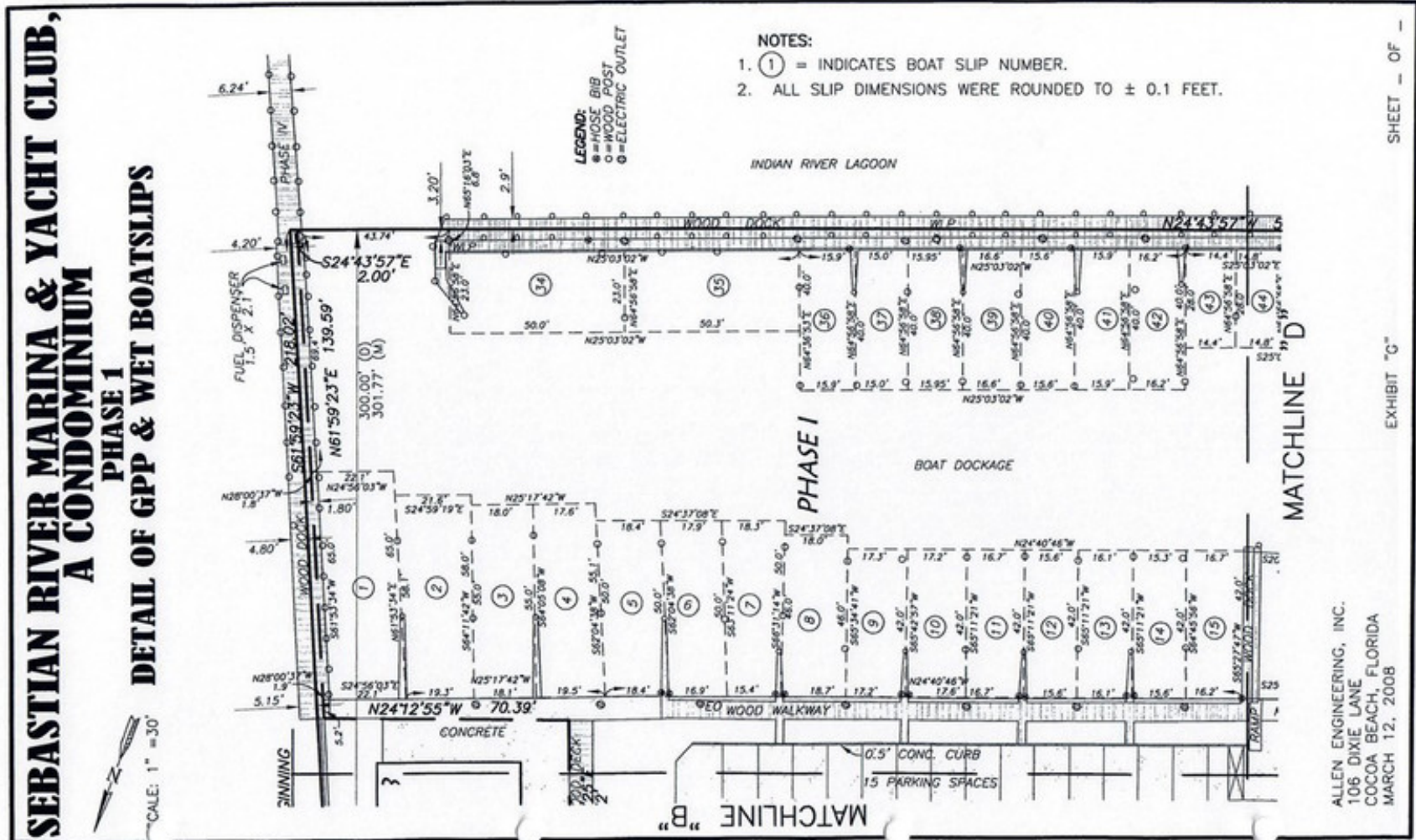
Additional Photos



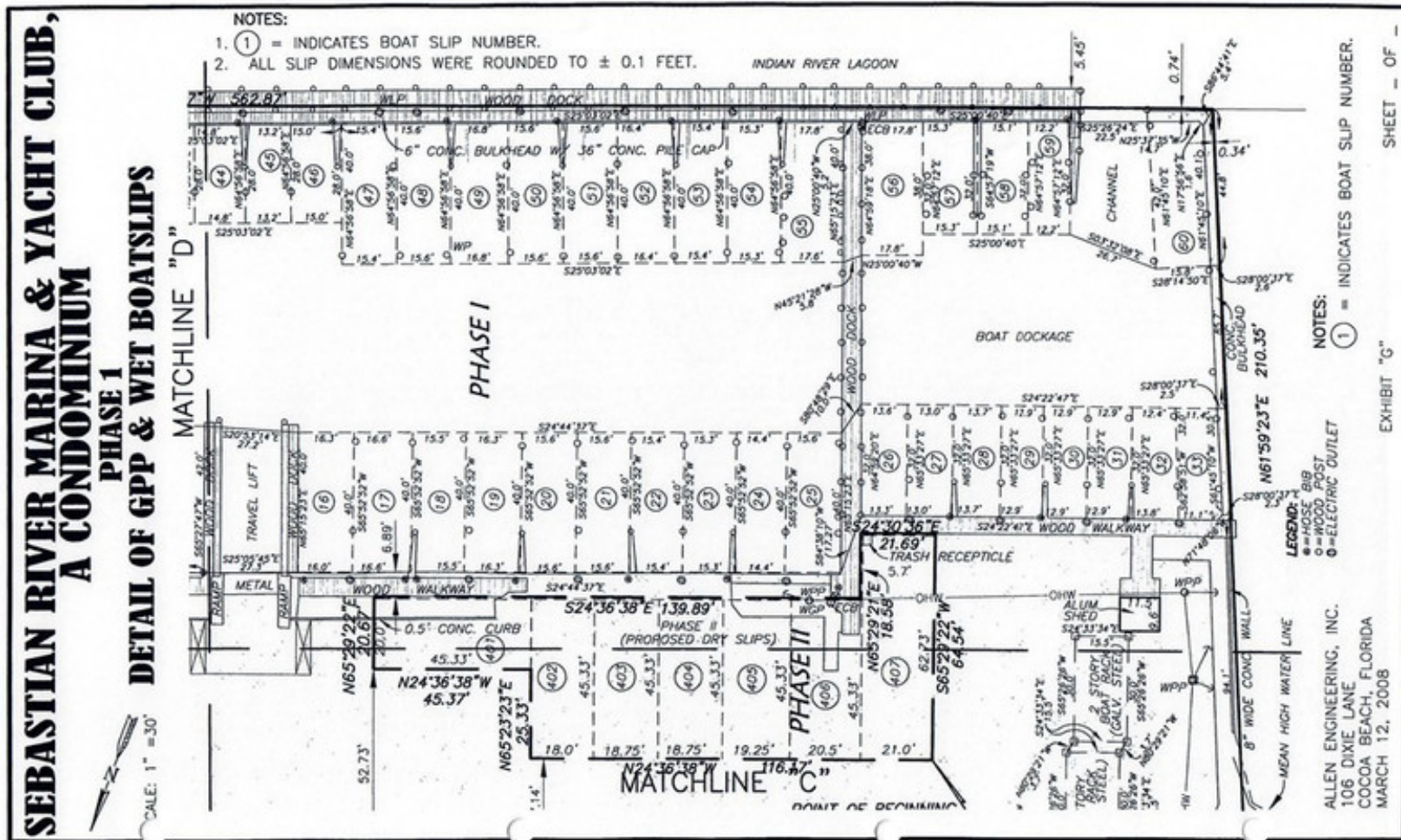
Marina Site Plan



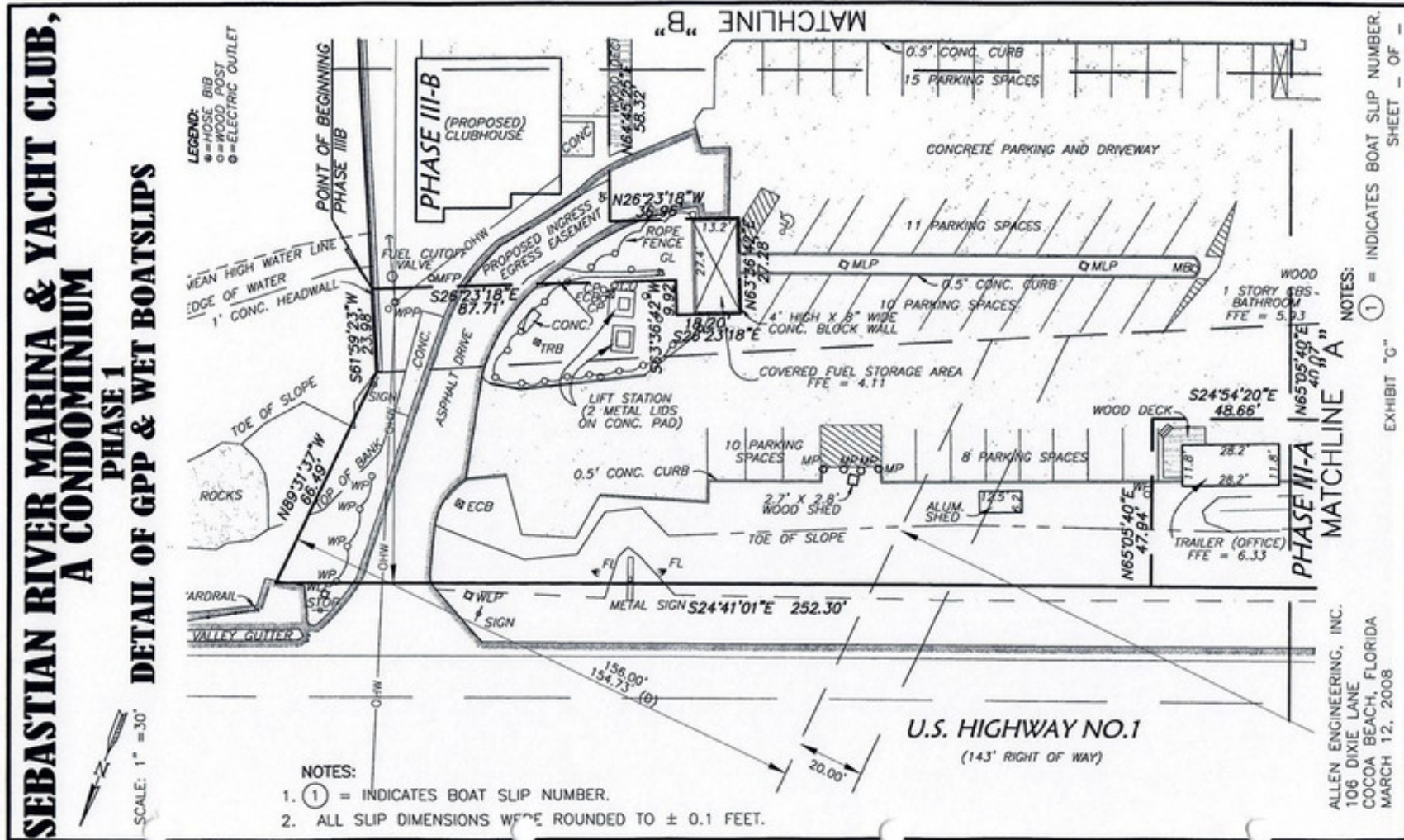
Wet Slips North

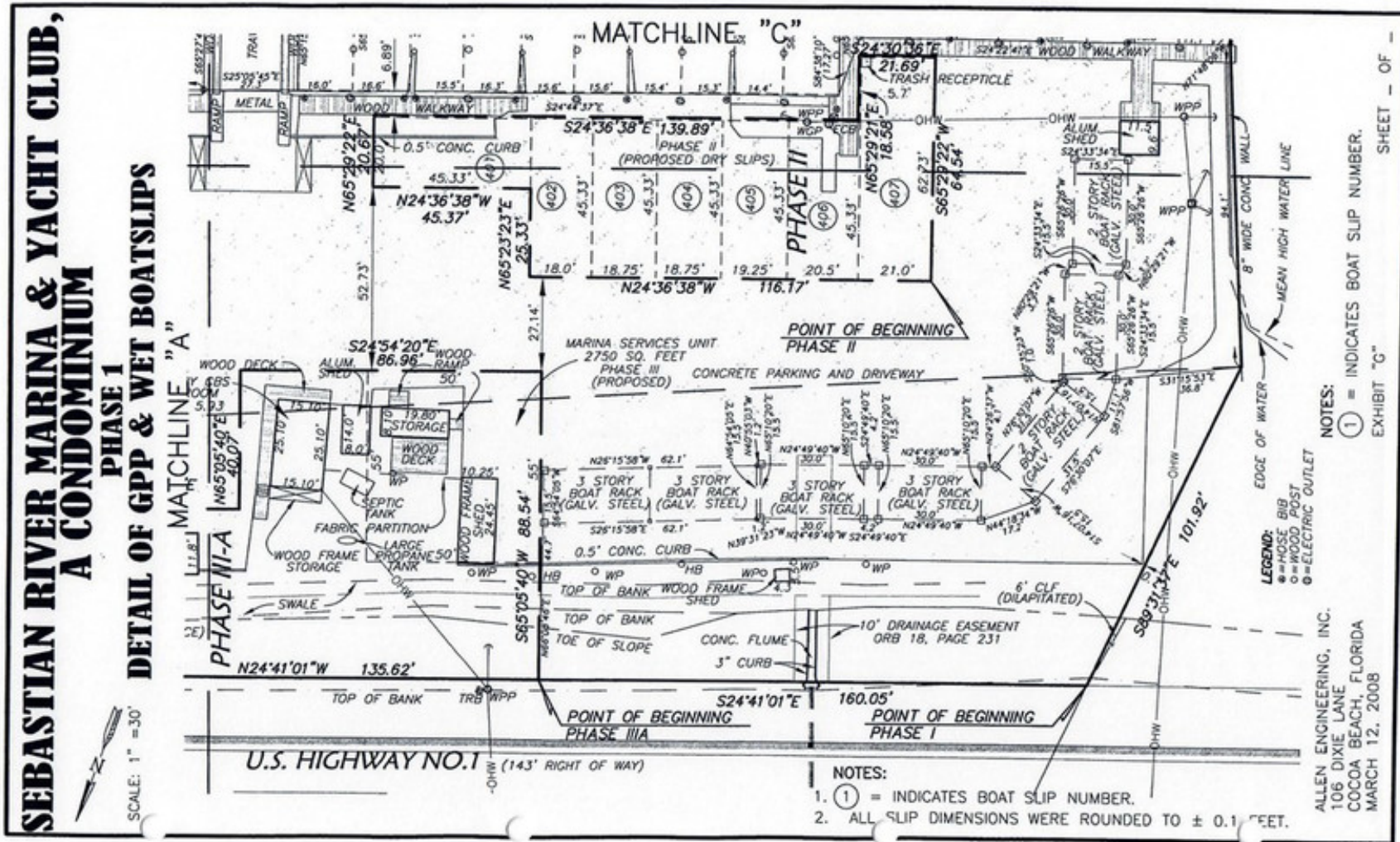


Wet Slips South

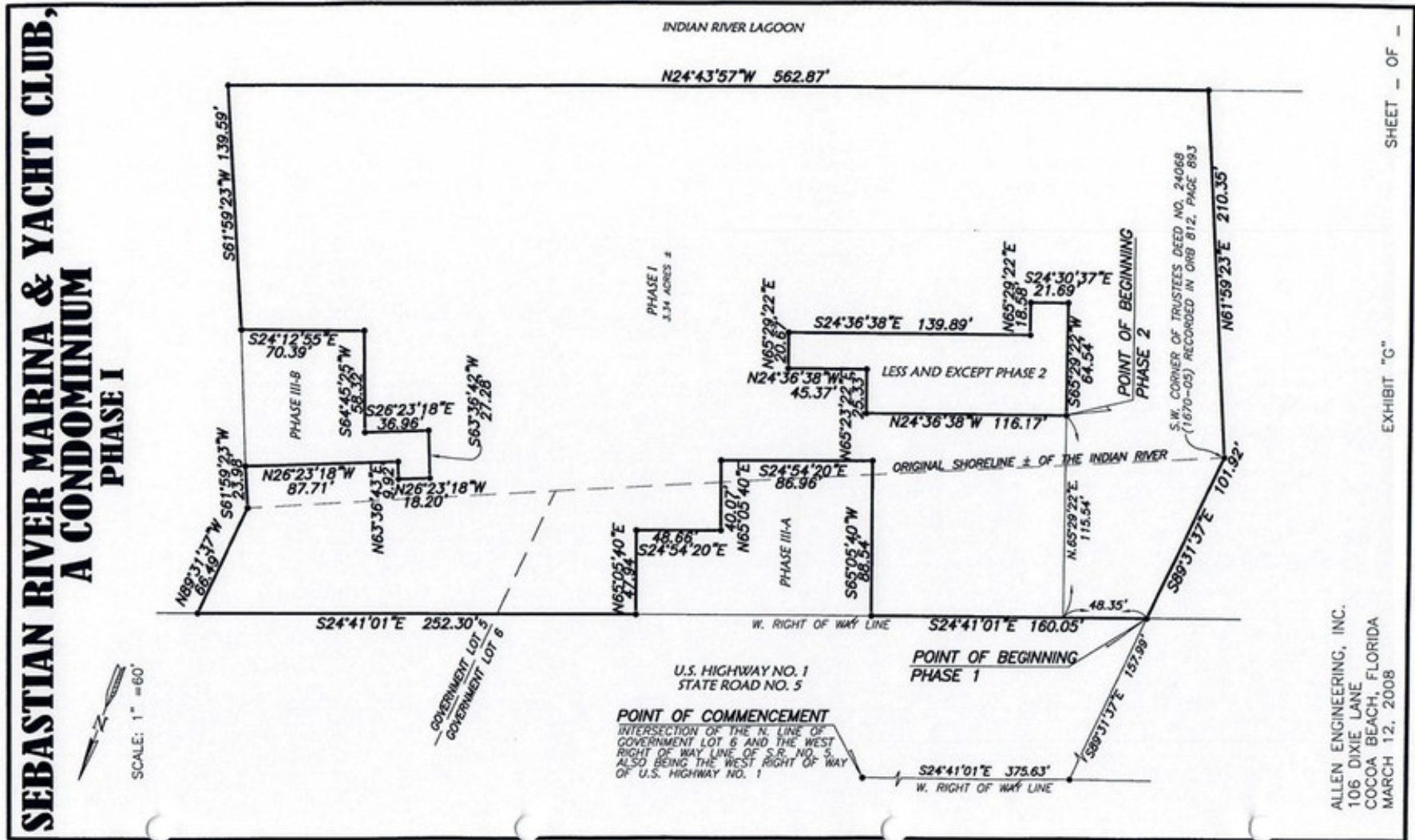


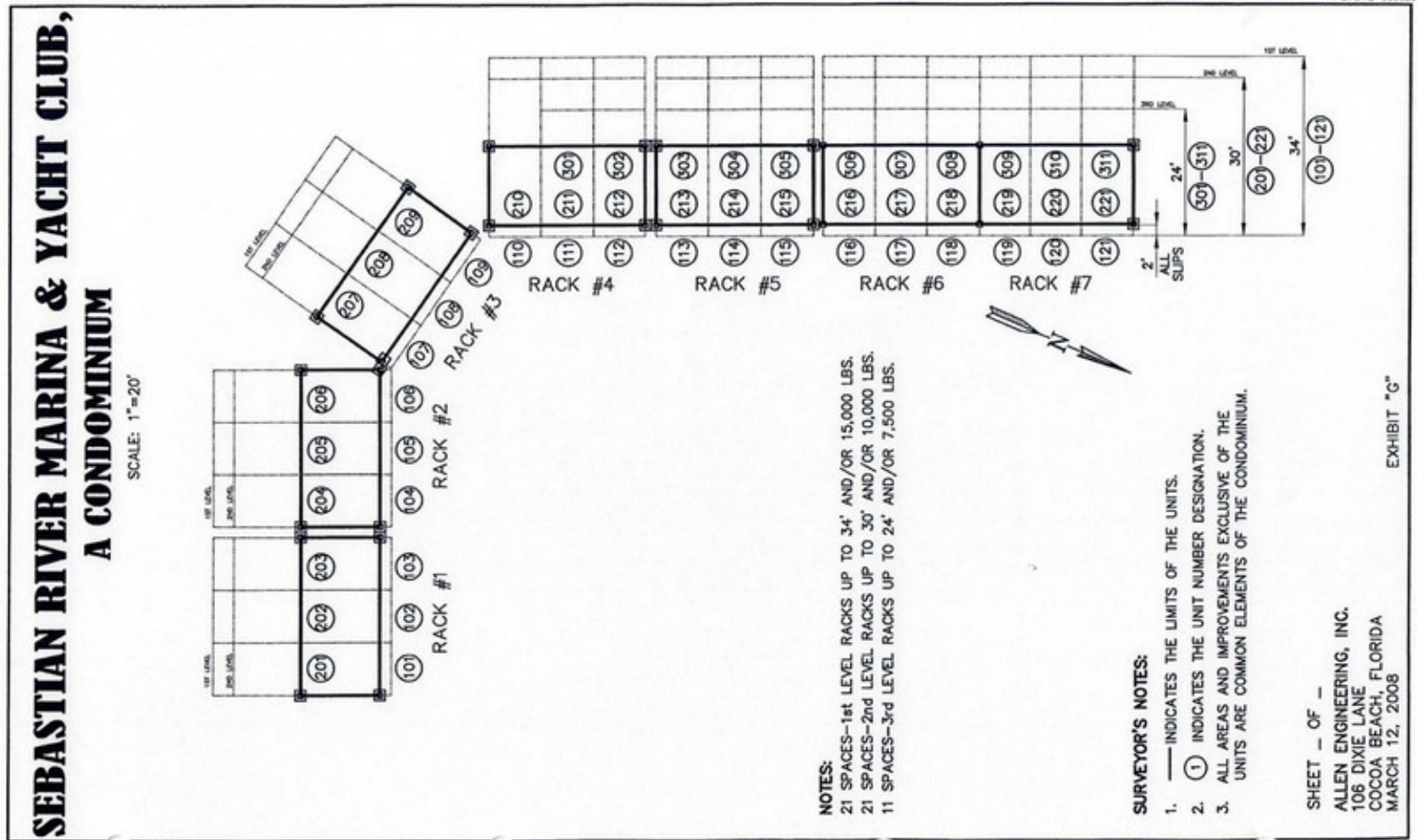
Proposed Restaurant Pad (Clubhouse) & Parking





Marina Survey





4 FINANCIAL ANALYSIS

8525 US-1
Sebastian, FL 32976

2019 Pro Forma Income & Expenses

2019 PRO FORMA INCOME SUMMARY

Gross Income	\$899,999
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2019 PRO FORMA EXPENSE SUMMARY

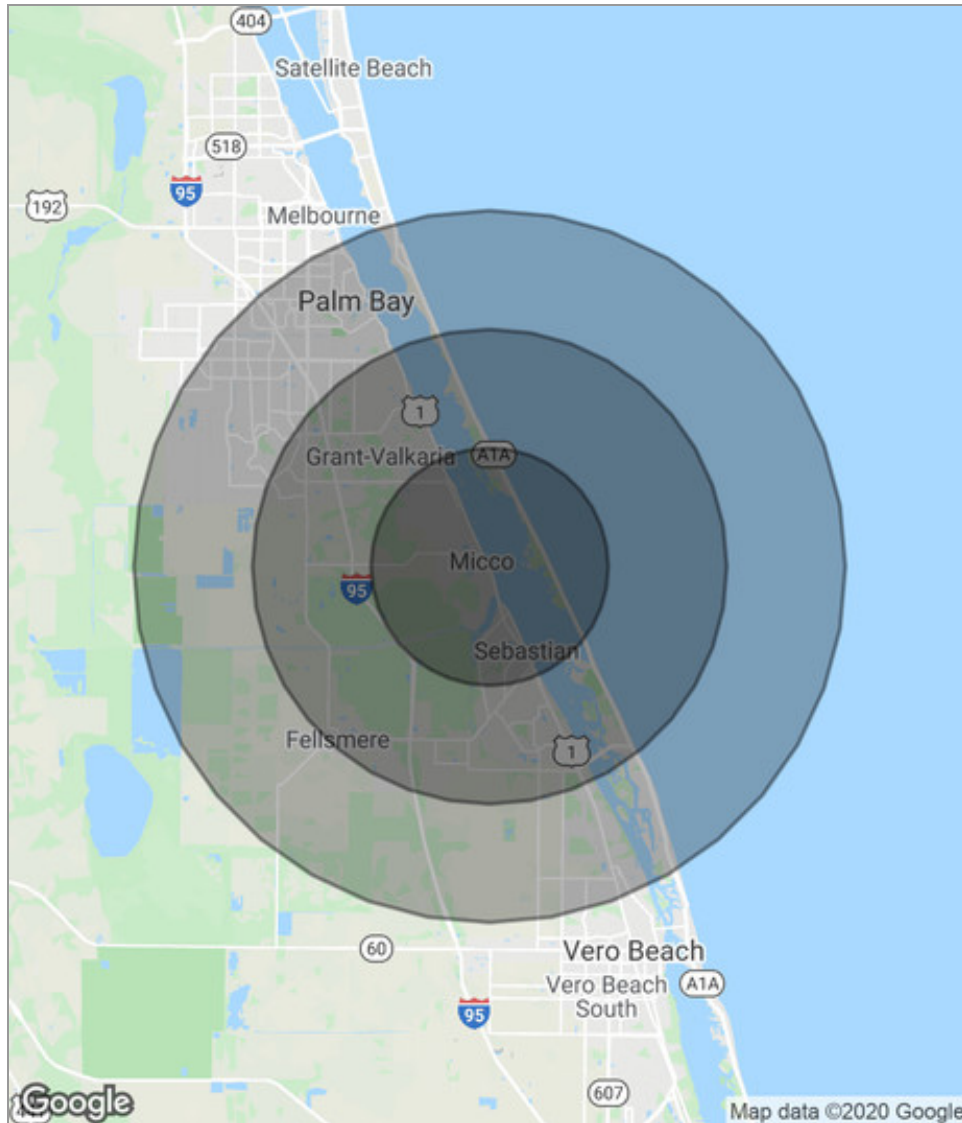
COGS	\$293,000
OPERATING EXPENSES	\$300,000
Gross Expenses	\$593,000
Net Operating Income	\$306,999

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DEMOGRAPHICS

8525 US-1
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Demographics Map



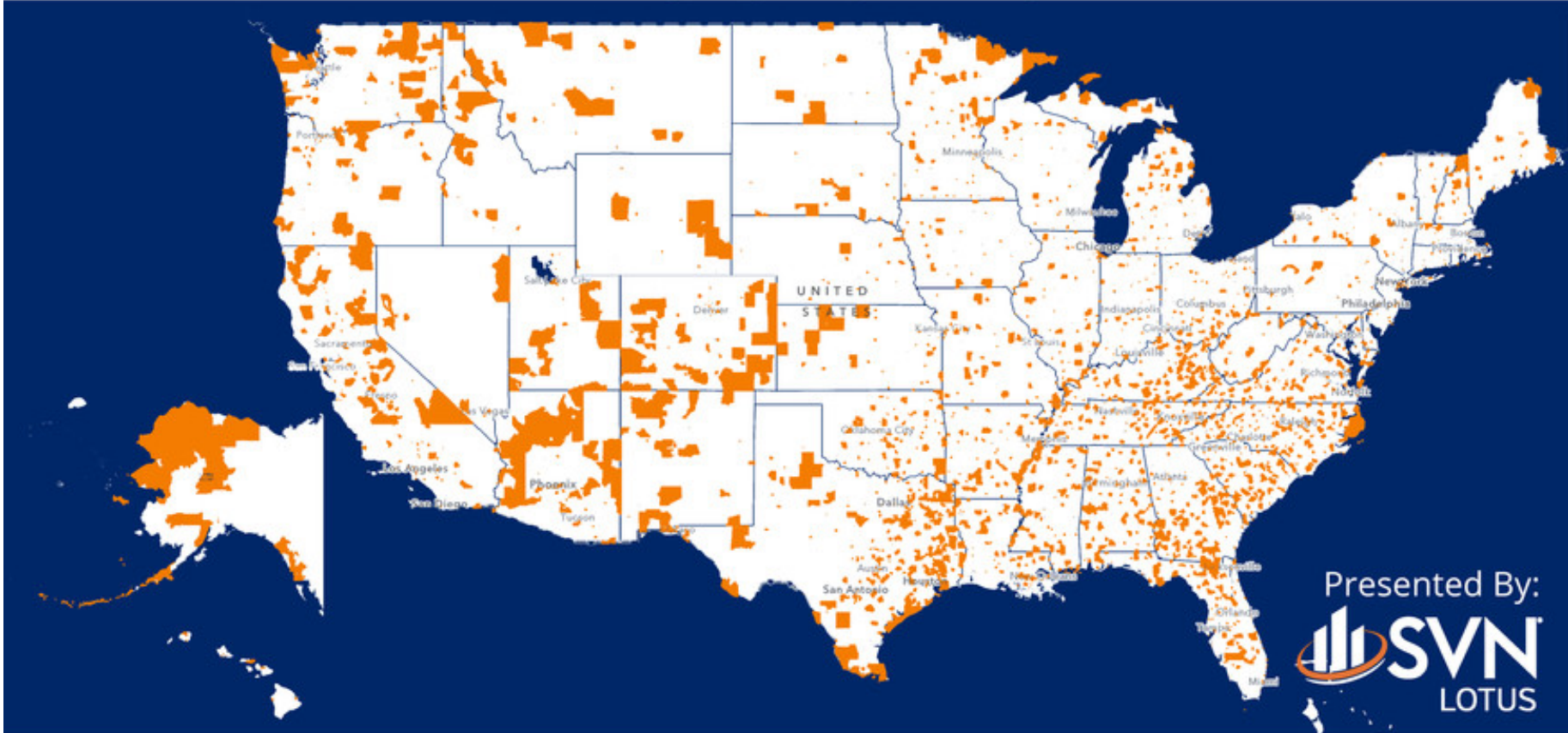
POPULATION	5 MILES	10 MILES	15 MILES
Total population	19,830	60,753	168,684
Median age	59.7	52.3	45.6
Median age [Male]	59.5	51.6	44.3
Median age [Female]	60.3	52.9	47.0
HOUSEHOLDS & INCOME	5 MILES	10 MILES	15 MILES
Total households	9,627	26,481	68,635
# of persons per HH	2.1	2.3	2.5
Average HH income	\$65,152	\$72,491	\$64,042
Average house value	\$288,860	\$257,782	\$232,058

* Demographic data derived from 2010 US Census

National Opportunity Zones

Opportunity Zones

Locally, Regionally, Nationally.

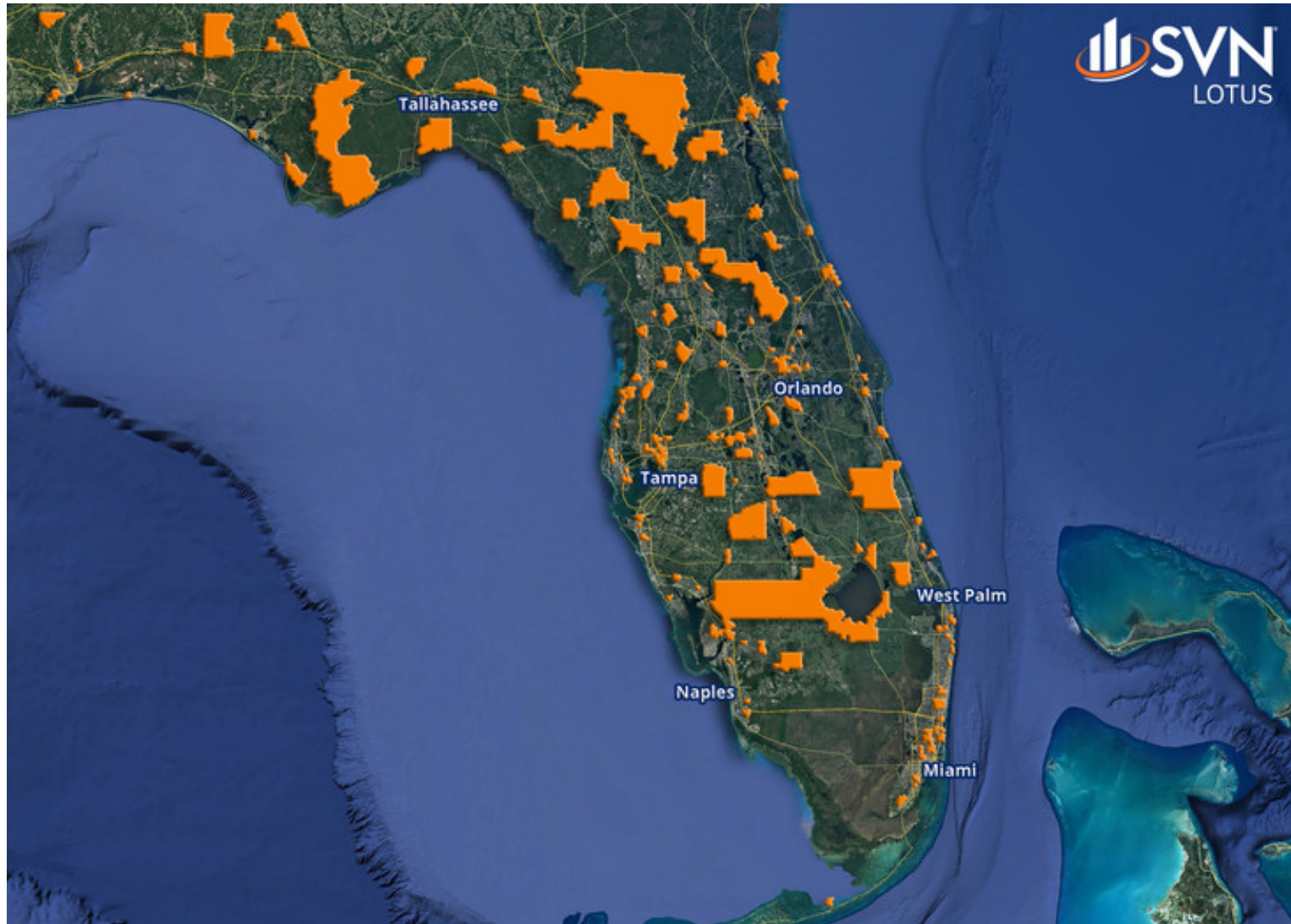


The map displays the United States with numerous orange-colored Opportunity Zones scattered across all states. Major cities are labeled, including Seattle, Portland, Sacramento, San Francisco, San Diego, Los Angeles, Phoenix, Tucson, San Antonio, Austin, Dallas, Houston, New York, Philadelphia, and Miami. The text 'UNITED STATES' is centered on the map.

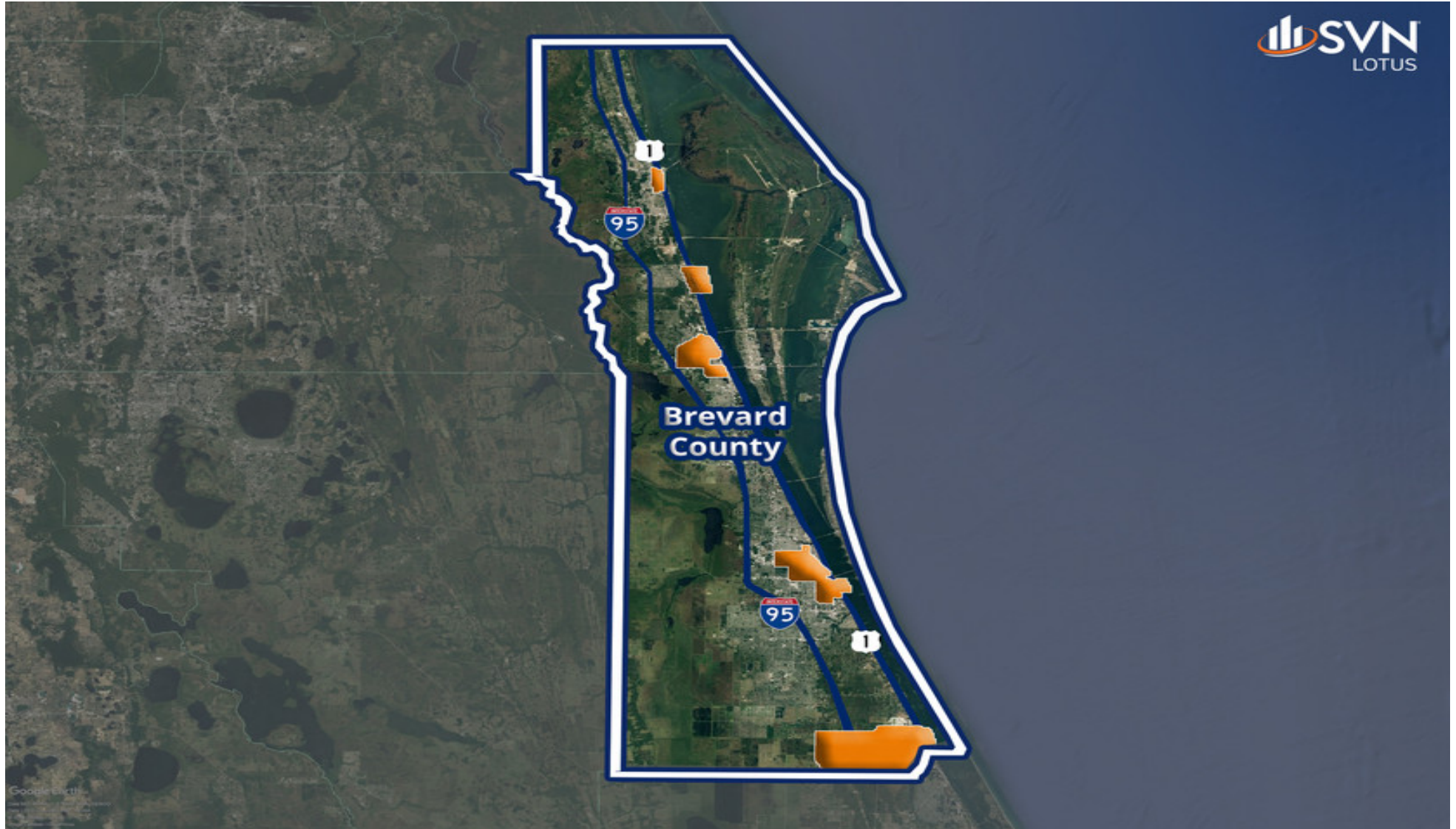
Presented By:
SVN
LOTUS

Over 200 SVN offices across the Globe.

Florida Opportunity Zones



Brevard County Opportunity Zones



6 ADVISOR BIOS

8525 US-1
Sebastian, FL 32976

Advisor Bio

DAVID KENDALL

Senior Advisor



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PROFESSIONAL BACKGROUND

David Kendall is a CRE professional specializing in the sale, development, & acquisition of marine facilities. Kendall has over 20 years of experience in Real Estate Brokerage & Finance. Kendall has a Bachelor of Science in Finance from Florida State University, and is a licensed Florida Real Estate Broker. Kendall has completed the core curriculum in pursuit of his CCIM designation, and is ready to sit for the final exam to become a recognized expert in the disciplines of commercial and investment real estate.

Kendall is a successful negotiator who's background in Commercial Real Estate includes valuation, financial analysis, leasing, portfolio investment management, sales, & marketing. Kendall has experienced multiple economic and property market cycles, through downturn and improvement, continually evolving and improving for the benefit of his clients. Kendall has worked with both private equity as well as institutional clients to acquire and manage their real estate investments. Kendall lives in Palm Beach County where he enjoys spending time on the water with his family.

Kendall has built one of the largest marine specific networks in Commercial Brokerage. Combined with SVN's tools & services, Kendall has access to one of the largest Commercial Real Estate platforms in the nation, providing local coverage with national reach. Kendall has multiple clients who rely on his professional expertise to help advise them with their CRE investments, from acquisition through disposition, "I am extremely adept at valuing and identifying investment opportunities in under-served areas where my experience can help create value for my clients".

With a focus on commercial waterfront, 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 Kendall's extensive experience, knowledge, passion and commitment that is unmatched in the industry.

EDUCATION

BS Finance, Florida State University
FL Real Estate Broker License BK3218296

Advisor Bio

ASHLEY BARRETT BLOOM

Managing Director



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PROFESSIONAL BACKGROUND

Ashley Barrett Bloom has been affiliated with SVN for approximately 10 years. Mr. Bloom has established his practice as a land expert locally, regionally, and nationally. By combining a strong network of Offices & Advisors with a spirit of collaboration, Bloom provides his clients with a listing team that provides local expertise with a regional & national platform. To further add value to clients, Bloom has taken on the role of owner's representative in the entitlement process of multiple projects. With a long history in land development, Bloom has extensive relationships with industry professionals as well as buyers of both residential and commercial land. In 2018, Bloom and long time business partner, J. Chris Malkin, founded SVN Lotus Commercial Real Estate Advisors. SVN Lotus was founded with two offices in Charlotte & Sarasota Counties and is well positioned to service Southwest Florida.

Bloom initiated and was named the founding Chairman of the Land & Development Services Product Council for SVN. Under his leadership, Bloom has helped institute a national network of land advisors, collaborative marketing program, a SVN land website, and land specific sales calls. Bloom also created and leads the Florida Land Alliance which is a network of land advisors within the State of Florida. Personally, Bloom works on a portfolio of commercial and residential tracts in size from 1 acre to several thousand acres. His listing clientele includes large equity funds, national banks, land investment groups, and single investors. Bloom has a strong network of buyers that include local, regional, and national investors & developers.

Prior to joining SVN, Bloom specialized in land planning, horizontal development, and conversions/renovations. While developing these projects, Bloom has also taken the role of Managing Partner. During that time period, he has successfully acquired, entitled, and sold thousands of acres of land. Bloom still invests in land with a focus on entitlement and a long term hold strategy.

Bloom has been developing real estate for more than 20 years in Florida, North Carolina, and Arkansas. Prior to developing real estate, Bloom worked for Coopers & Lybrand LLP in the Financial Advisory Services division where he obtained his Certified Public Accountant's (CPA) License. Relevant experience included Litigation Support Services, Acquisition Due Diligence, and Financial Modeling. Mr. Bloom has also served on an Advisory Board of a small community bank in South Florida.

EDUCATION

Lehigh University 1996 - School of Business And Economics

MEMBERSHIPS & AFFILIATIONS

1997 State of Illinois - Certified Public Accountant (Inactive)

2012 LEED Green Associate

Advisor Bio

RON ZEIGLER

Senior Advisor



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PROFESSIONAL BACKGROUND

Ron Zeigler serves as a Senior Advisor for SVN Florida Commercial Real Estate Advisors specializing in the sale of commercial development land, especially for residential and multi-family projects. Zeigler has 24 years of experience in the sale and financing of commercial real estate. He is an active member of the SVN Land and Development Services Product Council, the National and Florida Multi-Family Councils and the SFR Portfolio Council. The Land Council works through a national network of land advisors, collaborative marketing programs, an SVN land website, and land specific sales calls. For Florida land properties and development projects, Zeigler is a member of a specialized group named the SVN Florida Land Alliance which actively collaborates with other land specialists for state wide expertise and boots on the ground coverage. Ron's other focus is as a member of the SVN Florida Multifamily Team which stresses the critical tenets of open participation with colleagues, cooperation and a teamwork approach for full exposure of our clients' properties. Ron is active in the fast-growing Build For Rent platform in collaboration with the SVN national franchise of the SFRHub Advisors. The SFRHub platform connects builders, owners and buyers to Single Family Rent and Build For Rent portfolios through a dedicated in house professional staff and a sophisticated electronic marketplace.

Prior to joining SVN, Zeigler served as the managing principal for Gulf Coast Mortgage and Realty Advisors in Sarasota, Florida. Gulf Coast offered financing, legal and real estate services to private and corporate entities. Zeigler served as the supervising real estate broker, the principal mortgage broker, and in-house legal counsel. His duties included entity formation, obtaining financing and joint venture participation for commercial transactions, and the purchase of commercial and residential properties. Previously, Zeigler served as Vice President for City Financial Corporation in Sarasota, Florida, where he served as a supervising securities principal and registered investment advisor. Besides his duties in the securities markets, he headed as the managing broker for an allied real estate and financing division that specialized in sale and financing of apartment complexes, healthcare properties, and shopping centers.

Zeigler is a former member of the Ohio Bar Association and has been licensed as a Florida attorney since 1991. He has been licensed as a Florida corporate real estate broker, individual broker or associate since 1994. Zeigler is also active in representing troubled properties through the court ordered receivership process.

EDUCATION

Bachelor of Arts - Wittenberg University

Juris Doctor - Cleveland Marshall College of Law

MEMBERSHIPS & AFFILIATIONS

Florida Bar Association

Florida Land Alliance

National and Florida Multi-Family Council



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