

CONFIDENTIAL EXECUTIVE SUMMARY

Edgartown Commercial Real Estate & Business Portfolio

Location: Edgartown, Martha's Vineyard, MA

The Opportunity:

Operating within a market defined by absolute real estate scarcity and strict coastal zoning, this offering presents a rare, generational opportunity to acquire a highly stabilized commercial footprint on Martha's Vineyard.

Historically tightly held, this portfolio includes a legacy flagship retail enterprise, the premier downtown Edgartown commercial real estate housing it, and a highly coveted industrial logistics campus at the Martha's Vineyard Airport. Together, these assets represent a dominant, fully integrated island footprint with deep competitive moats and exceptional cash-flow stability.

Flexible Acquisition Strategy:

Ownership is offering these assets with maximum structural flexibility to align with a prospective buyer's specific capital and operational strategy.

The portfolio may be acquired in its entirety by a well-capitalized investor/operator, OR the assets may be pursued individually:

1. **The Retail Business: Blue-sky/Goodwill @ ~\$1,625,000 & Inventory ~\$675,000.** Available for outright purchase (with a favorable long-term lease negotiated for the space).
2. **The Retail Building: 242 Vineyard Haven Road, Building A @ ~\$5,900,000.** 10,000SF available for outright purchase (as an owner-user acquisition or passive investment).
3. **The Industrial Warehouse: 22 A Street @ ~\$5,800,000.** 8,000SF & ½ acre lot available for purchase (leasehold assignment) or long-term lease @ ~\$29/sf (warehouse/office) & ~\$3/sf (Lot 11).

ASSET 1: The Retail Business (Granite Stores of Martha's Vineyard)

Available for standalone acquisition or packaged with the real estate.

A highly profitable, fully stabilized retail enterprise operating in the absolute core of downtown Edgartown. Benefiting from an elite, recession-resistant demographic of high-net-worth seasonal tourists and loyal year-round residents, the business offers immediate, day-one cash flow.

- **Performance:** **\$4,314,135** in 2025 Gross Revenue.
- **History:** Continuous operation since 1985; deeply embedded community brand.
- **Inventory:** ~**\$675,000** (at cost) of high-turnover (6x) hardware and variety goods.

FINANCIAL HIGHLIGHTS

Metric	Pro-Forma (Stabilized)
Gross Revenue	\$4,300,000+
Gross Profit Margin	45%+
Inventory	\$675,000
Total Assets	\$882,000
Seller's Discretionary Earnings	\$497,000
Net Operating Income	\$329,000

- **The Competitive Moat:** The business operates under a fully approved, legally grandfathered Special Permit that allows for expanded retail sales into the basement level. This permitted use transfers with the business, providing a massive,

revenue-generating square-footage advantage that is exceptionally rare and effectively impossible to replicate under current Edgartown zoning.

- **Turnkey Operations:** Fully fixtured space, complete Point-of-Sale (POS) infrastructure, and long-standing, transferrable wholesale vendor accounts.
- **Growth Potential:** Immediate avenues to scale revenue through e-commerce integration, extending operating months into the "shoulder seasons," and utilizing the grandfathered basement for premium sub-brands.

ASSET 2: The Downtown Retail Building (242 Vineyard Haven Rd)

Available for standalone acquisition or packaged with the business.

The underlying real estate housing the flagship retail business. Situated at one of the island's most visible and heavily trafficked commercial corridors (the Edgartown Triangle), this asset is virtually irreplaceable.

- **Irreplaceable Location:** Strict island zoning laws and historic district protections have created a near-zero pipeline for new commercial development in downtown Edgartown, ensuring long-term asset appreciation and tenant demand.
- **Built-In Yield:** An investor can purchase the building and lease it back to a new, or the existing business operator, securing premium, stable commercial rental income in a market with effectively zero retail vacancy.

ASSET 3: The Airport Logistics Campus (22 A Street)

Available for Sale (Leasehold) or Long-Term Lease.

A premium, fully insulated & heated 7,928-square-foot industrial flex warehouse and office campus situated on a 1.5 acre lot at the Martha's Vineyard Airport Business Park.

- **Favorable Zoning:** Located in the coveted B-III / B-IV Business zone. One of the absolute only districts on the island where heavy commercial, logistical, staging, and storage uses are permitted by right with minimal friction.
- **Turnkey Infrastructure:** Fully heated and insulated, featuring dedicated executive office space and heavy logistical staging areas. Ideal for self-storage conversion, offshore wind staging, island logistics/shipping headquarters, or construction equipment storage.
- **Speed to Market:** Bypasses years of zoning battles and ground-up construction delays, offering an immediate heavy commercial footprint on the island.

Transition & Next Steps

Current ownership is transitioning into retirement and is committed to providing comprehensive transition support, training, and operational handoffs to ensure the continued success of the new operator or investor.

The portfolio is offered at ~\$14,000,000, broken down as follows:

- **242 Vineyard Haven Road, Building A:** ~\$5,900,000
- **22 A Street:** ~\$5,800,000
- **Blue-Sky/Business Goodwill:** ~\$1,625,000
- **Inventory (at cost):** ~\$675,000

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See links below for additional information:

Granite Stores of MV – 242 Vineyard Haven Road:

<https://granitestores.com>

<https://www.bizbuysell.com/business-opportunity/premier-flagship-retail-business-in-edgartown-generational-opp/2533877/>

<https://www.crexi.com/properties/2437205/massachusetts-the-edgartown-flagship-prime-bi-level-retail-showroom>

Flex-Warehouse/Office – 22 A Street:

<https://bragarealtyservices.com>

<https://www.loopnet.com/Listing/22-A-St-Edgartown-MA/39786416/>

<https://www.crexi.com/lease/properties/1130273/massachusetts-granite-warehouse-offices>