

OFFERING MEMORANDUM
**Sanford Boat Works &
Marina**

3900 PENINSULA POINT

Sanford, FL 32771

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DISCLAIMER

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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	\$6,900,000
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 ±6.88 Surplus
ZONING	Agriculture (A1) Single Family (R1A) Commercial (C3/C2)
VESTMENT TYPE	Fee Simple

PROPERTY DESCRIPTION

Sanford Boat Works & Marina is a rare, generational waterfront offering encompassing approximately **33± 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 significant development potential into a single, highly versatile marina asset. In addition to the marina operations, the property includes surplus uplands, including an adjacent **8± acre** parcel and additional vacant acreage, offering compelling **development potential** for residential, mixed-use, or expanded marine service operations. 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 with meaningful long-term upside through redevelopment, modernization, or integration into a broader waterfront master plan. **This is one of Central Florida's last remaining large-scale riverfront marina properties with true future growth potential.**

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.
- **33± Total Acres** Across Multiple Parcels, providing a unique combination of operating marina, income-producing improvements, and surplus developable uplands.
- **Significant Development Potential** including an adjacent 8± acre expansion parcel and additional vacant uplands ideal for residential, mixed-use, RV, or expanded marine service uses.
- **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

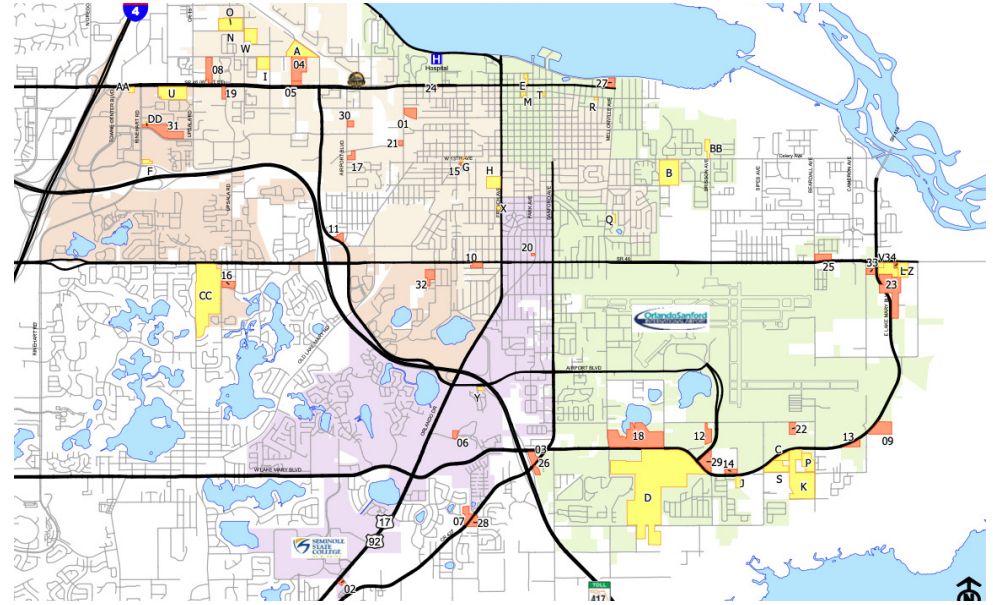




SECTION 2
Development
Opportunities

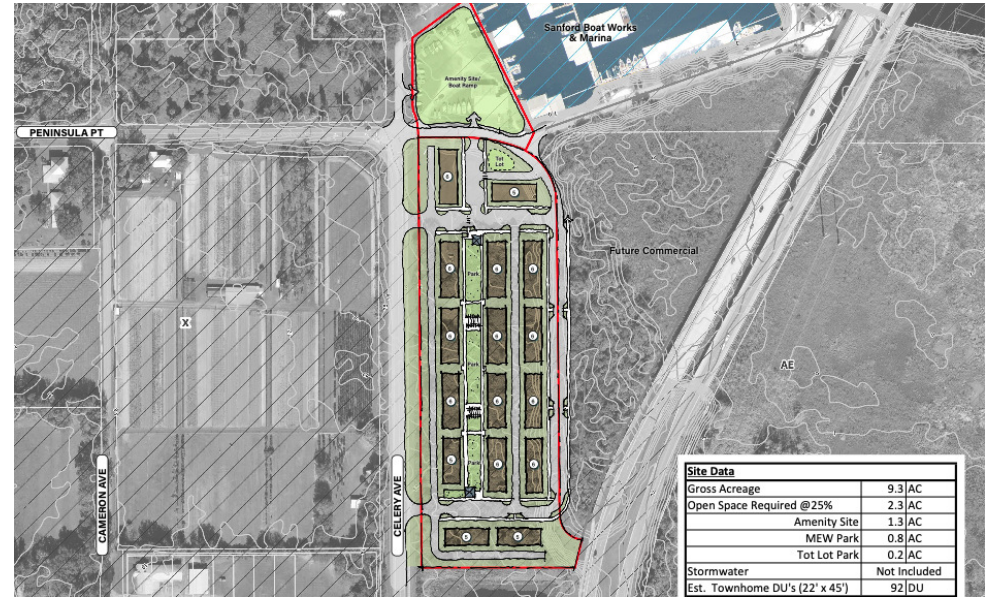
DEVELOPMENT POTENTIAL

The property offers meaningful future development potential beyond the existing marina operations, driven by its size, configuration, and location along the St. Johns River. Portions of the site could support a thoughtfully scaled residential component, potentially accommodating more than 90 townhome-style residences with internal roadways, green space, and neighborhood amenities such as small parks and recreational areas. A development concept of this nature would allow for the continued operation of the marina while activating underutilized land in a way that complements the riverfront setting and surrounding growth along the Celery Avenue and SR-415 corridors. While any future development would be subject to zoning, entitlement, and site planning approvals, prior feasibility analysis indicates the property has the physical characteristics and market support to accommodate a mixed-use approach that enhances overall land value without compromising the marina's core operations.

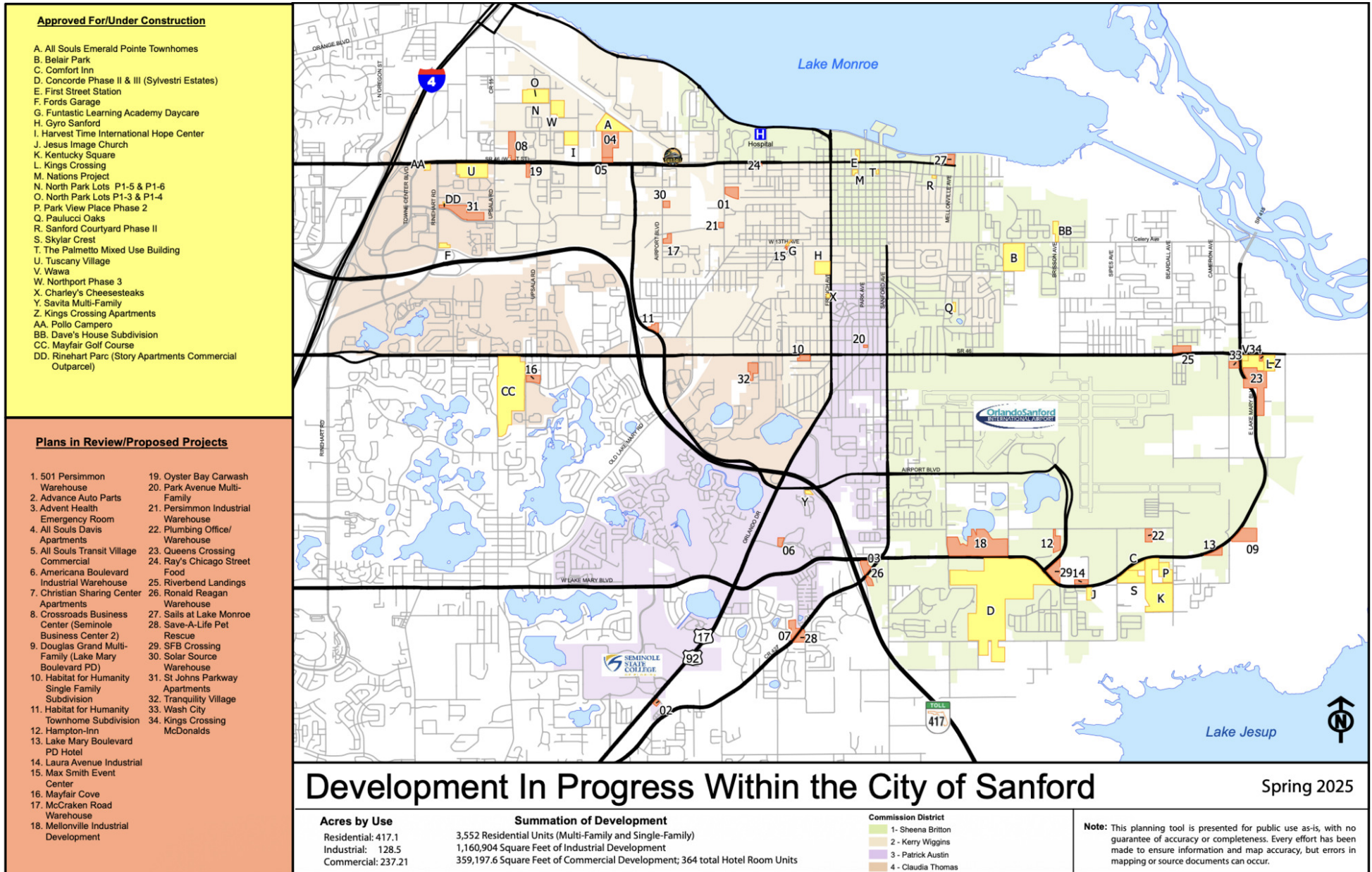


DEVELOPMENT HIGHLIGHTS

- The surplus property offers future development potential supported by nearby utilities and established rights to a stormwater retention pond, which may reduce entitlement and development costs.
- According to the City of Sanford, approximately **3,552 residential units** are currently in development progress citywide.
- Industrial expansion remains a major driver of economic growth, with roughly **1,160,904 square feet of industrial space** in development citywide as of spring 2025.
- Commercial development is also active, with approximately **359,157 square feet of commercial space** in development within the city limits as of spring 2025.
- Residential momentum is further underscored by a **158-lot single-family subdivision planned by a national homebuilder directly adjacent to the property along the Celery Avenue corridor.**



DEVELOPMENT MAP





SECTION 3
Location
Information

LOCATION OVERVIEW



SANFORD, FL

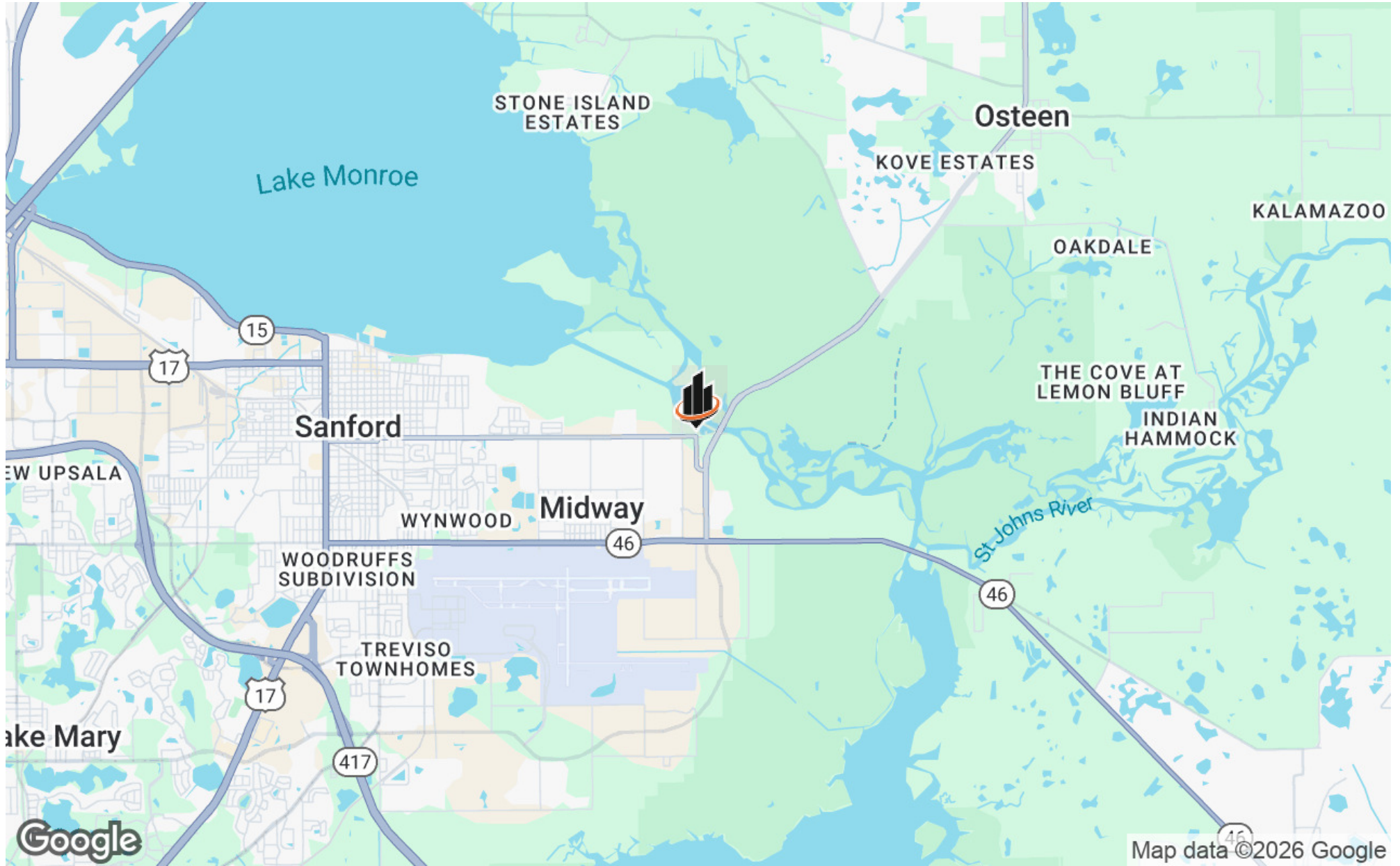
Sanford Boatworks and Marina is located along the southern shoreline of Lake Monroe, one of the largest lakes on the St. Johns River system, and sits less than a mile from historic downtown Sanford. The property benefits from direct access to the St. Johns River, providing boaters with a navigable route 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.

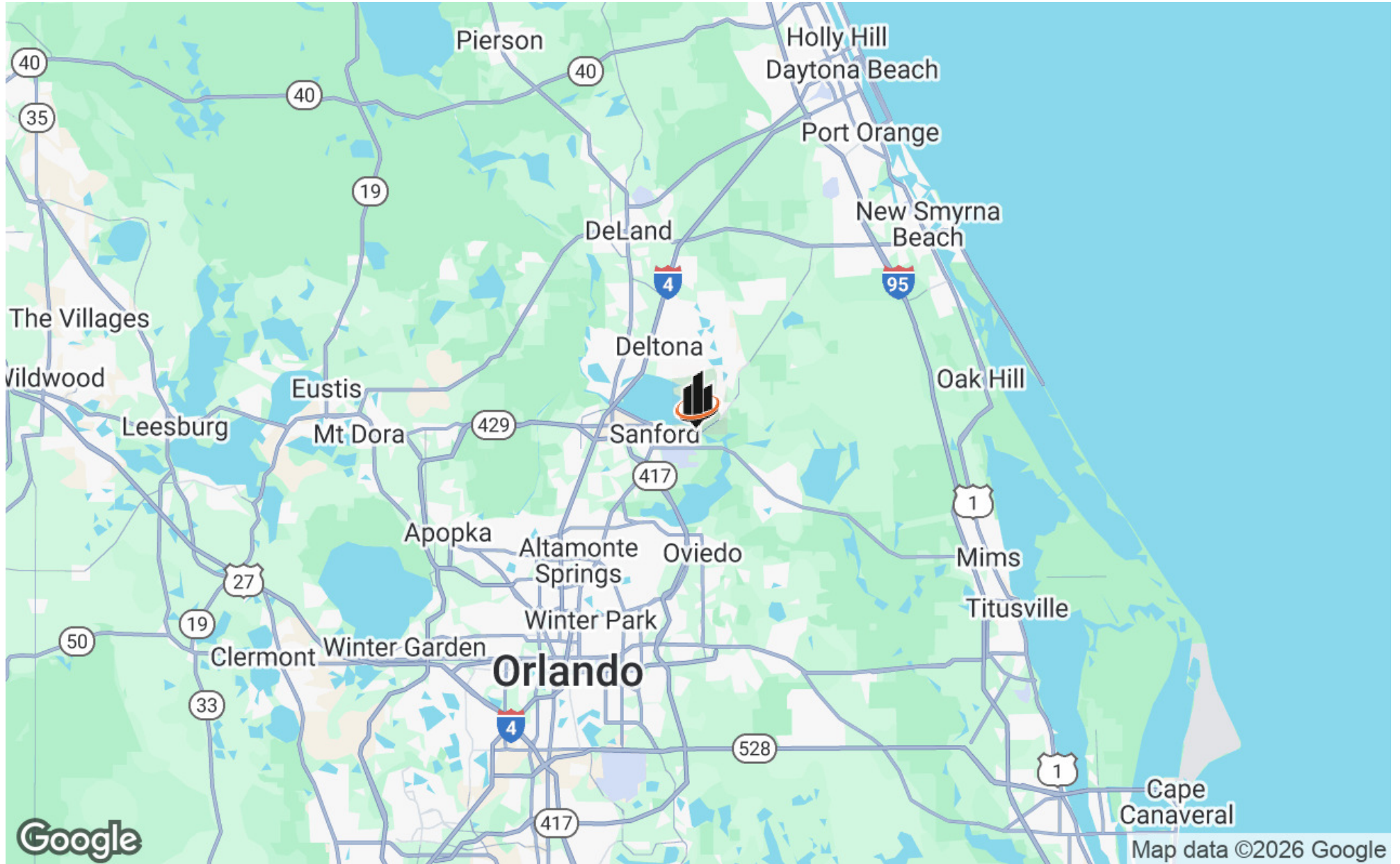
The immediate area combines historic charm with modern amenities. Sanford's revitalized downtown features dining, retail, entertainment venues, and a growing residential base, all within walking distance of the waterfront. Lake Monroe Park, the Sanford Riverwalk, and multiple public boat ramps reinforce 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

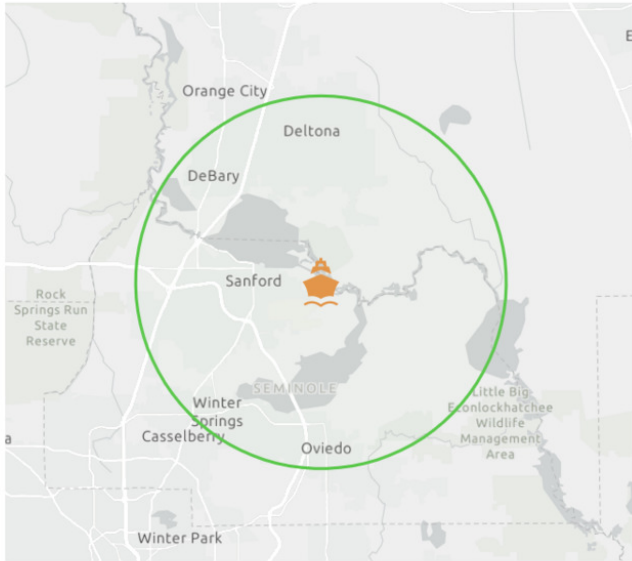
The screenshot displays the marinas.com website interface. At the top, the navigation bar includes the marinas.com logo, a search bar with the placeholder text "Where would you like to go?", and a "Search Location" button. To the right of the search bar are "Log In" and "Sign Up" buttons. Below the navigation bar is a vertical sidebar with icons for "Map", "Markers", "Fuel", and "Weather". The main map area shows Sanford, Florida, with two marinas highlighted with red location pins: "DOWNTOWN SANFORD MARINA" and "Sanford Boat Works & Marina". The map includes street names, highways (17-92, 415, 46, 425), and landmarks like "Lake Monroe Conservation Area" and "Orlando Sanford" airport. Map controls for zooming and panning are visible in the bottom left corner.



SECTION 4
Demographics

DEMOGRAPHIC GROWTH

Population Trends and Key Indicators



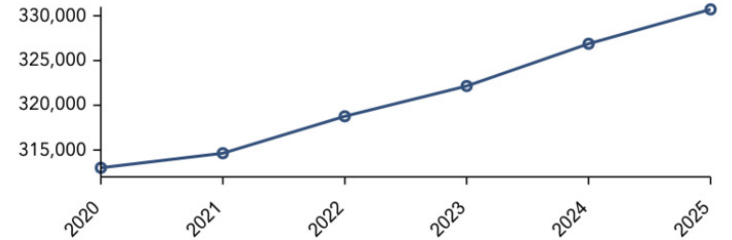
Peninsula Pt
Ring: 10 mile radius

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

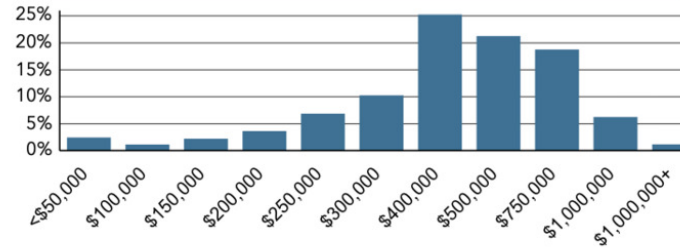
MORTGAGE INDICATORS



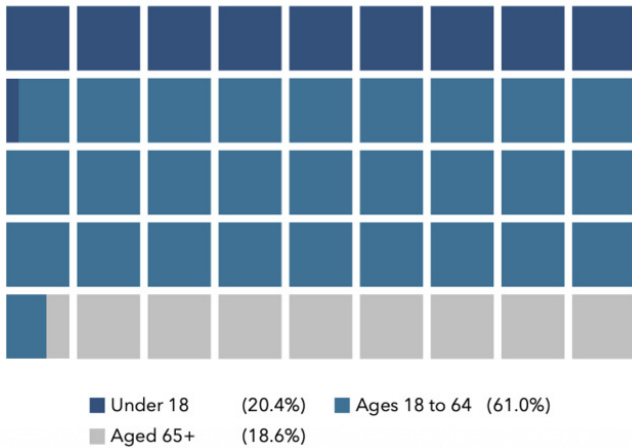
Historical Trends: Population



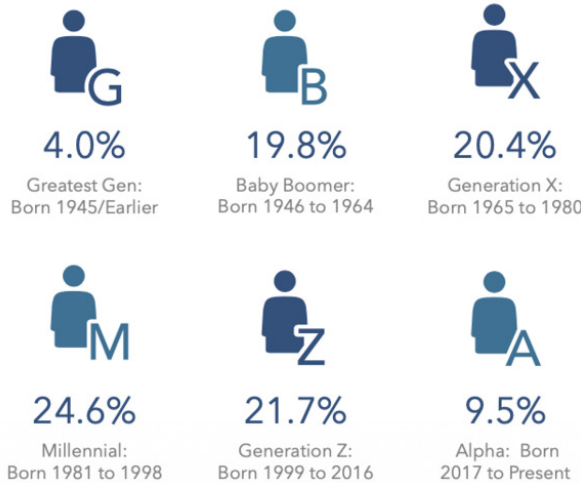
Home Value



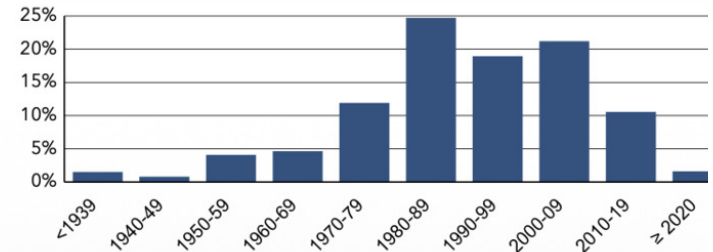
POPULATION BY AGE



POPULATION BY GENERATION



Housing: Year Built



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



SECTION 5
Advisors

DAVID KENDALL



DAVID KENDALL, CCIM

Managing Director

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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



JOSH SHEPPARD

Advisor

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PROFESSIONAL BACKGROUND

Josh Sheppard is a commercial real estate professional with expertise in the sale, development, and acquisition of high-value properties and businesses. A native Floridian who grew up around marinas, Josh brings a deep understanding of the industry and its operations. He earned a Bachelor of Science in Business Administration (BSBA) in Finance from the University of Central Florida.

As part of SVN, the only national commercial real estate firm with a specialized marina and marine advisory practice, Josh has access to a broad network of experts. SVN Marinas was established by seasoned marine specialists, with co-locations in Palm Beach County, FL, and Cape Cod, MA, enabling efficient service across the U.S. and the Caribbean. SVN's 200+ offices and 1,600 advisors further strengthen its ability to support clients.

Josh's experience in complex marina transactions is complemented by his technical expertise and network of qualified buyers. Whether providing insights on existing marina properties, exploring new developments, or consulting on industry-specific challenges, Josh offers clients practical knowledge and a commitment to achieving their goals.

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CARL LENTZ



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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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