

### OPERATING MARINA BUSINESS & REAL ESTATE SOLD DUE TO OWNER RETIREMENT



DELTAVILLE, VA

Originally developed in the 1970s, this 58-slip marina on just over 5 acres was a local institution, but the owner had decided it was time to downsize his business operations. He recognized the lengthy, due diligence-heavy timeline of selling an operating business via traditional brokerage means, and was aware of Tranzon's success with another marina in the region. Thus, he turned to Tranzon and its

concepts of a competitive bidding process and intensive, proactive, multi-channel marketing to industry contacts.

While buyer interest in the property was strong throughout the concise marketing window, the recent financial statements were somewhat lackluster, owing to the fact that recent years' storm damage had left as few as 21 slips available to rent. Additionally, 3 out of 4 docks were stationary, which was not the preference of seasoned operators.

Nonetheless, the ultimate purchaser of the property was an experienced marina industry veteran who had previously known of this facility, but hadn't given it a second thought until the auction marketing refocused his attention upon it. When all was said and done, the marina was under contract within 45 days of the marketing's commencement and closed shortly thereafter. Our satisfied client had this to say, "...I appreciate everything you did to make this sale happen. I know it was a lot of work and a lot of time and effort. You did a great job; if you ever need anything like a reference...give me a shout. Thank you again."

19,363 Views • 113 Inquiries • **\$1,500,000 Contract Price**

#### Other Special-Use Properties Sold at Auction

##### 20,000 SQ. FT. BANQUET HALL WALDORF, MD

- With 888 SF comm. kit.; 2.64 AC site
- Private-owner sale; broker-referred
- 45 inquirers; sold for \$2,205,000



##### VACANT ACADEMIC CAMPUS ON 89 ACRES | MIDDLEBURG, VA

- 90,000 sq. ft. on 89 acres
- Corporate surplus
- 19,709 views; 116 inquirers
- Sold for \$5,250,000



##### MOBILE HOME PARK WITH 53 MHP OWNED PADS | HALLSTEAD, PA

- 28-acre mobile home park
- Private-owner sale
- 131 inquirers; 24 bidders
- Sold for \$2,365,000



#### TRANZON'S MARKET- MAKING SYSTEM™

Our proven Market-Making System™ creates a best case scenario for selling your property by:

- Strategically profiling buyers and **targeting** the property's marketing to them
- Executing a multifaceted plan to **gather buyers** to your auction
- Creating a competitive environment to sell your property at **peak demand**

GOING ONCE,  
GOING TWICE,  
**SOLD!**