



# Marinas

Newmark Valuation & Advisory's (V&A) Hospitality, Gaming & Leisure team has a passion for mixed-use waterfront assets. These complex properties typically include marinas; office buildings; retail components; restaurants, bars and lounges; hotels; parking facilities; and/or vacant expansion land.

In today's market, buyers think in terms of income optimization through efficient operations and/or redevelopment plays. Individual marinas are being added to existing portfolios to create critical mass and assemblage value. Each property use has its own risk and reward drivers. Therefore, each profit center must be carefully analyzed in order to build a blended cap rate.

During the due diligence phase, an intimate knowledge of both changing market conditions and the remaining economic lives of key structures and equipment allows us to construct detailed discounted cash flow analyses that reflect the current condition of an asset and its competitive position in the market.

For lenders, Newmark V&A brings confidence to the lending process. Our years of experience, vast data bank and personal relationships with many of the most active marina players in the market allow us to analyze each transaction from a balanced perspective.

## About Hospitality, Gaming & Leisure

Our Hospitality, Gaming & Leisure practice is focused exclusively on providing superior valuation and consulting services for a broad range of hotels, casinos and leisure properties. Our team takes a holistic, consultative approach that goes far beyond the physical asset, analyzing every aspect of a property's business and real estate operations to identify all areas of value for owners and investors.

Our mission is to be the foremost global resource, providing defensible expertise in hospitality, leisure, gaming, sports and entertainment real estate. We approach every challenge with dedicated focus, innovative methodologies and hands-on collaboration to consistently deliver reliable solutions for each client.

## ABOUT NEWMARK

**We transform untapped potential into limitless opportunity.**

At Newmark, we don't just adapt to what our partners need—we adapt to what the future demands. Our integrated platform delivers seamlessly connected services tailored to every type of client, from owners to occupiers, investors to founders, and growing startups to leading companies. We think outside of boxes, buildings and business lines, delivering a global perspective and a nimble approach. From reimagining spaces to engineering solutions, we have the vision to see what's next and the tenacity to get there first.

## CONTACT

**Bryan Younge, MAI, ASA, FRICS**

*Executive Vice President*

*Specialty Practice Leader – Hospitality, Gaming & Leisure*

t 312-224-3208

bryan.younge@nmrk.com