

# MARINAS

## DEDICATED EXPERTISE

Newmark Knight Frank 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 Knight Frank 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

Newmark Knight Frank Valuation & Advisory's 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 differentiates itself through a holistic, consulting-driven approach that goes far beyond the physical asset; by analyzing every aspect of a property's business and real estate operations, we identify all components 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.



### FOR MORE INFORMATION:

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Newmark Knight Frank Valuation & Advisory is a leading industry innovator, comprising an extensive team of the most trusted and recognized names in the valuation sector. Headquartered in New York and Houston, Newmark Knight Frank's V&A professionals serve clients from more than 60 offices throughout the Americas. Our valuation and advisory practice is supported by Newmark Knight Frank's industry-leading offerings including research, leasing, corporate advisory services, capital markets, consulting, project and development management, and property and corporate facilities management services—allowing us to add significant value for clients that goes beyond mere reporting.