

## OFFERING MEMORANDUM

Cars Unlimited – Business & Real Estate Offering – Martha's Vineyard, MA



5 North Line Road  
**EDGARTOWN MA**

**FOR SALE**

**Business & Real Estate Price**

**\$1,200,000**

### Company Highlights

- ✓ +/- 3,600 Sq. Ft. steel frame warehouse situated on a +/- 1.19 acre ground leased parcel
- ✓ +/- 2,800 Sq. Ft. of shop/warehouse space, with an additional +/- 800 Sq. Ft. comprised of a customer waiting area & bathroom, front desk, and private office
- ✓ Radiant heat throughout the first floor, supplemented with a waste oil heater in the warehouse. The front desk & customer area are cooled by an electric ductless split system

- ✓ Multiple overhead doors servicing the warehouse portion of the building
- ✓ Grade level loading
- ✓ An additional +/- 800 Sq. Ft. on the second floor includes two private offices & additional storage space
- ✓ Propane powered generator on site
- ✓ Zoned Business III (B III) – permits light industrial & manufacturing uses
- ✓ Central location convenient to all island points
- ✓ Adjacent to the Martha's Vineyard Airport, approximately 15 minute drive to the Vineyard Haven ferry terminal

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# Executive Summary

Established in 1987 by Martha's Vineyard native David Pothier and his wife, Terry, Cars Unlimited, Inc. is a state-of-the-art automobile repair shop in Edgartown, Massachusetts. With an eye to the increasingly burgeoning summer population—21,000 year-round residents swells to 200,000 in the summer—the Pothiers have adeptly positioned their business in the Martha's Vineyard Airport Industrial Park, an ideal location for customer convenience to the airport as well as to the Vineyard Haven Ferry Depot. With over 25,000 registered vehicles on Martha's Vineyard and an additional 10,000 vehicles during the summer months, demand for reliable automobile diagnostics, service, and storage is high, particularly during peak periods.

The business is housed in a meticulously maintained +/- 3,600 Sq. Ft. steel framed warehouse with three service bays and a Massachusetts State Inspection station across +/- 2,800 Sq. Ft. of shop space. +/- 800 Sq. Ft. is dedicated to a comfortable customer reception area with a front desk, a bathroom, and a second-floor office. The grounds of the building provide extensive outdoor space for customer automobile storage as well as used car inventory. The +/-1.19 acre parcel has a ground lease in place for \$66,000/year (2021). The lease was signed in 2017 and has fifteen years remaining. It is adjusted annually by C.P.I.

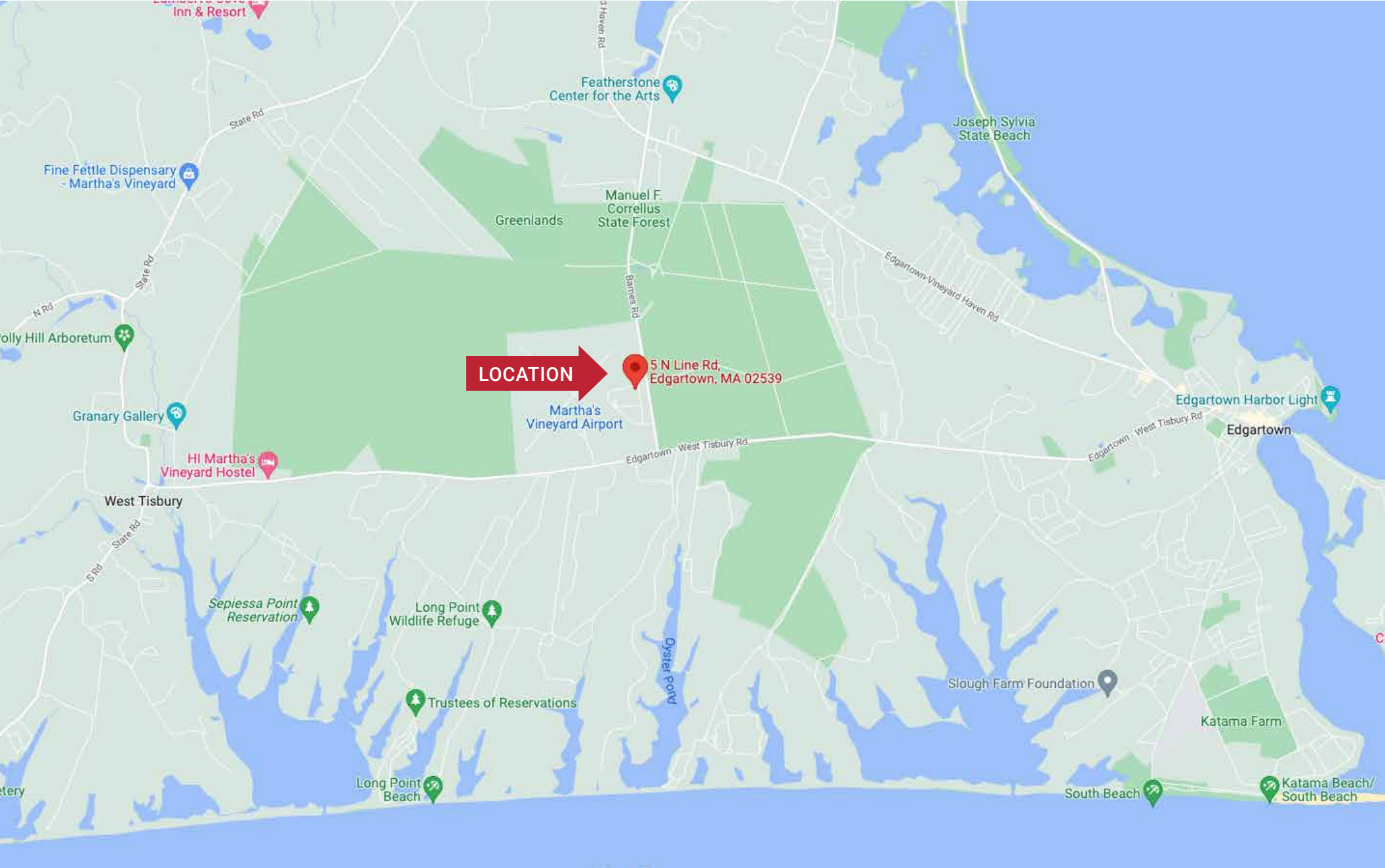
With the help of three full-time employees and one part-time employee, the Pothiers share the responsibilities of owning and operating the business. David oversees the general maintenance of the shop; having obtained years of hands-on industry experience, he performs diagnostics and repairs on every automobile make and model and is a licensed MSI and commercial vehicle inspector. Terry is the office manager, ensuring smooth daily operations and customer satisfaction; she also assists a full-time, customer-facing, service writer in the management of the front desk and sourcing parts and supplies. The service writer is an MSI inspector and is licensed to perform motorcycle and vehicle inspections. Two full-time technicians are available for diagnostics and repairs and one part-time licensed MSI inspector. In addition to cultivating a knowledgeable, long-standing team of employees, the Pothiers have also developed a pipeline of new talent through a training partnership with local island schools.



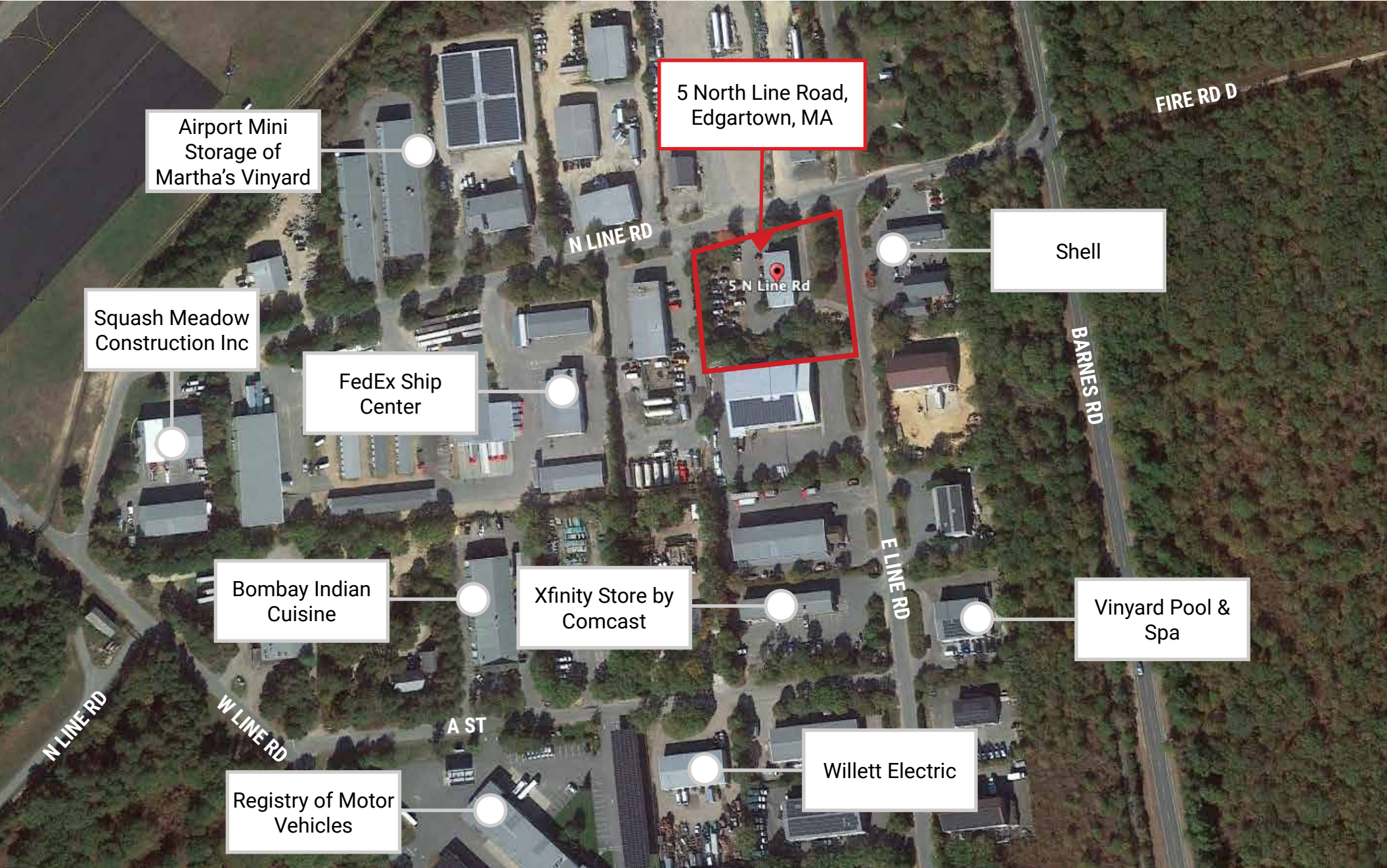
# Equipment List

1234Y A/C Machine  
R-134 A/C Machine  
Accu Turn Lathe  
Engine Crane Hoist  
Oil Filter Crusher  
Coolant Recovery  
Isuzu Scan Tool  
GM Scan Tool  
Ford Scan Tool  
Chrysler DRBIII  
Chrysler WiTeck  
Autoenginuity Scan Tool  
Tech 2 Scan Tool  
VW Scan Tool  
Clean Burn Waste Heater  
3 Misc Lifts

New Oil Tank  
Used Oil Tank  
Trans/Fuel Tank Jack  
Branick Strut Tool  
Mass State Inspection Unit  
Misc Office Furniture  
3 Printers  
Misc Shop Tools  
Corgi Tire Machine  
Corgi Wheel Balancer  
Shop Air Compressor  
King Pin Press  
Gas Power Washer  
2 Lap Tops Diag Software  
2 Evap Smoke Machines  
304KV Generac Generator



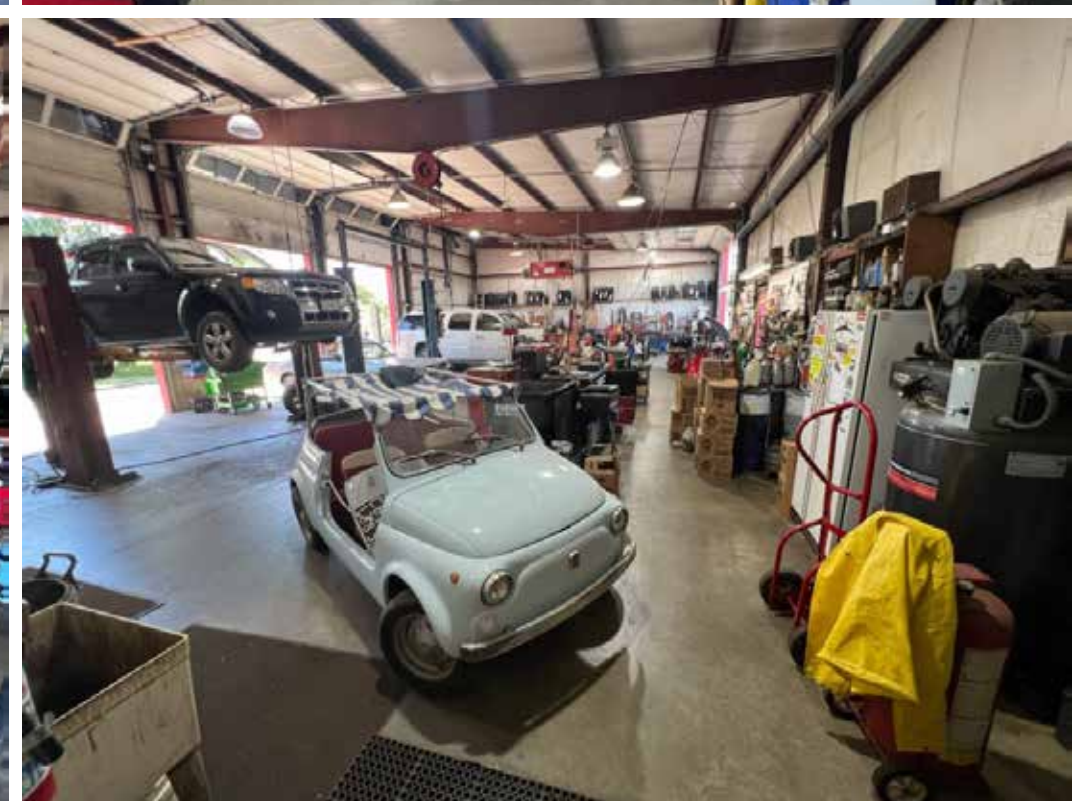
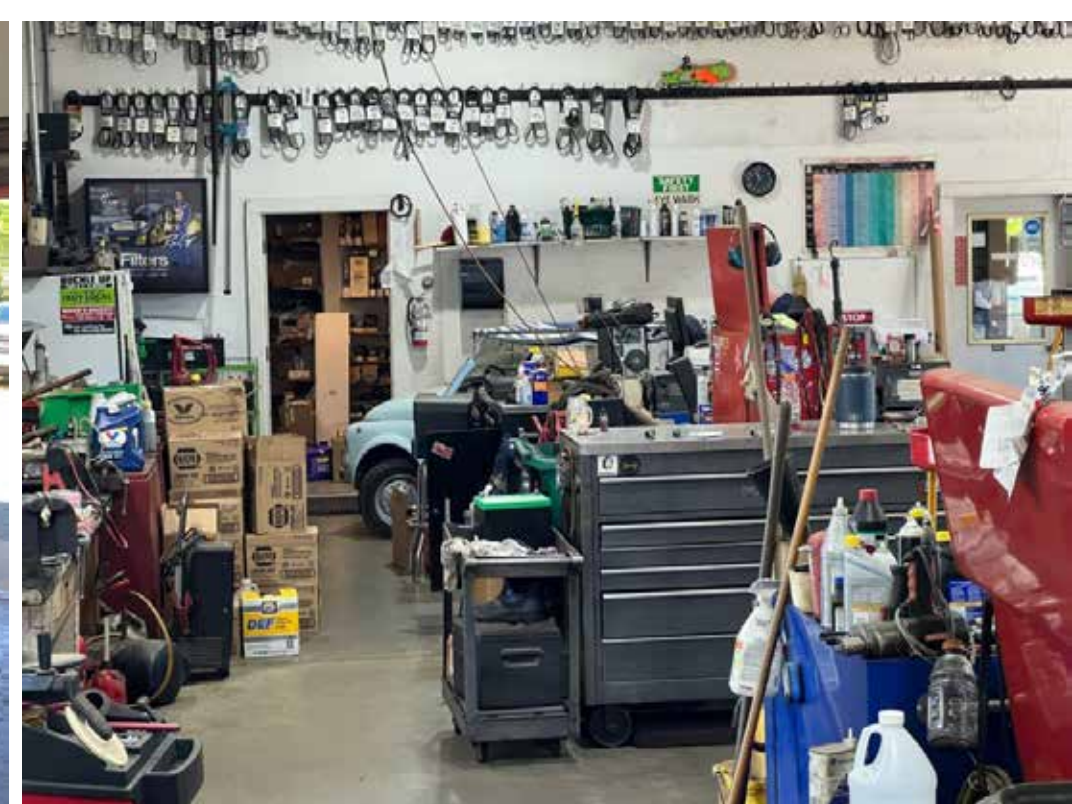
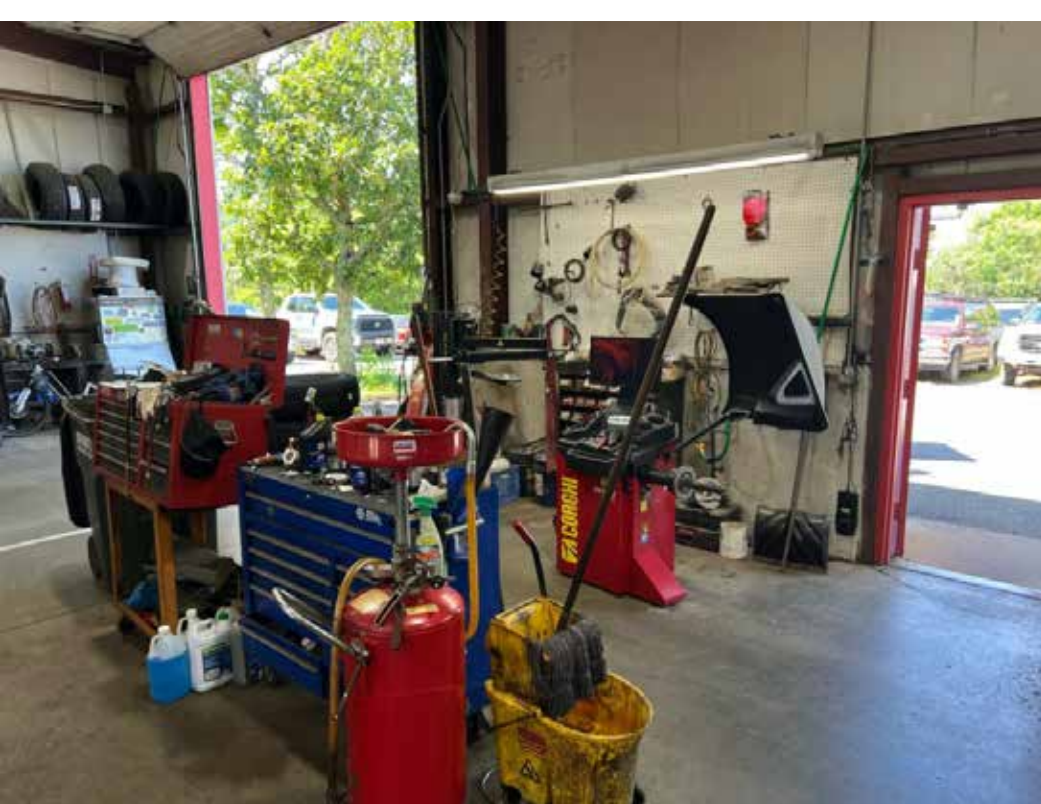




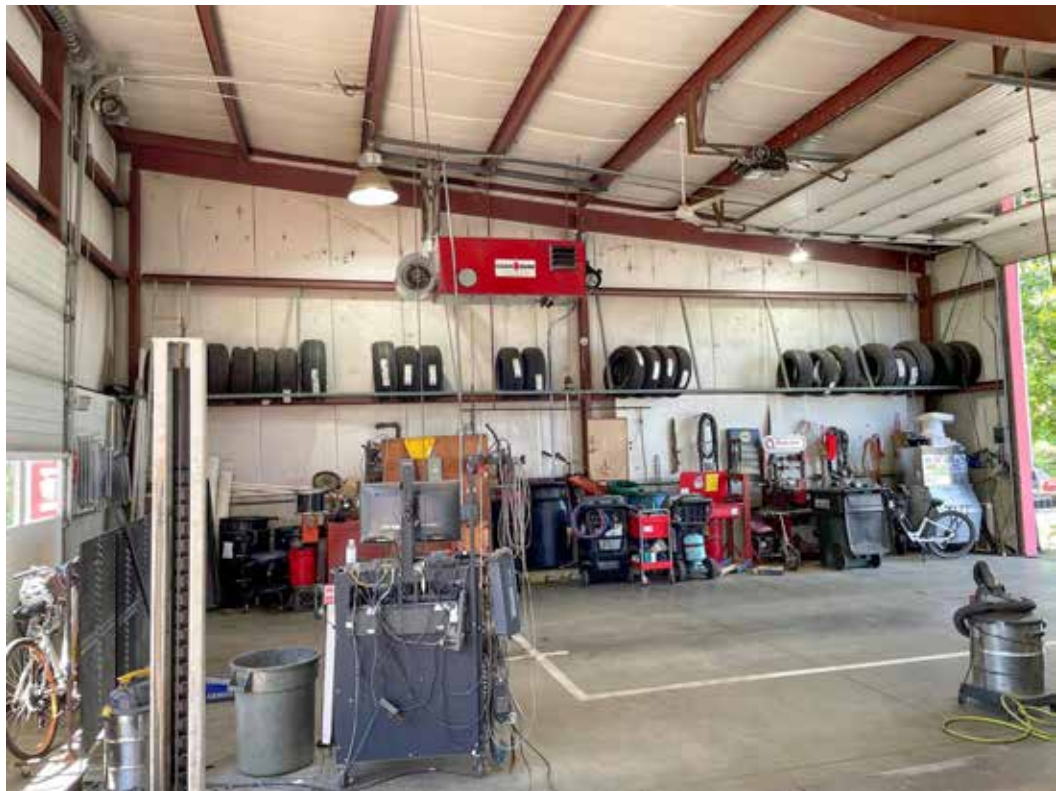














# Real Estate Field Card - Page 1

Property Location 5 NORTH LINE RD		Map ID 24/ 2/ 20/ /		Bldg Name		State Use 3320										
Vision ID 6745		Account #		Bldg # 1		Print Date 4/21/2022 10:19:01 A										
<b>CURRENT OWNER</b>		<b>TOPO</b>	<b>UTILITIES</b>	<b>STRT / ROAD</b>	<b>LOCATION</b>	<b>CURRENT ASSESSMENT</b>										
POTHIER DAVID & POTHIER TERRY-- JAY AND DEE REALTY TRUST BOX 1606  OAK BLUFFS MA 02557						Description	Code	Appraised	Assessed							
						3320	3320	318,800	318,800							
						3320	3320	268,000	268,000							
		<b>SUPPLEMENTAL DATA</b>														
		Alt Prcl ID PLN#/Rec ARPT IND PK 11/01/1999 Lot# BP20 Plan Notes Plan Notes Plan Notes GIS ID M_274981_794100		Restriction Hist Distrct Other Note UC-Misc 1 UC-Misc 2 NAME CHG FY20  Assoc Pid#				1302  EDGARTOWN, MA  <b>VISION</b>								
						Total		586,800	586,800							
<b>RECORD OF OWNERSHIP</b>		<b>BK-VOL/PAGE</b>	<b>SALE DATE</b>	<b>Q/U</b>	<b>V/I</b>	<b>SALE PRICE</b>	<b>VC</b>	<b>PREVIOUS ASSESSMENTS (HISTORY)</b>								
POTHIER DAVID & POTHIER TERRY--TRUS		0				0		Year	Code	Assessed	Year	Code	Assessed	Year	Code	Assessed
								2020	3320	314,300	2019	3320	314,300	2018	3320	314,300
									3320	268,000		3320	268,000		3320	268,000
									3320	4,500		3320	4,500		3320	4,500
						Total		586,800	Total	586,800	Total	586,800				
<b>EXEMPTIONS</b>		<b>OTHER ASSESSMENTS</b>		This signature acknowledges a visit by a Data Collector or Assessor												
Year	Code	Description	Amount	Code	Description	Number	Amount	Comm Int								
Total		0.00														
<b>ASSESSING NEIGHBORHOOD</b>																
Nbhd		Nbhd Name		B		Tracing		Batch								
ABP1																
<b>NOTES</b>																
OWNER OCCUPIED CARS UNLIMITED ECO=MARKETABILITY  REPAIR + SALES MBLU CHANGE FOR FY 12 WAS 24A-2.20																
<b>BUILDING PERMIT RECORD</b>																
Permit Id	Issue Date	Type	Description	Amount	Insp Date	% Comp	Date Comp	Comments	Date	Id	Type	Is	Cd	Purpost/Result		
	12-16-2001	AD	Addition					COMM ADD FIN 2ND FL SPA	04-27-2017	DT			11	Field Review		
									03-21-2011	DT			11	Field Review		
									04-24-2007	DT			11	Field Review		
									05-11-2004	DT			11	Field Review		
									07-12-2002	WP			05	Measur/Review/New Const		
									01-02-2002	DT			11	Field Review		
									10-04-2000	KF			00	Measur+Listed		
<b>LAND LINE VALUATION SECTION</b>																
B	Use Code	Description	Zone	Land Type	Land Units	Unit Price	I. Factor	Site Index	Cond.	Nbhd.	Nbhd Adj	Notes	Location Adjustment	Adj Unit Pric	Land Value	
1	3320	AUTO REPR	BIll		43,560 SF	101.33	1.00000	A	1.00	ABP1	0.060	LEASED LAND		6.08	264,800	
1	3320	AUTO REPR	BIll		0.190 AC	285,000	1.00000	0	1.00	ABP1	0.060			17,100	3,200	



# Real Estate Field Card - Page 2

Property Location 5 NORTH LINE RD  
Vision ID 6745 Account #

Map ID 24/ 2/ 20/ /  
Bldg # 1

Bldg Name  
Sec # 1 of 1 Card # 1 of 1

State Use 3320  
Print Date 4/21/2022 10:19:01 A

CONSTRUCTION DETAIL			CONSTRUCTION DETAIL (CONTINUED)		
Element	Cd	Description	Element	Cd	Description
Style:	51	Pre-Eng Garage			
Model	96	Com/Ind			
Grade	04	Average +10			
Stories:	1				
Occupancy	1.00				
Exterior Wall 1	27	Pre-finish Metl			
Exterior Wall 2					
Roof Structure	02	Shed			
Roof Cover	01	Metal/Tin			
Interior Wall 1	01	Minim/Masonry			
Interior Wall 2					
Interior Floor 1	03	Concr-Finished			
Interior Floor 2					
Heating Fuel	03	Gas			
Heating Type	04	Forced Air-Duc			
AC Type	01	None			
Bldg Use	3320	AUTO REPR			
Total Rooms					
Total Bedrms	00				
Total Baths	1				
Heat/AC	00	NONE			
Frame Type	05	STEEL			
Baths/Plumbing	02	AVERAGE			
Ceiling/Wall	06	CEIL & WALLS			
Rooms/Prtns	02	AVERAGE			
Wall Height	16.00				
% Comn Wall	0.00				
1st Floor Use:	3320				

OB - OUTBUILDING & YARD ITEMS(L) / XF - BUILDING EXTRA FEATURES(B)										
Code	Description	L/B	Units	Unit Price	Yr Blt	Cond. Cd	% Good	Grade	Grade Adj	Appr. Value
PAV1	PAVING-ASPH	L	6,000	1.50	1997		50		0.00	4,500
A/C	AIR CONDITIO	B	1,600	3.75	2004		78		0.00	4,700
MEZ3	W/PARTITIONS	B	800	31.00	2004		78		0.00	19,300

BUILDING SUB-AREA SUMMARY SECTION						
Code	Description	Living Area	Floor Area	Eff Area	Unit Cost	Undeprec Value
AOF	Office, (Average)	800	800	800	103.38	82,702
BAS	First Floor	2,800	2,800	2,800	103.38	289,458

BAS	ACE
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# GIS Map





# Offers

Commercial Realty Advisors, Inc. invites written offers for the Business and real estate known as Cars Unlimited. Such offers should be submitted to Craig Campbell, Brad Kuhrtz, or Sarah Banks, Sales Agents, Commercial Realty Advisors, Inc., 222 West Main Street, Hyannis, Massachusetts 02601. Written Offers must identify the purchaser, mailing and legal addresses, Buyer's offer price, contingencies if any, sources of capital to complete the transaction and proposed closing date. The Buyer's Offer must include an earnest money deposit that will be held by Commercial Realty Advisors, Inc., in its non-interest bearing escrow account, that will be applied to the purchase price, or refunded to the Buyer with the agreement of both parties.

## **For more information, please contact:**

CRAIG CAMPBELL

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[ccampbell@comrealty.net](mailto:ccampbell@comrealty.net)

Fax: 508.862.9200

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SARAH BANKS

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[sbanks@comrealty.net](mailto:sbanks@comrealty.net)

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## **Pricing**

Commercial Realty Advisors, Inc. invites written offers for the Business known as Cars Unlimited. This opportunity is offered at \$1,200,000.

# About Commercial Realty Advisors, Inc.



**For more information about Cars Unlimited or other business opportunities please contact:**

**Craig Campbell**

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**Sarah Banks**

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**Commercial Realty Advisors, Inc. | 222 West Main Street | Hyannis, MA 02601**

Commercial Realty Advisors, Inc. specializes in commercial and industrial real estate, mergers, acquisitions, joint ventures, divestitures, and other business broker strategies. It is a commercial and real estate brokerage based in Hyannis, Massachusetts, specializing in middle-market transitions. The culture of our firm is that of an investment bank with a premium placed on intellectual vitality, relationship management and knowledge of geographic markets. A cadre of well educated and successful experts partner with clients to achieve objectives in a cost and time-effective manner. Our business is broadly based. Our real estate practice includes development, investment and other commercial sale, lease and management arrangements. Transactions include manufacturing, retailing, food processing, restaurant and hospitality, golf course, marinas, and other businesses.





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