

OFFERING MEMORANDUM

BUSINESS
FOR SALE

The Dead Zone



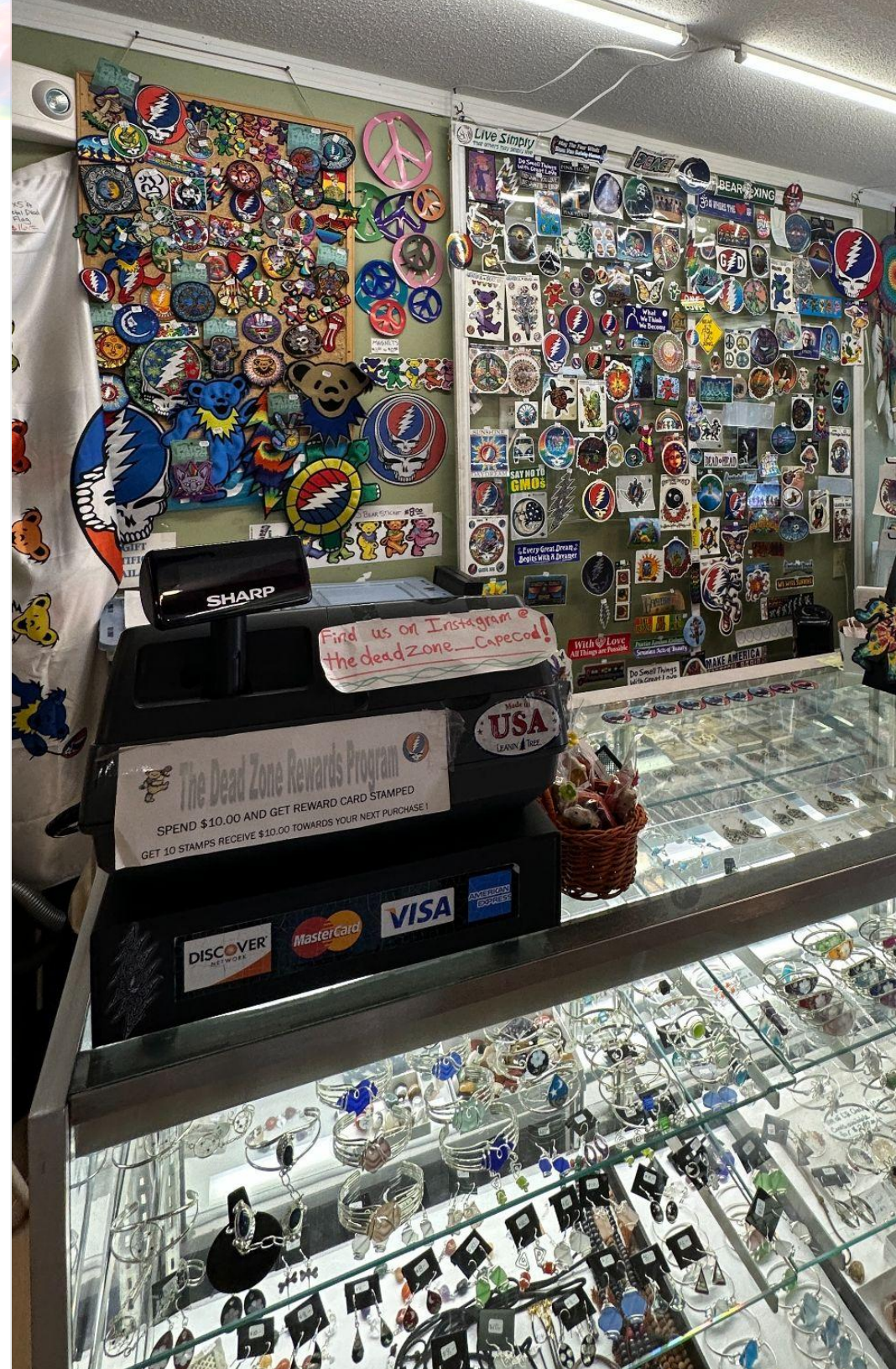
Office ID: 512

Commercial
Realty Advisors

The business known as The Dead Zone is offered for Sale for two-hundred seventy-five thousand dollars (\$279,000). The inventory is available for sale at wholesale cost.

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Executive Summary

"The Dead Zone" is a well-established store located in a prime location at the Hearth and Kettle Plaza on Route 28 in South Yarmouth. With a unique and attractive design, the shop has been catering to a diverse customer base, particularly appealing to the "baby boomer" generation who experienced the hippie era. The store offers a wide range of merchandise and has operated with solely the owner as well as with the assistance of seasonal and part-time employees.

Spanning 800 square feet, the shop boasts central heating, air conditioning, two bathrooms, and a combo dressing room. Its prominent visibility from the road, complemented by a 10 foot lighted sign and scenic lake view, attracts high foot traffic, including bus tours and tourists from a nearby hotel. The Plaza itself is bustling, driven by the popular Hearth & Kettle Restaurant.

The inventory at "The Dead Zone" is varied and features a diverse assortment of items. The typical mark-up is keystone or higher, and the wholesale value of the inventory fluctuates seasonally but is estimated to peak at \$90,000.

Operating year-round, the store enjoys a flexible lease that permits closure during winter weeks if desired by the new owner. The business experiences peak sales during the summer months, accounting for over 50% of the annual revenue, and performs well during shoulder and holiday seasons.

"The Dead Zone" has a long history of success since its establishment in 1989, with average annual sales of around \$300,000 in recent years. Summer 2023 sales revenue was \$145,000 which represented 51% of the 2023 total revenue

In terms of the sale, all equipment, physical assets, location, signage, furnishings, fixtures, and leasehold improvements are included, along with the trade name and proprietary marketing materials. The owner is willing to provide 2 weeks of orientation and training. The asking price for this turnkey business is \$279,000. Inventory can be purchased at wholesale cost.

Acoustical Strings
Bags & Wallets
Baseball Hats
Beach Towels
Beads
Belts
Blankets
Candles
Car Accessories
Women's Clothing
Coats & Jackets
Grateful Dead Merchandise
Incense & Burners
Jewelry
Key Chains
Men's Clothing
Natural Remedies
Patches
Stickers
Sweatshirts
Tee Shirts
Tie Dyed Tee Shirts
Children's Clothing
Ty Stuffed Animals

Business Specifications

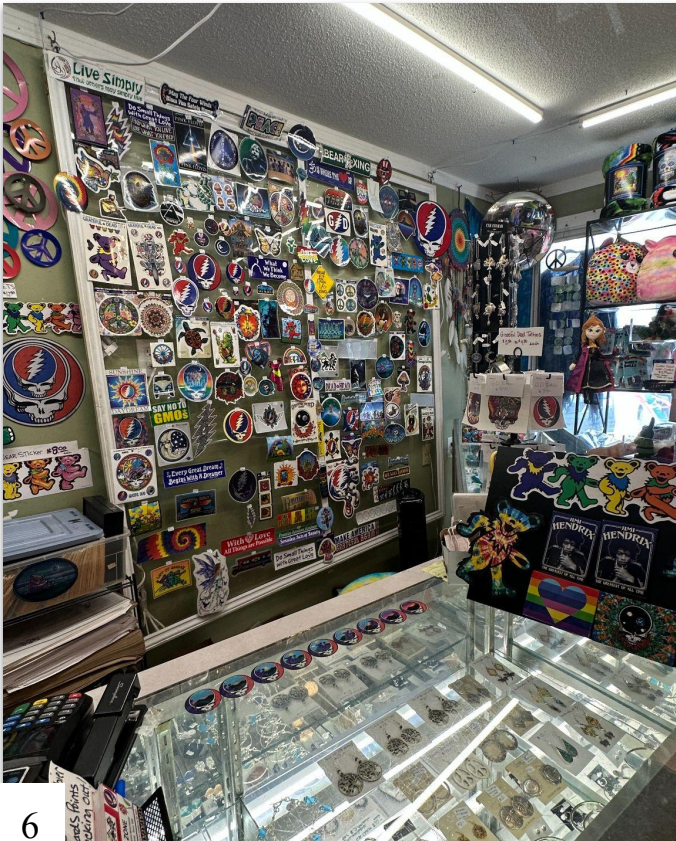
PRICE \$279,000

INDUSTRY Retail

LOCATION Yarmouth, Massachusetts

YEARS IN BUSINESS 35

OWNER Patricia Martin



OFFERING PRICE

The business known as The Dead Zone is offered for sale at \$279,000. Additionally, the inventory can be purchased at wholesale cost.

ASSESSMENT OF OPPORTUNITY

The Dead Zone generates an attractive owner's profit documented by IRS returns.

The formula for success in its current concept is easily transferable. The location is also adaptable to a change in concept or a change in the configuration of the venue, furniture, fixtures and equipment and outstanding licenses.

Commercial Realty Advisors, Inc. anticipates strong interest for The Dead Zone.

SUBMISSION OF OFFERS

Commercial Realty Advisors, Inc. invites written offers for the Business known as The Dead Zone. Offers should be submitted to Craig Campbell or Sarah Banks, Commercial Realty Advisors, Inc., 222 West Main Street, Hyannis, MA 02601. Written offers must identify the purchaser, mailing & 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.

Please contact us for further details of the assets and goodwill included with the sale of The Dead Zone. Showings are by appointment only, and financials shall be provided to qualified buyers who demonstrate their ability to make this acquisition.

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COMMERCIAL REALTY ADVISORS, INC.

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DISCLAIMER

The Offering Document was prepared by Commercial Realty Advisors, Inc., from and on information provided by the “Seller”, by agents of the Seller, and from other sources believed reliable. No guarantee, express or implied, is made as to the accuracy or completeness of this information, and is subject to error, omission, change of price, change of description or condition, or withdrawal without notice. Commercial Realty Advisors, Inc., has not independently audited or verified any information, financial result, legal description, sketch, or plan. No projection of future income or the viability of this establishment has been guaranteed by the Seller or Commercial Realty Advisors, Inc. The recipient of this Offering Document acknowledges its responsibility to perform a due diligence review at its own cost prior to any acquisition of this Business and real estate.

Commercial Realty Advisors, Inc., and the agent presenting this opportunity, represent the Seller on an Exclusive basis. Commercial Realty Advisors, Inc., and other brokers or salespeople represent the Seller not the Buyer in the marketing, negotiation, and sale of this Business and real estate unless otherwise disclosed.

Commercial Realty Advisors, Inc. are neither architects, engineers, inspectors, accountants nor attorneys, and therefore all buyers/tenants must consult with their own architects, engineers, inspectors, accountants, or attorneys as to financial, zoning, lot line, handicapped accessibility, flood plain, mechanical, structural, or environmental concerns. This Offering Document is proprietary to the Seller and its related legal and beneficial owners and to Commercial Realty Advisors, Inc. This information is made available to you because you signed a Confidentiality Agreement for the purpose of conducting an analysis of the business opportunity represented herein prefatory to making an offer to purchase the aforementioned Business and real estate. Buyer must verify all information and bears all the risk for inaccuracies. Referenced square footage and acreage and sketched outlines are approximate, and this information package is subject to change.

Should you decline to make said offer, you agree to return promptly this Offering Document and any other information provided to you. You acknowledge that you will treat as secret all information provided herein. You will not discuss, reproduce, or in any way share information with any party including the Sellers, employees, agents, customers, creditors, suppliers, or competitors of said Business and real estate unless prior written permission has been granted to you by Commercial Realty Advisors, Inc.

For more information about this and/or other business opportunities please contact:

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ABOUT

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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