



BUSINESS OFFERING MEMORANDUM

DENNIS EQUIPMENT COMPANY, INC.
970 Route 134 So. Dennis, MA

The Business & Real Estate are offered for sale for a combined price of:
\$2,900,000

Commercial
Realty Advisors

222 West Main Street, Hyannis, MA 02601
508-862-9000

www.ComRealty.net
www.CapeCodBusinessBroker.com

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EXECUTIVE SUMMARY

Dennis Equipment Company, a family-owned and operated business since 1955, is a leading provider of outdoor power equipment and expert repair services on Cape Cod. With a well-established reputation for high-quality products, exceptional customer service, and technical expertise, the business has cultivated a loyal customer base that includes both residential clients and commercial landscapers. The company offers a wide range of products from top brands such as Honda, Toro, and Stihl, including lawnmowers, tractors, snow blowers, generators, and professional equipment.

The property at 970 Route 134, East Dennis, is included in the sale, offering valuable real estate that enhances the business's long-term appeal. The 0.87-acre commercially zoned parcel includes a 9,800-square-foot steel-framed building, constructed in 1971, with retail space, offices, workshops, and inventory storage. Its prime location provides quick access to Route 6, making it highly attractive to both new and existing businesses.



The sale of Dennis Equipment Company presents a unique opportunity for potential buyers to acquire a thriving business with a loyal customer base, a strong brand reputation, and a prime location on Cape Cod. The company's long history, experienced staff, and diverse product offerings make it an attractive investment for individuals or businesses looking to enter or expand in the outdoor power equipment industry.

KEY HIGHLIGHTS

- **Prime Real Estate:** Centrally located on Cape Cod, with easy access to major routes, ideal for continued retail operations or alternative commercial use.
- **Established Brand:** Over 60 years of operational success with a reputation for quality and trust.
- **Diverse Customer Base:** Residential and commercial clients, including landscapers, contractors, and property managers.
- **Strong Supplier Relationships:** Authorized dealer of leading brands such as Stihl, contributing to stable and recurring sales revenue.
- **Community Involvement:** Winner of the 2019 Cape Cod Community's Choice Award for lawn equipment and supporter of local charitable initiatives such as Toys for Tots. They have also collected school supplies to donate to a local school.

GROWTH POTENTIAL & STRATEGIC OPPORTUNITIES

- **Market Expansion:** An excellent acquisition target for existing outdoor equipment dealers (e.g., John Deere) or businesses looking to expand operations onto Cape Cod.
- **Diversification:** The property's original use as a marine sales and service facility suggests opportunities for use by boat servicing, dealerships and other related industries.
- **Location Synergy:** The facility's location, combined with Cape Cod's demand for professional landscaping and construction services, makes it ideal for companies specializing in outdoor contracting services.

BUSINESS SPECIFICATIONS



BUSINESS NAME

Dennis Equipment Company, Inc



INDUSTRY

Sales/Service



LOCATION

Dennis, Massachusetts



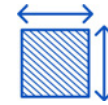
BUSINESS HOURS

Monday ~ Friday 7:30-4:00
Closed Weekends



WEBSITE

<https://dennisequipment.com/>



PREMISES

9,800 SF on 0.87 Acre site



OWNER

David Milkey
Karen Milkey
John Milkey



HISTORY

70 Years in Business



ASKING PRICE

\$2,900,000



STAFF

Owner/Parts Manager
Owner/Lead Mechanic
Owner/Business Manager

PLUS:

2 Full-Time Salespeople
1 Full-Time Service Manager
1 Part-Time Delivery Driver
1 Full-Time Mechanic
1 Part-Time Mechanic



PROPERTY SPECIFICATIONS



ADDRESS	970 MA-134, South Dennis, MA 02660
BOOK/PAGE	12118/119
PARCEL NUMBER	233-9-0
ZONING	Extensive Business
TOTAL BUILDING SIZE	9,800 SF
ACRES	.87
YEAR BUILT	1971
DESCRIPTION	Industrial - Sales & Service
BUILDING STYLE	Industrial Clear Span Metal Building
STORIES	1

Features:

- Retail floor space/Showroom
- Various office areas
- Workshop and service areas
- General inventory storage space
- Includes paved parking and driveways, along with space for equipment display or storage

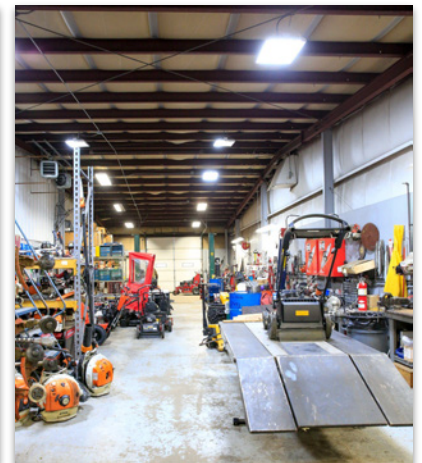


PROPERTY SPECIFICATIONS

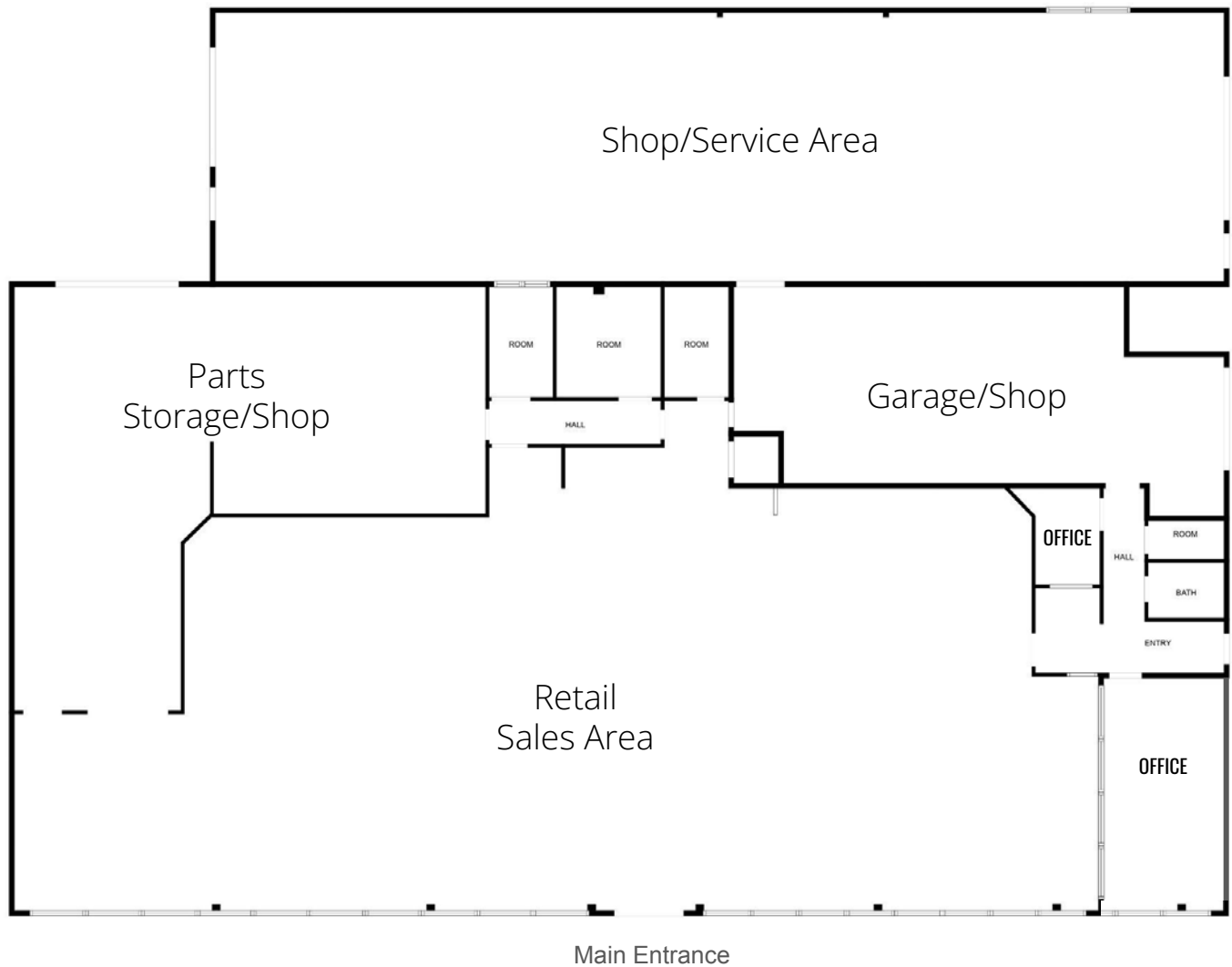
- **Development Restrictions:** The surrounding land is under the control of the Water District reducing the risk of nearby commercial or residential development that could negatively impact the property's value or operations.
- **Septic System Limitation:** The property is located within a **DEP Zone II** area, which enforces regulations that limit the allowable wastewater flow per acre to protect local groundwater resources. Potential buyers will need to carefully assess whether their intended business operations align with these wastewater restrictions.

Potential Uses:

- Continued operation of outdoor power equipment sales and service
- Marine sales and service business
- Expansion site for construction, landscape, or contractor-type businesses
- Potential for redevelopment or adaptive reuse for other commercial purposes
- Permitted uses for the property include but are not limited to agricultural use, indoor recreation, general retail stores, consumer services, restaurants, professional or business offices, stables, temporary construction offices, and non-commercial scale solar energy electrical generation.



FLOOR PLANS



FLOOR PLAN CREATED BY CUBICASA APP. MEASUREMENTS DEEMED HIGHLY RELIABLE BUT NOT GUARANTEED.

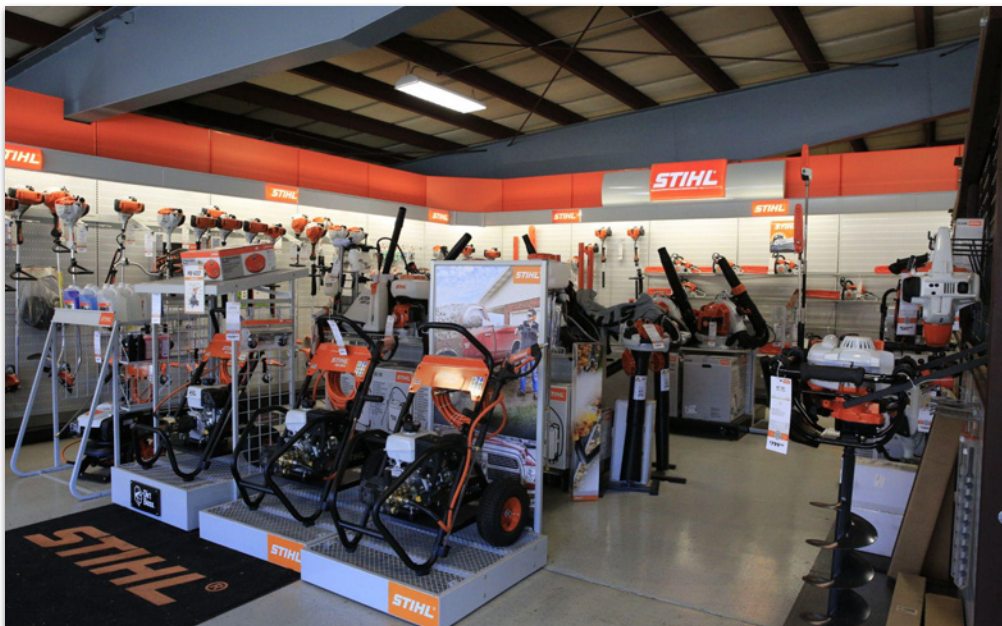
ROUTE 134

LOCATION: SOUTH DENNIS, MASSACHUSETTS



PRIME LOCATION ON CAPE COD

Dennis Equipment Company is strategically located at 970 Route 134 in South Dennis, a central and highly accessible commercial corridor on Cape Cod. Positioned just minutes from Route 6, the property benefits from high visibility and convenient access for both local and regional customers. Surrounded by Dennis Water District land, the site offers long-term stability with minimal risk of future neighboring development, making it an ideal location for continued commercial use or potential business expansion.



Key: 11299

11299

Town of DENNIS - Fiscal Year 2024

12/14/2023 12:24:50PM

12:24:50PM

SEQ #: 11,718

[illegible]

OFFERING PRICE

The property, assets, and goodwill of the business known as Dennis Equipment Company Inc. is offered for sale at \$2,900,000. The sale includes the trademarked name, branding and signage, agreement not to compete as may be negotiated between buyer and sellers, and a reasonable period of transition assistance which also as may be negotiated between buyer and sellers. The sellers will assist in the transfer of licenses currently used by Dennis Equipment Company Inc. Useable inventory will be sold to the buyer at the seller's invoice cost unless otherwise agreed upon.

ASSESSMENT OF OPPORTUNITY

The sale of Dennis Equipment Company presents a rare opportunity to acquire both a longstanding, reputable business and strategically located real estate in the heart of Cape Cod. The combination of a loyal customer base, diverse product offerings, and potential for further business diversification makes this an attractive investment. Additionally, the property's prime location, limited surrounding development, and access to major routes offer significant potential for continued commercial use. Whether for continued operation in the outdoor power equipment sector or alternative commercial use, this investment is well-positioned to deliver long-term value.

SUBMISSION OF OFFERS

Commercial Realty Advisors, Inc. invites written offers for the Business known as Dennis Equipment Company Inc.. The real estate, assets, and goodwill are available. Offers should be submitted to Craig Campbell or Rick Fenuccio, 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 Dennis Equipment Company Inc.. Showings are by appointment only, and financials shall be provided to qualified buyers who demonstrate their ability to make this acquisition and sign a confidentiality agreement.

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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.

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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