

LODGING TIMES[®]

This Issue: Recent Sales of **Cape Cod** Hotels, Motels, B&B's, Inns, Cottage Colonies, Restaurants and other income property

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HOSPITALITY

The 10 room **Peacock Inn** an oceanview Bed & Breakfast at 313 Grand Ave, Falmouth, sold on May 30 for **\$335,000** from Grand Trust to Pedigreed Properties Nominee Trust.

Directly across from a town beach on Nantucket Sound, the building has spectacular views from 9 of the guestrooms. Data courtesy of Caterino Appraisals.

The 7 unit **Dingy Dock** on Commercial Street in P-Town, a Guest House, recently sold for \$1.2 M by Ruth Hebert. It will reportedly be converted to condominiums.

On August 28, Tom Hall bought the **Lions Head Inn** at 186 Belmont Road for **\$420,000**. The property consists of a restored 1800's Sea Captains Home with 6 guest suites, each with private bath, 2 cottages and outdoor pool / Garden area.

The **Atlantic Motel** at 2859 Cranberry Highway, Wareham, sold recently for \$443,000. The 24 unit motel was listed in the MLS system for \$500,000 and was assessed for \$431,600 at the time of the sale.

The 7 room **Old Harbor B&B** in Chatham sold in August for \$755,000. It is reported to be in excellent condition and just walking distance from the beach and Main Street.

The waterfront **Edge of the Sea** motel, a collection of cottages and motel units totaling roughly 24 rental units on South Shore Drive, South Yarmouth, sold on November 1st by Edge of the Sea, Inc. The Davenports, who own several area waterfront motels reportedly purchased the property intending to combine it with their adjacent Blue Water Hotel.

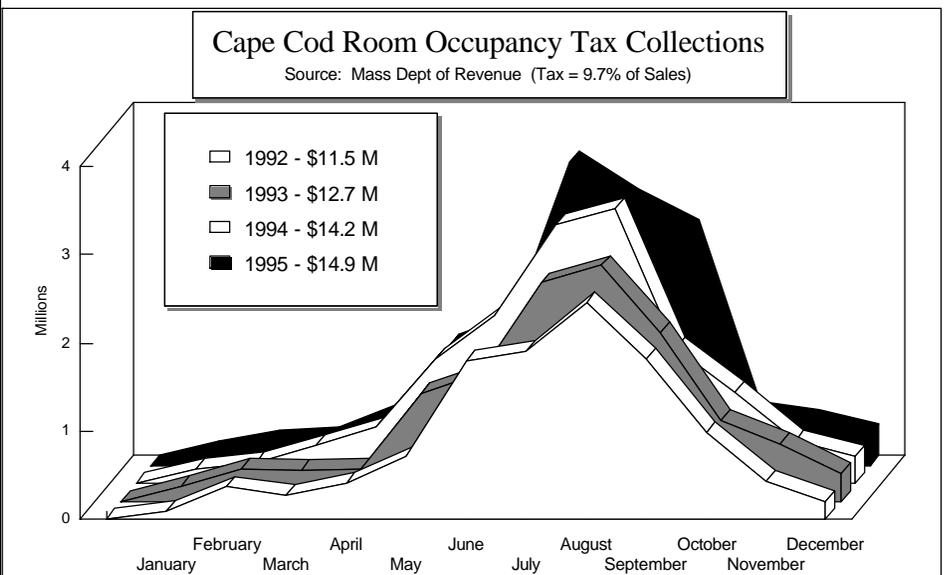
The 25 unit **Flax Pond Motel** sold for **\$390,000** on December 29 from E.M.L. Associates Trust to Lee J. Connolly. Set on 2.19 acres at 203 Rt. 6A in Dennis, near Captain Frosties, the operation includes owners home and outdoor pool. Cape Cod Bank & Trust financed the purchase and was represented by Meyer Singer.

Chuck Carey of Carey Commercial represented the seller in the transaction.

Cape Cod Lodging: Up Again in '95

The 9.7% tax collected indicates that tourism on the Cape is a \$140 + Million per year business. It's been estimated that the tourist dollar turns over eight times before it leaves the area - making the lodging business one of the Capes most productive categories of business.

The 1995 figures (the black "mountain" in the back on the chart below) are for January through December. They show an increase of roughly \$700,000 or 5% which is even more encouraging considering the past two years have jumped over 10% per year.



RESTAURANTS

The waterfront **Dolphin Restaurant**, adjacent to the Mass. Maritime Academy in Buzzards Bay, sold January 31 for **\$450,000** from CUZ Corporation to Robert and Rita Pacheco who presently own the Quarterdeck Restaurant on Main St., Falmouth. The 140 seat Dolphin also has 8 guest rooms on the second floor and is known for its sweeping views of the water. Sandwich Co-Op, in conjunction with the SBA, financed the purchase. Campbell Lawrence of Carey Commercial handled the transaction exclusively.

The 160 seat restaurant and the adjacent retail building at 633 & 627 Rt. 28, West Yarmouth sold as a package in January for **\$215,000** from Bank of Boston to Daniel T. Keefe. There was no mortgage recorded at the time of the sale. The site was formerly known as **Blooms** through the late 70's and 80's then was leased and became "**Gangsta Guccione**" for a short time. Bank of Boston foreclosed and took title in April of 1995. Jack Hynes and Chuck Carey of Carey Commercial assisted the transfer.

Carey Commercial sold 15 lodging properties totaling \$6.5 M in '95

*Motels,
Hotels, B & B's
Cottage Colony's
and other lodging type
businesses continue to be
in demand on Cape Cod
with several sold each year.*

The lodging business is popular because it offers a great deal to a certain type of buyer - a place to live (usually), a seasonal job to the semi-retiring buyer, and a pleasant occupation near the shore to those who enjoy meeting and serving people.

I personally believe "moving to the Cape and running a motel" is dream many people have, especially those city refugees who are turning away from an intense lifestyle, crime, bad air, etc.

Carey Commercial is privileged to have played a small part in arranging several purchases of this sort over the past years and hopes to continue doing so far into the future.