

CHESAPEAKE COMMUNITIES AT RIVER MARSH WATERFRONT RESIDENTIAL DEVELOPMENT OPPORTUNITY ADJACENT TO HYATT REGENCY CHESAPEAKE BAY RESORT

FOR SALE: CHOPTANK RIVER WATERFRONT PARCELS IN CAMBRIDGE, MARYLAND



Property boundaries are approximate and are provided for illustration purposes only

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THE OFFERING



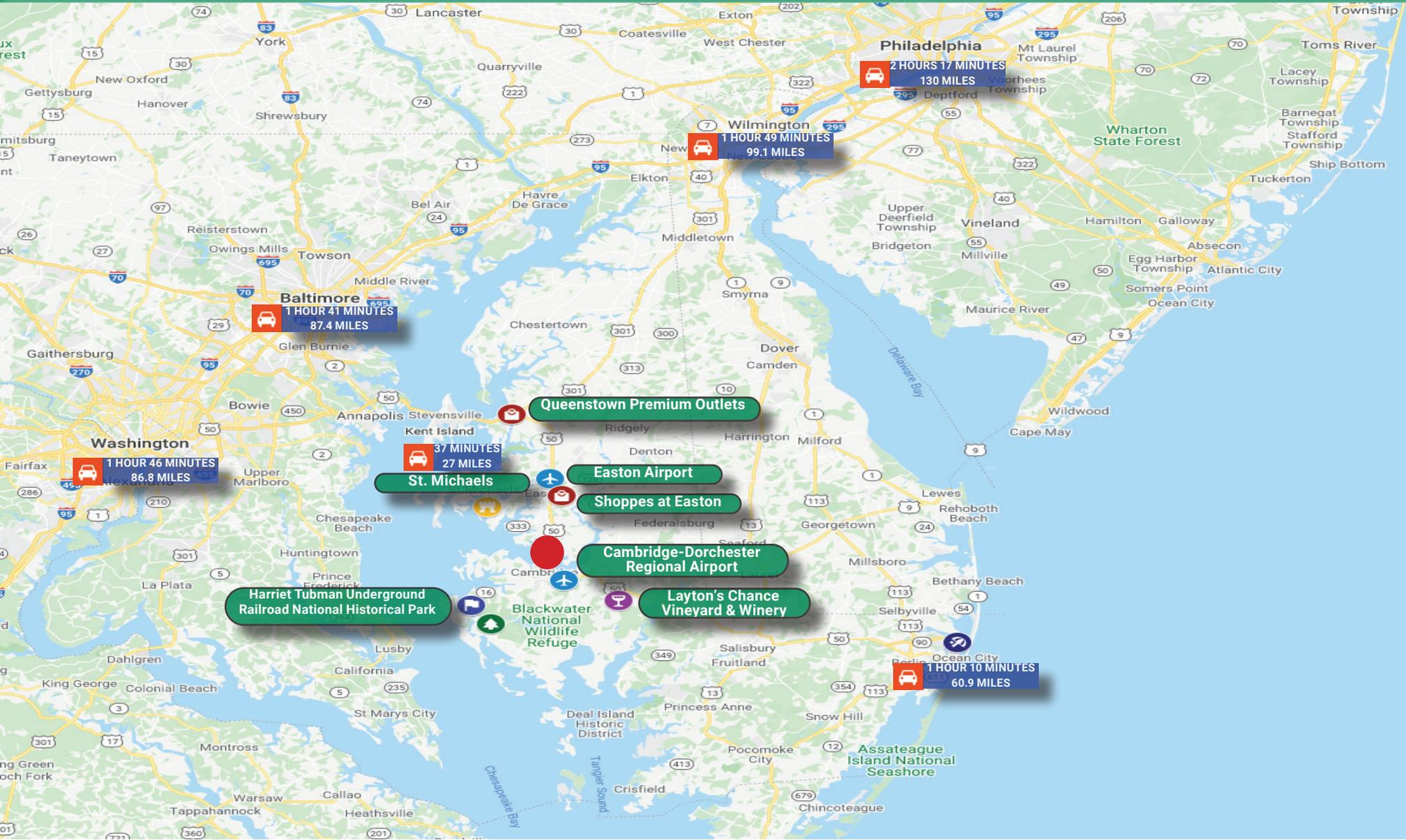
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On behalf of ownership, Chesapeake Communities, LLC, HOGAN is pleased to exclusively offer for sale two unique waterfront development opportunity along the Choptank River on Maryland's Eastern Shore. Two separate riverfront development parcels are being offered individually or as a portfolio. The parcels are adjacent to the AAA Four Diamond Hyatt Regency Chesapeake Bay Golf Resort, Spa, and Marina in Cambridge, Maryland.

Chesapeake Communities at River Marsh are located just outside historic downtown Cambridge, Maryland in Dorchester County. Steeped in Maryland's maritime history, Cambridge was once the largest community on its Eastern Shore. Today, it is a hub of historical, cultural, and artistic activity for residents and visitors alike. The properties and hotel lie on Route 50, which is the main route between the 9.8 million person Washington-Baltimore region and popular Eastern Shore destinations such as Ocean City, Maryland and Rehoboth Beach and Lewes in Delaware. Cambridge is easily reachable by road within the Mid-Atlantic region—approximately 86 miles from both Washington, DC and Baltimore, 60 miles from Annapolis – Maryland's capital city, 98 miles from Wilmington, DE, 129 miles from Philadelphia, PA, and 62 miles to Ocean City, Maryland's #1 tourist destination as well as the many beach towns along the Maryland and Delaware coast.

Prospective buyers have the benefit of designing a residential product of their choosing on either of the available parcels as permitted by the Master Development Plan and Planned Waterfront Resort District specific to residential land at River Marsh. Developers or builders will be able to build their waterfront lifestyle vision on these unique parcels with access to premium resort amenities, picturesque views of the Choptank River and the sounds of Eastern Shore wildlife everywhere.

REGIONAL MAP



RETAIL AND AMENITIES MAP



RESORT LIFESTYLE

Hyatt Regency Chesapeake Bay Resort

The Chesapeake Communities at River Marsh consist of two separate parcels situated around the 400-room AAA Four Diamond Resort on 342 picturesque acres. The hotel and resort include 47 luxury suites, 37,000 square feet of indoor space, and 85,000 square feet of outdoor space in a variety of formats, sizes, and locations for up to 1,000 people. Multiple restaurants are available to the public throughout the grounds while guests of the hotel can enjoy recreational areas including a 15-acre nature preserve, six tennis courts, lawn games, Camp Hyatt for kids, and a state-of-the-art fitness center. The highly regarded Sago Spa and Salon containing 13 treatment rooms outfitted with top-of-the-line equipment as well as a steam and sauna, a full retail area, and an expanded modern salon complete with hair, make-up, and nail stations is also available to the public.

Visit the Website: [Hyatt Regency Chesapeake Bay Resort](#)

Golf

Nestled amongst the to-be-built Residences at River Marsh is the top ranked, nationally renowned River Marsh Golf Club, which was designed by well-known golf course architect Keith Foster and is open year-round for play. The 18-hole championship course is open to the public and offers various membership options for individuals, couples, and families.

Visit the Website: [River Marsh Golf Club](#)

Marina

The River Marsh Marina is set 11 nautical miles inside the Choptank River within the Chesapeake Bay's 4,000 miles of shoreline, offering guests countless areas to explore, from historic waterman's villages to pristine marshes. The Certified Clean Marina at the Hyatt Regency Chesapeake Bay Resort is perfectly designed for every type of boater, and has been designated "Best of the Bay" multiple times by Chesapeake Bay Magazine. The River Marsh Marina offers a full-service marina and 150 slips with the potential for additional slips to be constructed.



RESORT LIFESTYLE

Residences at River Marsh

Originally master planned as part of the Residences at River Marsh community in the early 2000's, the subject parcels were retained by the original ownership after the conveyance of the hotel parcel to Hyatt and the sale of over 300 residential lots to Beazer Homes.

Beazer Homes constructed and sold out of the existing 48-unit condominium building located on Willow Oak Drive. These units are approximately 1,600 square feet on average and there are 52 parking spaces contained inside the building along with 50 surface parked spaces.

Beazer Homes also constructed and sold the 20 townhome units on Persimmon Place. These units are 26 feet wide and average 3,400 square feet. Each unit contains a two-car garage and residents or guests can use the surface parking lot which is shared with the nearby restaurant.

River Marsh is directly accessed and highly visible from a gated entrance from Route 50, which is approximately one hour from Annapolis and the western shore of Maryland and approximately 1.5 hours from Ocean City and the beaches of Maryland. The location is a perfect work from home location as it is still a convenient commute into the urban centers of the Baltimore/Washington region.

There are currently four homeowners' associations at River Marsh. The subject parcels have yet to be annexed into specific associations; however, River Parcel 1 is designated as an additional phase of the Willow Oak Condominium Association and both parcels are subject to the Residences at River Marsh Master Association. More information regarding the associations at River Marsh can be found in the Due Diligence Folder.

The original project team strove for a certain quality design aesthetic as described in the above mentioned Master Association's Declaration of Covenants, Conditions, and Restrictions. Article XI addresses the Architectural Standards and Use Restrictions and sample Design Guidelines approved for Beazer Homes are included in the Due Diligence Folder for review.

Future residents on these parcels are subject to an annual water and sewer utility payments as further described in the River Marsh Utility Company Declaration which is provided in the Due Diligence Folder.



PARCEL DETAILS - RIVER PARCEL 1

Address: Willow Oak Drive

Cambridge, Maryland 21613

Tax Account Number	Tax Map	Grid	Parcel	Lot	Acreage
07-200315	0031	0019	0027	0001	2.85

Plat Reference: 0055/0054

Waterfront: Yes, no riparian rights

Existing Conditions: Partially wooded

Utilities: Public water and sewer, natural gas, stubbed at edge of pavement

Currently Approved Development Plan: 48-unit multi-family building

Lot Coverage: 80%

Max FAR: None

Parking: 68 surface spaces at 1.4 spaces/unit

Conceptual Condominium Program:

River Parcel #1	Units	Share	Parking	Ratio	Unit Size Range (RSF)	
One Bedroom	16	33%	16	1.0	900	1,000
Two Bedroom	24	50%	36	1.5	1,350	1,500
Three Bedroom	8	17%	16	2.0	1,850	2,000
Total	48	100%	68	1.4		

Optional Residential Product Types: Townhouses, two-over-two, and traditional multi-story apartments



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PARCEL DETAILS - RIVER PARCEL 3

Address: Heron Boulevard / Park Drive

Cambridge, Maryland 21613

Tax Account Number	Tax Map	Grid	Parcel	Lot	Acreage
07-200331	0031	0019	0027	N/A	4.92

Plat Reference: 0046/1170

Existing Conditions: Cleared grassy lot

Waterfront: Yes, no riparian rights

Utilities: Public water and sewer, natural gas, stubbed at boundary

Currently Approved Development Plan: Multi-family - 144 units in three (3) buildings

Lot Coverage: 80%

Max FAR: None

Parking: 204 surface parked spaces at 1.4 spaces/unit

Conceptual Condominium Program:

River Parcel #3	Units	Share	Parking	Ratio	Unit Size Range (RSF)	
One Bedroom	48	33%	48	1.0	900	1,000
Two Bedroom	72	50%	108	1.5	1,350	1,500
Three Bedroom	24	17%	48	2.0	1,850	2,000
Total	144	100%	204	1.4		

Optional Product Types: Townhouses, two-over-two, traditional multi-story apartments, assisted living facility, among others



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CONCEPTUAL PLANS - CONDOMINIUMS



CONCEPTUAL PLANS - TWO-OVER-TWO



CONCEPTUAL PLANS - TOWNHOMES



ZONING SUMMARY

The Residences at River Marsh, which includes the two Chesapeake Communities subject parcels, was originally approved in 2007 under the Planned Waterfront Resort Development zone.

According to Section 2.3 of the City of Cambridge Zoning Code, development projects which were lawfully approved by the City and have vested under the laws of Maryland, under the provisions of the PWCD and PWRD prior to adoption of this Ordinance, shall lawfully continue under the terms, conditions, and limitations of their approved PWCD or PWRD plans and shall be entitled to the rights and privileges contained in those plans, except for those areas zoned Resource Conservation, which areas shall adhere in full to the regulations of this Ordinance.

In 2017, the City of Cambridge removed the PWRD zone and replaced it with the Maritime Resort Zone. While the subject parcels are currently depicted as being zoned Maritime Resort on the City's adopted zoning map, elements of the previous approvals are vested and able to be utilized.

The currently approved development plans for River Parcels One and Three permit construction of 48- and 144-units, respectively, which are currently depicted as one (1) five-story, 48-unit building on River Parcel One and three (3) five-story, 48-unit buildings on River Parcel Three. Each building is depicted with a mix of one-bedroom (33%), two-bedroom (50%) and three-bedroom (17%) layouts with select units offering balconies.

It is important to note that multi-family zoning approved in 2007 by the City of Cambridge includes townhouses, two-over-two, and traditional multi-story apartments or condominium units up to the maximum density defined by units per acre.



PROJECT DETAILS

Homeowners Associations (HOA)

The following HOAs exist today at the Residences at River Marsh:

HOA	Title	Purpose	Created Date	Latest Amendment
Residences at River Marsh	Declaration of Covenants, Conditions, and Restrictions for the Residences at River Marsh	Master Association for overall project	February 1, 2006	April 22, 2009
Willow Oak	Willow Oak Condominium Association, Inc.	Existing Condominiums	March 26, 2007	July 14, 2020
Persimmon Place	Declaration of Persimmon Townhouse Condominium Association, Inc.	Existing Townhomes Condominiums	February 26, 2007	March 28, 2020
Marsh Elder	Declaration of Covenants, Conditions, and Restrictions of Marsh Elder Homeowners Association, Inc.	Single Family Residential	April 22, 2009	N/A
River Marsh Recreation Corporation	Declaration of Convenants, Conditions, and Restrictions for shared common areas	Common Areas	February 26, 2007	December 10, 2009

Private Utility Company Assessments

Unit Type	Annual Assessment
Single Family Detached	\$650.00
Townhome	\$450.00
Multifamily	\$375.00

Residents are required to pay an annual water and sewer utility payment to River Marsh Utility Company for 23 years. Payments commence on the initial sale of a finished unit to a unit owner and are charged at the above rates. Applies to River Parcel One currently.

Real Estate Tax Rates

Taxing Authority	Percent of Assessed Value
City of Cambridge	0.7989%
County of Dorchester	0.9320%
State of Maryland	0.1120%
Total:	1.8429%

Copies of referenced documents can be located in the Due Diligence Folder.

HOA Assessments

Master Association	Parcel	Annual Assessment
Residences at River Marsh	River Parcel 1	\$15,552.00
Residences at River Marsh	River Parcel 3	\$5,184.00
	Total:	\$20,736.00

Annual Real Estate Tax

Parcel	2020-2021 Tax Bill
River Parcel 1	\$713.58
River Parcel 3	\$2,141.80
Total:	2,855.38

COMPARABLE TRANSACTIONS



EXISTING TOWNHOME CONDOMINIUMS AT RIVER MARSH

Address	SF	Year Built	Sell Price	PSF	Sold Date
2808 Persimmon Place	2,844	2007	\$495,000	\$174.05	Aug-20
2816 Persimmon Place	2,240	2007	\$325,000	\$145.09	Mar-20
2818 Persimmon Place	2,240	2007	\$285,000	\$127.23	May-20
2836 Persimmon Place	2,240	2007	\$289,000	\$129.02	Jun-20



EXISTING CONDOMINIUMS AT RIVER MARSH

Address	SF	Year Built	Sell Price	PSF	Sold Date
2700 Willow Oak Drive, #412A	1,647	2007	\$277,500	\$168.49	Oct-20
2700 Willow Oak Drive, #212A	1,647	2007	\$295,000	\$179.11	Aug-20
2700 Willow Oak Drive, #104E	1,636	2007	\$400,000	\$244.50	Oct-20

MARKET SUMMARY

River Marsh will continue to benefit from an already established employment base with a new wave of growth and revitalization underway. State, County, and City-sponsored economic incentives and programs for new and existing businesses abound such as Main Street Maryland, Neighborhood Business Works, Maryland Heritage Areas, Enterprise Zones, and the One Maryland Tax Credit Program among others*. In addition, the City of Cambridge has enacted a bill to waive the building excise tax for permits filed through June 30, 2022 as well as a residential sprinkler system tax credit for the homeowner of a newly constructed home.

Downtown Cambridge is home to one of the largest collections of vintage Victorian homes of any community on the Delmarva Peninsula. An improvement in public school offerings in recent years as well as a growing artist district has made Cambridge that much more appealing to the emerging generation of families. Students living at River Marsh are currently districted to Maple Elementary School, Mace's Lane Middle School, and Cambridge-South Dorchester High School.

Separate from the Hyatt Regency Chesapeake Bay Resort, some additional popular destinations include Sailwinds Park, the Cambridge Yacht Club, and the Cambridge Municipal Yacht Basin. St. Michaels, a well-known destination for dining, boating, wine tasting, inns and bed and breakfasts, is just a 30-minute drive from Cambridge. Easton, Blackwater National Wildlife Refuge, Salisbury, and Ocean City are all easily accessible and popular destinations.

Major Employers - Dorchester County

Adventist Healthcare

Amick Farms

Hyatt Regency Chesapeake Resort

Shore Health Systems

Super Walmart / Sam's Club

Warwick Manor Behavioral Health

*More information can be found here: <https://www.choosecambridge.com/192/Revitalization-Incentives>



TRANSACTION DETAILS

Suggested Offering Terms

Offering: River Parcel 1 or River Parcel 3, separately or together

Purchase Price: Unpriced - Buyer to present offer

Feasibility Period: No longer than 60 days

Closing: No later than year-end 2021

Deposit: Non-refundable and released to Seller at expiration of feasibility period

Due Diligence Materials Available with NDA Signature

To obtain the NDA, contact the Project Team.

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DISCLAIMER

This Memorandum contains select information pertaining to the Property and the Owner, and does not purport to be all-inclusive or contain all information which prospective Buyers may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented "as is" without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and engineering advisors, and carefully investigate the economics of this transaction and Property's suitability for your needs. ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither Hogan nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.