

NATIONAL GOLF & RESORT PROPERTIES GROUP

The National Golf & Resort Properties Group (NG&RPG) is a division within Marcus & Millichap Real Estate Investment Services Company which focuses on the golf and hospitality industry.



Black Diamond Ranch - SOLD
Lecanto, FL

MISSION STATEMENT

To help our clients create and preserve wealth through our specialized investment advisory services. To maintain a reputation of professionalism and integrity and to always do what is in the best interests of our clients.

To remain the number one golf and resort brokerage firm in the United States by transaction volume and total dollars sold.

Marcus & Millichap
Real Estate Investment Services

COMPANY PROFILE

TEAM HISTORY

In 2008, Steve Ekovich and Chris Karamitsos discovered a glaring need in the commercial real estate market and decided to redefine the way golf courses were being sold in the United States. By combining Steve's 20+ years of experience in commercial real estate sales and management with Chris' expertise as both a PGA Professional and commercial real estate agent, they developed a plan to bring institutional investment standards to the world of golf course sales.

Steve was able to utilize his time spent as both a broker and regional manager with Marcus & Millichap to develop a comprehensive sales platform and a reliable system for underwriting and determining the value of golf properties. Chris' previous experience as a PGA Professional and golf course operator brought invaluable insight into the way successful courses are run, providing the team a blueprint for clients on how to transform a golf course into a profitable investment opportunity.

Today, the group continues to redefine the way golf assets are being underwritten, marketed and sold throughout the real estate investment community.

STEVEN M. EKOVICH



Vice President

Managing Director, National Golf & Resort Properties Group

Mr. Ekovich has been in the real estate business since 1985 as both a broker and Regional Manager for numerous Marcus & Millichap offices. During this time he has been involved in over \$3.5 billion of real estate transactions, opened four M&M offices throughout the Southeastern U.S. and has been named "Regional Manager of the Year."

As an agent with Marcus & Millichap, Mr. Ekovich has been ranked as a "Top-5 Salesperson" and has received numerous sales awards from the firm. He has also been a published author in a number of golf and real estate trade publications, as well as being a featured speaker at a variety of industry events since 1998. After founding the team in 2008, Steve has continued to grow the National Golf & Resort Properties Group, as the team has now underwritten, listed and/or sold in excess of \$680 million of golf and resort assets since 2011.

CHRISTOPHER KARAMITSOS



Investment Advisor & PGA Professional

Co-Founder, National Golf & Resort Properties Group

Mr. Karamitsos is an award-winning member of the Professional Golfers Association of America. He has been in the golf business since 1990, played competitively since 1989, and has experience in every facet of the golf industry, including managing golf properties and consulting for golf property developers.

Mr. Karamitsos founded the Karamitsos Golf Academy in 1993, founded Sigma Golf Management and Millennium Golf Ventures in 1999 and is on the Executive Board of the North Florida PGA. He is a published author in numerous periodicals and manuals. As a broker, he has closed over \$300 million in real estate transactions since 2005.

VALUE PROPOSITION

■ NATIONAL PLATFORM

Marcus & Millichap features over 80 offices and 1,200+ agents nationwide, ensuring that we expose listed properties to the largest pool of qualified buyers.

■ BRIDGING PRIVATE & INSTITUTIONAL CAPITAL

Our comprehensive marketing approach allows us to access both local golf owners and crossover buyers from different product types, as well as regional, national, international and institutional investors.

■ GOLF & RESORT SPECIALIZATION

Our team of golf and resort brokers has sold 43 courses over a period of 32 months and has underwritten OVER \$680 MILLION worth of golf assets during that time.

■ COMPREHENSIVE DATABASE SOLUTIONS

Our team maintains a detailed database of **ALL** golf and resort properties, owners, investors, sales transactions, on-market listings, foreclosures/bankruptcies, etc.

■ INTERNET PRESENCE & INNOVATIVE TECHNOLOGY

www.NationalGolfGroup.com utilizes SEO (Search Engine Optimization) and an intuitive website to expose our listings to potential buyers and manage both the sales and due diligence process in real time.



■ INVESTMENT-GRADE UNDERWRITING

Unlike most golf brokers, we provide potential investors with a detailed financial analysis and Pro Forma business plan, directing new ownership to future profitability growth, allowing us to maximize value for both sides of a sales transaction.



■ ESTABLISHED GOLF INDUSTRY RELATIONSHIPS

We not only maintain a database of golf course owners and properties, but our team has built and maintained relationships with hundreds of golf industry professionals to help us advise buyers/sellers throughout the sales process. These contacts include management firms, banks, private equity groups, appraisers, architects, and many more.

EXPERIENCE THE DIFFERENCE

- Brokered / Managed \$3.5 BILLION in Sales
- PGA Professional Credentials
- Golf Course & Resort Management Expertise
- Experience in Underwriting Golf & Resort Assets
- Track Record with REO Properties & Loan Sales
- PGA, USGA, NGF & NGCOA Members



THE INDUSTRY'S MOST ACTIVE GOLF AND RESORT BROKERAGE FIRM

CONTACT US

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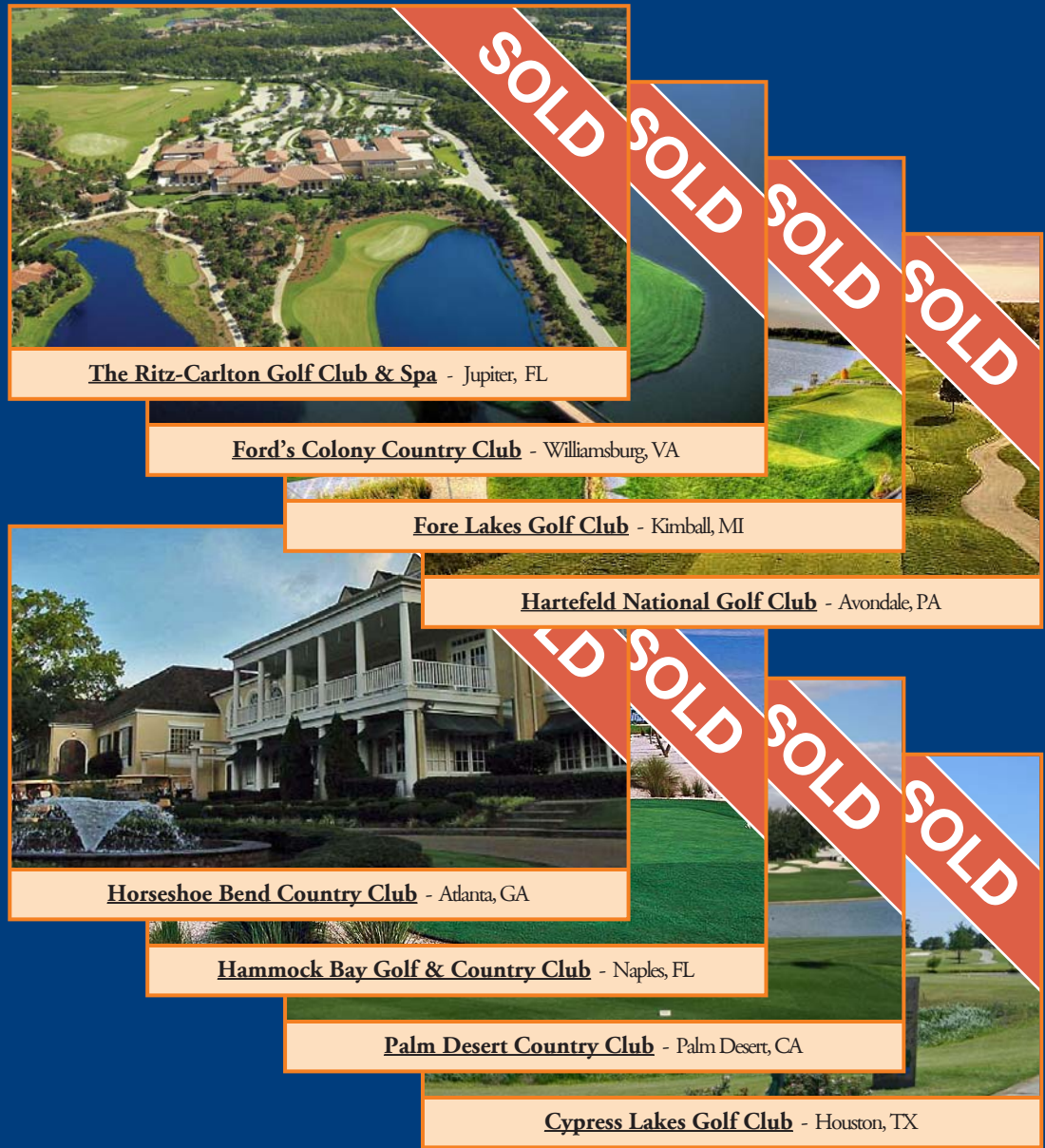
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The Ritz-Carlton Golf Club & Spa - Jupiter, FL

Ford's Colony Country Club - Williamsburg, VA

Fore Lakes Golf Club - Kimball, MI

Hartefeld National Golf Club - Avondale, PA

Horseshoe Bend Country Club - Atlanta, GA

Hammock Bay Golf & Country Club - Naples, FL

Palm Desert Country Club - Palm Desert, CA

Cypress Lakes Golf Club - Houston, TX

What Others Say About Us

"I don't think any of us believed you would be able to find a buyer and close before the end of the year, BUT YOU DID!"

-The Ritz-Carlton Destination Club

"After reviewing the Marcus & Millichap underwriting and marketing plan, it was clear that Steve Ekovich's group was THE CLEAR CHOICE."

-PNC Bank

"[Steve's] attention to detail and ability to navigate the complexities of this acquisition were tremendously helpful... I HIGHLY RECOMMEND him for the acquisition of golf courses."

-The Trump Organization

Visit Us Online at:

www.NationalGolfGroup.com