

CONFIDENTIAL OFFERING MEMORANDUM

WILLOW POINT MARINA

622 Jersey Ave | Greenwood Lake, NY 10925

\$5,200,000

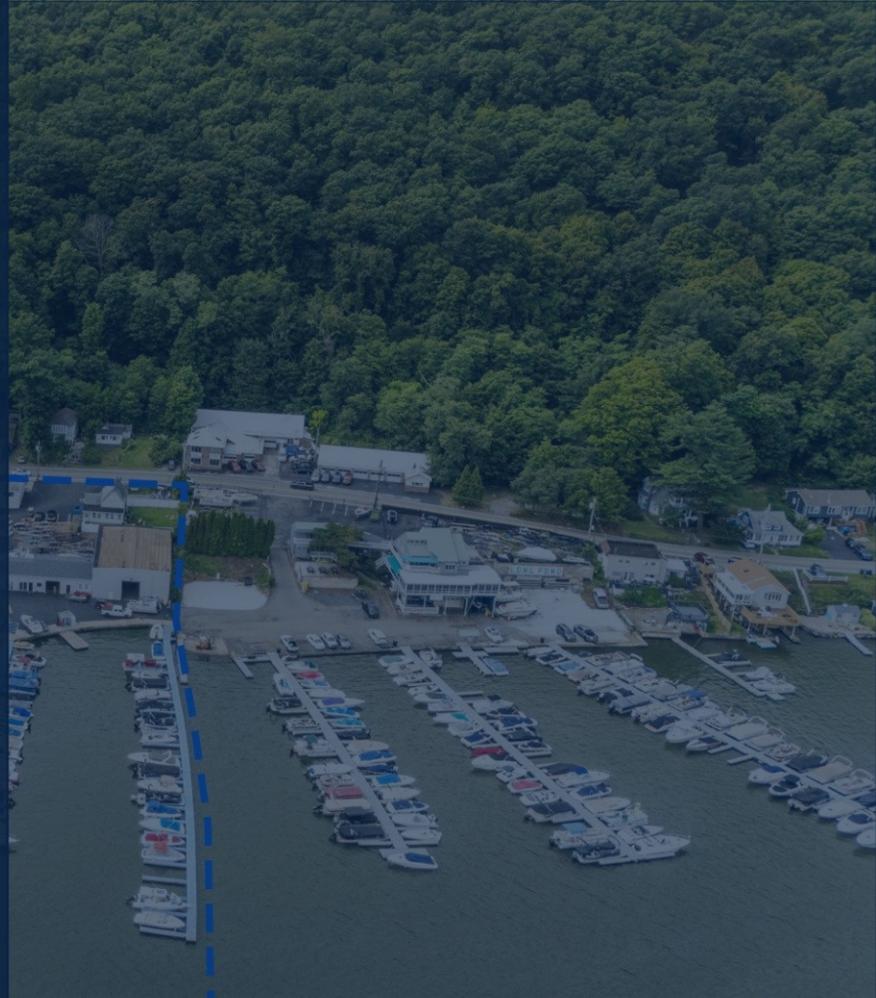
ASKING PRICE

182 + 35

BOAT + JET SKI SLIPS

2.00 AC

WATERFRONT LOT



AERIAL VIEW · 622 Jersey Ave, Greenwood Lake, NY · Property Boundary Shown in Blue



182

BOAT SLIPS

35

JET SKI SLIPS

2.0 AC

WATERFRONT

9,030 SF

IMPROVEMENTS

12.84%

2025 CAP RATE



EXECUTIVE SUMMARY

622 Jersey Ave | Greenwood Lake, NY | Orange County

Investment Overview

Willow Point Marina presents an exceptional opportunity to acquire a fully operational, high-performing waterfront asset in Orange County, New York — backed by verified 2025 owner financials.

The property generated \$975,602 in total revenue and \$674,790 in NOI for 2025, with an operating expense ratio of just 30.8%. At the \$5.2M asking price, the property trades at a 12.84% cap rate — a compelling yield for a stabilized, turnkey waterfront asset with eight distinct revenue streams.

The business is fully staffed with three trained employees who are staying on. RC (Resort Commercial) zoning permits hotel, restaurant, B&B, and boat sales by right — providing substantial future upside on this irreplaceable 2.0-acre lakefront parcel. Seller will consider holding up to \$2M in financing. With seller financing available, qualified buyers may be able to acquire the marina with as little as \$300k–\$500k down depending on debt structure.



2025 Revenue: \$975,602 (Verified)



2025 NOI: \$674,790 (12.84% Cap Rate)



8 Distinct Revenue Streams



3 Employees — All Staying On



Seller Financing Up to \$2M Available



RC Zoning — Hotel / F&B Permitted



PROPERTY FACTS

Physical & Legal Characteristics

PROPERTY DETAILS

Asking Price	\$5,200,000
Price Per SF	\$609/SF
Price Per Slip	\$31,429–\$36,667
Sale Type	Investment or Owner User
Building Size	9,030 SF (2 Stories)
Lot Size	2.00 Acres
Property Type	Specialty / Marina
Year Built / Reno	1890 / 2022

ZONING & ASSESSMENT

Zoning	RC – Resort Commercial
Building Class	B
APN	335403-311-000-0002-002
Total Assessment	\$172,800
Land Assessment	\$81,000
Improvements	\$91,800
County	Orange County, NY
Market	Hudson Valley / NY Metro



2025 INCOME — EIGHT REVENUE STREAMS

Owner-Provided 2025 Financials | Total Revenue: \$968,602

OPERATING INCOME



Marina / Dock Income

Boat slips · \$75/linear ft · seasonal

\$344,105



Gas Dock Income

Fuel sales margin · seasonal volume

\$83,200



Jet Ski Repair Income

Service & repair · year-round income

\$105,360



Winterization & Storage

Boats stored & winterized on-site

\$333,937

Total Operating Income

\$866,602

RENTAL INCOME

Boat Mechanic Rent

Annual NNN lease

\$48,000

Single Family House

\$2,000/mo · renovated 2022

\$24,000

Retail Building

\$1,600/month · restored 2022

\$19,200

Jersey Paddleboard

\$916/month

\$11,000

Total Rental Income

\$102,000

TOTAL 2025 REVENUE

\$968,602

Based on owner-provided 2025 operating data. Buyer to independently verify all financials. Information deemed reliable but not guaranteed.

2025 PROFIT & LOSS — ACTUAL FINANCIALS

Owner-Provided Data | NOI: \$674,790 | OpEx Ratio: 30.8% | Cap Rate at Ask: 12.84%

INCOME

Marina / Dock Income	\$344,105
Gas Income	\$83,200
Jet Ski Repair	\$105,360
Winterization & Storage	\$333,937
Rental Income (4 units)	\$102,000

Total Revenue **\$968,602**

NET OPERATING INCOME

\$667,790

12.8%

Cap Rate
at \$5.2M Ask

15.0%

Cap Rate
at \$4.5M

2025 OPERATING EXPENSES

COGS	\$54,572
Payroll (3 employees)	\$115,440
Property Tax	\$51,000
Insurance	\$21,600
Repairs & Maintenance	\$25,000
Supplies	\$16,400
Utilities	\$8,600
Payroll Processing	\$2,500
Telephone	\$2,000
Office Expenses	\$1,500
Software	\$800
Misc. / Marketing	\$1,400

Total Expenses **\$300,812**



VALUATION & CAP RATE ANALYSIS

Based on 2025 Actual NOI: \$674,790 · NE Marina Cap Rate Range: 8%–12% · Asking Price: \$5,200,000

CAP RATE	IMPLIED VALUE \$674,790 NOI	PRICE/SLIP 182 SLIPS	PRICE/SF 9,030 SF	vs. \$5.5M ASK
7.0%	\$9,639,857	\$52,966	\$1,068	+75%
8.0%	\$8,434,875	\$46,345	\$934	+53%
9.0%	\$7,497,667	\$41,196	\$830	+36%
10.0%	\$6,747,900	\$37,076	\$747	+23%
11.0%	\$6,134,455	\$33,706	\$679	+12%
12.0%	\$5,623,250	\$30,897	\$623	+2%

AT THE \$5.2M ASKING PRICE: Actual 2025 cap rate = 12.84% · Price/Slip = \$28,571 · Price/SF = \$609 · NOI = \$674,790



VALUE-ADD OPPORTUNITIES

RC Zoning: Restaurant · Hotel · B&B · Boat Sales & Rentals — All Permitted by Right · Approved Plans for Tiki Bar On-Site



Increase Boat Slip Rates

ZERO CAPEX UPSIDE

Current rates are below market. Incremental increases of \$5–\$15/linear ft across 182 slips add \$25K–\$75K+ to NOI immediately — the highest-return, lowest-effort lever available to a new owner.



Tiki Bar — Plans in Hand

PLANS READY

Approved plans already in place for a waterfront tiki bar. RC zoning permits F&B by right. A lakefront tiki bar is a natural revenue generator and traffic driver — estimated \$200K–\$400K annual revenue potential.



Boat Rental Business

NEW REVENUE STREAM

Introduce a rental fleet to capture demand from day-trippers and visitors to Greenwood Lake who do not currently hold boat slips at the marina. Pontoon and fishing boat rentals priced at approximately \$250–\$350 for a two-hour minimum (approximately \$120–\$175 per hour equivalent) can generate meaningful seasonal revenue while requiring relatively minimal staffing and operational overhead.



Coffee Shop or Restaurant

FOOT TRAFFIC PLAY

A waterfront coffee shop or full-service restaurant serves slip holders, launch users, and walk-in visitors year-round. Low build-out cost with consistent demand from the boating community or food pop up— RC zoning permits restaurant use by right.



Bed & Breakfast / Boutique Hotel

RC ZONING PERMITS

RC zoning explicitly permits B&B and hotel use on this 2.0 AC waterfront parcel. A boutique lakefront inn catering to boaters, hikers, and weekend guests could generate \$150K–\$350K in annual lodging revenue — a true hospitality destination.



Barn & Mechanical Space

UNTAPPED SPACE

Owner currently uses the barn and one mechanical bay for jet ski operations. These spaces can be leased, converted to additional storage, or activated as expanded service bays — none of this income is reflected in the 2025 NOI.



PROPERTY IMPROVEMENTS & SELLER FINANCING

Recent Capital Investment · Turnkey Condition · Owner Will Consider Holding Up to \$2M in Financing

RECENT IMPROVEMENTS & CAPITAL INVESTMENT



Single Family House — Fully Renovated 2022

Complete renovation of on-site SFH generating \$2,000/month (\$24,000/year) in rental income.



New Boat Launch & Freshly Paved Road

Brand-new boat launch ramp and repaved access road — major quality-of-life upgrade for slip holders and day users.



Retail Building Restored

Retail/commercial building fully restored and currently tenanted at \$1,850/month with Jersey Paddleboards.



Wooden Docks

Marina dock infrastructure in place and operational, supporting 182 boat slips and 35 jet ski slips.



3 Septic Tanks — 2 New

Three septic tanks on-site. Two are newly installed, significantly reducing near-term environmental capex risk.

STAFFING & OPERATIONS

3 Full-Time Employees

All three employees are remaining with the business post-sale — providing operational continuity and institutional knowledge of the marina, customers, and waterway.

Combined payroll: \$115,440/year already reflected in the 2025 NOI figure.

OWNER-OCCUPIED SPACES

Owner currently uses the barn, office and one mechanical space for jet ski repairs. These spaces represent additional rental or operational income potential for a new owner.

SELLER FINANCING AVAILABLE

Owner will consider holding up to

\$2,000,000

in seller financing — contact broker for terms.

EXCLUSIVE LISTING BROKER

Rand Commercial

Jeffrey Hozias

Associate Broker · Rand Commercial

CELL 845-709-2140

EMAIL Jeffrey.Hozias@randcommercial.com

LISTING 622 Jersey Ave, Greenwood Lake, NY 10925



\$5,200,000

Asking Price

\$968,602

2025 Revenue

\$667,790

2025 NOI

12.84%

Cap Rate