



OFFERING MEMORANDUM • MARINA / INCOME PROPERTY

WILLOWEST MARINA

3215 W Willow Rd, Bethel Island, CA 94511 | APN 029-010-011-4



FOR SALE | \$1,595,000 | 25 COVERED SLIPS + 3BR RESIDENCE + GARAGE

Rare Waterfront Marina — First-Time Offering Directly Adjacent to Bethel Harbor

\$1.60M

ASKING PRICE
\$56/SF - 25 slips

25

COVERED SLIPS
40'–50' vessels

~4 AC

WATERFRONT LAND
148,602 SF parcel

7.4%

IN-PLACE CAP RATE
\$145,200 gross income

PRESENTED BY

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Executive Summary

BAM Team RE presents Willowest Marina, a rare, income-producing waterfront property on approximately 4 acres directly adjacent to Bethel Harbor in Bethel Island, Contra Costa County. The offering combines 25 covered boat slips, a 3-bedroom residence, and a detached garage under single ownership — a configuration that seldom comes to market in the California Delta.

The property has historically operated under absentee ownership with a stable, long-tenured slip tenant base — many tenants have held their slips for more than 10 years with consistent on-time payment history. Each slip is individually metered, minimizing owner-side utility exposure. At the asking price, in-place income reflects an estimated 7.4% cap rate inclusive of taxes and insurance, offering a stabilized entry point with upside through active management, slip-rate increases to market, and ancillary income growth.

— OFFERING SUMMARY

Property	Willowest Marina
Address	3215 W Willow Rd, Bethel Island, CA 94511
Asking Price	\$1,595,000
APN	029-010-011-4
Land Area	≈4 Acres (Assessor: 3.41 AC / 148,602 SF)
Building Size / Year Built	28,379 SF (marina/storage improvements, per assessor) · 1995
Improvements	25 covered boat slips, 3BR/residence, detached garage
Current Gross Income	\$145,200 / year (\$12,100 / month)
Est. Cap Rate / GRM	7.4% (incl. taxes & insurance) · 11.0x

— INVESTMENT HIGHLIGHTS

- **Rare waterfront find** — a large-boat, covered harbor-marina asset directly adjacent to Bethel Harbor; first-time offering.
- **Priced below appraised value** — estate sale creates an unusual basis for a Delta waterfront asset of this scale.
- **Diversified in-place income** — boat slips, 3-bedroom residence, and garage rental, each metered/managed separately.
- **Long-tenured, stable tenants** — many slip tenants of 10+ years with strong pay history, reducing lease-up risk.
- **Structurally scarce asset** — waterfront marina assets on the Delta rarely trade.
- **Clear upside** — stabilized in-place income with room for slip-rate increases, occupancy optimization, and ancillary income.



Financial Analysis

Willowest Marina generates current gross rental income of approximately \$12,100/month (\$145,200/year) across three streams: boat slip rentals, the on-site 3-bedroom residence, and a detached garage. Figures reflect current, in-place operations as represented by the seller; buyers should verify all income and expense figures during due diligence.

— CURRENT RENTAL INCOME (MONTHLY)

Boat Slips (25 covered)	\$9,800
3-Bedroom Residence	\$2,000
Garage	\$300
TOTAL GROSS INCOME	\$12,100 / mo · \$145,200 / yr

— MARINA SLIP CONFIGURATION

Slips 1–15	40-foot covered · 15 slips
Slips 16–20	46-foot covered · 5 slips
Slips 21–25	50-foot covered · 5 slips
Total Covered Slips	25 — each individually metered; tenants pay own electricity

— OPERATING EXPENSES & RETURNS

Operating Expenses (Monthly)	Gardening \$375 · Cleaning \$120 · Garbage \$120 · Common Electric ≈\$300–400
Taxes / Insurance (est., annual)	\$10,000 taxes · \$6,000 insurance
TOTAL OPERATING EXPENSES	≈\$2,248–\$2,348 / mo (≈\$27,580 / yr incl. taxes & insurance)
Est. Net Operating Income	≈\$117,620
Est. Cap Rate (incl. taxes & insurance)	7.4%
GRM / Price per Slip / Price per SF	11.0x · ≈\$63,800/slip · ≈\$56.20/SF

*Estimated NOI uses the midpoint of listed operating expenses plus estimated property taxes and insurance, and excludes capital reserves. Buyers should verify all figures independently — actual taxes will be reassessed based on final sale price, and insurance premiums may vary by carrier and coverage.

Property Description & Market

Willowest Marina sits on approximately 4 acres of waterfront land directly adjacent to Bethel Harbor in Bethel Island — the heart of the California Delta's boating and recreation community. The offering includes 25 covered boat slips across three vessel-size classes (40', 46', 50'), a 3-bedroom residence, and a detached garage, all under single ownership. The property has historically been operated by an absentee owner and benefits from a long-tenured, stable tenant base with a consistent history of on-time rent payment.

— SITE DATA

Property Type	Specialty — Marina / Boat Storage
Land Area	≈4 Acres (Assessor: 3.41 AC / 148,602 SF)
Building Size / Class	28,379 SF · Class B · 1 story
Year Built	1995
Zoning / Frontage	Waterfront / Marina use (buyer to verify) · directly adjacent to Bethel Harbor

— BETHEL ISLAND & THE CALIFORNIA DELTA

Bethel Island is a waterfront community in Contra Costa County within the Delta's 1,000-mile network of sloughs and waterways long favored by boaters and anglers, making marina assets like Willowest structurally scarce. The CDP has a population of roughly 2,100–2,500 residents and median household income near \$75,000–\$78,000. Within a 5-mile radius drawing from Discovery Bay, Oakley, and Brentwood, median household income rises to ≈\$134,500, supporting a more affluent boating and second-home customer base. The property offers direct, deep-water access to the Delta waterway system, and is approximately 1 hour from Oakland and the East Bay via Highway 4 and Bethel Island Road.



Contact & Disclosures

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