

Marina Slips Monthly Rental Analysis

1. Overview of Marina Slips Rental

The following is a breakdown of rental prices for boat slips within local vicinity.

Nearby Condos	Boat Slip Price	Key Features	Sources
[client information deleted]	2,750.00–4,250.00	12 Month Rental	DockSkipper
[client information deleted]	150.00 p/m		
[client information deleted]	None Listed		
[client information deleted]	None Listed		
[client information deleted]	1800.00 p/m	- Six Month Rental - Includes Garage Space	DockSkipper
[client information deleted]	None Listed		
[client information deleted]	40,000	- Deeded boat slip sold in 2017 - No rental rates exist	

1.1. Boat Slips within the [client information deleted] Area

Fee schedules for boat slips at [client information deleted] were not publicly available. However, from the table, two out of seven condominiums within the [client information deleted] catchment area indicates, with available data report that monthly boat slip fees range from \$1,800 to \$2,750. This is representative of the current market rates for boat slip rentals in the area.

1.2. The Benchmark

Hawaii Beach]does not operate a broad public marina system with published rates with which to base a pricing reference upon. Most marinas are—

- ▶ Privately operated
- ▶ Lease concessions
- ▶ Condo / club marinas (like Hawaii Beach)

The closest official benchmark for boat slip pricing is the City of Hawaii. It operates under a separate authority and is not governed by City of Hawaii marina facilities. The real market behavior within Hawaii Beach is driven by underlying unit values, rather than standardized fee schedules. Consequently, market rates reflect comparable values that fall within a reasonable margin of established marina market benchmarks. Accordingly, the published Hawaii Beach fee schedule provides the most relevant baseline for comparison. The standard public fee schedule is as follows—

Marina Governance and Boat Slip Pricing Comparison			
Area	Who controls it	Price transparency	Typical cost
Hawaii Beach	City government	✓ Published	\$27–\$33/ft
City of Hawaii	County	✓ Published	\$23–\$26/ft
Hawaii Beach	✗ Private / leased	✗ No standard schedule	\$30–\$60+/ft

2. Slip Cost Analysis and Monthly Cost Estimates

A minimum boat size of 20 feet, at \$23 per foot (City of Hawaii) and \$33 per foot (Hawaii Beach), results in estimated monthly costs ranging from \$460 to \$660. An average small vessel of approximately 24 feet would correspond to monthly costs between \$552 and \$792. Using the City of Hawaii rate structure as the primary benchmark, estimated boat slip costs would generally range from approximately \$660 to \$990 per month, depending on vessel size and minimum billing requirements.

2.1. The Realities

Minimum billing requirements refer to the practice of charging slip fees based on a preset minimum vessel length, regardless of the actual size of the boat. Marinas do this because—

- ▶ Slips are built in fixed sizes, and you cannot fit multiple small boats efficiently.
- ▶ Covers operating costs (dock space, utilities, maintenance)
- ▶ Standard practice, especially in high-demand areas like Hawaii Beach

If a marina has a 25 ft or 30 ft minimum, you pay for that size regardless of your actual boat length. For example, a 20-foot boat would theoretically cost \$460–\$660 per month, but under minimum billing rules, the effective cost may be closer to \$700 to over \$1,000 per month.

2.2. Services Typically offered

Boat slip rentals typically include dockage with water and electrical hookups, with additional services such as maintenance, utilities, and marina amenities provided either within the base fee or as separate charges.

At [client information deleted], the marina facilities are limited in scope and do not have the financial capacity, spatial scale, or infrastructure to provide full-service amenities such as fuel, pump-out, or concierge services. Available features are limited to basic dockage. When required, water and electrical service are provided through the common utility lines.

For comparison, [client information deleted] is a full-service, premium marina located in Key Biscayne, offering both wet and dry storage options—

- ▶ **Wet Slips & Dry Storage:** For boats up to 100 feet
- ▶ **Amenities:** Electricity, fuel, pump-out services, and security.
- ▶ **Security:** 24/7 On-site security and gated access
- ▶ **Facilities:** On-site parking and amenities like restrooms and showers.

For wet slip rental prices, vary from \$800 to over \$3,000 per month.

3. Conclusion

[client information deleted] is a boutique dockage offering only basic features. Market behavior in the [client information deleted] catchment area is inconsistent, with slip fees below conventional market rates, and actual costs ranging from a baseline of approximately \$700 up to \$2,750 per month.

4. Recommendations

Given the small, boutique nature of [client information deleted], a modest fee increase is recommended, staying below the market baseline, raising rates to \$300–\$400 per month.

The higher end of this range should be accompanied by a transparent explanation to justify why a lower amount is not feasible. This adjustment represents a fair increase, is still below typical market rates, consistent with the basic dockage features, and preserves community harmony by avoiding overreach or perceptions of an unfair or aggressive fee schedule.

While there is a clear need to increase revenue, it should not come at the expense of fairness or community goodwill. A fee perceived as aggressive could create community tension and prompt a ballot recall initiative, similar to the response to the previous board's insurance payment increase.