

BST Associates

Des Moines Marina Rate Analysis

City of Des Moines

July 14, 2025

Purpose of Study

Update rates for 2026

Rates are well below regional market

- Need to increase rates for long term capital needs
- Existing slips – adjust to average rates in region
- New slips (LMN) – adjust to 75th percentile of region
 - Upon occupancy of new docks (rates Sep 2025 through 2026).

Revise 2027 rates in mid 2026

Agenda

Review demand for moorage

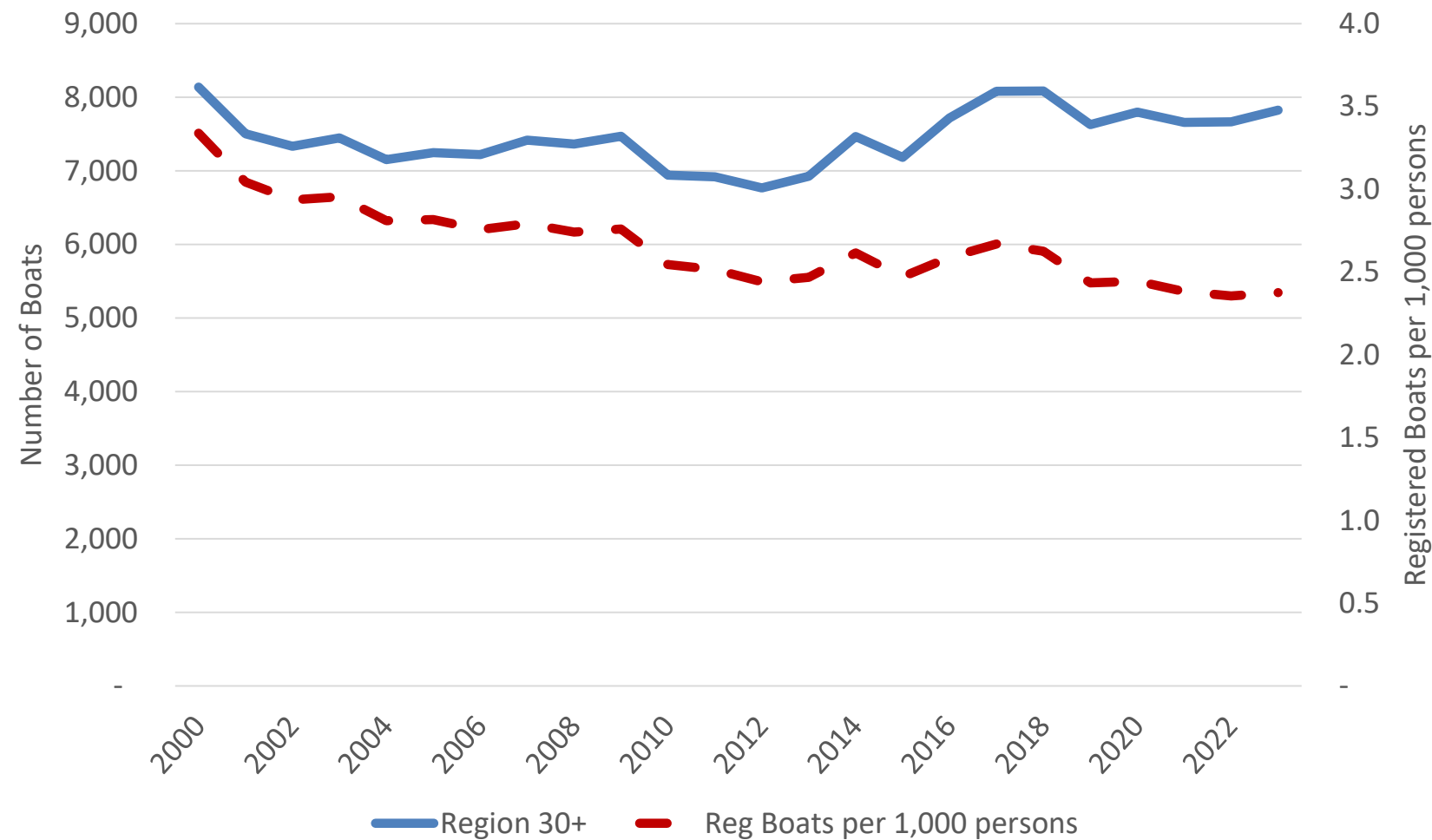
- Sales of new boats
- Recreational boat fleet trends
- Marina supply

Rate analysis

- Review rate trends
- 2025 market comparison
- Recommendations

Registered Boats 30+ Feet Long - History

King County & Pierce County

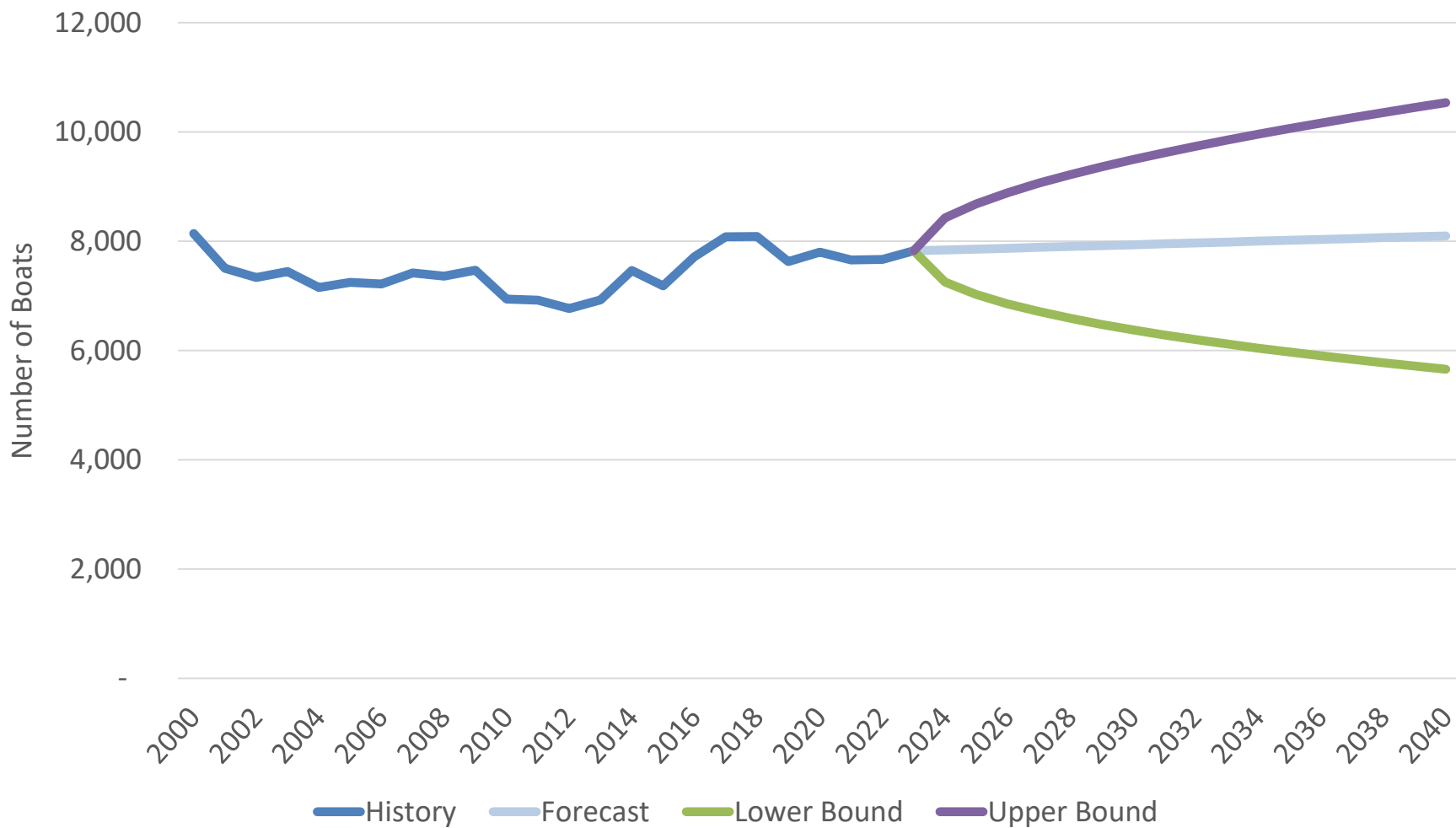


Registered boats in King County and Pierce County (30 feet long+)

- Ranged between 6,800 and 8,100
- Ownership declined from 3.3 per 1,000 persons to 2.4 per 1,000 persons
- Population grew substantially during this time

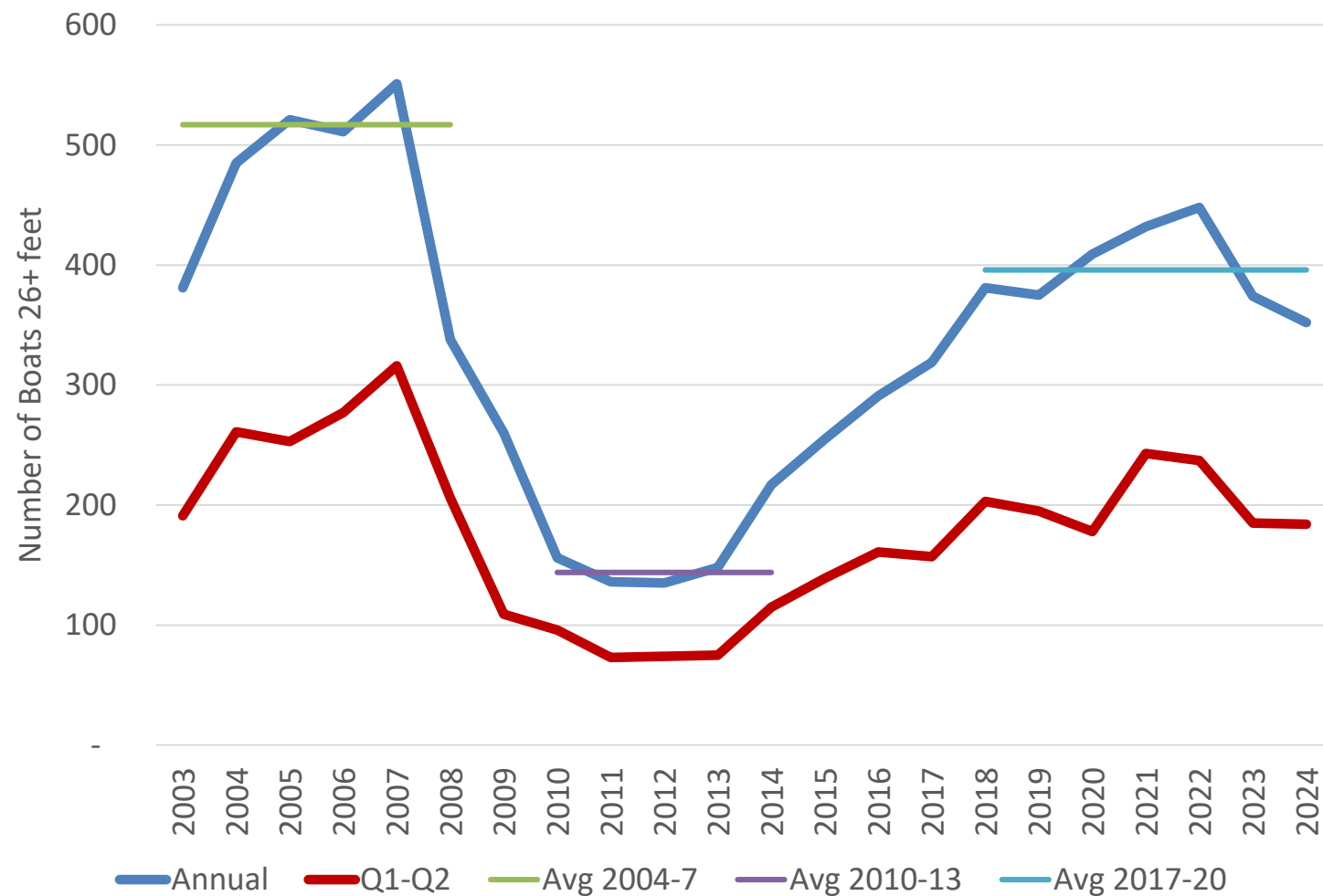
Registered Boats 30+ Feet Long - Forecast

King County & Pierce County



- Forecast
 - Holding steady at ~8,000 boats
 - Low of 5,600
 - High of 10,500

Sales of New Boats (26+ Feet)



1. Boating is discretionary – sales of new boats increase or decrease depending on economic conditions
2. Pre-2008, sales accelerated due to increases in credit purchases
3. Boat sales fell following the 2008 great recession and stayed low until 2012, longer than other retail/service products
4. Recent increases in sales, driven by Covid in 2020/2021, declined slightly from the 2022 peak

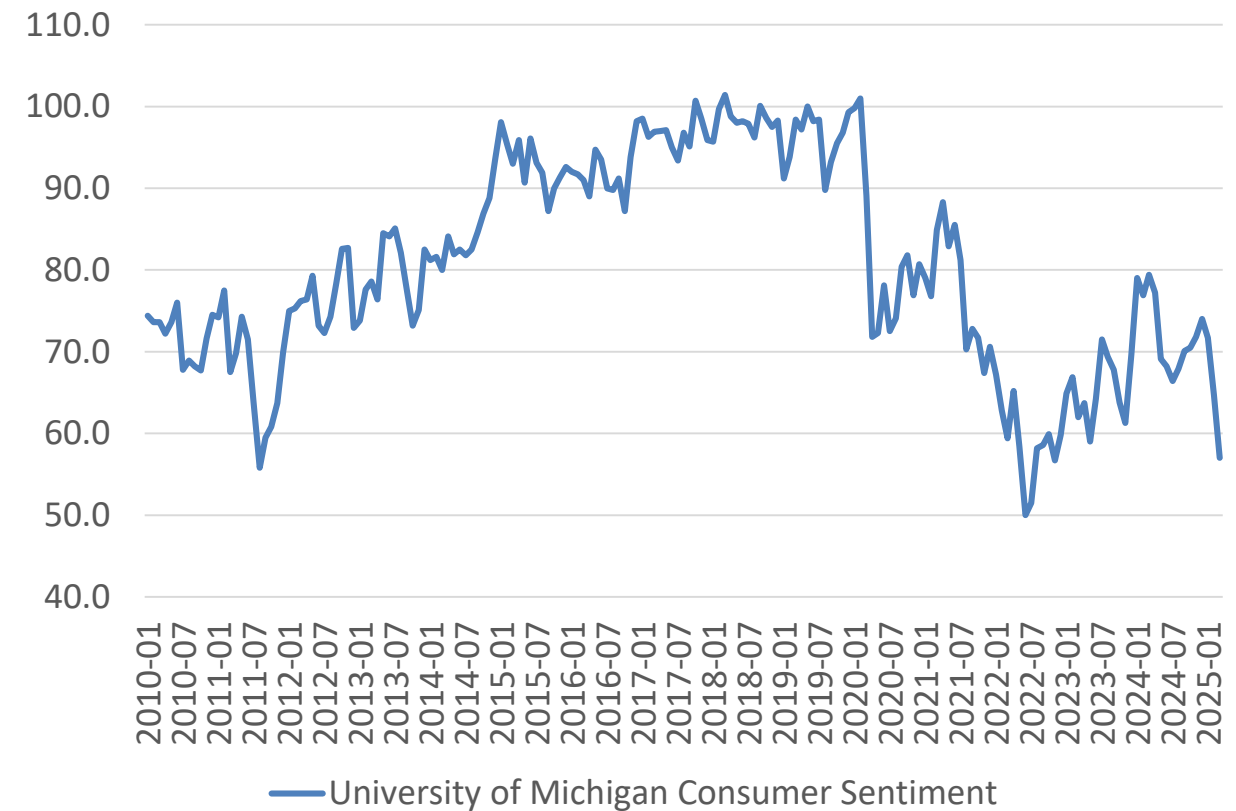
Economic Conditions

HEADWINDS

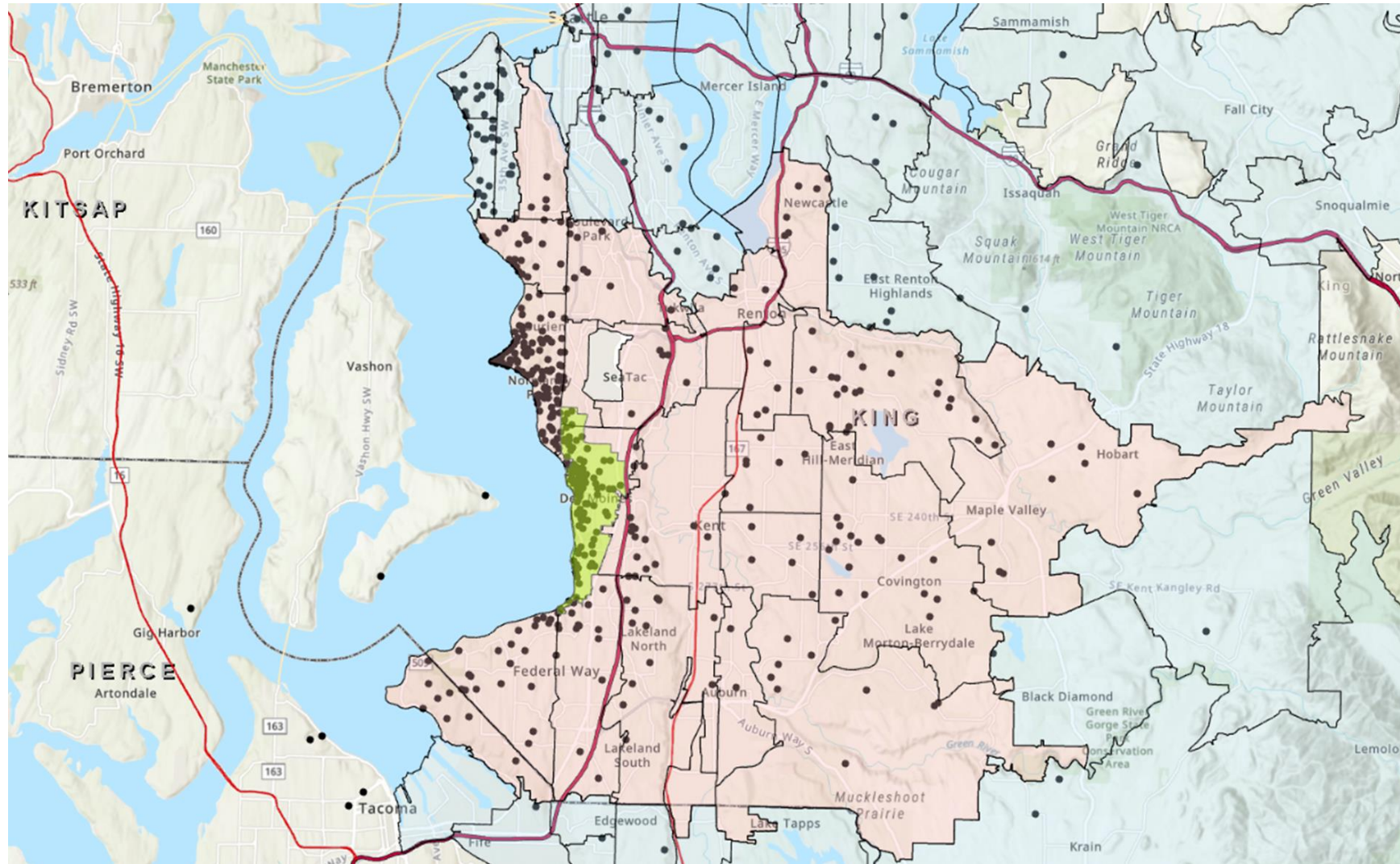
Uncertainty prevails

- Federal Open Market Committee
 - “the risks of higher unemployment and higher inflation have risen”
- Tariffs - larger than expected
 - Impact to consumers and marine businesses
- Consumer confidence is low
- Boat sales and use could decline

CONSUMER SENTIMENT



Des Moines Marina Primary Market



Des Moines Marina serves a regional population (King and Pierce counties)

% of Tenants

- Des Moines 19.1%
- Seattle 16.3%
- Burien 11.3%
- Normandy Park 8.4%
- Renton 6.6%
- Kent 6.4%
- Federal Way 5.7%
- Other 19%

Supply of Moorage in Market Area

- Most marinas in Puget Sound are over 40 years old
- Many reaching the end of their useful life
- The expense to rebuild or build new marinas could be prohibitive
- Most marinas do not have ability to fund marina rebuild
- The supply of wet moorage is likely to decline

Marina Comparables



Des Moines Marina Rate Trends

Des Moines Marina Open Moorage Rates

Open	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
20	\$6.43	\$6.60	\$6.78	\$6.86	\$6.98	\$7.12	\$7.27	\$7.40	\$7.56	\$7.71	\$7.83	\$8.24	\$8.98	\$9.65	\$10.04
24	\$7.21	\$7.40	\$7.60	\$7.68	\$7.83	\$7.94	\$8.10	\$8.26	\$8.43	\$8.60	\$8.73	\$9.19	\$10.02	\$10.75	\$11.21
28	\$7.48	\$7.68	\$7.89	\$7.98	\$8.12	\$8.27	\$8.60	\$8.95	\$9.31	\$9.61	\$9.84	\$10.28	\$11.21	\$11.96	\$12.53
32	\$8.17	\$8.40	\$8.62	\$8.71	\$8.87	\$9.04	\$9.40	\$9.77	\$10.17	\$10.57	\$10.74	\$11.30	\$12.32	\$13.22	\$13.77
36	\$8.67	\$8.90	\$9.14	\$9.24	\$9.41	\$9.58	\$9.96	\$10.36	\$10.78	\$11.21	\$11.39	\$11.97	\$13.06	\$14.01	\$14.59
40	\$9.25	\$9.50	\$9.76	\$9.87	\$10.05	\$10.23	\$10.64	\$11.07	\$11.51	\$11.97	\$12.16	\$12.80	\$13.06	\$14.99	\$15.59
50	\$10.45	\$10.73	\$11.02	\$11.15	\$11.35	\$11.57	\$12.03	\$12.51	\$13.01	\$13.53	\$13.74	\$14.47	\$15.76	\$16.93	\$17.63
60	\$10.78	\$11.07	\$11.37	\$11.49	\$11.70	\$11.99	\$12.48	\$12.98	\$13.50	\$14.04	\$14.26	\$15.01	\$16.35	\$17.57	\$18.30

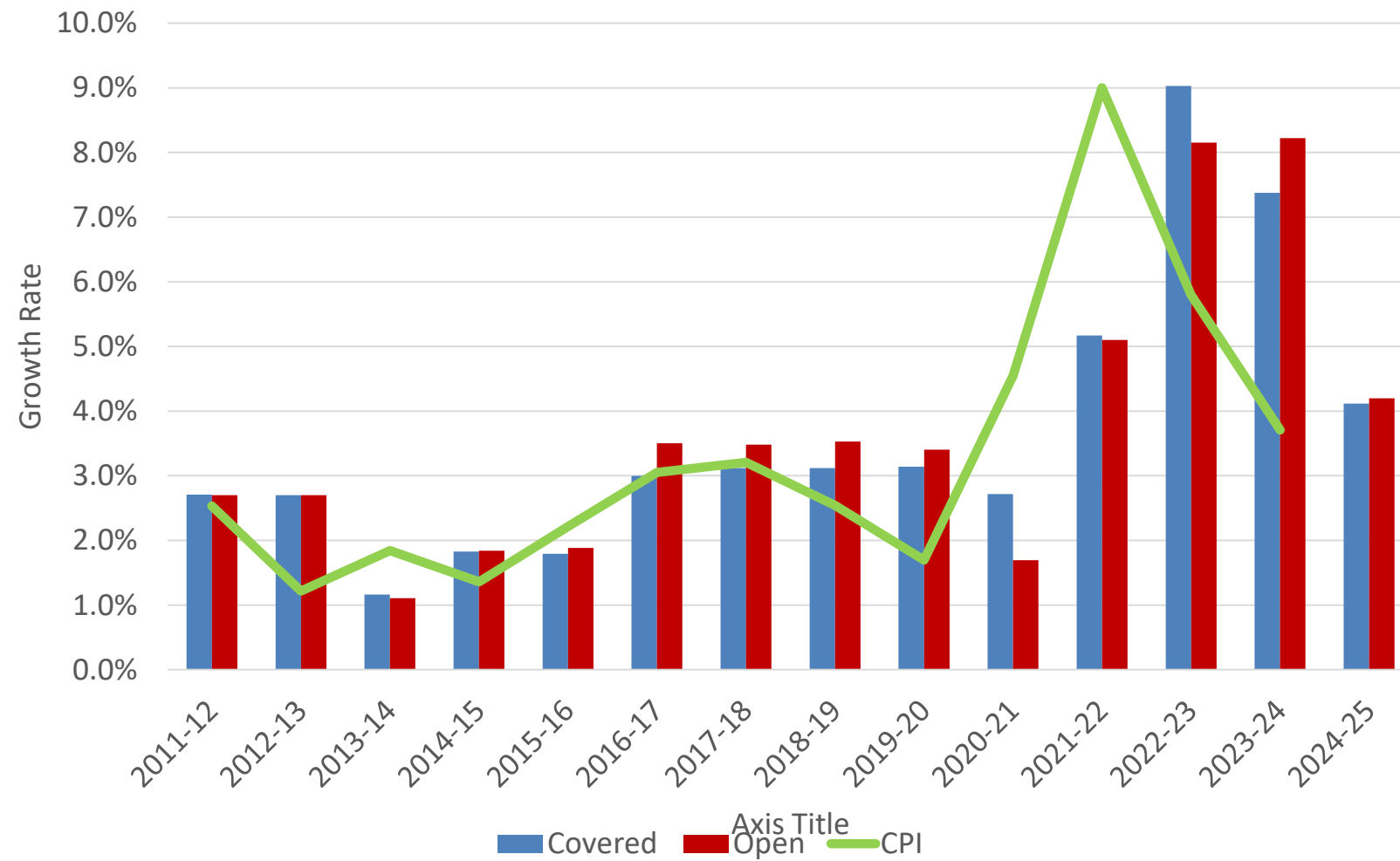
Source: City of Des Moines, monthly rates

Des Moines Marina Covered Moorage Rates

Covered	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
20	\$8.00	\$8.21	\$8.44	\$8.53	\$8.69	\$8.85	\$9.03	\$9.21	\$9.39	\$9.58	\$9.74	\$10.23	\$11.16	\$11.98	\$12.48
24	\$9.17	\$9.42	\$9.68	\$9.78	\$9.96	\$10.14	\$10.35	\$10.55	\$10.76	\$10.98	\$11.16	\$11.74	\$12.80	\$13.73	\$14.30
28	\$9.91	\$10.18	\$10.45	\$10.60	\$10.79	\$10.99	\$11.32	\$11.66	\$12.01	\$12.37	\$12.57	\$13.21	\$14.41	\$15.47	\$16.11
30	\$9.91	\$10.18	\$10.45	\$10.60	\$10.79	\$10.99	\$11.32	\$11.66	\$12.01	\$12.37	\$13.65	\$14.36	\$15.66	\$16.81	\$17.50
32	\$10.58	\$10.87	\$11.16	\$11.28	\$11.49	\$11.70	\$12.16	\$12.66	\$13.16	\$13.69	\$13.90	\$14.62	\$15.94	\$17.13	\$17.83
36	\$12.05	\$12.38	\$12.71	\$12.85	\$13.09	\$13.33	\$13.86	\$14.41	\$14.99	\$15.59	\$15.84	\$16.67	\$18.17	\$19.51	\$20.31
40	\$12.78	\$13.13	\$13.49	\$13.63	\$13.88	\$14.14	\$14.57	\$15.00	\$15.45	\$15.91	\$16.17	\$17.00	\$18.54	\$19.90	\$20.73
50	\$15.00	\$15.40	\$15.82	\$15.99	\$16.28	\$16.51	\$17.00	\$17.68	\$18.39	\$19.13	\$19.43	\$20.45	\$22.29	\$23.93	\$24.92

Source: City of Des Moines, monthly rates

Des Moines Marina Rate Increases

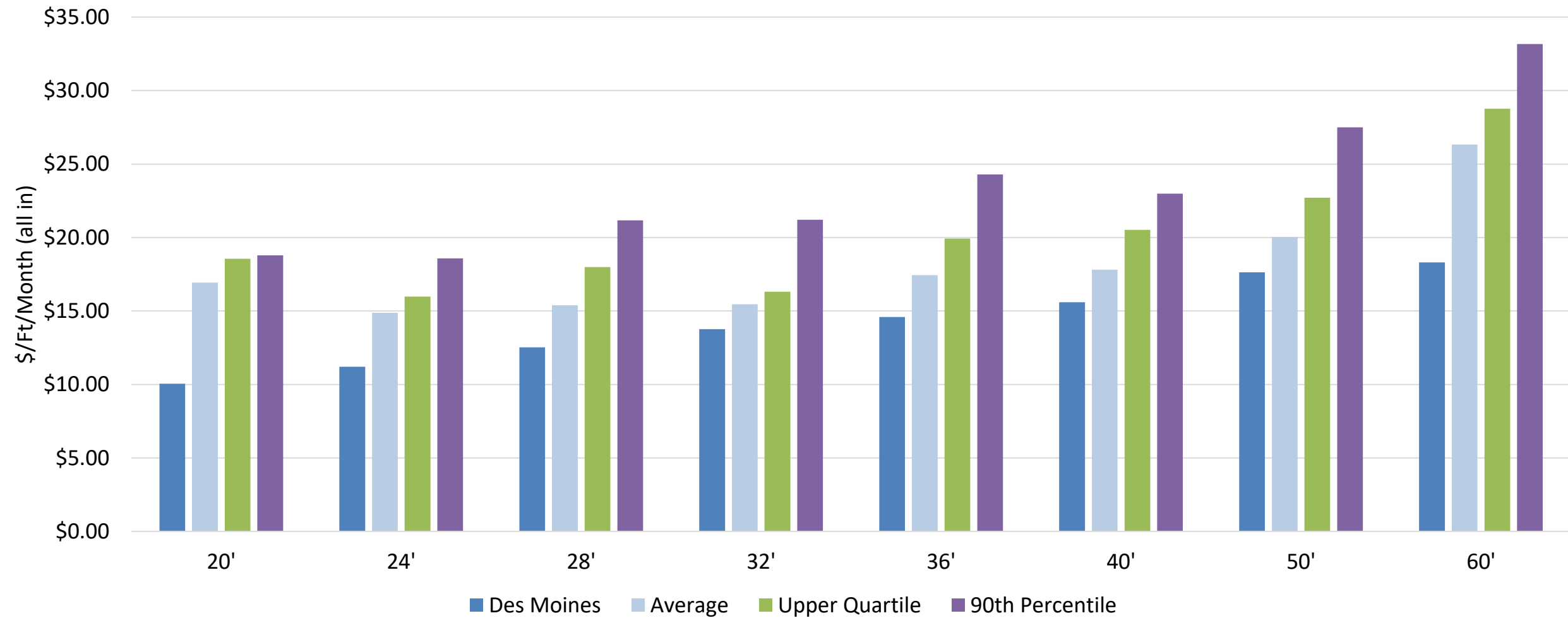


- Moorage rate increases linked to CPI
- From 2011 to 2025
 - Moorage rate increases for covered and open moorage averaged 3.6% per year
 - CPI increased at 3.3% per year
 - Des Moines moorage rate increases averaged 0.3% above CPI

Comparison – 2025 Rates for Open Slips

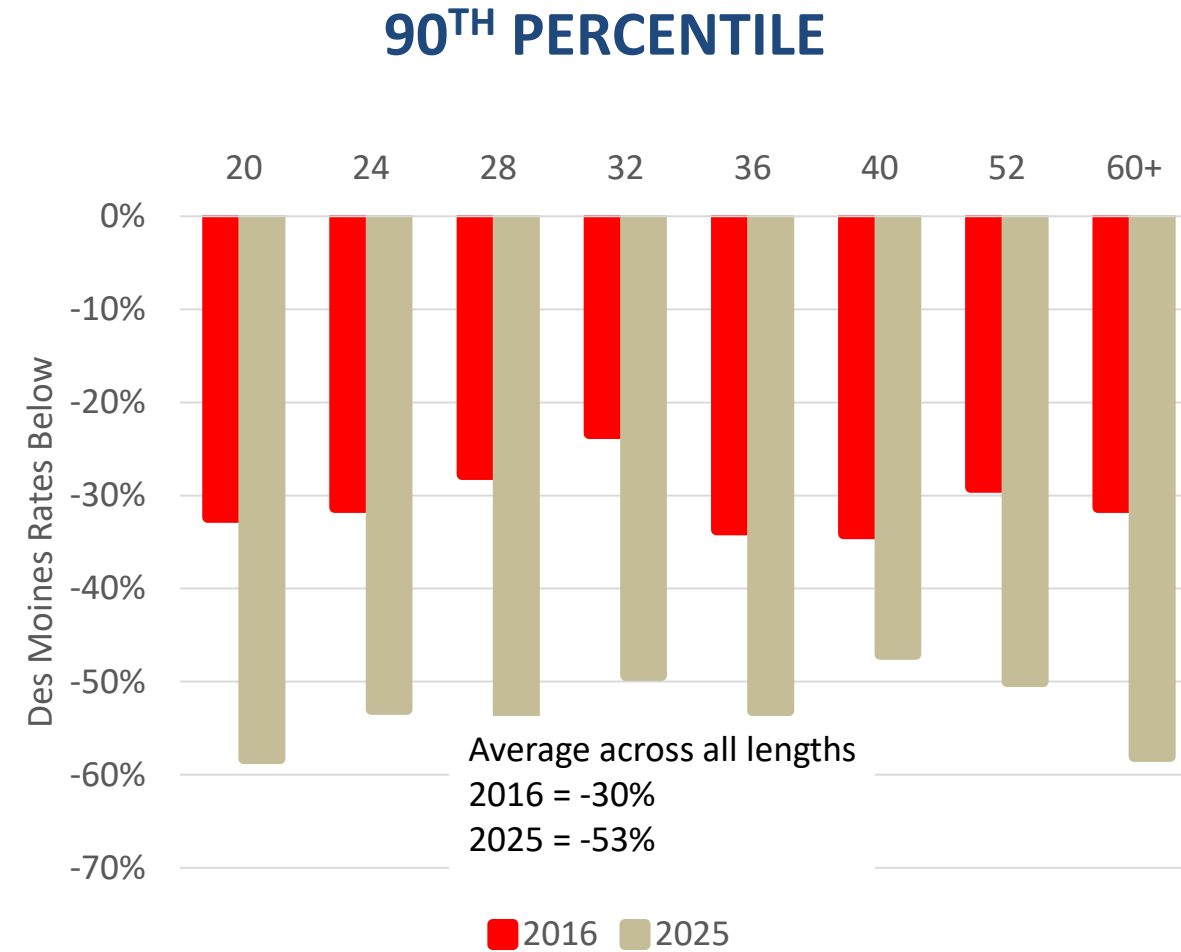
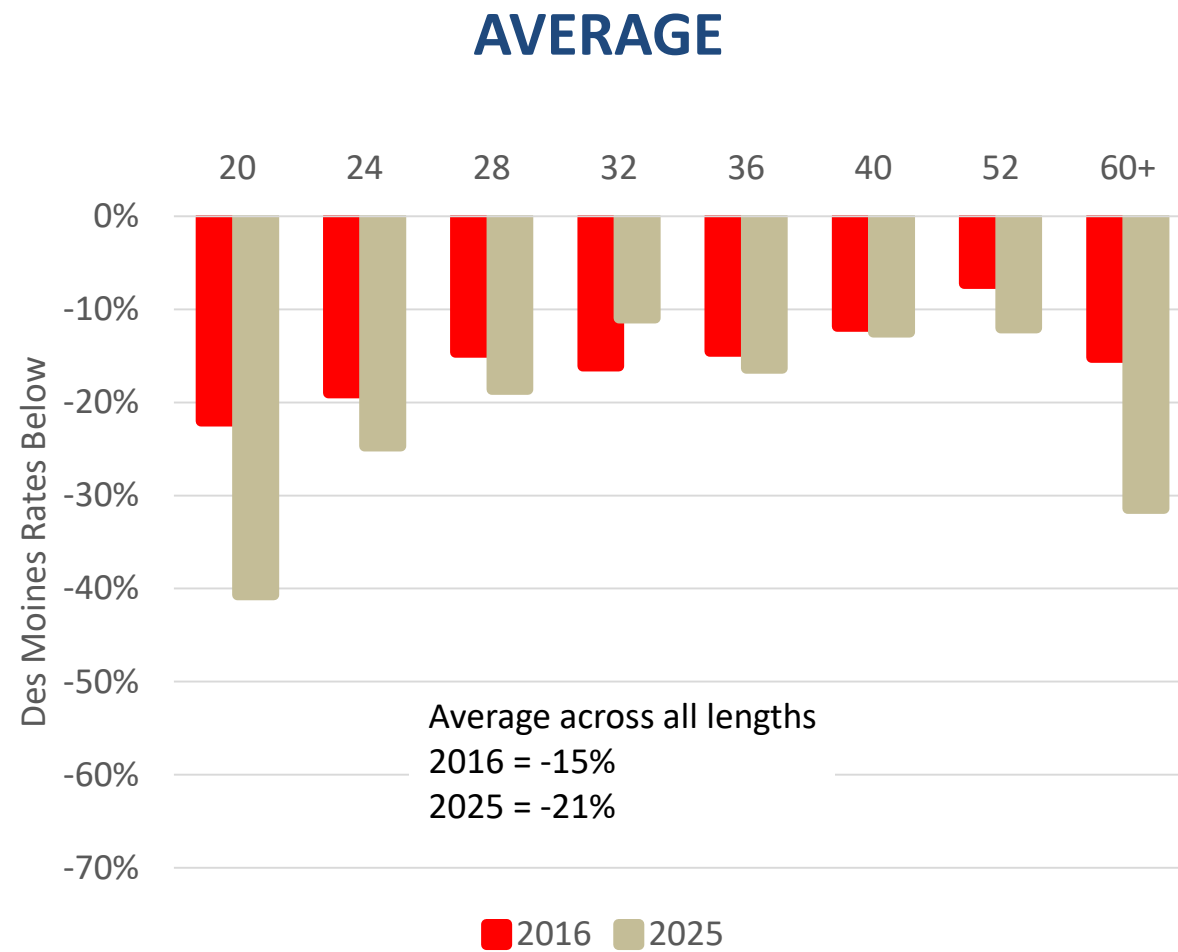
Marina	Area	Ownership	20	24	28	32	36	40	52	60
Harbor Place Marina	Gig Harbor	Private			\$14.37	\$14.37			\$16.00	
Foss Harbor	Tacoma	Private		\$14.98	\$14.63	\$15.27	\$14.63	\$14.71	\$15.37	
Marina at Browns Point	Tacoma	Private			\$10.46	\$9.66	\$9.56	\$10.55	\$10.32	
Delin Docks	Tacoma	Private					\$16.92		\$19.40	
Dock Street Marina	Tacoma	Private					\$16.92		\$19.40	
Chinook Landing	Tacoma	Private			\$11.83	\$11.83	\$12.22	\$12.25	\$12.36	
Elliott Bay Marina	Seattle	Private			\$25.87	\$25.74	\$25.43	\$25.71	\$34.82	\$39.85
Shilshole Bay Marina	Seattle	Public	\$18.43	\$18.43	\$19.09	\$22.73	\$22.30	\$22.83	\$26.79	\$28.76
South Park Marina	Seattle	Private		\$15.00	\$15.00	\$15.00	\$15.00	\$15.00		
Harbor Island Marina	Seattle	Public	\$14.32	\$14.32		\$14.32		\$14.62	\$15.57	
Fishermen's Terminal	Seattle	Public	\$18.93	\$18.93	\$18.93	\$18.93	\$18.93	\$21.13	\$22.12	\$23.72
Bellevue Marina	Bellevue	Public			\$14.31	\$14.40	\$12.98	\$19.91	\$20.98	
Carilon Point	Kirkland	Private			\$22.07		\$23.17	\$23.15	\$29.16	\$31.50
Edmonds	Edmonds	Public	\$16.05	\$15.16	\$15.16	\$17.36	\$18.04	\$19.94	\$25.01	\$25.10
Everett	Everett	Public								
Main Basin	Everett	Public		\$11.79	\$11.67	\$13.26	\$15.00	\$17.09	\$19.36	
North Basin	Everett	Public						\$18.22	\$20.65	\$22.22
Anacortes	Anacortes	Private				\$14.38	\$19.14	\$20.31	\$22.91	\$26.50
Cap Sante	Anacortes	Public		\$10.41	\$10.41	\$12.78	\$14.18	\$16.90	\$16.61	\$23.48
La Conner	La Conner	Public			\$11.67	\$11.88	\$12.09	\$12.73	\$13.82	\$15.78
Des Moines	King	Public	\$10.04	\$11.21	\$12.53	\$13.77	\$14.59	\$15.59	\$17.63	\$18.30
	Market exc. Des Moines	Average	\$16.93	\$14.88	\$15.39	\$15.46	\$16.66	\$17.82	\$20.04	\$26.32
		75th Percentile	\$18.56	\$15.98	\$17.99	\$16.31	\$18.99	\$20.52	\$22.71	\$28.76
		90th Percentile	\$18.78	\$18.58	\$21.17	\$21.21	\$22.73	\$22.99	\$27.50	\$33.17

2025 Rate Comps – Open Slips



Market Rate Comparison – Open Slips

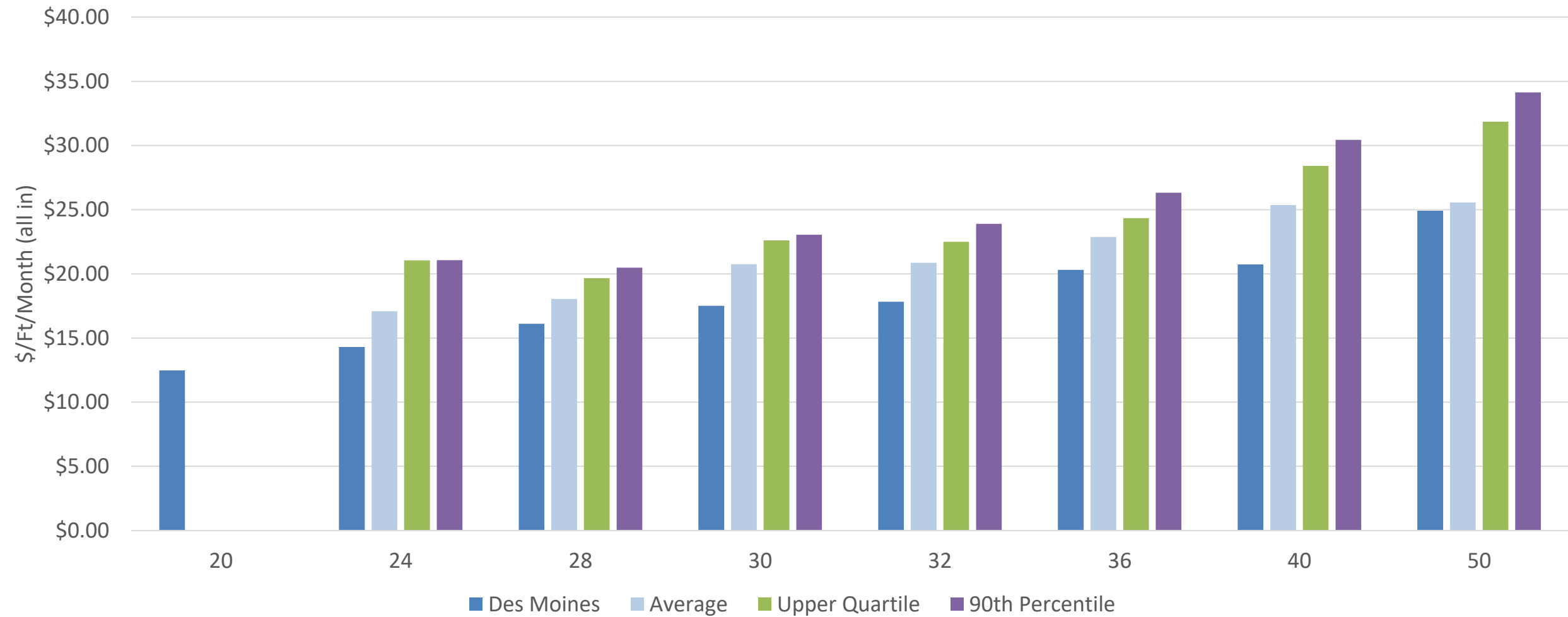
How Far Below the Market are Des Moines Rates?



Comparison – 2025 Rates for Covered Slips

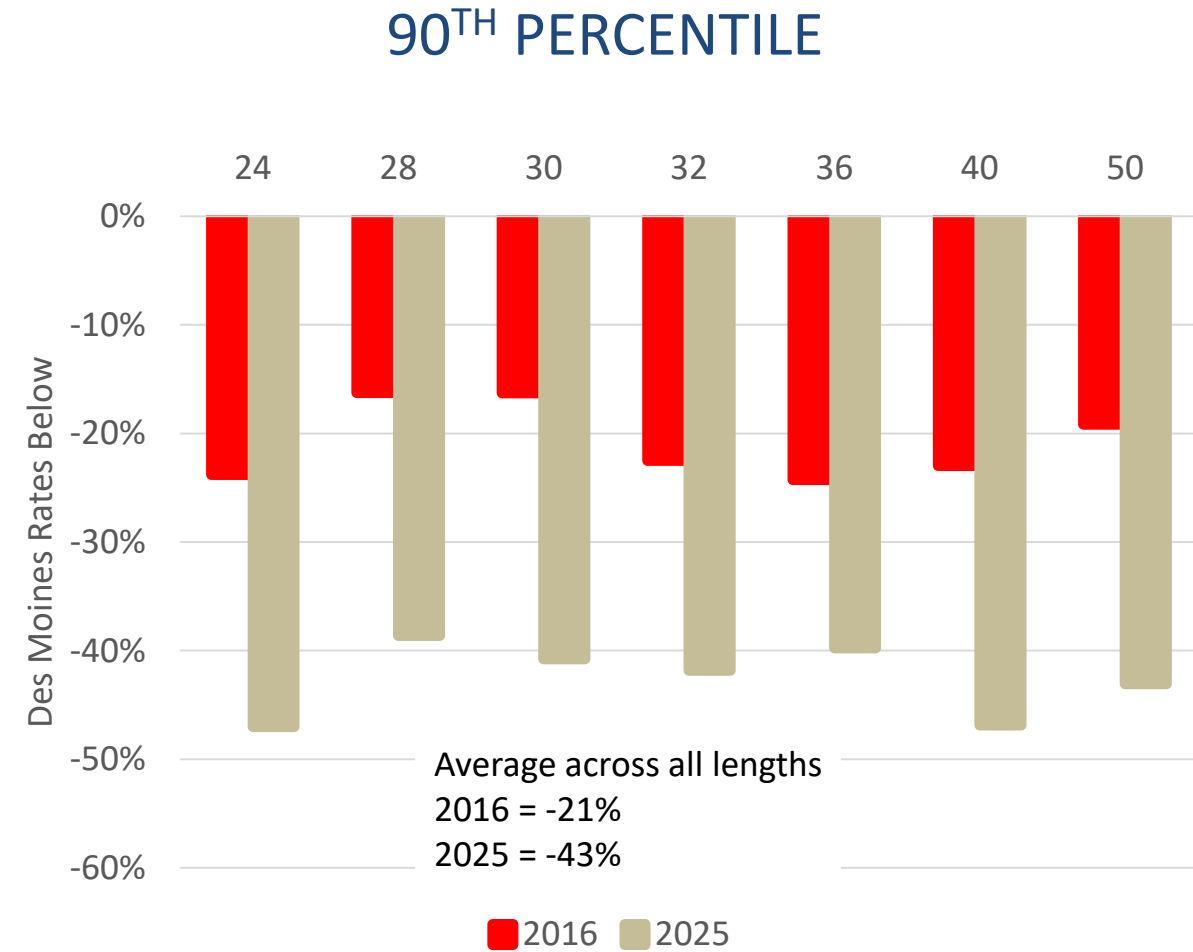
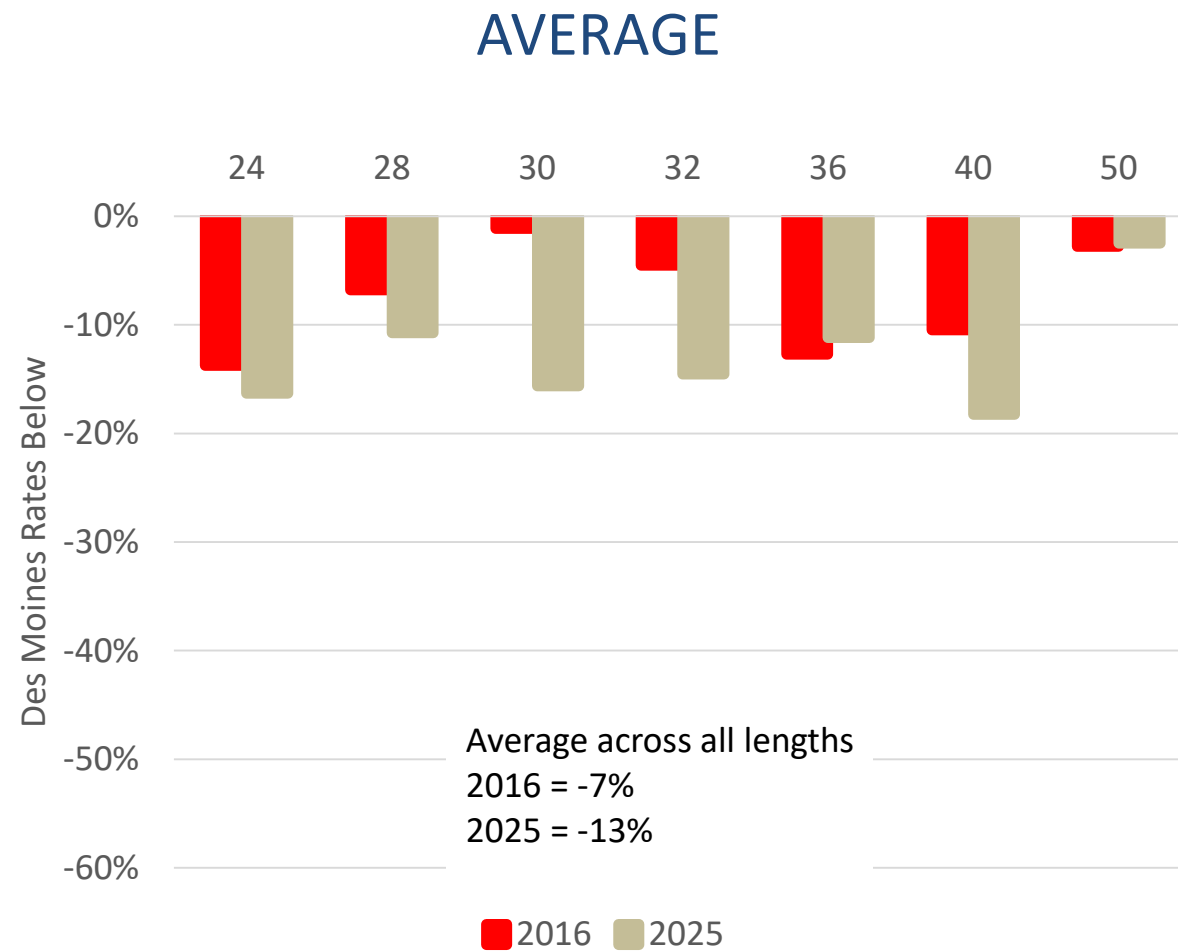
Marina	Area	Ownership	20	24	28	30	32	36	40	50
Foss Waterway	Tacoma	Private			\$18.38			\$18.18		
Chinook Landing	Tacoma	Private								\$15.30
Stimson Marina	Seattle	Private		\$21.08		\$21.90			\$24.68	
Salmon Bay Marina	Seattle	Public		\$21.02	\$21.02	\$21.02	\$21.02	\$23.23	\$23.23	\$23.23
Bellevue Marina	Bellevue	Public		\$9.15	\$13.33	\$22.70	\$15.26			
Edmonds	Edmonds	Public			\$19.66	\$23.57	\$24.83	\$27.63	\$29.63	\$33.66
Everett	Everett	Public			\$17.87	\$20.19	\$20.71	\$22.45	\$24.76	\$26.47
Anacortes	Anacortes	Private				\$22.50	\$22.50		\$31.25	\$34.60
La Conner	La Conner	Public				\$13.31			\$18.63	\$20.07
Des Moines	King	Public	\$12.48	\$14.30	\$16.11	\$17.50	\$17.83	\$20.31	\$20.73	\$24.92
	Market exc. Des Moines	Average	NA	\$17.09	\$18.05	\$20.74	\$20.86	\$22.87	\$25.36	\$25.55
		75th Percentile	NA	\$21.05	\$19.66	\$22.60	\$22.50	\$24.33	\$28.41	\$31.86
		90th Percentile	NA	\$21.07	\$20.48	\$23.05	\$23.90	\$26.31	\$30.44	\$34.13

2025 Rate Comps – Covered Slips



Market Rate Comparison – Covered Slips

How Far Below the Market are Des Moines Rates?



Findings

Comparison of Des Moines rates with regional rates is used to establish rates for 2026

- Focus on average rates for existing slips
- 75th percentile for new slips

If parity with regional rates is delayed, the differential between Des Moines and other regional marina rates will continue to increase

- Other marinas are expected to raise rates for 2026

Existing Slips (Open)

Benchmark – Regional Market Average

	<i>Des Moines</i>	<i>Region</i>	<i>Diff.</i>	<i>Revise in 1 year</i>	
Slip	2025	2025	% Region	2026	Increase
20	\$10.04	\$16.93	59%	\$16.93	68.6%
24	\$11.21	\$14.88	75%	\$14.88	32.8%
28	\$12.53	\$15.39	81%	\$15.39	22.9%
32	\$13.77	\$15.46	89%	\$15.46	12.3%
36	\$14.59	\$17.44	84%	\$17.44	19.5%
40	\$15.59	\$17.82	88%	\$17.82	14.2%
50	\$17.63	\$20.04	88%	\$20.04	13.7%
60	\$18.30	\$26.32	70%	\$26.32	43.8%

Recommended	
2026	Increase
\$11.55	15.0%
\$12.89	15.0%
\$14.40	15.0%
\$15.83	15.0%
\$16.78	15.0%
\$17.93	15.0%
\$20.27	15.0%
\$21.05	15.0%

Existing Slips (Covered)

Benchmark - Regional Market Average

	<i>Des Moines</i>	<i>Region</i>	<i>Diff</i>	<i>Revise in 1 year</i>	
Slip	2025	2025	% Region	2026	Increase
20	\$12.48	NA	NA		
24	\$14.30	\$17.09	84%	\$17.09	19.5%
28	\$16.11	\$18.05	89%	\$18.05	12.0%
30	\$17.50	\$20.74	84%	\$20.74	18.5%
32	\$17.83	\$20.86	85%	\$20.86	17.0%
36					
40					
50					

Recommended	
2026	Increase
\$14.35	15.0%
\$16.44	15.0%
\$18.53	15.0%
\$20.13	15.0%
\$20.50	15.0%

New Slips (Open)

Benchmark - Regional 75th Percentile

	<i>Des Moines</i>	<i>Region</i>	<i>Diff</i>	Revise in 1 year	
Slip	2025	2025	% Region	2026	Increase
20					
24					
28					
30					
36	\$14.59	\$18.99	77%	\$18.99	30.1%
40	\$15.59	\$20.52	76%	\$20.52	31.6%
50	\$17.63	\$22.71	78%	\$22.71	28.9%
60	\$18.30	\$28.76	64%	\$28.76	57.1%

Recommended	
2026	Increase
\$18.97	30.0%
\$20.27	30.0%
\$22.91	30.0%
\$23.79	30.0%

Benefits of Rate Increases

Paying down current debt: increase debt capacity and allow us to pursue future dock replacement projects.

Renovation of the tenant restrooms: A long-awaited and much-needed upgrade to improve comfort and functionality. With this rate adjustment, we are close to reaching the funding needed to finally move forward this project.

Critical structural updates to the seawall and boardwalk south of CSR: These updates are essential for ensuring long-term safety and stability and are a prerequisite for any future dock replacement projects.

Support for other needed capital improvement projects: There is a growing list of needed enhancements throughout the Marina, including infrastructure upgrades, safety improvements, and overall tenant experience enhancements. One of the more significant projects includes further dock replacements.

These improvements are part of our ongoing commitment to maintaining and modernizing the marina for the benefit of all users.

Questions?

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Marinas Included in Rate Comparison

Open Moorage:

- Arabella's Landing
- Foss Harbor Marina
- Hylebos Marina
- Marina at Browns Point
- Delin Docks
- Dock Street Marina
- Chinook Landing
- Elliott Bay Marina
- Shilshole Bay Marina
- South Park Marina
- Harbor Island Marina
- Fishermen's Terminal
- Salmon Bay Marina
- Carillon Point Marina
- Edmonds Marina
- Everett - Main and North Marinas
- Anacortes Marina
- Cap Sante Marina
- La Conner Marina

Covered moorage:

- Marina at Browns Point
- Narrows Marina
- Tyee Marina
- Salmon Bay Marina
- Stimson Marina
- Edmonds Marina
- Everett Marina
- Anacortes Marina
- La Conner Marina