Port Charles Harbor Marina

6247 Hwy V, St Charles, MO 63301

Price: $6,500,000



An established full-service marina with covered wet slips, an RV campground, no deferred maintenance, and a brand-new rack storage building bringing built in upside.

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Port Charles Harbor Marina - Offering Summary

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Offering Overview

This offering presents an attractive opportunity to acquire a well-established, full-service marina featuring diversified revenue streams, substantial marine infrastructure, and significant growth potential.

Since 2022, ownership has completed extensive capital improvements, including a new 92-space dry rack storage facility, harbor basin expansion, enlarged service and storage areas, RV campground improvements, and major equipment and infrastructure upgrades. The property has minimal deferred maintenance and offers immediate revenue growth through lease-up of the new rack facility, completed in mid-2025, without additional capital investment.

The Marina features 99 covered wet slips, 8–10 uncovered slips, additional end ties, a courtesy dock, 92 dry storage racks, storage for 120+ trailered boats, and an 8-pad waterfront RV campground. Wet slips, rack storage, and RV sites operate under annual contracts, providing reliable, easy to manage recurring revenue.

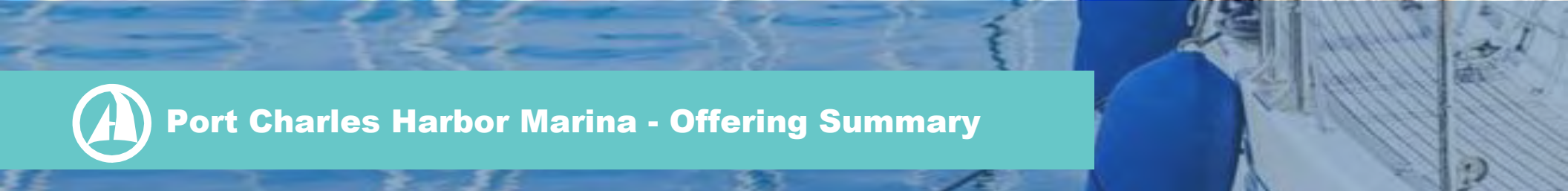
A key competitive advantage is the Marina's comprehensive marine service and repair operation, supported by experienced technicians, a parts department, and 60- and 70-ton travel lifts, including the largest lift in the surrounding market. Additional revenue sources include a four-dispenser fuel dock, ship's store, and TowBoat U.S. franchise with three towboats.

Significant expansion opportunities include approximately 20 additional wet slips, expanded rack and trailered boat storage, additional RV sites, enlarged service facilities, and an expanded ship's store or convenience market.

Investment Takeaway: With substantial recent capital improvements, minimal deferred maintenance, diversified recurring revenue, and immediate rack storage lease-up upside, the Marina offers a compelling opportunity to grow cash flow and asset value with limited near-term capital requirements and substantial long-term expansion potential.



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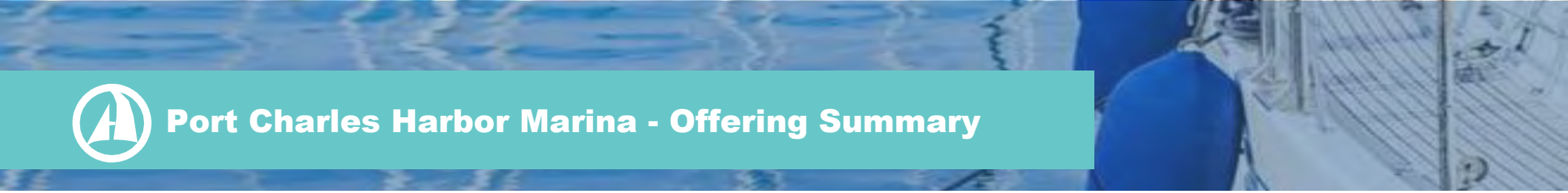


Port Charles Harbor Marina - Offering Summary

Offering Highlights

- **Over 120 Floating Wet Slips in Excellent Condition**
  - 99 Floating Wet Slips for boats up to 60’
  - 8-10 uncovered slips plus end ties
  - Rack Launch Dock / Courtesy Dock with room for about 15+/- boats
  - New/Expanded basin has space for an additional 20+/- wet slips. All utilities and parking already in-place for future slip expansion
- **Rack Storage Facility**
  - 92 racks for boats up to 34’ custom built by Golden Giant
  - All rack operations managed thru Speedy Dock app
  - Brand new Baoli forklift (purchased 2024) – lease to own
  - Used Wiggins Marina Bull forklift (purchased 2022) -
  - Room to expand the rack storage building
- **Trailered/Blocked Boat Storage (self-launch dry storage)**
  - Covered are for 4-5 boats on trailers
  - New uncovered service yard built in 2023 that is elevated (avoids flooding); holds 12-15 large boats (30’-50’ on stands/ blocks)
  - Additional room in the yard for another 15+ blocked boats
  - Excess land for uncovered trailered boat storage with capacity for 120+ boats
- **Two Travelift Units**
  - One – 70-ton (70BFM) unit - largest in the entire area (excellent condition)
  - One – 60-ton unit (excellent condition)
- **Service and Repair**
  - Highly qualified service and full parts department
  - Facility is capable of hull painting, bottom work, fiberglass and wood refinishing, restoration, and full parts service
- Gas and Diesel Fuel dock selling with 4 dispensers and large courtesy dock
- **RV Campground**
  - 8 Beautiful riverfront sites (Water and Metered Electric)
  - There is excess land for RV site expansion
- **All Slips, Racks and RV Site are annual contracts from April – March**
- **TowBoat U.S. Franchise**
- **Ships Store / Retail**
- **Fee-based boat ramp, open to the public**
- **‘Lightspeed’ Enterprise Resource Planning software platform; ‘SpeedyDock’ rack building management software platform**
- **New high speed Starlink WIFI system property wide**
- **Two courtesy cars for customer use**
- **24-hour laundry (new machines)**
- **24-hour boater’s lounge with newly remodeled restrooms and showers**
- **Gated entrance with security codes**

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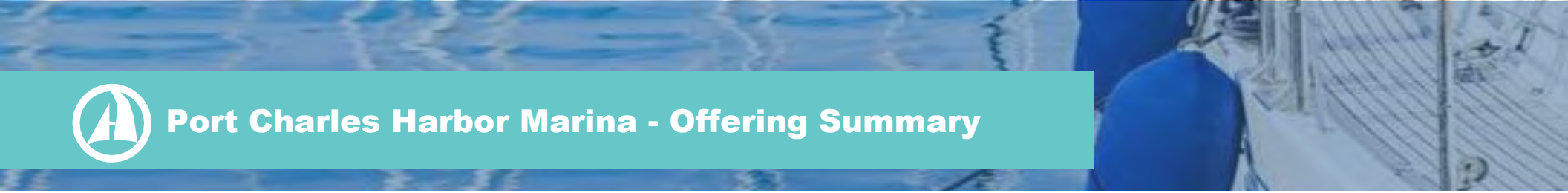
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Value-Add / Upside

With extensive recent CapEx investment completed by the current ownership, a new owner can enjoy a facility that is optimally positioned for income growth while requiring little to no deferred maintenance expenses in the near-term. The recently built rack storage building introduces a continuous lease-up opportunity consisting of 92 rack units for boats up to 34'. Additional growth opportunities include new wet slips, increased rack and dry-storage capacity, expanded marine service facilities, additional RV sites, and enhanced retail operations. Together, the property's existing infrastructure, untapped storage capacity, and available development land provide an attractive platform for a new owner to grow cash flow, enhance operating margins, and create long-term asset value without the substantial upfront investment required to develop a comparable full-service marina.

- **Rack Storage Lease -Up**
  - The new 92-unit dry rack storage facility, which opened in mid-2025, reached 35% occupancy toward the end of the 2026 season. Ownership expects growing demand in the coming years, with a target occupancy rate of 90% by the end of the 2027 season
  - In the long-term, there is room to further expand the rack storage building
- **Wet Slip Expansion**
  - Room for up to 20 more slips
  - Wet slip occupancy is strong (approximately 98%)
  - Ownership recently dug out a completely new harbor expansion with room for 15-20 more slips in addition to the 5 covered slips that are there now. All new infrastructure has been completed for this new harbor including electric, water, parking, dredging, rip rap
- **Service Department Growth**
  - There is room to triple the size of the indoor 'small boat' service department area
  - Additional service technicians can be added, as there is demand for additional service labor is expected to grow alongside the rack storage lease-up process
  - Add another lift well for the 70-ton travel lift; current well is for the 60-ton travel lift…a 70-ton lift would be the largest lifting capacity anywhere near St. Louis and for a considerable distance up and down Mississippi River and up Illinois River toward Great Lakes
- **Add Boat Rentals or a Boat Club**
- **RV Campground Expansion**
  - There is excess land for additional RV pads
  - The 8 existing RV sites remain full throughout the season, and there is demand for additional RV sites with a five-year waitlist

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Offering Overview

Location Overview

Strategically located at 6247 Highway V in St. Charles, Missouri, Port Charles Harbor Marina is an established full-service marina on the Upper Mississippi River, situated at River Mile 221.5 near the confluence of the Mississippi and Illinois Rivers. The Marina benefits from a protected harbor setting, convenient access to the greater St. Louis metropolitan area, and proximity to Grafton, Illinois, a popular regional boating destination.

Located within St. Charles County, the Marina serves an established recreational boating market supported by affluent suburban communities, regional boat owners, and transient river travelers. Its positioning along the Mississippi River provides access to an extensive inland waterway network (Great Loop), while its comprehensive marina facilities, boat storage, and marine service offerings support a diversified customer base.

Market Demographics & Regional Growth

Port Charles Harbor Marina benefits from its location within the greater St. Louis metropolitan area, one of the Midwest's major population and economic centers, with access to the growing communities of St. Charles, O'Fallon, St. Peters, and surrounding Missouri and Illinois markets. According to July 2025 U.S. Census estimates, St. Charles County's population reached approximately 426,500 residents, representing 5.2% growth since 2020. The county's median household income of approximately $104,700 reflects a relatively affluent suburban market with substantial recreational spending potential.

Neighboring Lincoln County experienced even stronger population growth of 11.9%, reaching approximately 66,700 residents. St. Louis County, with nearly 991,000 residents and median household income of approximately $82,900, provides additional market depth. Together, these three counties represent a regional population exceeding 1.48 million residents.

The Marina's combination of direct Mississippi River access, proximity to affluent and expanding suburban communities, and exposure to the broader St. Louis recreational boating market supports its competitive positioning. These demographic fundamentals, coupled with established demand for boat storage, dockage, and marine services, provide a favorable foundation for the property's long-term investment appeal.

Source: U.S. Census Bureau QuickFacts, July 2025 estimates and 2020–2024 American Community Survey income data. Lincoln County's current median household income is omitted pending verification. The three-county population is a regional market indicator, not a drive-time population estimate.

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Port Charles Harbor Marina - Offering Summary Photos



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Port Charles Harbor Marina - Offering Summary
Docks



Port Charles Harbor Marina - Offering Summary



Port Charles Harbor Marina - Offering Summary
New Rack Storage Building



Port Charles Harbor Marina - Offering Summary
Service Facilities



Port Charles Harbor Marina - Offering Summary
RV Campground





CONTACT INFORMATION

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