Bay Motel

Buyer Package

18754 Northumberland Hwy
Reedville, VA 22539

Hospitality repositioning opportunity

Asking price	Reported guestrooms	Total included land
$950,000	20	5.819 acres



Historical listing photograph, Bright MLS VANV2001294, courtesy KW United. Capture date unverified. Surrounding land shown may lie outside the offering. [3]

An existing motel property in Virginia's Northern Neck, offered for evaluation by hospitality operators and investors seeking an acquisition with a defined repositioning plan.

Property inquiries David Porter

Direct (336) 894-0686 Email dporter@eccapitalcorp.com

October 22, 2026. The asking price includes the 3.621-acre motel tract and the 2.198-acre adjoining land tract, totaling 5.819 acres. Seller-confirmed offering scope; parcel areas from county records. [1, 2]

Offering Overview

Bay Motel is offered at $950,000, including both the motel tract and adjoining land, totaling 5.819 acres. The existing motel has a reported 20-guestroom configuration and 7,804 heated square feet in county records. A prospective owner can evaluate a focused lodging strategy serving Reedville and the surrounding Northern Neck. [1-3]

The investment case depends on the property's current condition, verified operating history, total improvement cost, and the buyer's execution plan. Current operating status and room availability are subject to seller confirmation. No historical revenue, net operating income, or investment return is represented in this package.

Property detail	Information
Property	Bay Motel
Street address	18754 Northumberland Hwy, Reedville, VA 22539
County and district	Northumberland County, Fairfields District
Owner shown in county record	Bekee Ventures LLC
Main motel parcel	PRN 22025001 / Map 38-1--009E / 3.621 acres
Included adjoining land	PRN 36700647 / Map 38-1--009Q / 2.198 acres
Total offering area	5.819 acres across both included parcels
Building area	7,804 heated SF in county assessment record
Building configuration	One-story motel; county-recorded construction year 1980
Guestroom configuration	Prior listing: 20 guestrooms plus manager's suite
Zoning shown in county GIS	B1 for the main motel parcel
Utilities reported in prior listing	Well water and septic; verify capacity and condition
Total price per reported room	$47,500, including both land parcels ($950,000 / 20)

Sources: county records and GIS for parcel and building data; historical Bright MLS for room configuration and utilities. Seller confirms both real-estate parcels are included. Current rentable inventory and personal-property inclusions require confirmation. [1-4]

Buyer fit

The property is suited for evaluation by an experienced independent lodging operator, a regional hospitality group, or a capitalized buyer able to manage both physical improvements and daily operations. A boutique positioning should be tested against guest expectations, achievable pricing, and the cost of delivering that experience.

Property Records

The $950,000 offering includes two separately recorded parcels under Bekee Ventures LLC: the 3.621-acre motel tract and the 2.198-acre adjoining land tract. Their recorded areas total 5.819 acres. The seller has confirmed inclusion of both parcels. [1, 2, 4]

Record	Main motel tract	Adjoining tract
Parcel record number	22025001	36700647
County map number	38-1--009E	38-1--009Q
Area	3.621 acres	2.198 acres
Recorded owner	Bekee Ventures LLC	Bekee Ventures LLC
Legal description	Poplar Farm Parcel B	On 360 Pt Poplar Farm
Deed reference	IN-2025-01130	IN-2025-01131
Structures in county card	Motel and ancillary structures	No structures listed
GIS zoning field	B1	SPLIT; component districts require verification
Displayed county assessment	$594,200	$29,200

Offering boundary

Both parcels are included in the $950,000 asking price, with 5.819 total recorded acres. The purchase agreement should identify PRN 22025001 and PRN 36700647 and their controlling legal descriptions. Any development or expansion of the adjoining land requires separate feasibility and approval review.

County sale entry	Parcel	Consideration	Instrument
May 15, 2025	Main motel tract	$585,000	IN-2025-01130
May 15, 2025	Adjoining tract	$50,000	IN-2025-01131

These are separate county transfer entries, not a verified single-package sale. The prior MLS reports the main sale closing on May 13, 2025. County records use May 15, 2025; the reason for the date difference has not been confirmed. [1-3]

Title and land verification

The executed contract should identify every included parcel and reference the controlling legal descriptions. Obtain a current title commitment and survey to establish boundaries, access, easements, encroachments, and any shared use of the well, septic system, driveways, or parking.

County database reports data last updated October 17, 2026. Displayed 2026 and 2027 assessments are equal; assessed values are administrative figures and are not offered as market-value conclusions. GIS ownership fields differ from the newer assessment records; the newer records are used here. [1, 2, 4]

Location and Visitor Demand

Reedville is a maritime community in Northumberland County at the end of Virginia's Northern Neck. Its historic district reflects the village's fishing-industry heritage. That setting provides a clear theme for a lodging concept focused on fishing, boating, local history, and regional leisure travel. [6]

Established visitor attractions

Reedville Fishermen's Museum

The museum at 504 Main Street interprets Chesapeake maritime history through exhibits, historic vessels, and educational programs. It is identified by the National Park Service as a Chesapeake Gateways Network site. A prospective operator may evaluate heritage-oriented stays and referral relationships. [7]

Tangier Island excursions

Tangier Island Cruises advertises departures from Reedville aboard the Chesapeake Breeze, with its dock at 468 Buzzards Point Road. Pre-departure and return-night stays are potential customer segments to test; excursion schedules and weather cancellations must be considered. [8]

Regional itineraries

The Northern Neck National Heritage Area connects Reedville, maritime attractions, and regional lodging in its suggested itineraries. These itineraries can inform proposed guest packages, subject to agreements with participating operators. [9]

County tourism context

Year	Direct visitor spending
2023	$24.42 million
2024	$25.03 million
2025	$24.69 million

Virginia Tourism Corporation's current data show Northumberland County direct visitor spending declined approximately 1.4% in 2025 from 2024. These countywide totals support an established visitor economy, while reinforcing the need for a property-specific operating plan. [5]

Source: Tourism Economics via VTC, 2025 Direct Visitor Impact workbook, Northumberland row in 2023, 2024 and 2025 tabs. All years use the same revised release. Spending covers all visitor purchases across the county and is not Bay Motel revenue, hotel occupancy, or a room-rate forecast.

Demand underwriting

Test weekday and weekend demand separately. Validate seasonal operating calendars, competing hotels, inns and vacation rentals, customer-acquisition costs, and the portion of demand the motel could reasonably capture. Local attractions do not establish guaranteed bookings or a year-round occupancy level.

Property and Condition



Historical listing photograph. Property lines are not delineated, and surrounding land may be outside the offering. Current appearance and condition require inspection. [3]

Improvements described in the prior listing

Reported period	Prior marketing representation
2023	Roof and well-pump replacements; washer and dryer upgrades
2024	Water filtration system and tankless water heaters
Timing not specified	Guestroom flooring, paint and vanities; replacement PTAC units in eight rooms

These items are historical listing statements. Buyers should obtain invoices, warranties, permits where applicable, and current inspections before assigning value to the work. The package makes no representation that each item remains in service or that the property is ready for occupancy. [3]

Inspection priorities

Review each guestroom, the manager accommodation, roof, electrical distribution, HVAC, hot water, fire and life-safety systems, accessibility, site drainage, paving, and exterior structures. Evaluate well water quality and capacity, septic capacity and condition, and any dependencies on the adjoining tract. Reconcile the actual room inventory with the operating permit and building configuration.

Repositioning Opportunity

A practical investment thesis begins with a reliable guest experience and a disciplined operating budget. The following initiatives are proposed avenues for buyer evaluation; they are not approved plans, contracted revenue, or commitments by local businesses.

Focus the lodging concept

Evaluate a well-maintained independent motel serving fishing visitors, boaters, island excursion travelers, and Northern Neck leisure guests. A boutique identity could be developed through consistent interiors, photography, service standards, and a distinctive local experience, provided achievable room rates support the additional investment.

Build demand relationships

Explore referral arrangements with charter operators, marinas, excursion operators, and local event venues. Establish a written group-booking policy and cancellation terms. Any contractor or extended-stay program should be evaluated for lawful use, payment reliability, housekeeping demands, and its effect on higher-value transient stays.

Improve distribution and guest conversion

Audit the website, map listings, reservation systems, online travel agency content, and guest communications. Use current, accurate photography after improvements. Track the cost of each booking channel, conversion rates, cancellations, repeat guests, and guest feedback before increasing marketing spend.

Control the cost of operating a small property

Prepare a staffing plan that covers front-desk or remote check-in functions, housekeeping, maintenance response, and management. Include market compensation for owner labor, payment-processing charges, distribution commissions, insurance, property taxes, utilities, and a replacement reserve. Confirm that the intended service model can be delivered consistently.

Stage	Decision or deliverable
Before acquisition	Verify title, permits, operating history and condition; define a funded project scope
Before room release	Complete required work and inspections; establish staffing, systems and guest standards
Initial operating period	Test rate and channel strategy; monitor weekly cash requirements and guest feedback
Performance review	Adjust the plan using actual room revenue, labor costs and contribution after expenses

Alternative uses or additional development require separate feasibility work. The main parcel's B1 map designation does not by itself establish approval for an expansion, event use, residential conversion, or longer-term occupancy arrangement. [4, 10]

Buyer Financial Framework

Purchase measure	Amount or basis
Asking price	$950,000; both parcels, totaling 5.819 acres
Reported guestroom inventory	20 guestrooms; manager accommodation excluded
Total price per reported guestroom	$47,500, including both land parcels
Historical revenue and operating income	Seller financial records required
Current occupancy and average daily rate	Seller operating records required

Illustrative annual room revenue

The following figures demonstrate arithmetic using selected assumptions. They are not historical results, market-supported forecasts, or earnings representations. The calculation assumes all 20 guestrooms are available for 365 days, creating 7,300 available room nights.

Assumed occupancy	ADR $90	ADR $110	ADR $130
40%	$262,800	$321,200	$379,600
50%	$328,500	$401,500	$474,500
60%	$394,200	$481,800	$569,400

Formula: 20 guestrooms x 365 days x occupancy x average daily room rate.

Amounts are gross room revenue before operating expenses, capital costs, debt service, and income taxes. They exclude lodging taxes collected from guests, ancillary revenue, and manager-accommodation income. Seasonal closures and rooms out of service would reduce available inventory.

From revenue to operating cash flow

A buyer model should deduct management and staffing costs, housekeeping and laundry, utilities, distribution and card fees, insurance, real estate and business taxes, repairs, administration, and a replacement reserve. Debt payments and initial capital improvements should then be evaluated separately. Gross room revenue is not profit.

Information needed to underwrite a purchase

Request monthly room sales, average daily rate, occupancy, cancellation and channel reports, profit-and-loss statements, tax returns, payroll detail, utility bills, insurance information, and the schedule of rooms out of service. Reconcile records to deposits and booking-system reports. Review seasonality and the costs of any reopening or operating transition.

Price per room includes both parcels and does not allocate their values. No cap rate, net operating income, cash-on-cash return, or financing approval is asserted. This financial page is an evaluation framework and does not support an appraisal conclusion.

Acquisition Capital and Process

The purchase price is one component of the buyer's total capital requirement. Develop a complete funding plan after inspecting the property and reviewing the operating records.

Use of funds	Budget basis
Property acquisition	$950,000 asking price, including both parcels; final amount by agreement
Closing and due diligence	Legal, title, survey, inspections, environmental review and lender costs
Immediate improvements	Property inspection and contractor quotations
Furniture and equipment	Verified inventory, condition and replacement scope
Permits and operating transition	Applicable approvals, software, marketing, hiring and opening supplies
Operating cash reserve	Monthly cash budget through the recovery period
Contingency	Allowance tied to verified scope and execution risks
Total project cost	To be established from the completed budget

Buyer engagement

Direct property inquiries and tour requests to David Porter at (336) 894-0686 or dporter@eccapitalcorp.com. Arrange visits in advance. Sensitive financial and operational records should be exchanged through a controlled due diligence process.

Suggested contents of a written proposal

- Buyer identity, acquisition entity, relevant operating experience, and proof of available equity.
- Purchase price, both offered parcels and any proposed exclusions, requested personal property, financing requirements, and any seller-financing request.
- Proposed deposit, inspection period, closing date, contingencies, and requested seller deliverables.
- Expected treatment of existing reservations, guest deposits, contracts, employees, and operating transition.

Financing and terms

The asking price includes both real-estate parcels. Financing, seller carryback, loan assumption, management transition, and personal-property or business-asset inclusions require separate written agreement and applicable approvals. Buyers should obtain lender review of the property, their operating plan, and the entire project budget before relying on a financed closing.

Buyer Due Diligence

Review area	Evidence and questions
Title and conveyance	Current title commitment; deeds; survey; liens; easements; access; exact parcel and personal-property schedules
Room inventory and operations	Current open or closed status; rentable rooms; manager accommodation; guest records; rooms out of service
Financial performance	Monthly statements; tax returns; bank reconciliation; booking reports; payroll; utilities; tax and insurance bills
Building systems	Roof; HVAC; electrical; plumbing; water heaters; structural condition; moisture; maintenance and replacement needs
Water and wastewater	Well and septic records; inspections; capacity; service history; quality testing; shared facilities or easements
Zoning and approvals	Written use confirmation; permitted room count; building and occupancy records; any nonconformity; proposed changes
Site and environment	Flood determination; drainage; environmental review; historic tanks or contamination; access and parking conditions
Licenses and safety	Lodging approvals; fire and life safety; accessibility; business licenses; inspection history; unresolved violations
Contracts and transition	Vendor obligations; booking platforms; deposits; guest commitments; employees; transferable branding and domain rights
Included adjoining tract	Parcel identification and legal description; survey relationship; split zoning; access; utility connections; development feasibility

County verification contact

Northumberland County Building and Zoning
72 Monument Place, Heathsville, VA 22473
(804) 580-8910

The department identifies zoning, permit searches, building records, and inspection records among its public services. Request property-specific confirmation of the intended use and required approvals. [10]

Offering qualifications

The asking price is a marketing term, not an appraisal. Historical records and photographs may differ from current conditions. The executed purchase agreement and its schedules control the parcels, assets, representations, and terms of any sale. Buyers should complete independent legal, financial, physical, and operational review.

Sources and Reference Notes

Numbered references identify the source of factual statements. Proposed operating strategies and financial sensitivities are analytical illustrations. Property records should be checked against controlling documents and current inspections.

[1] Northumberland County Real Estate Data

Main parcel PRN 22025001. County database reports data last updated October 17, 2026. Address, ownership, 3.621 acres, 7,804 heated SF, structure data, assessment and transfer entries.

[2] Northumberland County adjoining parcel record

PRN 36700647. Separately recorded 2.198 acres, Bekee Ventures LLC ownership, assessment and May 15, 2025 transfer entry. County records support the parcel facts; the seller confirms its inclusion in the offering.

[3] Bright MLS VANV2001294 via Innovate Real Estate

Historical listing, courtesy KW United. Guestroom and manager-suite description, utilities, reported improvements and archived aerial photographs. Listing reports May 13, 2025 closing. Photo capture dates are not provided.

[4] Northumberland County public GIS

Main parcel 38(1)9E is mapped B1. Adjoining parcel 38(1)9Q is identified as adjacent and carries a SPLIT zoning field. Current assessment records are used for ownership and assessed values because GIS fields differ.

[5] Virginia Tourism Corporation economic impact data

2025 Direct Visitor Impact for Virginia Localities, Tourism Economics. Northumberland is row 46 in the 2023, 2024 and 2025 tabs. Total spending is column H, in millions; 2025 change is column I. Workbook uses revised historical data.

[6] Virginia Department of Historic Resources

Reedville Historic District, record 066-0083. Supports community history and setting, not historic status or incentive eligibility for Bay Motel.

[7] National Park Service Reedville Fishermen's Museum

Museum address, maritime interpretation, historic vessels and Chesapeake Gateways Network designation.

[8] Tangier Island Cruises

Operator description of Reedville departures, Chesapeake Breeze and dock location. Verify date-specific service and weather policies directly.

[9] Northern Neck National Heritage Area

Regional maritime itineraries connecting lodging, Reedville, museum visits and seasonal excursion experiences.

[10] Northumberland County Building and Zoning

Department responsibilities and public contact information for zoning, permitting and property inspections.

Seller-confirmed asking price: $950,000, including the motel tract and adjoining land, totaling 5.819 recorded acres, subject to final agreement. Inquiry contact: David Porter. All currency is USD. Neither local visitor spending nor the illustrative room-revenue sensitivity establishes property profitability.