



CRI BROKERAGE - RV RESORTS & MARINAS DIVISION.

Lighthouse Marina & Resort

A ±32.26-acre waterfront RV resort on the San Joaquin Delta in Isleton, Sacramento County, California.

PRICE

\$4,500,000

TOTAL SITES

172

CAP RATE (CURRENT)

7.60%

TOTAL ACRES

±32.26

Pierce Brazil

SENIOR INVESTMENT ASSOCIATE

949.335.5921

pbrazil@cricbrokerage.com

CA DRE #02247759

Dylan Brazil

PRESIDENT OF INVESTMENTS

949.996.7077

dylanb@criccommercial.com

CA DRE #02177812

📍 **151 Brannan Island Road**
Isleton, CA 95641

Confidentiality & disclaimer notice

CONFIDENTIALITY

This Offering Memorandum is confidential and is furnished solely for review by a prospective purchaser of Lighthouse Marina & Resort, 151 Brannan Island Road, Isleton, California. It is not to be photocopied, reproduced, or distributed, in whole or in part, to any other person or entity without the prior written consent of CRI Brokerage. By accepting this Offering Memorandum, the recipient agrees to hold its contents in the strictest confidence and to return it upon request.

This Offering Memorandum does not constitute an offer to sell or a solicitation of an offer to buy. The Owner and CRI Brokerage expressly reserve the right, at their sole discretion, to reject any offer, to withdraw the property from the market, and to terminate discussions with any party at any time, with or without notice. The Owner shall have no legal commitment or obligation to any recipient of this Offering Memorandum unless and until a written purchase agreement has been fully executed and delivered.

DISCLAIMER

Photos included may have been sourced from publicly available websites and are used for illustrative purposes only. This information has been secured from a source we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. This offering memorandum is subject to periodic updates and revision, as necessary. CRI Real Estate Commercial is a service mark of Commercial Real Estate Investors, Inc. License #01807613.



Table of Contents

01	Offering Summary
02	Property Overview
03	Financial Overview
04	Unit Mix & Rates
05	Market Overview & Comparables
06	Location & Demographics
07	Site Overview
08	Offer Submissions

Offering Summary

151 BRANNAN ISLAND ROAD · ISLETON, CA

The offering

OFFERING SUMMARY

OFFERING PRICE	\$4,500,000
PRICE / SITE	\$26,163
CURRENT NOI	\$342,005
CURRENT CAP RATE	7.60%
YEAR 1 NOI	\$363,345
YEAR 1 CAP RATE	8.07%

PROPERTY DETAILS

ADDRESS	151 Brannan Island Road, Isleton, CA 95641
COUNTY	Sacramento
APN	156-0110-070
YEAR BUILT	1979
TOTAL SITES	172 + storage
SITE MIX	92 extended-stay · 80 nightly / vacation · 13 furnished cabins
CABINS	13 furnished rental cabins (FF&E)
STORAGE	Indoor, covered & gated RV/boat yard (lease-up potential)
OCCUPANCY	±75% extended stay
ACREAGE	±32.26 AC



Executive summary

Lighthouse Marina & Resort is a ±32.26-acre waterfront RV resort in Isleton, California, located in the Sacramento–San Joaquin Delta along the Mokelumne River. The property includes 172 RV sites, 13 furnished cabins, an on-site store, marina access, and a waterfront restaurant. Guests can stay nightly, weekly, monthly, or on an extended-stay basis.

The resort serves a mix of vacation guests, seasonal members, and extended-stay tenants. Extended-stay occupancy is approximately 75% at ±\$850 per month plus electric, with additional income from cabin rentals, store sales, and utility reimbursements. Amenities include a seasonal pool, 18-hole miniature golf, clubhouse with gym, boat launch, marina access, and RV/boat storage.

Ownership has held the property since 2008 and has invested significant capital over the years to improve and maintain the resort. Improvements have included ongoing upgrades to the property's infrastructure, amenities, and guest areas. Ownership is also currently in the process of installing two new 5,000-gallon water storage tanks to increase on-site water storage capacity.

The property offers clear upside for a new owner through improved operations, higher extended-stay occupancy, rent growth, stronger nightly rates, and better utilization and marketing of the existing storage areas.

Located near Brannan Island State Recreation Area and within reach of Sacramento, Stockton, and the Bay Area, Lighthouse Marina & Resort offers investors a large waterfront property with multiple income streams, a strong amenity base, and straightforward opportunities to grow revenue.



INVESTMENT HIGHLIGHTS

- 📈 **Attractive Basis** — \$26,163 per site, below the average of recent regional comparable sales
- 🕒 **Long-Term Prideful Ownership** — Held for 15+ years with significant capital invested in ongoing improvements, infrastructure & resort amenities
- 🏠 **Diverse Income** — nightly, weekly & extended stays, cabins, store, storage & reimbursements
- 🏖️ **Resort Amenities** — seasonal pool, 18-hole mini golf, sport courts, clubhouse with gym, sport courts, marina & boat launch
- 📅 **Storage Upside** — indoor & RV/boat storage currently non-revenue; immediate paid lease-up
- 🌊 **Waterfront Location** — Guest enjoy restaurant, and marina access within the Sacramento–San Joaquin Delta
- 👨👩👦 **Community Type** — All Ages

Property Overview

151 BRANNAN ISLAND ROAD · ISLETON, CA

Property & Site Improvements

YEAR BUILT	~1979
SITE AREA	±32.26 acres
APN	156-0110-070
ZONING	SPA - (Sacramento County)
GENERAL PLAN	REC - Recreation
FLOOD ZONE	FEMA Zone AE
LOCATION	Frontage along Brannan Island Road on the San Joaquin Delta
ACCESS	Gated entry with registration station
STORAGE AREA	±6-acre RV & boat storage yard with gated access
AMENITIES	Pool, dog park, fire pit, miniature golf, propane refill, dump station, volleyball/basketball courts & playground, marina and restaurant on the waterside of the levee
WATERFRONT	Marina, boat launch & restaurant on the Mokelumne River
PARKING	±16 marina spaces (2 accessible) 5 spaces at the cabins ±10 boat/vehicle spaces at the recreation area, and 18 spaces at the store & member services (2 accessible), plus ample parking at the RV sites

BUILDING IMPROVEMENTS

BUILDING	SIZE (SF)	DESCRIPTION
Clubhouse	5,775	Open hall, kitchen, restrooms & gym
Store / Office	4,414	Retail storefront & member services
Storage / Shop	10,000	On-site storage & shop building — owner-occupied
Laundry	560	Coin-op laundry facility



CLUBHOUSE · FITNESS CENTER - TOTAL ±5,775 SF

Property photographs



AERIAL · RESORT, MARINA & MOKELUMNE RIVER WATERFRONT



ENTRANCE DRIVE & CENTRAL GROUNDS



LANDSCAPED EXTENDED-STAY SITES



EXTENDED-STAY SITES & CABINS



VACATION SITES & PICNIC LAWNS

Utilities & operations

UTILITY	SYSTEM / PROVIDER	BILLING / NOTES	PAID BY
Water	Private Well	Water included in rent. Ownership is currently installing two new water storage tanks.	Property Owner
Sewer	Septic System	118 RV sites have full hookups. 54 sites are power/water only with no individual sewer hookup. Sanitary dump station on-site.	Property Owner
Electric	PG&E	Sub-metered and billed back to extended-stay guests; electricity included with nightly stays.	Tenant / Property Owner
Propane	Individual Tanks	Guests are responsible for refilling their own propane tanks.	Tenant
Trash	Waste Management	Dumpsters and trash bins throughout the resort; included in rent.	Property Owner
Wi-Fi	Resort-Provided	Available throughout the resort; additional fees apply to certain extended-stay guests.	Property Owner / Tenant

OPERATING LEASES & MANAGEMENT

STATE LANDS LEASE	151 Brannan LLC holds a master lease with the California State Lands Commission covering the shore and waterway areas — the marina, docks & restaurant ("SLC Lease Area") — expiring December 2030. The sale includes the assignment and assumption of the existing lease, or Buyer obtaining a new lease for the SLC Lease Area, subject to all required consents, approvals & permits
RESTAURANT	The waterfront restaurant is not included in the sale . The current operator is continuing under a new lease directly with State Lands, and all restaurant income is excluded from underwriting. The boat launch remains available to resort guests & members
MANAGEMENT	On-site manager residing at the resort (compensated with free rent) · 5–8 employees depending on season · no third-party management company

Utility providers, billing arrangements, metering systems, and reimbursement structures are subject to buyer verification.

Financial Overview

Financial underwriting

INCOME (ANNUALIZED)	CURRENT	YEAR 1
Total Income (Membership)	\$440,166.98	\$462,175.33
Total Cost of Sales	(\$309.46)	(\$324.93)
Other Rental Income	\$634,256.05	\$665,968.85
Total Gross Revenue	\$1,074,732.49	\$1,128,469.11
EXPENSES		
Property Management Fee (6%)	\$64,483.95	\$67,708.15
General & Administrative	\$49,680.42	\$52,164.44
Taxes (Prop 13 Reset)	\$64,460.54	\$64,460.54
Licenses & Permits	\$9,336.71	\$9,803.55
Insurance Expenses	\$48,607.20	\$51,037.56
Wi-Fi	\$13,257.49	\$13,920.36
Salaries — Payroll Expense	\$110,380.96	\$115,900.01
Salaries — Payroll Tax Expense	\$13,245.72	\$13,908.00
Workers' Comp Insurance	\$11,373.32	\$11,941.99
Repairs & Maintenance	\$62,018.92	\$64,220.87
Water Sampling	\$9,311.51	\$9,777.09
Supplies	\$18,209.50	\$19,119.98
Utilities	\$256,008.11	\$268,808.52
SBOE / CDTFA	\$2,353.00	\$2,353.00
Total Property Expense	\$347,901.04	\$364,279.45
Total Expenses	\$732,727.35	\$765,124.04
Expenses / EGI	68.18%	67.80%
Net Operating Income / NOI	\$342,005.14	\$363,345.07

Underwriting notes

UNDERWRITING ADJUSTMENTS TO 2025 PROFIT AND LOSS

REF	ADJUSTMENT
[1]	Non-recurring revenue items removed, including collection income, new membership sales, credit checks, transfer fees, late fees, returned payments and printing charges (\$20,256 total)
[2]	Interest expense (\$70,640) removed as a financing expense below NOI
[3]	Property tax reset under Prop 13 to \$64,441, including direct levies
[4]	Corporate tax retained at \$20
[5]	Legal fees normalized to \$5,000 annually
[6]	Total payroll normalized to \$135,000, including wages, payroll taxes at 12% of wages, and workers' compensation; 401(k) removed
[7]	Maintenance normalized to \$17,200 annually (\$100 per site × 172 sites)
[8]	Campsite improvements (\$32,243) and store improvements (\$39) removed as non-recurring capital items; materials normalized to \$10,000 and septic retained at \$7,980
[9]	HVAC repairs normalized to \$10,000 annually
[10]	Property management fee added at 6% of gross revenue
[11]	Non-recurring fuel, hauling, vehicle repair and janitorial expenses removed
[12]	Routine repairs, maintenance and supplies retained and normalized based on ongoing operating requirements

PRICING OVERVIEW

OFFERING PRICE	PRICE / SITE
\$4,500,000	\$26,163
CURRENT NOI	CURRENT CAP
\$342,005	7.60%
YEAR 1 NOI	YEAR 1 CAP
\$363,345	8.07%



Unit Mix & Rates

Unit Mix and Amenities

UNIT MIX / BREAKDOWN

TOTAL SITES	EXTENDED-STAY SITES	NIGHTLY / VACATION	FURNISHED CABINS (INCL. IN EXTENDED-STAY)	STORAGE (LEASE-UP POTENTIAL)	RV & BOAT STORAGE YARD	MARINA & BOAT LAUNCH	RESTAURANT	STORE & OFFICE
172	92	80	13	Upside	±6 AC	On-Site	State Lands	On-Site

COMMUNITY AMENITIES

🏠 Clubhouse (5,775 SF) with kitchen, fireplace, theater room & gym — available for rental

🏊 Seasonal pool (May 1 – mid-October)

🏌️ 18-hole miniature golf course

⚓ Marina & boat launch on the Mokelumne River

⊕ Volleyball, basketball & sports courts · horseshoes & tetherball

🎡 Playground & dog park

🔥 Fire pit & picnic areas

🗑️ Dump station & propane refill station

🧺 Coin-op laundry facilities

🏠 Gated code entry



INTERIOR ROADS · EXTENDED-STAY SITES



MINIATURE GOLF & RECREATION LAWN

Cabin rentals

Lighthouse Marina & Resort offers 13 furnished rental cabins set around landscaped lawns and palms, each with a private deck, BBQ and walkway access to the pool, miniature golf and clubhouse. Cabins rent nightly in 4- and 6-person configurations and transfer furnished (FF&E), giving a new owner an in-place hospitality income stream alongside the RV operation.

The cabins are in great condition and are offered for nightly and weekly stays. Guests can visit the on-site Lighthouse Store and have access to the waterfront restaurant adjacent to the property.

CABIN RENTAL RATES

ITEM	RATE
4-person units	\$195 / night
6-person units	\$215 / night
Major holidays — 4-person units	\$230 / night
Major holidays — 6-person units	\$260 / night
Early check-in / late check-out	\$25 / \$50
Pet fee	\$25 / pet
Cleaning fee	\$50 / unit



GUEST CABINS · PRIVATE DECKS & LANDSCAPED LAWNS



FURNISHED INTERIORS · LOFT, KITCHEN & DINING



PRIVATE DECKS & PICTURE WINDOWS



FIRE RING & CABIN LAWNS

Nightly, weekly & extended-stay rates

NIGHTLY & SHORT-TERM STAYS

The resort operates its 80 nightly / vacation sites like a destination campground. Standard campsites include 30/50-amp service, water and a picnic table (maximum 8 people per site); the largest sites offer full hookups, second-car parking and Wi-Fi. Weekly and monthly stays are quoted seasonally.

ITEM	CURRENT RATE
RV & tent sites	\$80 / night
Major holidays	\$100 / night
RV nightly	\$90–\$120 / night
Weekly & monthly stays	Quoted seasonally
Pet fee (max 2 pets per site)	\$10 / pet
Early check-in / late checkout	\$25 / \$50

Pool season runs May 1 through mid-October (seasonal).

Pet-friendly; pets declared at reservation with current shot records at check-in.

EXTENDED STAYS

Extended-stay spaces rent for approximately **\$850 per month plus PG&E** (tenant-paid electric) and are currently $\pm 75\%$ occupied. Most extended-stay guests are on 9-month leases with the option to renew or vacate at term.

MONTHLY RATE	$\pm$ \$850 / space + PG&E
CURRENT OCCUPANCY	$\pm 75\%$
LEASE STRUCTURE	9-month leases typical
HOOKUPS	Full hookups on all extended-stay spaces

Indoor & outdoor storage

STORAGE INCOME & UPSIDE

2025 STORAGE INCOME

	2025
Indoor Covered Storage Units	29
Annual Storage Revenue	\$49,951
Monthly Storage Revenue	\$4,163
Avg. Revenue per Unit / Month	~\$144

Upside Opportunity: Storage is currently offered primarily to resort members and guests. A new owner could expand marketing to the surrounding local community, creating an opportunity to increase occupancy, rental rates, and overall storage revenue in 2026.



AERIAL · RESORT, STORAGE YARD & MARINA

STORAGE INVENTORY

INDOOR STORAGE	±10,000 SF building — mostly owner-utilized
COVERED STORAGE	In place at the south end of the resort
RV & BOAT STORAGE	±6-acre gated storage yard

Unit mix breakdown

RENT ROLL BREAKDOWN

TYPE	SPACES	RENT RANGE	AVERAGE	OCCUPANCY
Extended-stay RV sites	92	±\$850 /mo + PG&E	±\$850 /mo	±75%
Nightly / vacation sites	80	\$80–\$120 /night	\$80 /night	Seasonal
Furnished cabins	13	\$195–\$230 /night	—	Seasonal

COMPOSITION NOTES

- The 13 furnished cabins are FF&E; their pads are counted within the 92 extended-stay sites
- Extended-stay guests are typically on 9-month leases with renewal options; full hookups throughout
- Nightly sites rent primarily May through October, largely to annual members
- Indoor and RV/boat storage are not being utilized to full occupancy — lease-up opportunity

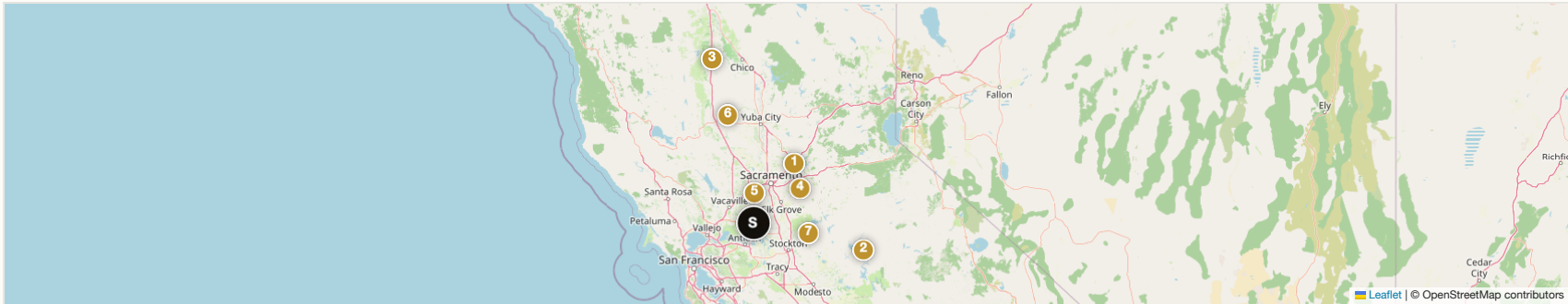
Regional Rent Survey

#	PARK	SPACES	NIGHTLY	EXTENDED STAY	AMENITIES
—	Lighthouse Marina & Resort	172	\$80–\$120/night	\$850 + elec.	Pool, clubhouse, mini golf, courts, marina, store, storage units, gated RV & boat storage
1	Delta Shores	90	±\$59–\$79/night	±\$850–\$995	Pool, clubhouse, playground, mini golf
2	Eddo's Harbor & RV Park	50	±\$50	±\$775	Laundry; 30/50 amp
3	Sugar Barge RV Resort	114	±\$89–\$140	±\$975 + electric	Laundry, pool, playground
4	Cannery Landing RV Campground	39	±\$60	±\$770	30/50 amp
5	New Hope Landing RV Park	54	—	±\$845	None
	Average (excluding subject)	69	~\$73	~\$858	

Market Overview & Comparables

Sale comparables

#	PROPERTY	STREET ADDRESS	CITY	COUNTY	UNITS	PRICE / UNIT	SALE DATE
—	Lighthouse Marina & Resort	151 Brannan Island Road	Isleton	Sacramento	172	\$26,163	Subject
1	El Camino RV Park	1301 El Camino Ave	Sacramento	Sacramento	49	\$77,551	11/25/2025
2	Sonora Estates	22466 S Airport Rd	Sonora	Tuolumne	84	\$45,238	1/14/2025
3	Shady Oaks Trailer Park	4582 Co 99W Rd	Orland	Glenn	45	\$31,111	10/25/2024
4	Horseshoe MHP	2312 Auburn Blvd	Sacramento	Sacramento	43	\$61,628	7/25/2024
5	North Sacramento MHP	902 Del Paso Blvd	Sacramento	Sacramento	143	\$78,322	6/21/2024
6	High Street Trailer Park	50 10th St	Colusa	Colusa	30	\$26,667	2/29/2024
7	Mokelumne Beach RV Park	18450 N State Hwy 99	Acampo	San Joaquin	33	\$109,090	12/27/2023
Averages (excluding subject)					61	\$61,372	—



SUBJECT & COMPARABLE SALES · NORTHERN CALIFORNIA

Location & Demographics

151 BRANNAN ISLAND ROAD · ISLETON, CA

Market Overview & Regional Access

1,610,000

POPULATION · SACRAMENTO COUNTY

\$92,200

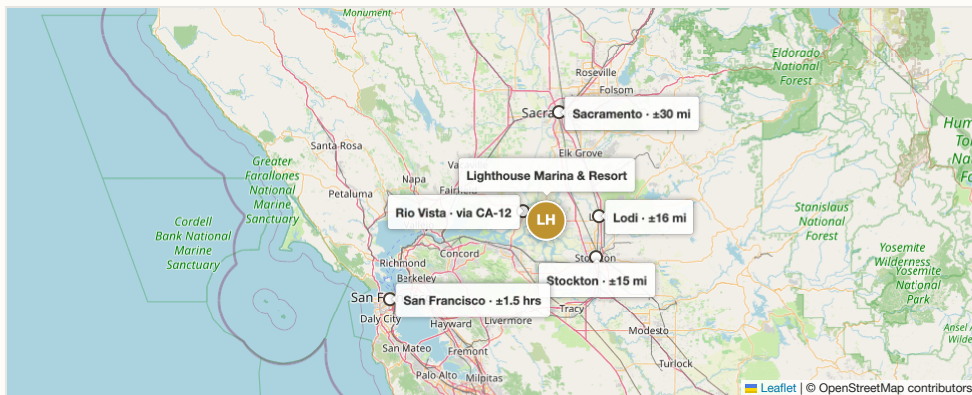
MEDIAN HH INCOME

572,660

TOTAL HOUSEHOLDS

36.9 yrs

MEDIAN AGE



LIGHTHOUSE MARINA & RESORT · REGIONAL ACCESS VIA CA-12 & CA-160

DRIVE DISTANCES

	Stockton PORT CITY · I-5 & CA-4	±15 mi · 25 min		Lodi WINE COUNTRY	±16 mi · 25 min
	Rio Vista CA-12 RIVER CROSSING	via CA-12 · 20 min		Sacramento STATE CAPITAL	±30 mi · 45 min
	San Francisco Bay Area METRO ACCESS VIA CA-12 / I-80	±50 mi · 90 min			

THE DELTA RECREATION MARKET

Lighthouse Marina & Resort is situated on Brannan Island in the heart of the California Delta, surrounded by an expansive network of waterways that supports year-round boating, fishing, water sports, and outdoor recreation. The resort's location provides direct access to the Delta experience, with an on-site marina and boat launch complemented by nearby fishing, kayaking, wakeboarding, wildlife viewing, and other water-based activities.

The property also benefits from convenient access to some of Northern California's largest population centers, approximately 45 minutes from Sacramento and just over an hour from the San Francisco Bay Area. Nearby destinations including historic Isleton, local wineries, waterfront dining, and recreational attractions further strengthen the area's appeal as both a weekend getaway and extended-stay destination.

Site Overview

151 BRANNAN ISLAND ROAD · ISLETON, CA



Resort map

MAP KEY

A, B, C — nightly / vacation sites · power & water only, no sewer (sanitary disposal on site)

D, E, I, K — extended-stay sites · full hookups

F, G, H, J — extended-stay sites, guest cabins & fire ring

L1–L5, 20, 21 — village cabins

Amenity core — pool, 18-hole miniature golf, basketball, playground & volleyball

Clubhouse — gym, patio, fire ring, laundry & showers

Lighthouse Store & member services · security kiosk & propane at entrance

Storage — covered storage & gated RV/boat yard, southwest corner

Marina & restaurant — docks, launch ramp & boat parking across Brannan Island Road

All sites are back-in. Boat parking adjacent to areas A, B & C. Map courtesy of ownership — boundaries approximate, not a survey.

Ariel Parcel map



PARCEL MAP · 151 BRANNAN ISLAND ROAD, ISLETON, CA · DISCLAIMER — BOUNDARIES APPROXIMATE, NOT A SURVEY

Offer Submission Guidelines

Interested parties are encouraged to submit a non-binding **Letter of Intent** for Lighthouse Marina & Resort.

LOIs and offer submissions should include the following:

- 01 Proposed purchase price
- 02 Earnest money deposit
- 03 Due diligence period
- 04 Proposed closing timeline
- 05 Financing structure / source of funds
- 06 Buyer background & relevant experience

Offers will be reviewed as received. Ownership reserves the right to accept, reject, or negotiate any proposal at its sole discretion. Qualified parties may request access to the Due Diligence Vault prior to submitting an offer.

[SUBMIT LETTER OF INTENT](#)[REQUEST DUE DILIGENCE ACCESS](#)

Submit Offers & Due Diligence Requests: Pierce Brazil · pbrazil@cribrokerage.com

LEAD CONTACTS



Pierce Brazil

SENIOR INVESTMENT ASSOCIATE

📞 949.335.5921

✉️ pbrazil@cribrokerage.com

CA DRE #02247759



Dylan Brazil

PRESIDENT OF INVESTMENTS

📞 949.996.7077

✉️ dylanb@cricommercial.com

CA DRE #02177812

SUPPORTING CRI BROKERAGE



Gigi Brazil

SENIOR INVESTMENT ASSOCIATE · COO OF CRI PROPERTY MANAGEMENT

gbrazil@cricommercial.com · DRE #02203522



Dimitre Petrov

EXECUTIVE VICE PRESIDENT

dpetrov@cricommercial.com · DRE #02071423



Thomas Beniamen

VICE PRESIDENT

tbeniamen@cricommercial.com · DRE #02206360

08 · CONTACT INFORMATION

Exclusively listed by

Pierce Brazil

SENIOR INVESTMENT ASSOCIATE

📞 949.335.5921

✉️ pbrazil@cribrokerage.com

www.cribrokerage.com

CA DRE #02247759

Dylan Brazil

PRESIDENT OF INVESTMENTS

📞 949.996.7077

✉️ dylanb@cricommercial.com

www.cribrokerage.com

CA DRE #02177812

CRI Brokerage

COMMERCIAL REAL ESTATE INVESTORS, INC.

cribrokerage.com · cricommercial.com

CA DRE #01807613

CRI Real Estate is a premier investment, management, and advisory platform specializing in manufactured housing communities, RV resorts, and multifamily assets nationwide.

MANAGEMENT OFFICE

151 N. California Ave, Top Floor
Oakdale, CA 95361 · P.O. Box 1548

BROKERAGE HEADQUARTERS

2152 Dupont Drive, Suite 270
Irvine, CA 92612

Interested parties are encouraged to contact the listing brokers directly to schedule an on-site property tour or to request additional information.

DISCLAIMER

The information contained in this Offering Memorandum has been obtained from sources believed to be reliable; however, CRI Brokerage and ownership make no representation or warranty, expressed or implied, as to its accuracy or completeness. All financial information, dimensions, square footage, site counts, property characteristics, projections, and other information are approximate and subject to independent verification. Prospective purchasers should conduct their own due diligence and rely solely upon their own investigation and analysis. This Offering Memorandum is provided for informational purposes only, is subject to change without notice, and may be withdrawn or modified at any time. Photographs may include images sourced from publicly available materials and are provided for illustrative purposes only.