

OFFERING MEMORANDUM

KAMPERS WEST RV PARK

1140 NW WARRENTON DRIVE | WARRENTON, OREGON 97146



Norris & Stevens

INVESTMENT REAL ESTATE SERVICES



MAY 2026

(503) 223 3171 • norris-stevens.com

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EXECUTIVE SUMMARY

Kampers West is a well located, income producing 9.64 acre RV park at the Columbia River mouth serving Warrenton/Astoria's year round and visitor markets. The asset includes 159 sites, comprised of 144 RV spaces, 12 tent sites, and 3 small cabins, plus a club building, convenience offerings, fish/crab cleaning and cooking stations, laundry and ancillary revenue streams. The park's diversified revenue mix and stabilized long term tenant base create attractive cash flow for owner operators and institutional RV park investors.

PROPERTY HIGHLIGHTS

- The mouth of the Columbia River around Warrenton, Hammond, and Astoria is one of the premier salmon fisheries in the Pacific Northwest. Anglers target massive Chinook ("Kings") and Coho salmon, especially during the famous Buoy 10 season in late summer and early fall when ocean salmon stack up before heading upriver. This is a prime location on north Oregon coast.
- Diverse accommodations including RV sites, tent sites, and cabins
- Caters to full time and seasonal renters stabilizing the income stream.
- Many visitor and tourist attractions nearby
- Amenities include on site clubroom that can host 100 people for gatherings with covered patio, barbecue and horseshoe pits. Fish and crab cleaning and cooking stations as well as a convenience store.
- Multiple income streams: in addition to the RV site income, revenue is generated from club room rentals, crab cooker, extra vehicle/boat parking, laundry facilities, propane sales, and the convenience stores.

PROPERTY OVERVIEW

Property Address:	1140 NW Warrenton Drive
City/State/Zip:	Warrenton, Oregon 97146
County:	Clatsop
Market :	Warrenton/Astoria area
Number of buildings:	5
Number of units:	144-space RV park that also includes 12 tent sites and 3 small cabins.
Total building SF:	± 2,380 SF Office/Laundry/Restrooms ± 1,066 SF Office/Store/Manager's space ± 2,106 SF Clubhouse/Restrooms ± 757 SF Office/Storage ± 200 SF Storage/Recycling TOTAL: ± 6,558 SF
Year built:	1988-1993
Lot size:	± 9.64 AC (± 419,784 SF)
Number of hook-ups:	135 full-hookups RV sites and 9 partial hook-ups
Road system:	Asphalt-Paved
Utilities:	Underground to each site Public sewer and water City of Warrenton, electricity Pacific Power, natural gas Northwest Natural Gas
Zoning:	Medium Density Residential

PRICING

Offering price:	\$6,364,000
Price/unit:	\$43,293 (147 units)
Price/land SF:	\$15.16
Cap rate:	7.25%

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Information contained herein has been obtained from others and considered to be reliable; however, a prospective purchaser or lessee is expected to verify all information to their own satisfaction.

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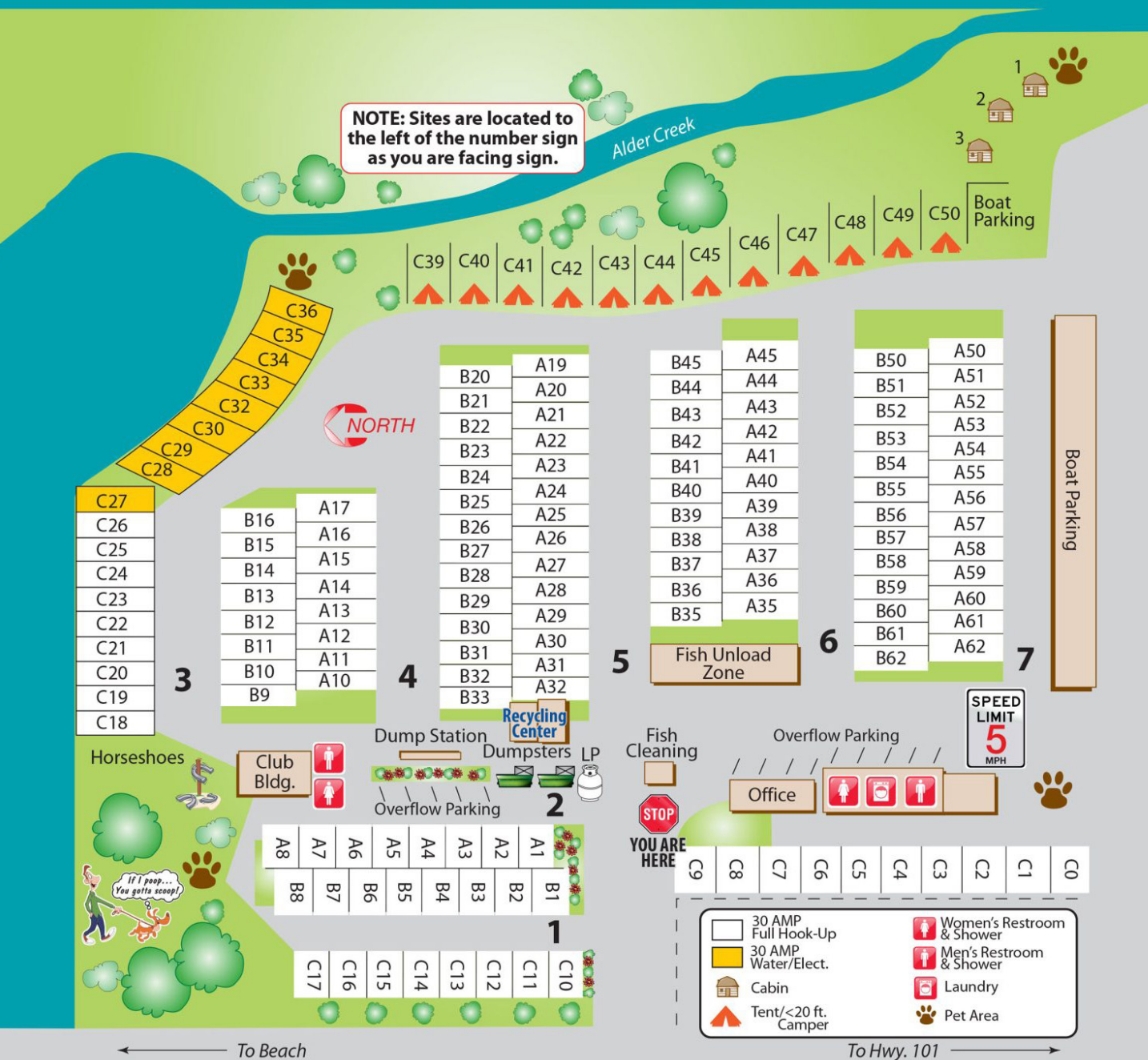
KAMPERS WEST RV PARK

PROPERTY OVERVIEW – PHOTOS



PROPERTY OVERVIEW

Columbia River



BOAT PARKING AREA



CLUB BUILDING



MAIN OFFICE



RV HOOK UPS



ON SITE LAUNDRY

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NW WARRENTON DR



SALE COMPARABLES



B & E WAYSIDE RV & MHP

3760 US-101 Hwy Florence, OR 97439

Sale Price:	\$4,865,000	Sale Date:	8/8/2025
Price PSF:	\$24.54/SF	No. of Units:	56
Price/Unit:	\$86,875/Unit	Land Area:	4.55 AC (198,198 SF)
Cap Rate:	7.25%	Year Built:	1976



SALMON RIVER RV PARK

6029 Salmon River Highway Otis, OR 97368

Sale Price:	\$2,330,000	Sale Date:	4/15/2025
Price PSF:	\$7.44	No. of Units:	43
Price/Unit:	\$54,186/Unit	Land Area:	7.19 AC (313,196 SF)
Cap Rate:	7.80%	Year Built:	1950



WALDPOR/NEWPORT KOA JOURNEY

1330 NW Pacific Coast Hwy Waldport, OR 97394

Sale Price:	\$5,000,000	Sale Date:	10/9/24
Price PSF:	\$17.10	No. of Units:	98
Price/Unit:	\$51,020/Unit	Land Area:	6.71 Acres (292,288 SF)
Cap Rate:	N/A	Year Built:	1976



SEA RANCH RV PARK

415 N Fir St Cannon Beach, OR

Sale Price:	\$6,250,000	Sale Date:	5/18/2024
Price PSF:	\$8.54	No. of Units:	90
Price/Unit:	\$69,444/Unit	Land Area:	16.7958 AC (731,626 SF)
Cap Rate:	6.96%	Year Built:	2001

RENT COMPARABLES

PROPERTY NAME	# OF SITES	RV DAILY	LONG TERM	TENT	CABIN	ONSITE AMENITIES / NOTES
RV Park at the Bridge 158 US-101 Chinook, WA	54	\$60 - \$100	Yes	\$65	N/A	Ice, Fish Station, Pet Area, Laundry
Bud's RV Park & Grocery 4412 Hwy 101 N Gearhart, OR	23	\$65 - \$110	N/A	N/A	N/A	30 & 50 Amp Hookup, Laundry, Showers, Convenience Store
Neawanna River Park 1031 24th Ave Seaside, OR	32	N/A	\$850/Month + \$75 utilities	N/A	N/A	Laundry, Bathroom, River Access, Mix of RV and Mobile Homes
Sunset Lake Campground & RV Park 33242 Sunset Beach Ln Warrenton, OR	80	\$50 - \$75	\$700/Month	\$75	N/A	Fire Pits, Fishing, Showers, Grocers, mostly long term site, only 20
Circle Creek RV Resort 85658 US-101 Seaside, OR	44	\$45 - \$85	Yes	N/A	N/A	Movie Theater, Shower, Laundry

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RENTAL BREAKDOWN

FULL HOOK-UP (134)

- \$55/night; \$340/week; \$700/month; \$750/month summer rate
- Occupied as seasonal - 24
- Occupied as full time - 56

RATES

- \$700 - 67
- \$675 - 7
- \$620 - 2
- \$550 - 3 (Employees)
- \$0 - 1 (Manager)
- 1 site occupied as daily/less than 30 day stay

WATER/ELECTRIC ONLY (9)

- \$48/night; \$290/week; \$625/month; \$675/month summer rate

TENT (12)

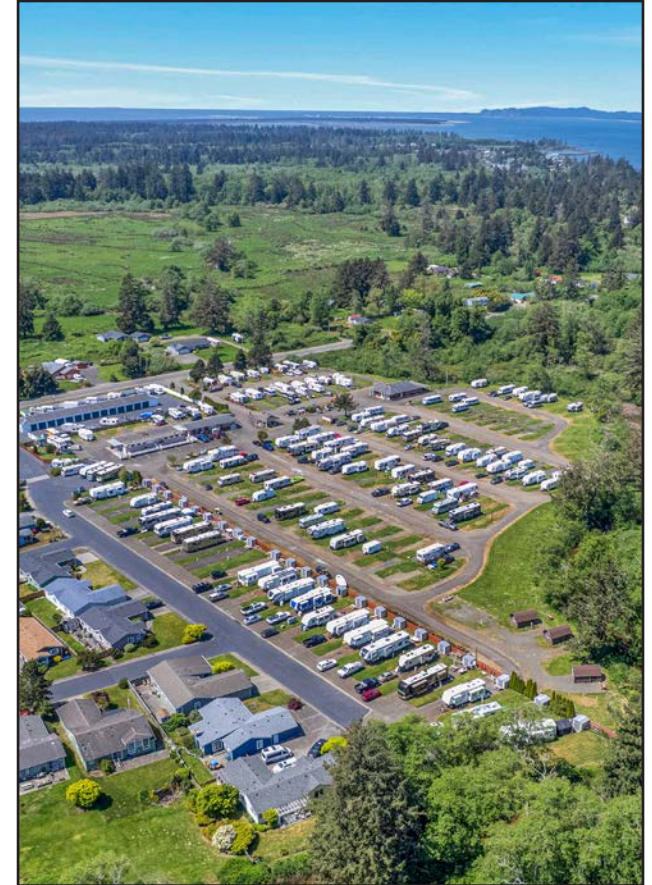
- \$45/night; \$270/week; \$550/month; \$600/month summer rate

CABIN (3)

- \$60/night; no weekly or monthly rate

SOURCES FOR MORE INCOME

- Manufactured home on site - recently remodeled/upgraded and currently vacant (2 bed/2 bath)
- Rent out the clubhouse for events or family gatherings
- Boat parking areas



PROFIT & LOSS (JAN - DEC 25)

Reservations

*Daily & Weekly Reservations	\$150,155
Monthly Reservations	\$675,463
Total Reservations	\$825,618
Sales	
Crab Cooker	\$2,694
Extra Person/Vehicle/Boat	\$12,999
Ice Sales	\$3,894
Late Fees	\$565
Laundry Sales	\$15,133
Miscellaneous Fees	\$1,802
Propane Sales	\$23,946
Store Sales	\$3,234
Showers	\$365
Wash/Dump fee	\$40
Wood Sales	\$-
Total Sales	\$64,672
Total Income	\$890,290

Cost of Goods Sold

COS - Ice Purchases	\$2,321
COS - Merchandise Purchases	\$3,575
COS - Propane Purchases	\$18,225
Total COGS	\$24,120
Gross Income	\$866,169
Expenses	
Bank Advertising	\$33,660
Insurance Expense	\$39,317
Licenses & Permits	\$1,690
Office Expenses	\$968
Payroll Expense	\$109,660
Professional Fees	\$22,502
Repairs & Maintenance	\$8,573
Supplies Expense	\$6,603
Property Taxes	\$26,739
Utilities	\$155,062
Total Expense	\$404,774
Net Income	\$461,395

*Daily and Weekly Reservation income is net of City, State, and County Lodging Taxes

INTRODUCTION

Warrenton and Astoria occupy a strategic and scenic confluence where the Columbia River meets the Pacific Ocean. Astoria's historic downtown, iconic riverfront, and hilltop vistas pair with Warrenton's industrial and transportation assets to form a compact gateway market that serves visitors, marine commerce, and a growing year round resident base. The area's unique combination of cultural tourism, port activity, and affordable coastal land creates compelling opportunities for investors across hospitality, short term stays, industrial support, and outdoor lodging.

- **Lifestyle & tourism appeal**

Astoria is a cultural and recreational hub — famous for its Victorian and early 20th century architecture, maritime museums, breweries, art galleries, and the Astoria Column. Scenic drives, birding at nearby wildlife refuges, sport fishing, kiteboarding, and beach access (including nearby seaside towns) drive steady visitor traffic year round, with peak summer demand. Warrenton captures spillover visitation and benefits from highway frontage and proximity to recreational beaches and the Columbia River bar.

- **Access & infrastructure**

Both towns are highly accessible by road (US 101 and US 30) with Astoria ~90–120 minutes from Portland depending on route and traffic, making them convenient weekend destinations for Portland metro residents. Warrenton's position at river mouth access points and nearby port facilities supports marine logistics and industrial services. Regional air access via Portland International Airport and local general aviation options further connect the market to broader buyer and visitor pools.

- **Economic base & demographics**

The local economy blends tourism, marine and port services, small manufacturing, seafood and food processing, and retail. Astoria's downtown supports independent retail, dining, and cultural programming that enhances destination appeal; Warrenton supports commercial and industrial uses that serve the port and regional transportation network. The resident population includes long term locals, retirees, and an increasing number of remote workers and lifestyle migrants seeking coastal living within reach of Portland.

DRIVERS AND MARKET TRENDS

- Strong weekend leisure travel and road trip growth boost short term lodging and RV occupancy.
- Limited available developable coastal parcels and permitting complexity constrain supply and support long term appreciation.
- Increased interest in outdoor and experiential travel favors campgrounds, glamping, and recreational assets with lower capital intensity.
- Local festivals, maritime events, and steady visitation create demand diversity beyond the summer peak.

OREGON NW COAST

ATTRACTIONS

- **1 Fort Stevens State Park** — large coastal park with beaches, historic military ruins, campground, hiking, beachcombing and the Peter Iredale shipwreck (within 5–10 minutes).
- **2 Lewis & Clark National Historical Park (Fort Clatsop)** — visitor center and historic site about 10–15 minutes.
- **3 Astoria** — riverfront town with the Astoria Column, Columbia River Maritime Museum, shops, breweries and restaurants (10–15 minutes).
- **4 Columbia River & Boat Launches/Marinas** — fishing, boating, crabbing and riverfront views along the Columbia (5–15 minutes).
- **5 Seaside** — family beach town with promenade, aquarium, dining, shopping and seasonal events (≈15–25 minutes).
- **6 Cannon Beach / Haystack Rock** — iconic coastal attraction and arts district (≈25–35 minutes).
- **7 Gearhart & Golf** — Gearhart Golf Links and coastal golf options (≈15–20 minutes).

• **8 Clatsop County Historical Museum and local galleries** — Astoria cultural options (10–15 minutes).

• **Scenic drives & hiking** — Nehalem and Necanicum river corridors, Ecola State Park trails (short drives to multiple trailheads).

• **Birding & wildlife viewing** — estuary, wetlands and coastal habitats near Warrenton and Fort Stevens for shorebirds, waterfowl and elk sightings.

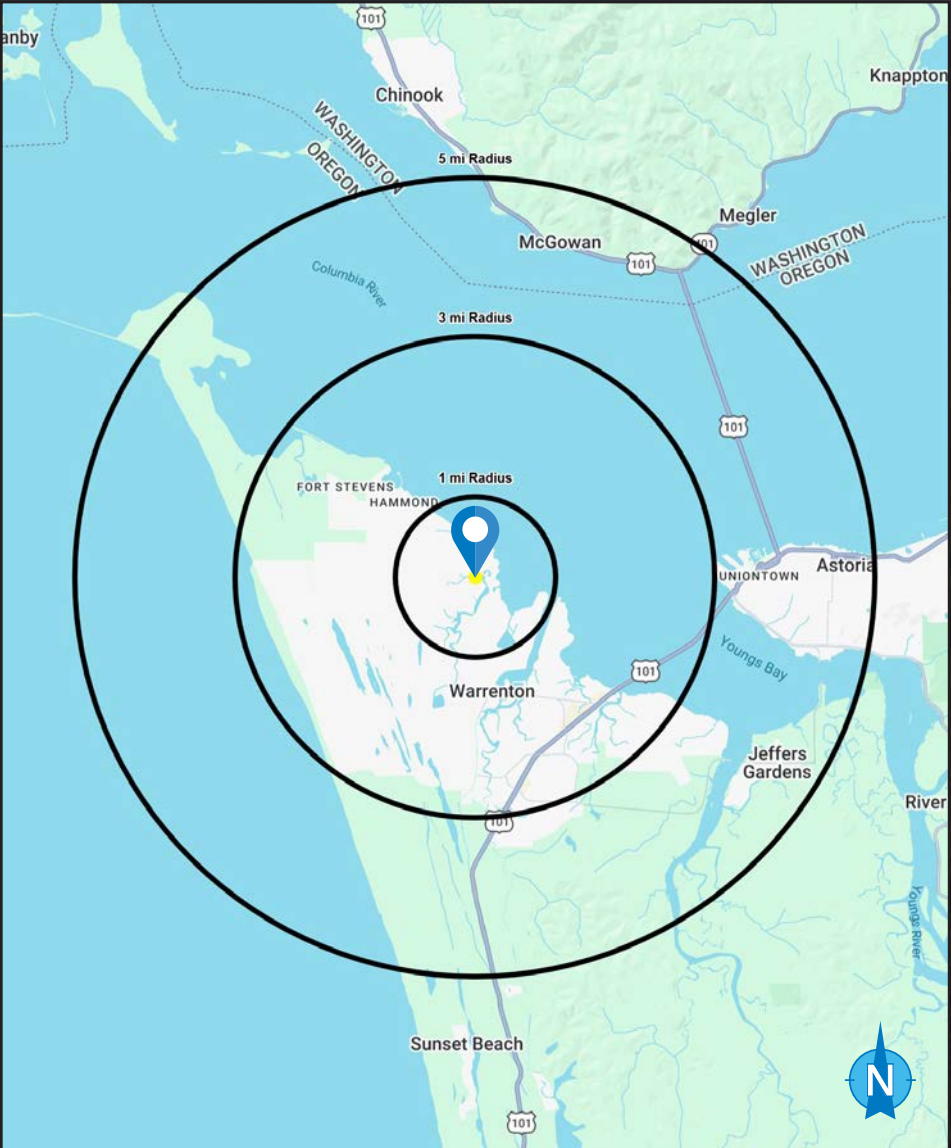
• **Local dining & seafood** — fresh seafood, breweries and waterfront restaurants in Warrenton, Hammond and Astoria (5–15 minutes).

• **Nearby ferry & coastal access points** — gateway to broader Columbia River Gorge and Washington coast attractions (varies by destination).



DEMOGRAPHICS

POPULATION	1 mile	3 miles	5 miles
2025 Population:	911	5,528	13,639
2025 Households:	372	2,241	6,010
Median age:	41.0	41.1	42.2
INCOME	1 mile	3 miles	5 miles
Average:	\$77,743	\$84,253	\$96,744
Median:	\$65,661	\$73,607	\$77,127
BUSINESS	1 mile	3 miles	5 miles
Total businesses:	22	280	982
Total employees:	140	1,984	6,529
EDUCATION	1 mile	3 miles	5 miles
High school graduate:	28.4%	28.3%	24.0%
Some college:	31.8%	30.8%	30.4%
Associates degree:	14.8%	14.6%	13.5%
Bachelors degree:	10.3%	12.1%	16.1%
Graduate degree:	6.5%	7.0%	9.5%



Source: SitesUSA

LOCATION OVERVIEW



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The Warrenton Marina and nearby Hammond Marina are excellent launch points because they provide quick access to the estuary, river channels, and the ocean side of the Columbia Bar. Peak salmon action generally runs August through September for Buoy 10 Chinook and Coho. Spring Chinook fishing can also be excellent earlier in the year.





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