

# LAKE ISABELLA RV PARK

6950 LAKE ISABELLA BLVD | LAKE ISABELLA, CA 93240 | KERN COUNTY  
**34-SITE RV COMMUNITY DIRECTLY ACROSS FROM LAKE ISABELLA -  
SOUTHERN CALIFORNIA'S LARGEST FRESHWATER RESERVOIR**



**FOR SALE**

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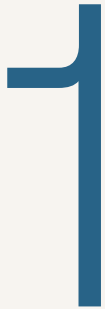
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**CBRE**



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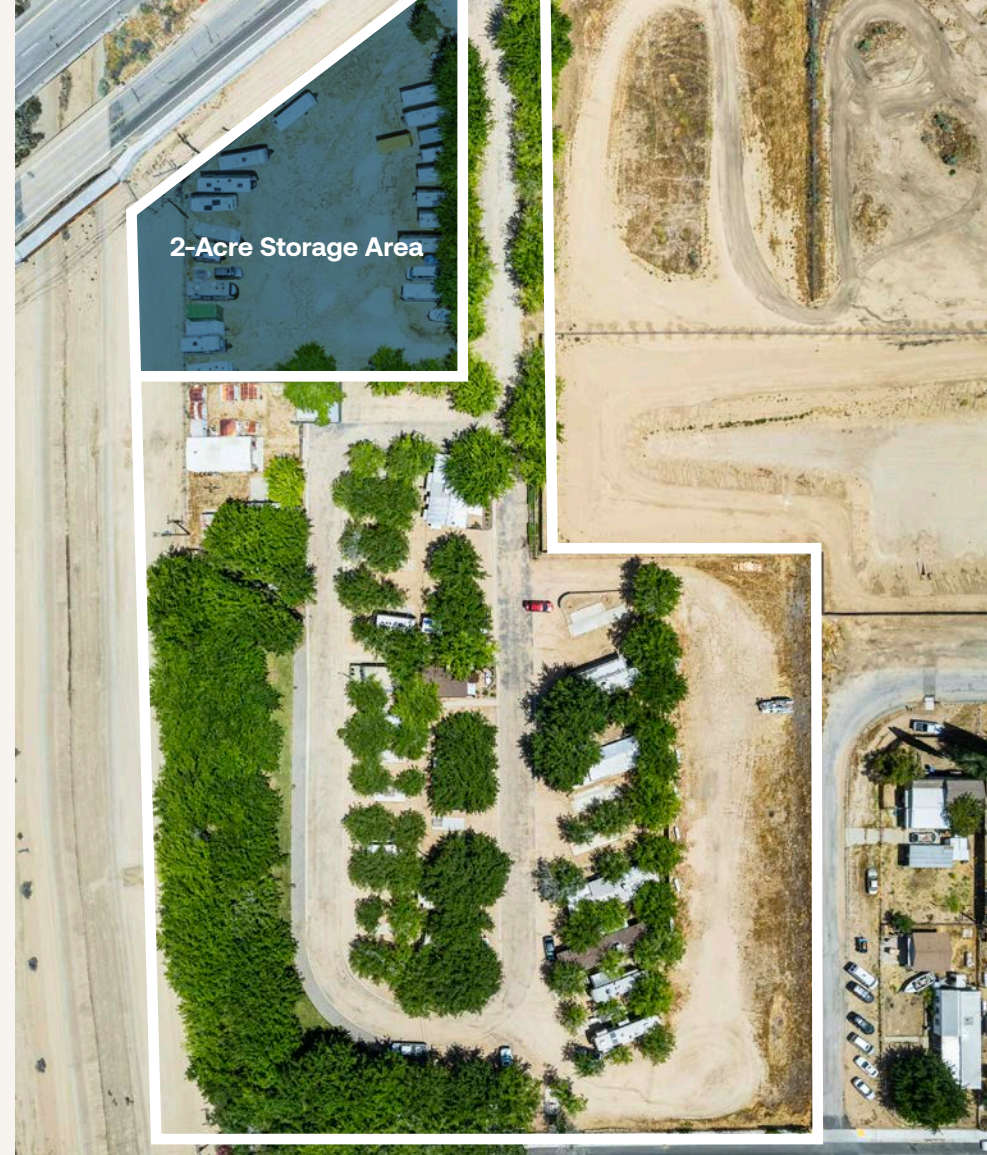
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## THE OFFERING

CBRE is pleased to present the exclusive listing of Lake Isabella RV Park, a 34-unit RV community positioned directly across from Lake Isabella in the Kern River Valley. The park offers 33 rentable, full-hookup back-in sites (water, sewer, and 30- and 50-amp electrical service), a manager's office/residence, a clubhouse, on-site laundry, a fire pit, barbecue area, and dog trail, plus a ~2-acre RV and boat storage area that generates ancillary income at \$60/month per stall. With a stable extended-stay income base and recent capital improvements already completed, Lake Isabella RV Park represents a well-located, recreation-driven asset with multiple paths to value creation.

The park sits at the gateway to one of Southern California's most active outdoor-recreation corridors. Lake Isabella - the largest freshwater reservoir in Southern California - supports year-round boating, water skiing, jet skiing, and fishing, while the surrounding Sequoia National Forest, Kern River whitewater, and Alta Sierra Ski Resort draw visitors in every season. The property is within walking distance of Starbucks, restaurants, and retail, and is adjacent to the Kern County Sheriff's Department.



**\$1,200,000**

Asking Price



**34**

Sites



**\$35,294**

Price Per Site



**8.33%**

Current Cap Rate



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## INVESTMENT OVERVIEW

Lake Isabella RV Park offers a new owner a stabilized, income-producing RV community in an irreplaceable lakefront recreation location, with a clean operational footprint and several straightforward levers for upside. The asset is currently self-managed and generates a T-12 NOI of approximately \$105,282 on roughly \$215,095 of total income, with a healthy ~51% expense ratio.

### PROPERTY SNAPSHOT

SITE ADDRESS	6950 Lake Isabella Blvd, Lake Isabella, CA 93240
COUNTY	Kern County
SITE AREA	±4.31 acres (includes ~2-acre RV & boat storage area)
TOTAL SITES	34 (33 rentable + 1 manager office/residence)
SITE TYPE	All back-in, full-hookup (water/ sewer/electric)
ELECTRICAL SERVICE	~22 sites at 30-amp, ~12 sites at 50-amp (all below ground)
YEAR BUILT	1970
AGE RESTRICTIONS	None
PARK MODEL RVS ON SITE	3
HCD PERMIT TO OPERATE (PTO)	15-0172-MP
MANAGEMENT	Self-managed (on-site manager)
WEBSITE	<a href="http://www.LakelsabellaRVPark.com">www.LakelsabellaRVPark.com</a>

### UTILITY AND BILLING SUMMARY

SERVICE	PROVIDER	BILLING	PAID BY
ELECTRIC	Southern California Edison (SCE)	Included in Rent	Park
WATER	Municipal (Lake Isabella Community Water District)	Included in Rent	Park
SEWER	Septic system (5 tanks)	Included in Rent	Park
TRASH	Manager-hauled	Included in Rent	Park
INTERNET / WIFI	LakeLinx	Included in Rent	Park
PROPANE	AmericaGas (common-area needs only)	Included in Rent	Park

All utilities are included in rent (no submetering and no pass-through or capital-improvement surcharges). No on-site well; no municipal sewer. No cable TV provided.



## AMENITIES & OPERATIONS



### Amenities

Clubhouse (1); on-site laundry (2 washers, 2 dryers, park-owned); fire pit; barbecue area; dog trail; ~2-acre RV & boat storage..



### Utilities (all included in rent)

Electric - SCE; Water - Lake Isabella Community Water District (municipal, no on-site well); Sewer - septic (5 tanks, certified & pumped YE-2024); Trash - manager-hauled; WiFi - LakeLinx. Propane (AmericaGas) for common-area needs only. No cable. No pass-through or capital-improvement surcharges.



### Staffing

Self-managed (no third-party management company). On-site manager at \$2,800/month plus a free site; part-time landscape labor as needed. Staffing stable for 2-3 years.



### Insurance

\$5,941/year (General Liability \$3,990 + Commercial Property \$1,951); carrier Northfield Insurance Company. No flood or earthquake coverage.

## INVESTMENT HIGHLIGHTS

- Irreplaceable Lakefront Location - Directly across from Lake Isabella, the largest freshwater reservoir in Southern California, at the gateway to Sequoia National Forest and the Kern River recreation corridor.
- Stable Extended-Stay Income Base - Long-term RV tenancy anchors a recurring, resilient revenue stream; monthly site rates range from \$800 to \$1,000 depending on tier.
- Ancillary Income from ~2-Acre RV & Boat Storage - Storage stalls generate additional revenue at \$60/month with minimal operating cost.
- Recent Capital Improvements Completed - Road/street upgrades, electrical pedestal upgrades, demolition of park-owned uninhabitable units, and full septic certification (all five tanks pumped and certified year-end 2024).
- Full-Hookup Sites with 30- & 50-Amp Service - All 33 rentable sites offer water, sewer, and electric; below-ground service throughout.
- Self-Management Upside / Clean Operations - Currently owner self-managed; in-place operations provide a simple transition with room for professional systems and rate optimization.
- Recreation-Driven, Year-Round Demand - Boating, fishing, water sports, hiking, whitewater rafting, and winter skiing at Alta Sierra (45 minutes north) support multi-season occupancy.

# PATHS TO VALUE

A new owner has several straightforward levers to grow NOI on an already-stabilized base:

- **Rate Optimization to Market**

Bring in-place site rents to market across the rent roll as leases turn.

- **Submeter & Pass Through Utilities**

Submeter electric and convert utilities to tenant passthrough, recapturing a meaningful expense currently absorbed by the park.

- **Storage Expansion**

Build out additional RV and boat storage on the ~2-acre storage parcel to expand a high-margin ancillary income stream.

- **Peak-Season Transient Mix**

Shift a portion of the mix to transient stays during peak recreation season to capture premium nightly rates.



# PROPERTY PHOTO



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## FINANCIAL ANALYSIS

Current = avg of T-12 & 2025; Year One assumes 8% extended-stay increase; insurance T-12 +10%; wages assume \$1,000/site; park M&R assumes \$250/site; continued self-management; property tax reflects Prop 13 readjustment.

## FINANCIALS

INCOME & NOI SUMMARY	2025	APR 2026 T-12	CURRENT NORMALIZED	YEAR ONE
Extended Stay Income	\$169,971	\$161,633	\$165,802	\$179,066
Transient Income	\$23,622	\$27,851	\$25,737	\$25,737
Storage	\$10,686	\$11,871	\$11,871	\$11,871
Laundry	\$2,220	\$1,740	\$1,740	\$1,740
Cash Rent Collection	\$14,400	\$12,000	\$12,000	\$12,000
<b>GROSS INCOME</b>	<b>\$220,899</b>	<b>\$215,095</b>	<b>\$217,150</b>	<b>\$230,414</b>
<b>TOTAL EXPENSE</b>	<b>\$115,870</b>	<b>\$109,813</b>	<b>\$117,225</b>	<b>\$117,225</b>
Expense Ratio	52%	51%	54%	51%
<b>NET OPERATING INCOME</b>	<b>\$105,029</b>	<b>\$105,282</b>	<b>\$99,925</b>	<b>\$113,189</b>

*\*Full financials available through execution of electronic CA.*

### FINANCING ASSUMPTIONS

Purchase Price	\$1,200,000	Annual Debt Service	(\$62,272)
Down Payment (35%)	\$420,000	Net Operating Income	\$99,925
Loan-to-Value (LTV)	65%	Cap Rate	8.33%
Loan Amount	\$780,000	DSCR	1.60
Amortization	30 years	Debt Yield	13%
Interest Rate	7.00%	Cash-on-Cash Return	9% (\$37,653)

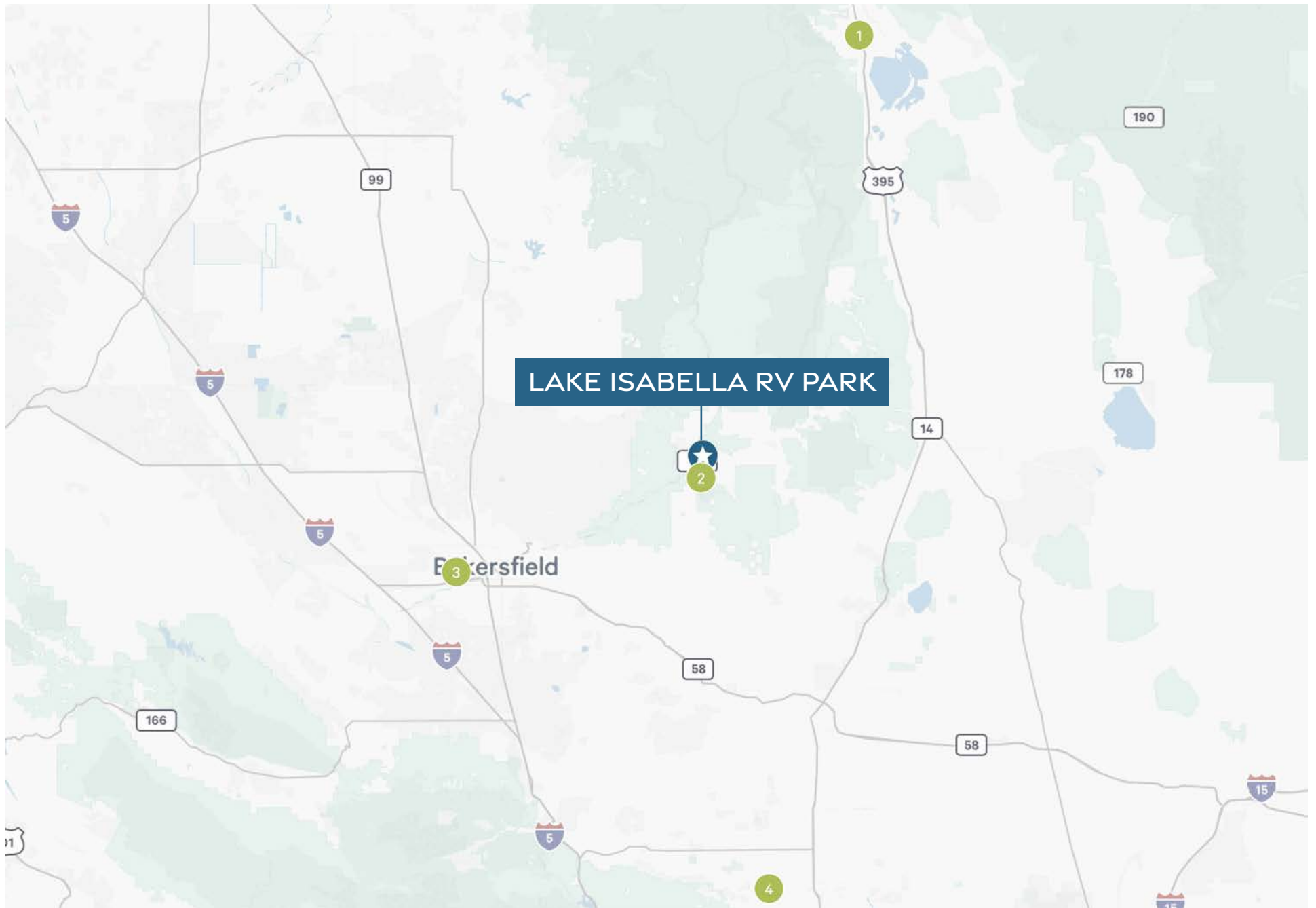
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## MARKET COMPARABLES

### SALE COMPARABLES

	COMMUNITY	CITY	COUNTY	UNITS	CAP RATE	SALE PRICE	\$/SPACE	DATE
1	 Lone Pine Mobile Oasis	Lone Pine	Inyo	53	10.50%	\$2,500,000	\$47,170	3/14/2026
2	 Palace Ranch Trailer Park	Lake Isabella	Kern	34	9.69%	\$352,500	\$10,368	2/2/2026
3	 Suncrest RV Park	Bakersfield	Kern	41	6.50%	\$3,750,000	\$91,463	4/1/2025
4	 Del Sur Gardens RV Park	Lancaster	Los Angeles	33	8.50%	\$825,000	\$25,000	3/1/2026
			Averages	40	8.80%	\$1,856,875	\$43,500	-
★	 Lake Isabella RV Park	Lake Isabella	Kern	34	8.33%	\$1,200,000	\$35,294	For Sale

# SALE COMPARABLES MAP





Lake Isabella sits in the Kern River Valley in eastern Kern County, roughly 45 miles northeast of Bakersfield. The area is defined by year-round outdoor recreation anchored by Lake Isabella, the largest freshwater reservoir in Southern California, which draws boaters, anglers, and water-sports visitors throughout the season. The surrounding Sequoia National Forest offers extensive hiking and camping, the Kern River provides nationally known whitewater rafting, and Alta Sierra Ski Resort (about 45

minutes north) extends demand into the winter months.

The park's frontage location on Lake Isabella Boulevard places it within walking distance of Starbucks, restaurants, and retail, and immediately adjacent to the Kern County Sheriff's Department. This combination of recreation demand drivers and everyday convenience supports a stable, multi-season tenant base for both extended-stay and transient RV guests.



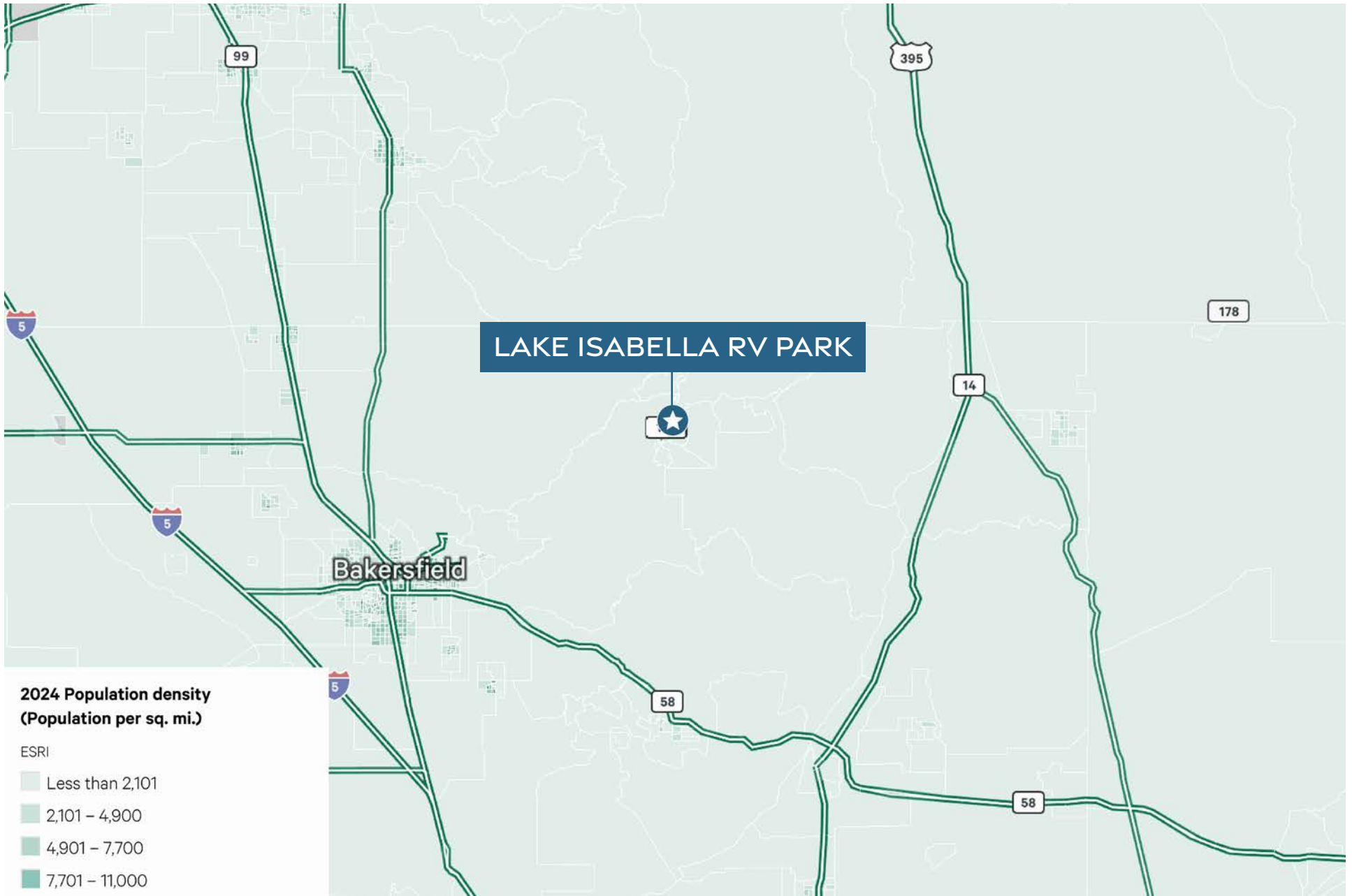
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## LOCATION OVERVIEW

### AREA DEMAND DRIVERS

- **Lake Isabella:** Largest freshwater reservoir in Southern California; year-round boating, fishing, jet skiing, water skiing.
- **Sequoia National Forest:** Extensive hiking, camping, and sightseeing.
- **Kern River:** Whitewater rafting and fishing.
- **Alta Sierra Ski Resort:** Winter recreation ~45 minutes north.
- **Silver City Ghost Town (Bodfish):** Regional tourist attraction.
- Walking distance to Starbucks, restaurants, and retail; adjacent to Kern County Sheriff's Department.

# DEMOGRAPHICS MAP



# LOCAL AREA MAP



# REGIONAL AREA MAP



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## OFFERING PROCESS



### Process

1. Offers will be responded to as received.
2. Due diligence materials provided with acceptance of confidentiality agreement.
3. Additional detail and guidance may be forthcoming and will be noticed to all interested parties.
4. Any relevant buyer information or experience is encouraged to be submitted with an offer but is not required.



### Document Center

Investors agreeing to the terms and conditions set forth in the confidentiality agreement can expect an invitation to a password-protected document center containing electronic forms of the offering memorandum, operating statements, rent roll, and other information useful in the evaluation of the property. For questions regarding the document center, please contact:

Jez Lawson | [jez.lawson@cbre.com](mailto:jez.lawson@cbre.com) | 805-286-7733



### Exclusive Representation & Communication

CBRE is exclusively representing the seller in the disposition of Lake Isabella RV Park. All communication, inquiries, and requests should be addressed to the CBRE Team as representatives of the seller. Management at the property should not be contacted directly. The seller reserves the right to remove the property from the market and, in its sole and absolute discretion, to reject any and all proposals, terminate discussions, or extend the deadlines set forth in the time schedule.



# CONFIDENTIALITY AGREEMENT

LAKE ISABELLA RV PARK | 6950 LAKE ISABELLA BLVD | LAKE ISABELLA, CA 93240

The property owner has requested that all interested parties agree to this Confidentiality Agreement. Upon execution of this agreement, any additional information will be provided only at the discretion of the property owner(s) and their instructions to CBRE (listing brokers). "Due Diligence" level materials may only be released with an accepted proposal or at the discretion of the property owner(s).

I, \_\_\_\_\_ hereby understand that the salient property "Information" for the property referenced in this offering package is intended for the sole use as a qualified investor and/or as a representing broker/agent. I acknowledge that the information herein and any additional "Information" about this property will be kept absolutely confidential and is not to be redistributed. Broker/agent acknowledges that a new Confidentiality Agreement must be submitted and accepted by CBRE for each prospective investor individually.

I also agree that neither I, nor any affiliated party will visit the property or discuss park matters with park occupants, employees, or government agencies without expressed approval. Neither I nor any affiliated party will attempt to contact ownership and will direct any and all communication through CBRE only.

All property visits must be approved by listing brokers. Absolutely no contact with tenants, management, ownership, or governmental agency without approval from listing brokers.

### DO NOT CONTACT MANAGEMENT OR DISTURB OCCUPANTS.

Please contact listing brokers before any visit to the site.

### Prospective Investor:

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Print Full Name

\_\_\_\_\_  
Email (optional)

\_\_\_\_\_  
Phone Number

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

### Representing Broker/Agent (Optional):

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Print Full Name

\_\_\_\_\_  
Email (optional)

\_\_\_\_\_  
Phone Number

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

## Affiliated Business Disclosure

CBRE, Inc. (“CBRE”) operates within a global family of companies with many subsidiaries and related entities (each an “Affiliate”) engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates, including CBRE Investment Management, Inc. or Trammell Crow Company, may have or represent clients who have competing interests in the same transaction. For example, Affiliates or their clients may have or express an interest in the property described in this Memorandum (the “Property”) and may be the successful bidder for the Property. Your receipt of this Memorandum constitutes your acknowledgment of that possibility and your agreement that neither CBRE nor any Affiliate has an obligation to disclose to you such Affiliates’ interest or involvement in the sale or purchase of the Property. In all instances, however, CBRE and its Affiliates will act in the best interest of their respective client(s), at arms’ length, not in concert, or in a manner detrimental to any third party. CBRE and its Affiliates will conduct their respective businesses in a manner consistent with the law and all fiduciary duties owed to their respective client(s).

## Confidentiality Agreement

Your receipt of this Memorandum constitutes your acknowledgment that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property (“Owner”) or CBRE, Inc. (“CBRE”), and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE.

## Disclaimer

This Memorandum contains select information pertaining to the Property and the Owner and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented “as is” without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property’s suitability for your needs. ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

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