



**Keegan & Coppin**  
COMPANY, INC.

FOR SALE

8400 RIVER ROAD  
FORESTVILLE, CA

MIRABEL RV PARK & CAMPGROUND



Go  
beyond  
broker.

PRESENTED BY:

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# EXECUTIVE SUMMARY



8400 RIVER ROAD  
FORESTVILLE, CA

## MIRABEL RV PARK & CAMPGROUND

Mirabel RV Park represents a compelling value-add opportunity for investors seeking exposure to the recreational vehicle and outdoor hospitality sector. The property offers strong fundamentals with clear pathways for operational improvements, revenue, enhancements and long-term appreciation under new professional ownership.

- Redwood Grove
- 21 Riverfront acres
- 45 RV sites with septic and 30amp hook-ups
- 80 Campsites many with 20amp outlets
- High traffic
- Resort area
- Wine Country Resort Area
- Value added opportunity
- Probate sale

### OFFERING

Sale Price	<b>\$3,200,000</b>
Price PSF	<b>\$3.41+/-</b>
Annual NOI	<b>\$217,000</b>
Cap Rate	<b>6.8%</b>



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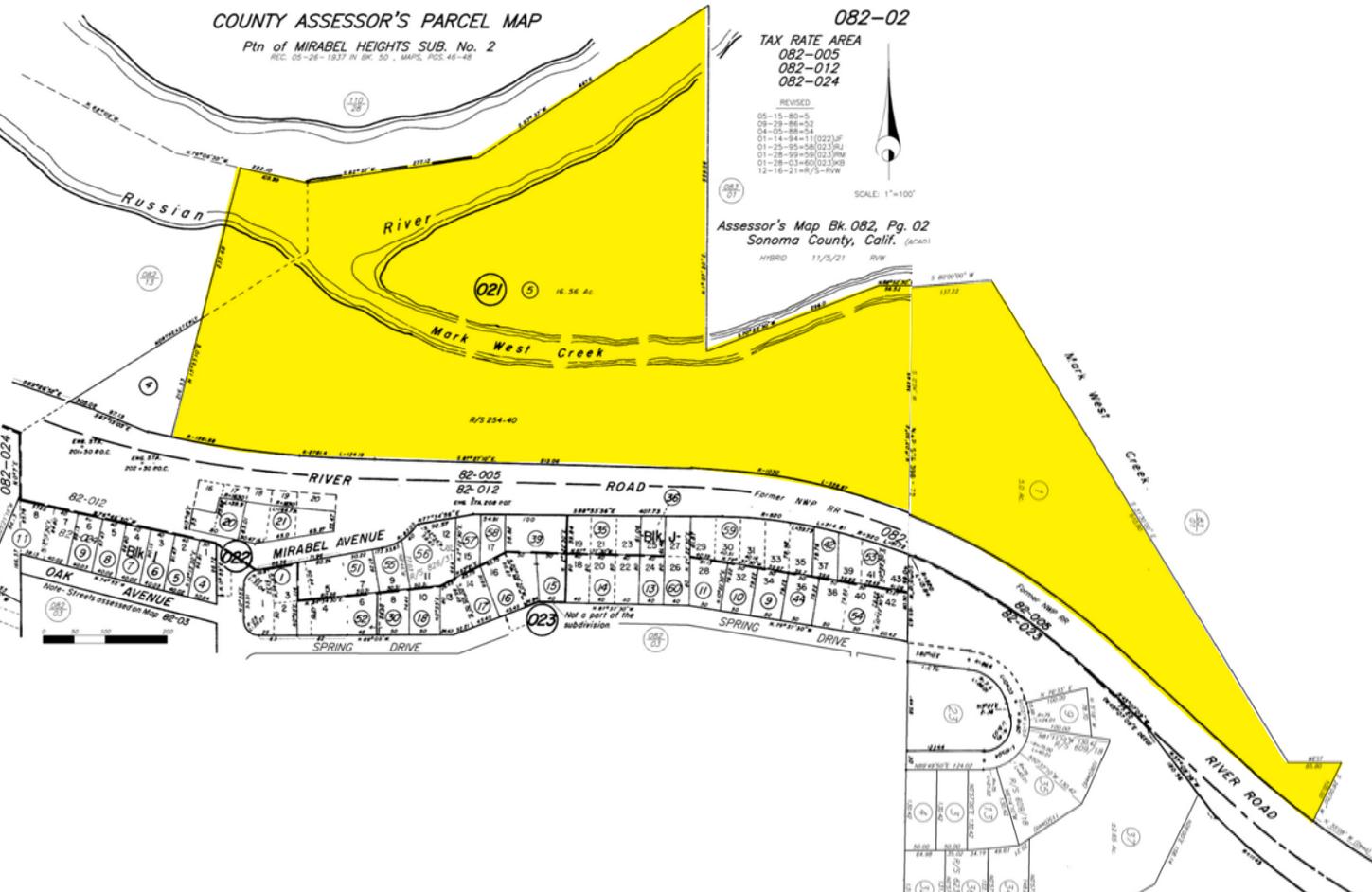


# PROPERTY DESCRIPTION



8400 RIVER ROAD  
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## MIRABEL RV PARK & CAMPGROUND



LOT SIZE  
21+/- Acres

APNS  
082-021-005  
082-010-001

YEAR BUILT  
1958

ZONING  
Commercial Rural Residential

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# PROPERTY DESCRIPTION



8400 RIVER ROAD  
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## MIRABEL RV PARK & CAMPGROUND



### MIRABEL RV PARK & CAMPGROUNDS

8400 River Road beside the Russian River and Mark West Creek in Sonoma County.

### PROPERTY DESCRIPTION

This offering is a Probate Sale of an under-performing recreational park that has been in the same family for well over half a century, and now offers an astute investment group/recreational management team the opportunity to purchase the 21 acre/125 site and reposition the Park from the “Mom & Pop” family run business to a contemporary fashionable resort that appeals to the upscale camping RV community.

Located on irreplaceable riverfront property Mirabel Campground/RV Park is a 21 acre seasoned redwood tree resort nestled along the Russian River in beautiful Sonoma County wine Country. The park has 45 RV sites, plus 80 camp sites and offers beach access for swimming, sun bathing, kayaking, canoeing, hiking, exploring, fishing and all around river front fun. The location is a quick, easy drive for Bay Area residents ready for an accessible relaxing weekend of wine country adventures.

The family has run the park on a cash-only basis, and has no occupancy reports to share. They operated with very little promotion or advertising and elected not to take credit cards or on-line reservations.

Even with this “old school” method of running their resort, they have reported a Gross income of over \$350,000 annually, and a reported Net income of approximately \$210,000.

The park is offered at \$26,700 per site/\$3,200,000/ as-is, all cash and subject to the terms and conditions of a probate sale.

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# FINANCIAL OVERVIEW: INCOME & EXPENSES



8400 RIVER ROAD  
FORESTVILLE, CA

## MIRABEL RV PARK & CAMPGROUND

DESCRIPTION	TAX YEAR 2021	TAX YEAR 2022	TAX YEAR 2023	INCREASE (DECREASE)
<b>Rents Received</b>	\$373,036	\$357,578	\$334,338	-\$23,240
<b>Expenses</b>				
Advertising	\$1,641	\$1,644	\$1,763	\$119
Cleaning & Maintenance	\$16,338	\$17,674	\$23,074	\$5,400
Insurance	\$11,172	\$13,051	\$3,140	-\$9,911
Legal/Professional Fees	\$1,550	\$14,210	\$1,700	-\$12,510
Supplies	\$634	\$0	\$1,127	\$1,127
Taxes	\$5,803	\$5,157	\$5,231	\$74
Utilities	\$73,498	\$71,377	\$62,399	-\$8,978
Other	\$18,956	\$19,656	\$17,940	-\$1,716
<b>Subtotal</b>	<b>\$129,592</b>	<b>\$143,769</b>	<b>\$116,374</b>	<b>\$26,395</b>
<b>Depreciation Expense or Depletion</b>	<b>\$339</b>	<b>\$14</b>	<b>\$0</b>	<b>-\$14</b>
Total Expenses	\$129,931	\$142,783	\$116,374	-\$14
Income/Loss	\$243,105	\$214,795	\$217,964	\$3,169

### 45 RV PERMITTED SITES PROJECTED GROSS INCOME PERFORMANCE

10 Long-term at \$175/Week = \$91,000 this is 52 weeks

35 Daily at \$50/night - (\$372,750 @ 213 days seasonal - April 1- Oct 31)

The 35 daily sites become long-term during the off season 21 weeks = \$128,625

RV sites income at 100% occupancy = \$1,359,175

RV sites income at 50% occupancy = \$679,587

### 80 PERMITTED CAMPSITES WITHOUT SEPTIC

80 daily @ \$45/night = \$766,800 (Seasonal @ 213 days)

Tent sites income at 50% occupancy (213 days = \$383,400)

### TOTAL PARK INCOME AT 100% OCCUPANCY = \$2,125,975 ANNUALLY

### A CONSERVATIVE ESTIMATE OF OCCUPANCY ON A GOOD YEAR IS IN THE RANGE OF 50%

### PROJECTED 50% OCCUPANCY TOTALS \$1,062,987 ANNUALLY FOR THE RV SITES & CAMPSITES

The add-on fees of pet, extra vehicles, extra people, kayak and canoe rentals, and day-use shows the current gross income performance poorly with lots of room for growth. Of course, lacking occupancy numbers is a guessing game.

Tax information for 2021, 2022 and 2023 averages \$355,00 Gross annually which is historically performing well below average of a professionally run park.

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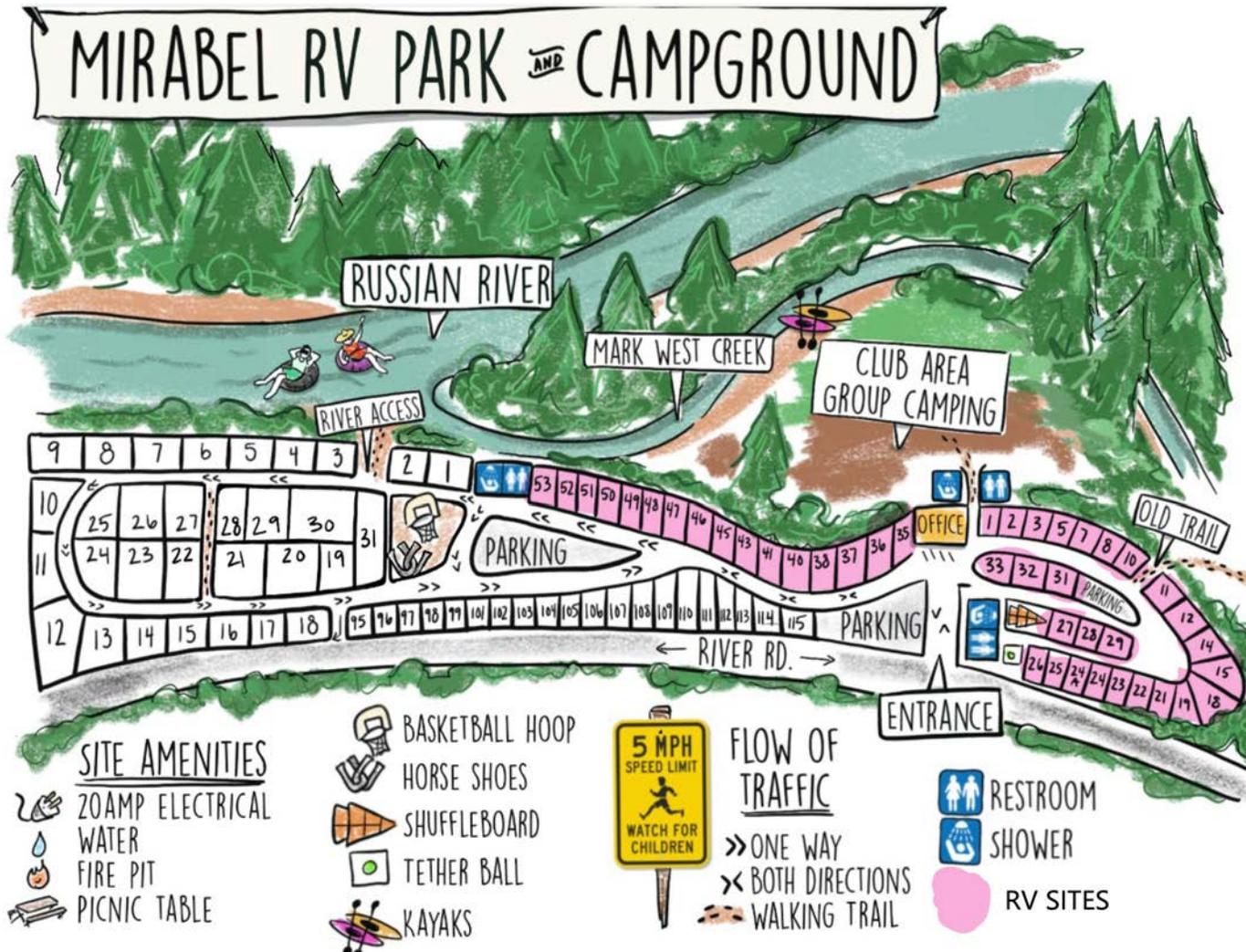


# PROPERTY MAP



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# PROPERTY PHOTOS



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# AREA DESCRIPTION



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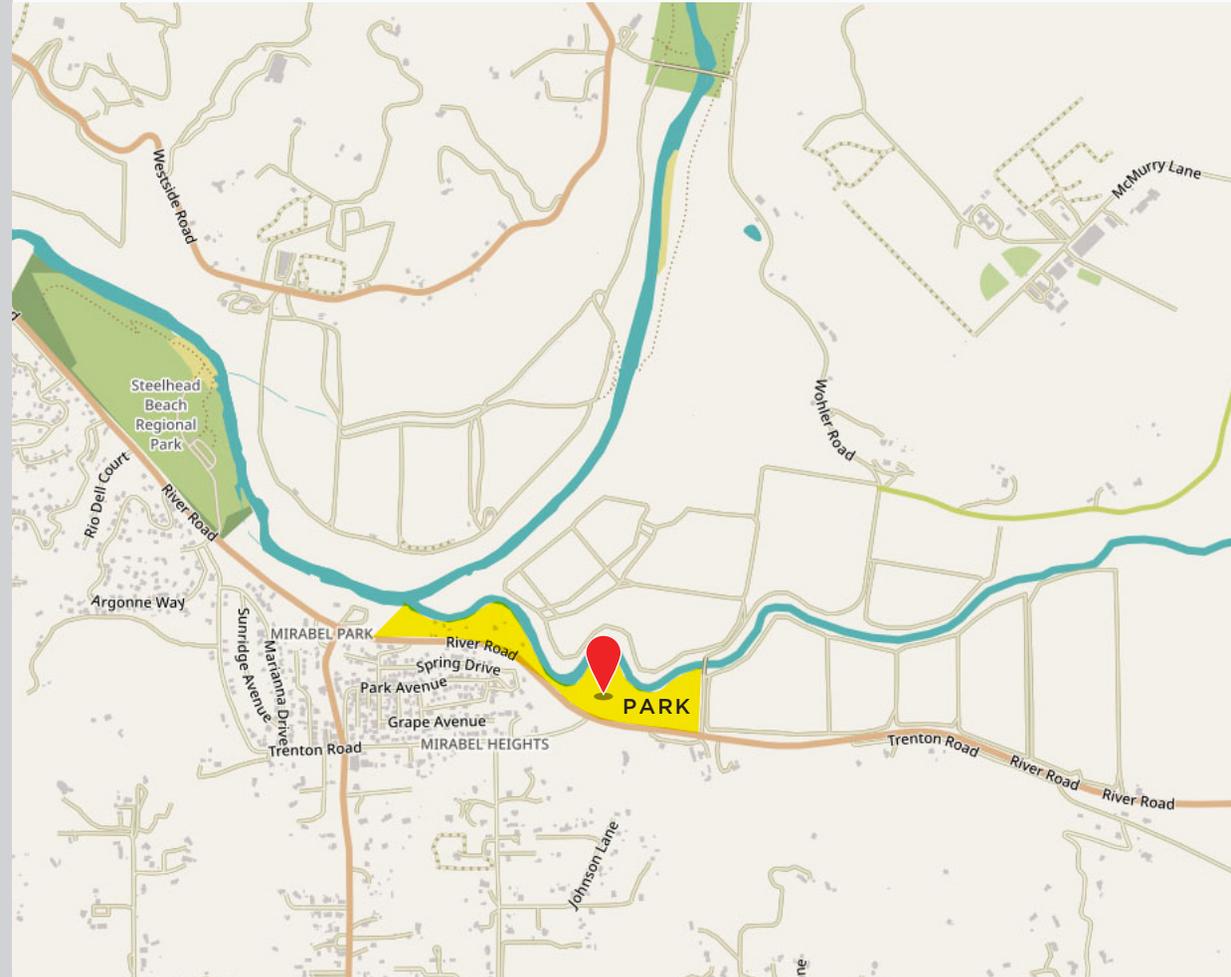
## MIRABEL RV PARK & CAMPGROUND

### DESCRIPTION OF AREA

Mirabel Park is located in the heart of Russian River Recreation Area, and Russian River Valley AVA. There are over 60 Award Winning Wineries and the scenic 30 minute drive to the Pacific Ocean. Armstrong woods is a stunning Redwood State Natural Preserve and is about a 15 minute drive from the park. The area is full of wonderful hiking and places to kayak, canoe, and bike riding.

You are minutes from Spears Market and the town of Forestville, offering boutique shopping cafes, bistros and convenience markets. The award winning Farmhouse Inn is located about 3 minutes away for an exquisite fine dining experience.

Mirabel Park is an 8 minutes drive from Highway 101, accessible to both the northern and south bound traffic. The Sonoma County Airport is about 10 minutes away and Alaska, American, Sun Country all service the airport. As of April 2026 Southwest will begin to service Sonoma County.



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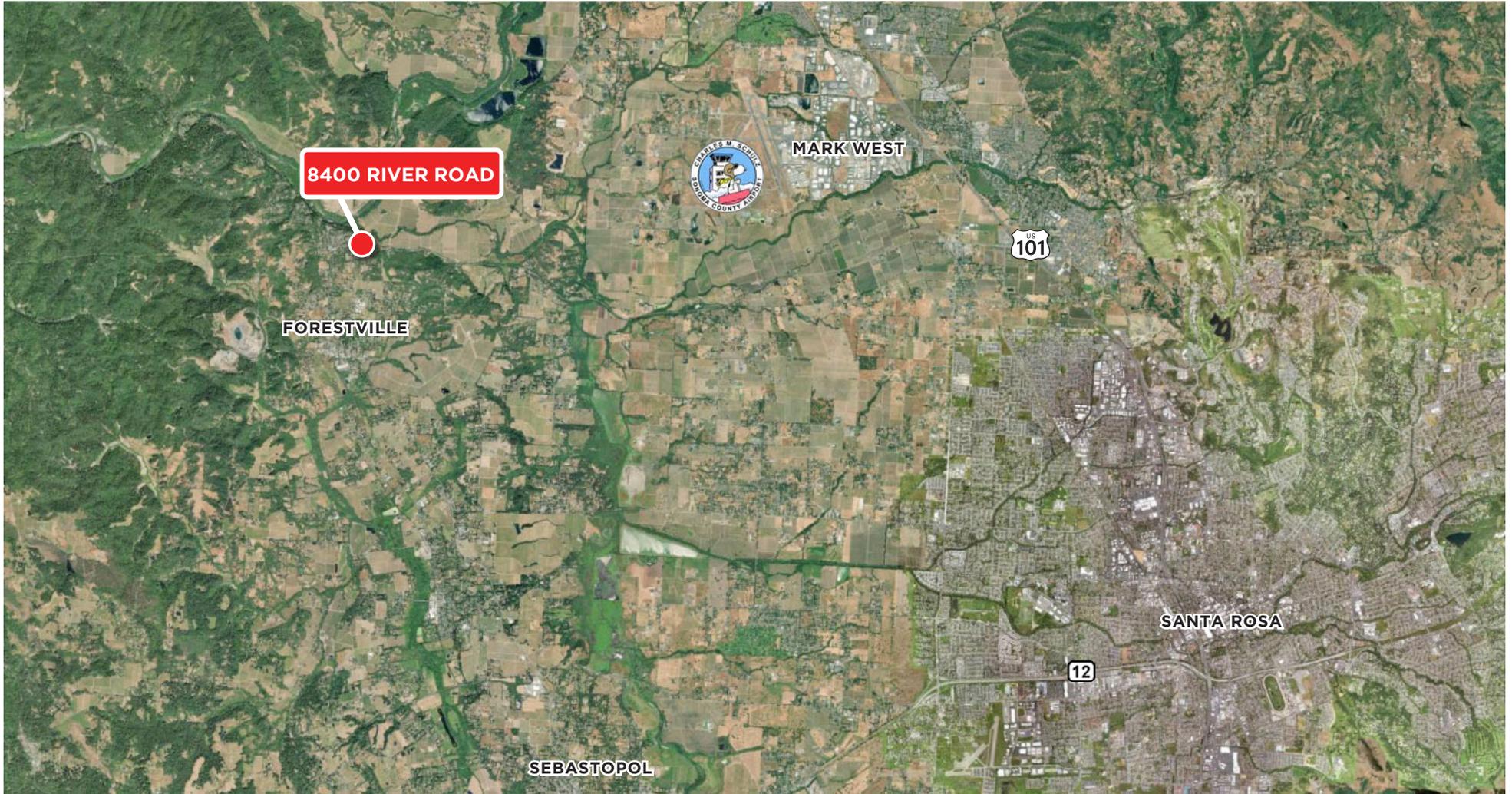


# AERIAL MAP



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# MARKET SUMMARY



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## MIRABEL RV PARK & CAMPGROUND



### ECONOMIC DEVELOPMENT

Sonoma County's unemployment rate is one of the lowest in California and the county continues to show long-term job growth in the health care, hospitality and business service sectors. For the leisure and hospitality sector, August marked the 28th consecutive month of year-over-year increases. Educational and health services, which includes trade schools, social workers and health care professionals, has seen employment growth improve on a year-over-year basis for 38 consecutive months. And business and professional services jobs have increased from a year earlier for 13 consecutive months. In addition, new housing continues to increase throughout the county, while job growth and taxable sales also continue to rise.

### RECREATION

Sonoma County is renowned for its outstanding wineries, breathtaking vistas of the Pacific Ocean, rolling hills, and friendly atmosphere. The landscape is perfect for spending a day at one of the many spas or wine tasting rooms, mountain biking the various trails and country roads, or kayaking down the majestic rivers. The area is also known for its exquisite cuisine, much of which is cultivated in the orchards, gardens, and fields of Sonoma County.

Whether you are looking for a relaxing weekend getaway, or you feel like exploring the outdoors, Sonoma County has something for everyone. Located in the heartland of Wine Country, Sonoma County has more than 370 local wineries. There is a wide array of guided tours which explore the county's culture and history, and offer tastings of the finest wines in the country. When the sun sets, you can continue your relaxing stay at one of the finer resorts in the area. From day spas to beautiful golf courses, Sonoma County has become synonymous with the elegant and relaxing getaway.

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## ABOUT KEEGAN & COPPIN



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# Your partner in commercial real estate in the North Bay & beyond since 1976.

Keegan & Coppin Company, Inc. has served our communities in the North Bay for well over 40 years. But our unmatched local experience is only part of what makes us the area's most trusted name in commercial real estate. At Keegan & Coppin, we bring together a range of services that go beyond traditional brokerage. That depth of knowledge and diverse skillset allows us to clarify and streamline all aspects of your transaction, giving you the confidence of knowing that we can help with anything that comes up through all phases of a project.

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## DISCLAIMER



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### DISCLAIMER

This property is being offered on an as-is basis. While the Broker believes the information in this brochure to be accurate, no warranty or representation is made as to its accuracy or completeness. Interested parties should conduct independent investigations and reach conclusions without reliance on materials contained in this brochure.

This property owner requests that you do not disturb the Tenants, as the property will only be shown in coordination with the Listing Agent.

This brochure is presented under the terms and conditions of the Confidentiality Agreement. As such, the material contained in this brochure is confidential and is provided solely for the purpose of considering the purchase of the property described herein. Offers should be presented to the agent for the property owner. Prospective buyers are encouraged to provide buyer's background, source of funds and any other information that would indicate their ability to complete the transaction smoothly.

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