

Westwind Mobile Home Park

11270 Konocti Vista Dr, Lower Lake, CA 95457



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SECTION 1

Investment Overview

PROPERTY SUMMARY

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[PARK PHOTOS](#)

[PARK PHOTOS](#)

[PARK PHOTOS](#)

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Westwind Mobile Home Park // PROPERTY SUMMARY

PROPERTY DESCRIPTION

Westwind Mobile Home Park is located at 11270 Konocti Vista Drive in Lower Lake, California. The park is licensed for 42 mobile homes and currently consists of 19 SW, 22 DW, and 1 Duplex. One of the MH Units sits on 2 MH sites, sites #20 & #21. This is an age restricted park (55+) that has the feel and amenities of a senior retirement community. It is insulated by geography with the mountains on one side and Clearlake on the other. Amenities include a boat dock area, pool, BBQ space and RV Storage. Lower Lake is a quiet, retirement oriented community located approximately 100 miles from Downtown San Francisco and 95 miles from Downtown Sacramento. Lower Lake is located in Lake County, on the southern shore of Clear Lake, which is the largest natural lake in California.

Utilities

The park is serviced by an on-site septic system that has recently been upgraded. Tenants are charged \$36.80 monthly for sewer. Water is pulled from Clearlake and is run through a brand new purification and filtration system that the current owners have spent over \$200,000 on. Tenants are billed \$86.50 monthly for water plus usage. Propane is provided by Westgate Petroleum, and Electricity is provided by PG&E. Both are sub-metered to the residents. The tenants are billed a flat rate for Garbage of \$35.54 monthly.

Rent Control

There is no rent control in Lower Lake.

PROPERTY HIGHLIGHTS

- Non-Rent Controlled Market
- 55+ Community
- Pool, Boat Dock, BBQ Area, RV Storage



OFFERING SUMMARY

Listing Price:	\$3,200,000
Cap Rate:	6.15%
# of Sites	43
Price/Site:	\$74,418
Average MH Rent:	\$713
Lot Size:	11.12 Acres
Sites/Acre:	3.87
Approximate Year Built:	1960

AERIAL MAP // Westwind Mobile Home Park

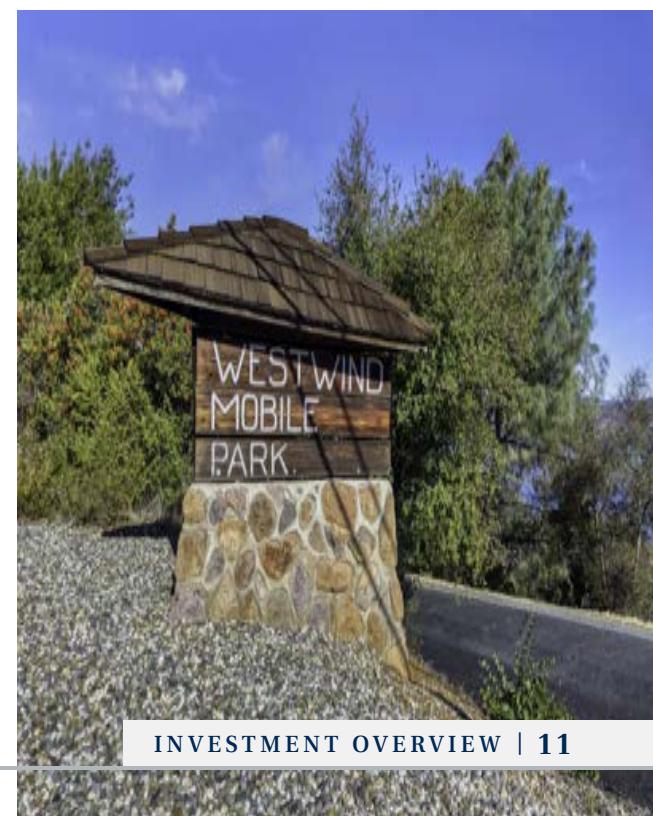
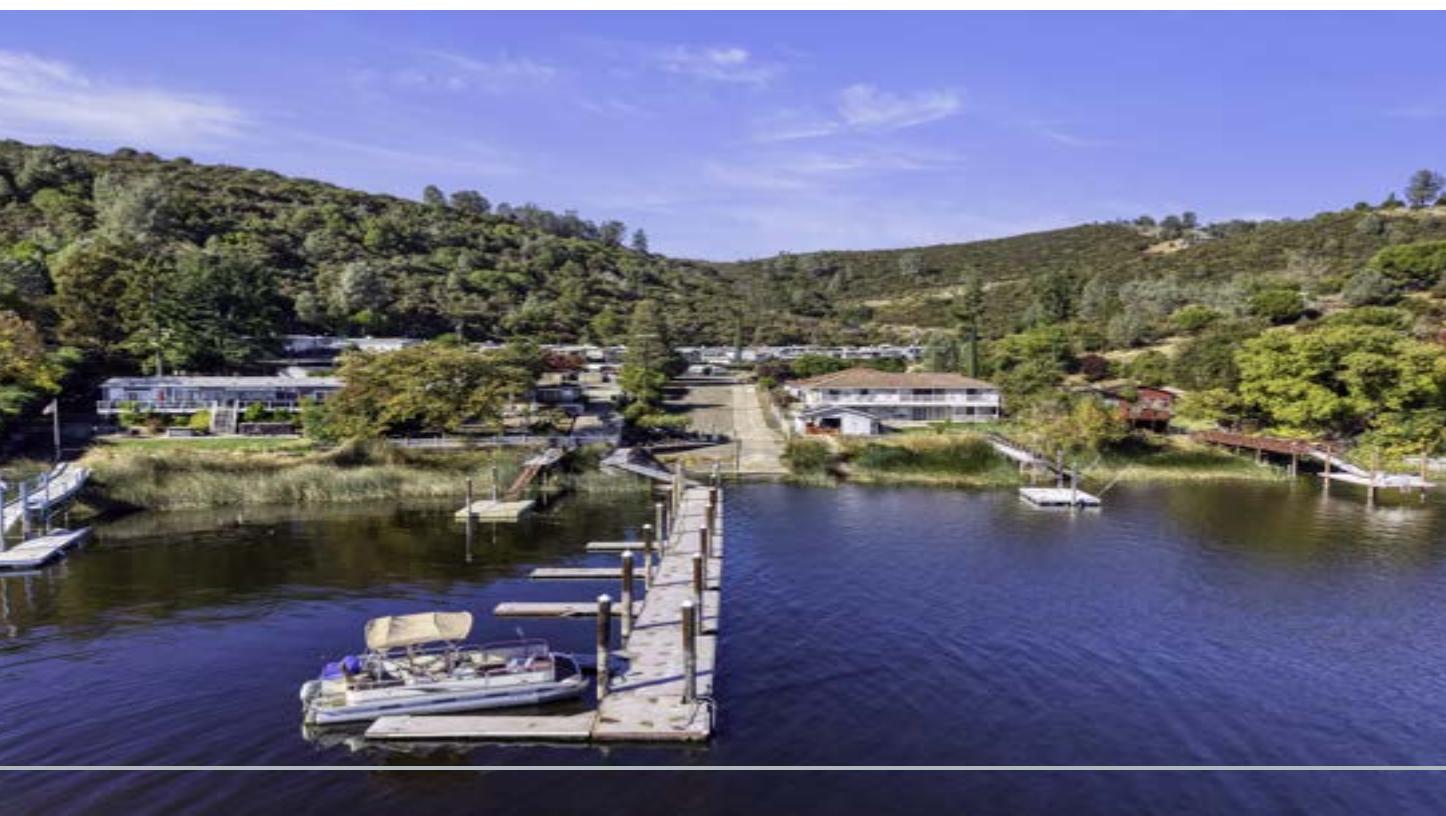


Westwind Mobile Home Park // AERIAL MAP



PARK PHOTOS // Westwind Mobile Home Park





PARK PHOTOS // Westwind Mobile Home Park







SECTION 2

Financial Analysis

RENT ROLL

PROFIT & LOSS

DEBT SHEET

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RENT ROLL // Westwind Mobile Home Park

Count	Site #	Site Type	Site Rent
1	1	MH	\$ 710
2	2	MH	\$ 710
3	3	MH	\$ 725
4	4	MH	\$ 710
5	5	MH	\$ 710
6	6	MH	\$ 710
7	7	MH	\$ 719
8	8	MH	\$ 710
9	9	Manager	\$ 710
10	10	MH	\$ 710
11	11	MH	\$ 710
12	12	MH	\$ 710
13	13	MH	\$ 710
14	14	MH	\$ 710
15	15	MH	\$ 710
16	16	MH	\$ 710
17	17	MH	\$ 710
18	18	MH	\$ 710
19	19	MH	\$ 710
20	20/21	MH	\$ 810
21	22	MH	\$ 710

Count	Site #	Site Type	Site Rent
22	23	MH	\$ 710
23	24	MH	\$ 710
24	25	MH	\$ 710
25	26	MH	\$ 710
26	27	MH	\$ 710
27	28	MH	\$ 710
28	29	MH	\$ 710
29	30	MH	\$ 710
30	31	MH	\$ 710
31	32	MH	\$ 710
32	33	MH	\$ 710
33	34	MH	\$ 710
34	35	MH	\$ 710
35	36	MH	\$ 710
36	37	MH	\$ 710
37	38	MH	\$ 710
38	39	MH	\$ 710
39	40	MH	\$ 710
40	41	MH	\$ 710
41	42	MH	\$ 710
42	A1	APT	\$ 950
43	A2	APT	Owner

Current Monthly Gross Rents	
Sites	Site Rent
43	\$30,184
Current Annual Rents	
Sites	Site Rent
43	\$362,208

APARTMENT
Manager

Westwind Mobile Home Park // PROFIT & LOSS

Income	Current	Pro Forma
Current Space Income	\$ 362,208	\$ 372,288
Vacancy loss	\$ -	
Rent Raise (January 2026)	\$ 10,080	\$ 10,080
Electricity	\$ 49,555	\$ 49,555
Propane	\$ 32,487	\$ 32,487
Water	\$ 44,208	\$ 44,208
Sewer	\$ 17,148	\$ 17,148
Trash	\$ 15,490	\$ 15,490
Other	\$ 75	\$ 75
Total Income	\$ 531,251	\$ 541,331
Expenses	Current	Pro Forma
Mgr Rent	\$ 13,680	\$ 13,680
Water	\$ 61,360	\$ 61,360
Prop Taxes	\$ 36,581	\$ 36,581
Insurance	\$ 25,900	\$ 25,900
On-site	\$ 4,800	\$ 4,800
Maint Payroll	\$ 32,599	\$ 32,599
Payroll Tax	\$ 1,500	\$ 1,500
Work Comp	\$ 2,800	\$ 2,800
Payroll Serv	\$ 1,000	\$ 1,000
R & M	\$ 16,103	\$ 16,103
Pool	\$ 1,372	\$ 1,372
Trash	\$ 18,672	\$ 18,672
Electric	\$ 63,598	\$ 63,598
Propane	\$ 35,961	\$ 35,961
Phone	\$ 1,118	\$ 1,118
Acct	\$ 2,719	\$ 2,719
Bank Charge	\$ 185	\$ 185
Credit reports	\$ 359	\$ 359
Billing Service	\$ 1,854	\$ 1,854
Office	\$ 801	\$ 801
Lic & Permits	\$ 2,195	\$ 2,195
Landscape	\$ 9,395	\$ 9,395
Total Expenses	\$ 334,552	\$ 334,552
% EGI	62.97%	61.80%
Net Operating Income	\$ 196,699	\$ 206,779

DEBT SHEET // Westwind Mobile Home Park

SUMMARY		
Price	\$3,200,000	
Down Payment	\$1,120,000	35%
Number of Spaces	43	
Price Per Space	\$74,419	
Spaces/Acre	4	
Lot Size	9.98 Acres	
Approx. Year Built	1960	
Occupancy	100%	

RETURNS	Current	Year 1
CAP Rate	6.15%	6.46%
GRM	8.83	8.60
Cash-on-Cash	3.84%	4.74%
Debt Coverage Ratio	1.28	1.35

Financing	1st Loan
Loan Amount	\$2,080,000
Loan Type	New
Interest Rate	6.25%
Amortization	30 Years
Year Due	2035

Loan information is subject to change. Contact your Marcus & Millichap Capital Corporation

# OF SPACES	SPACE TYPE	CURRENT RENT	MARKET RENTS
41	Manufactured Housing	\$713	\$738
2	Rental	\$950	\$975

OPERATING DATA

INCOME	Current	Year 1
Gross Scheduled Rent	\$362,208	\$372,288
Less: Vacancy/Deductions (GPR 0.0%)	\$0 0.0%	\$0
Total Effective Rental Income	\$362,208	\$372,288
Other Income	\$169,043	\$169,043
Effective Gross Income	\$531,251	\$541,331
Less: Expenses 63.0%	\$334,552	61.8% \$334,552
Net Operating Income	\$196,699	\$206,779
Cash Flow	\$196,699	\$206,779
Debt Service	\$153,683	\$153,683
Net Cash Flow After Debt Service 3.84%	\$43,016	4.74% \$53,096
Principal Reduction	\$24,373	\$25,941
Total Return 6.02%	\$67,389	7.06% \$79,037

EXPENSES	Current	Year 1
Real Estate Taxes	\$36,581	\$36,581
Insurance	\$25,900	\$25,900
Utilities - Electric	\$63,598	\$63,598
Utilities - Water	\$61,360	\$61,360
Utilities - Propane	\$35,961	\$35,961
Trash Removal	\$18,672	\$18,672
Maintenance Payroll	\$32,599	\$32,599
Landscaping	\$9,395	\$9,395
Repairs & Maintenance	\$16,103	\$16,103
General & Administrative	\$9,231	\$9,231
Pool	\$1,372	\$1,372
Payroll Service	\$1,000	\$1,000
Workers Comp	\$2,800	\$2,800
Payroll Tax	\$1,500	\$1,500
Manager Rent Credit	\$13,680	\$13,680
On-Site	\$4,800	\$4,800
Total Expenses 62.97%	\$334,552	61.80% \$334,552
Expenses/Space	\$7,780	\$7,780

SECTION 3

Sale Comparables

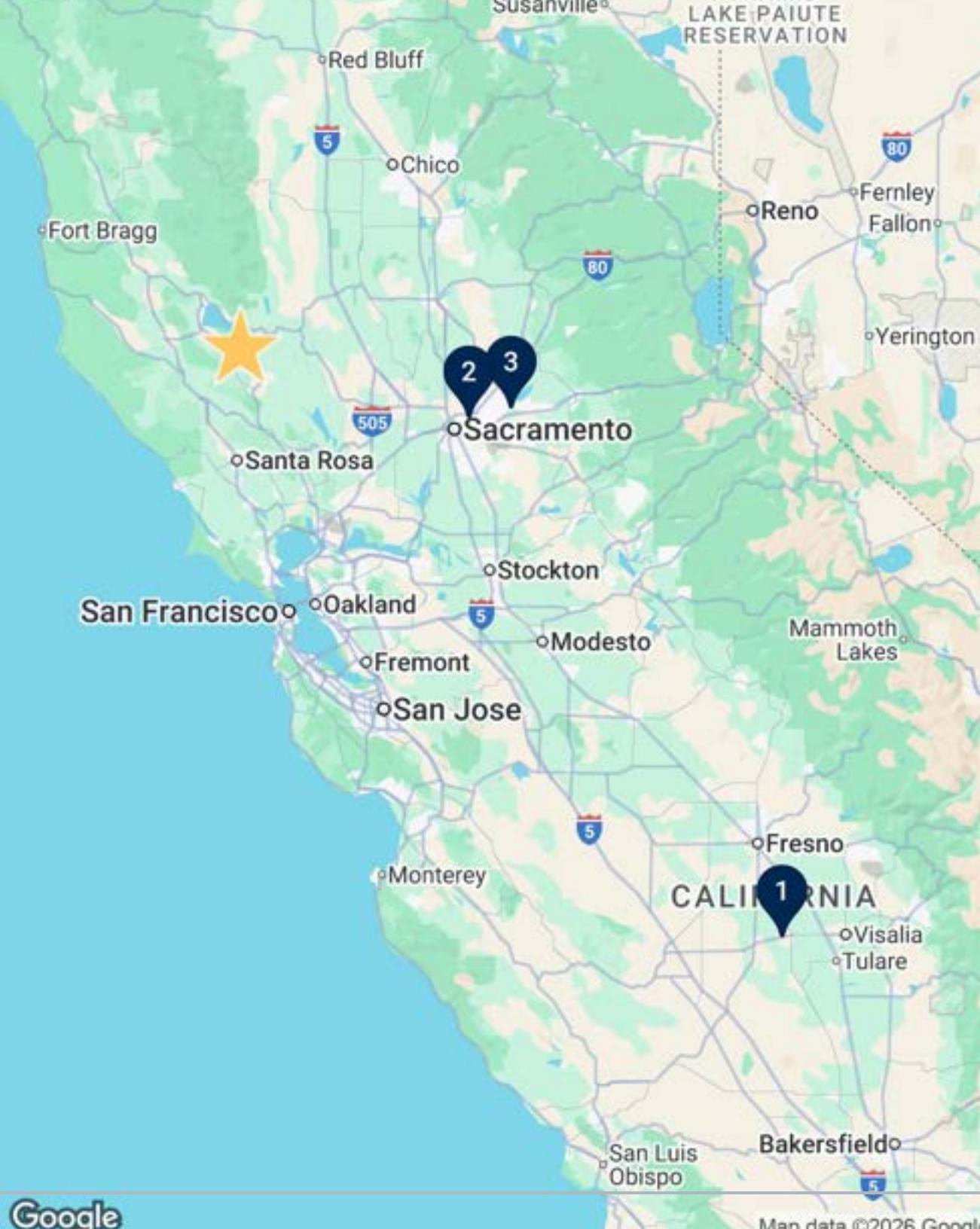
SALE COMPS MAP

SALE COMPS SUMMARY

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SALE COMPS MAP

- ★ Westwind Mobile Home Park
- 1 Bel Air MHP
- 2 Casa Grande MHP
- 3 Cobbleridge MHP



Westwind Mobile Home Park // SALE COMPS SUMMARY

	SUBJECT PROPERTY	PRICE	CAP RATE	# OF SITES	\$/SITE	LOT SIZE	CLOSE
	Westwind Mobile Home Park 11270 Konocti Vista Dr Lower Lake, CA 95457	\$3,200,000	6.15%	43	\$74,419	11.12 AC	-
	SALE COMPARABLES	PRICE	CAP RATE	# OF SITES	\$/SITE	LOT SIZE	CLOSE
1 	Bel Air MHP 10954 Hanford Armona Rd Hanford, CA 93230	\$4,650,000	6.00%	68	\$68,382	6.45 AC	09/03/2025
2 	Casa Grande MHP 2312 Auburn Blvd Sacramento, CA 95821	\$2,900,000	6.00%	43	\$67,441	2.49 AC	04/23/2025
3 	Cobbleridge MHP 1002 Sibley St Folsom, CA 95630	\$3,200,000	5.25%	41	\$78,048	3.96 AC	10/16/2024
AVERAGES		\$3,583,333	5.75%	51	\$70,719	4.3 AC	-

SECTION 4

Lease Comparables

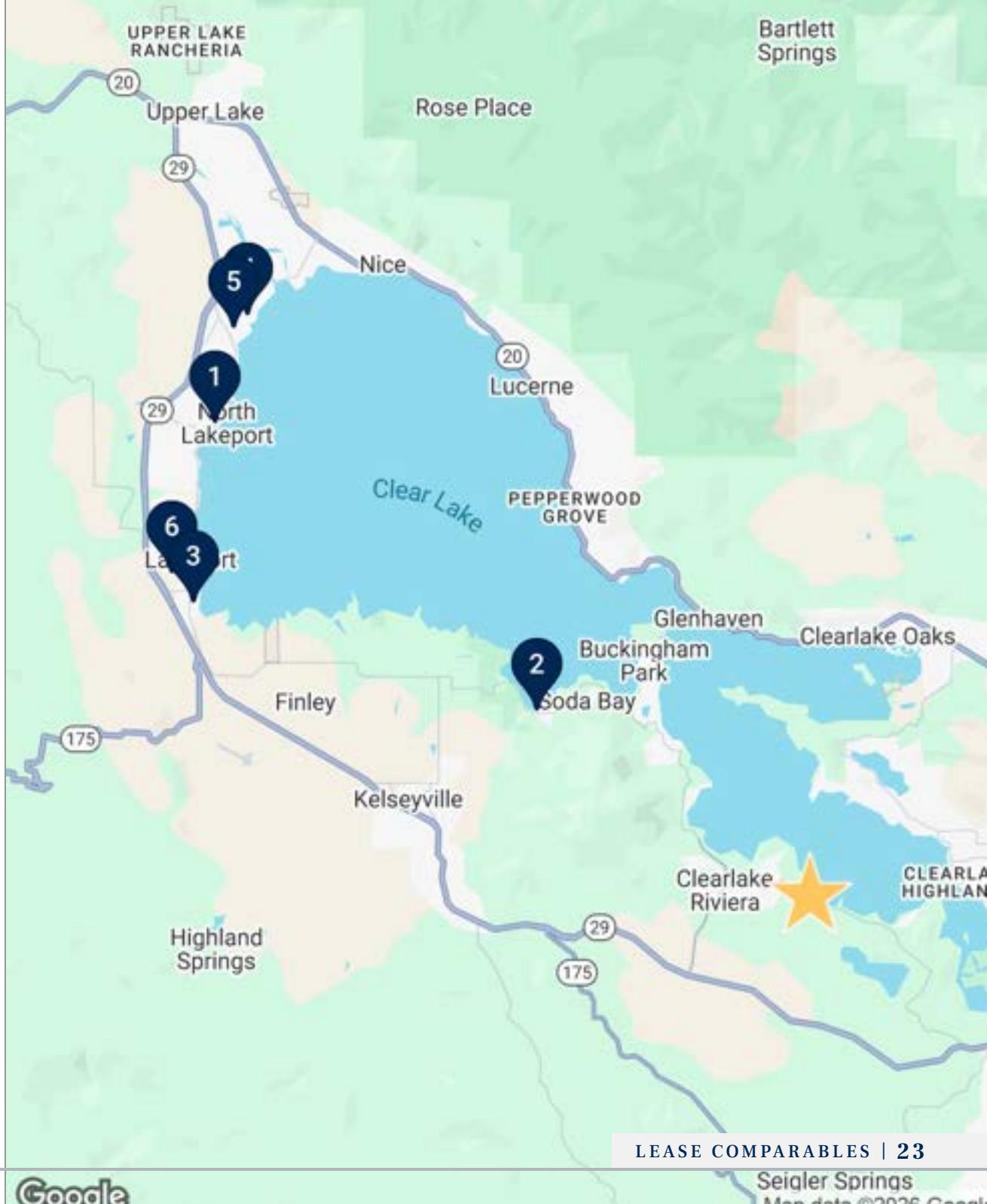
RENT COMPS MAP

RENT COMPS SUMMARY

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RENT COMPS MAP

- ★ Westwind Mobile Home Park
- 📍 Rainbow
- 📍 1 Lakewood MHP
- 📍 2 Lakeport Lagoons
- 📍 3 Sterling Shores Estates
- 📍 4 Lakeside Village
- 📍 5 Fairgrounds



RENT COMPS SUMMARY // Westwind Mobile Home Park

SUBJECT PROPERTY		# OF SITES	AVERAGE RENT	LOT SIZE
	Westwind Mobile Home Park 11270 Konocti Vista Dr Lower Lake, CA 95457	43	\$724	11.12 AC
RENT COMPARABLES		# OF SITES	AVERAGE RENT	LOT SIZE
	1 Rainbow 3515 Lakeshore Blvd Lakeport, CA 95453	27	\$632	2.74 AC
	2 Lakewood MHP 6330 Soda Bay Rd Kelseyville, CA 95451	24	\$890	2.85 AC
	3 Lakeport Lagoons 1800 S Main St Lakeport, CA 95453	96	\$940	15.47 AC
	4 Sterling Shores Estates 5830 Robin Hill Dr Lakeport, CA 95453	68	\$832	27.66 AC
	5 Lakeside Village 5330 Lakeshore Blvd Lakeport, CA 95453	49	\$750	6.93 AC
	6 Fairgrounds 1025 Martin St Lakeport, CA 95453	56	\$765	5.64 AC
AVERAGES		53	\$801	10.22 AC



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