



**Keegan & Coppin**  
COMPANY, INC.

FOR SALE

987 - 999 FRANCISCO BOULEVARD EAST  
SAN RAFAEL, CA

RETAIL/INDUSTRIAL INVESTMENT  
MARIN COUNTY



REPRESENTED BY:

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## EXECUTIVE SUMMARY



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FOR SALE

Keegan & Coppin Company, Inc. is pleased to offer for sale a fully leased investment opportunity in central Marin County, California.

This property offers a three-tenant retail/industrial asset on two parcels, consisting of an automotive-repair warehouse, and two showroom/warehouse units. The tenants include a national automotive tire sales & installation store, a furniture sales store, and an automotive tire & wheel sales store. The retail tenants have street-facing showrooms, and all three units have roll-up doors for product deliveries or automotive repairs and installations.

The leases are staggered in length, and two tenants have options to extend, providing a stable cash flow for an investor. There is an opportunity for an owner-user to occupy a portion of the building – approximately 26% of the total building area – if desired. Or, an investor can negotiate a new lease for this area to maximize cash flow.

This offering represents a rarely found investment in Marin County's largest city and major business hub, San Rafael. With ease of access to Highway 101 and Interstate 580, this dynamic property sits in a highly visible commercial setting with all retail, dining, and service-related industries within short distance. Don't miss out on this investment!

- Rare Marin County investment: retail and warehouse
- Convenient and central location
- Excellent demographics
- Value-add opportunity

Purchase price: **\$4,225,000**

Building(s) total size: **12,591+/- SQ FT (APPROX.)**

Price / PSF: **\$336**



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## PROPERTY DESCRIPTION



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### PROPERTY DESCRIPTION

008-106-06 & 008-106-07  
APN

38,000+/- SF  
TOTAL SIZE OF PARCEL(S)

12,591+/- SF  
TOTAL SIZE OF IMPROVEMENTS

34 + 2 ADA on-site  
PARKING STALLS

GC - General Commercial District  
ZONING

Concrete block and wood frame  
CONSTRUCTION TYPE

Tar & gravel  
ROOF

1978  
YEAR BUILT

\*Property is in Flood Zone AE



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# FINANCIAL OVERVIEW: INCOME AND EXPENSES RENT ROLL



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INCOME SUMMARY		EXPENSE SUMMARY ESTIMATE		FINANCIAL SUMMARY	
Scheduled Gross Income	\$259,473	Property Taxes	\$54,734	Purchase Price	\$4,225,000
Scheduled CAM Income	\$23,280	Insurance	\$6,407	Actual Cap Rate	4.66%
Less Expenses	\$(85,841)	Utilities	\$3,792	Price per Square Foot	\$336
<b>Net Operating Income</b>	<b>\$196,912</b>	Common Area Maintenance (CAM)	\$18,508	Pro-Forma Cap Rate	5.00%
		Reserve	\$2,400		
		<b>Total Expenses</b>	<b>\$85,841</b>		

Tenant	Sq. Ft.	Lease Type	Rent	Rent psf	Lease Start	Lease Expiration	Pro-Forma Rent*
Big O Tires	4,860	IG	\$9,073	\$1.87	12/2019	11/2029	\$9,073
California Sofa	3,266	IG	\$4,736	\$1.45	10/2012	12/2020	\$5,716
NFS Tires & Wheels	4,465	IG	\$7,814	\$1.75	7/2020	8/2025	\$7,814
							*Contact Agents for details
<b>MONTHLY TOTAL</b>			<b>\$21,623</b>				
<b>ANNUAL TOTAL</b>			<b>\$259,473</b>				

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The above information, while not guaranteed, has been secured from sources we believe to be reliable. Submitted subject to error, change or withdrawal. An interested party should verify the status of the property and the information herein.



## LOCATION DESCRIPTION

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### MARIN COUNTY

Marin County, at the northernmost tip of the San Francisco metropolitan area, is one of the most vibrant communities in the United States.

Its population is one of the wealthiest, healthiest and most highly educated in the nation. The expanding economy acts as a global talent magnet and employment hub. Marin has a long history of being home to vibrant companies in innovative fields. Marin's unparalleled quality of life continues to attract new residents and reinforces residential property values. Residents enjoy exceptional school districts, easy access to a multitude of recreational activities, and breathtaking natural beauty. From all perspectives, Marin remains in high demand, with a dynamic economy, a desirable lifestyle, and a direct link to the urban core of the San Francisco Bay Area.

Marin remains a key component to the regional stability of the greater San Francisco Bay Area. Its low 2.7% percent unemployment rate is a sign of the County's robust economic health. A diverse workforce generates more than \$25 billion of annual personal income, while a very healthy business community contributes to the growth of the North Bay region.

### TRANSPORTATION

An ideal location for commuters and locally based employees, 987 - 999 Francisco Boulevard East has immediate access to Hwy 101 and Interstate 580 providing under 15-minute drives to both San Francisco and the East Bay. Golden Gate bus stops are located throughout the neighborhood and bike lane infrastructure is prominent throughout the neighborhood.

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### SAN RAFAEL

San Rafael is Marin County's central hub and most populous city. It is the seat of the county government, as well as the business and cultural center. The downtown core is a vibrant, pedestrian-friendly area with a dynamic mix of shops and restaurants. The wide variety of lively cultural events throughout the year, such as the Half-Marathon and Triathlon, the Marin County Fair, the Italian Street Painting Festival, the events hosted by the California Film Institute during the Mill Valley Film Festival, the Christmas Lighted Boat Parade and the incredibly diverse cultural activities at the Civic Center auditoriums distinguish San Rafael as the cultural heart of the county.

The concentration of city and county government services provide a key-stone for activity in the county, and the easy access to transportation and major thoroughfares have cemented San Rafael's role as the point from which all County business activity radiates. With its strategic location and easy access to Highway 101 and Interstate 580, San Rafael is home to a number of growing and well-established companies; Autodesk, Inc., Fair Isaac and BioMarin, to name a few.

### THE NEIGHBORHOOD

987 - 999 Francisco Boulevard East is in the Bahia de Rafael Business Park along the Bellam Boulevard corridor. This vibrant area of San Rafael benefits from an abundance of services and restaurants as well as its' proximity to the Marin Health and Wealth Campus and the recently renovated Marin Square Shopping Center.





## PROPERTY PHOTOS



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## ABOUT US



987 - 999 FRANCISCO BOULEVARD EAST  
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# Your partner in commercial real estate in the North Bay & beyond since 1976.

Keegan & Coppin 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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