



# EAST BAY MOTORSPORTS

Essential Business • NNN Sale Leaseback



21756-21758 FOOTHILL BLVD, HAYWARD, CA 94541

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## For More Information



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SECTION 1

# *Property Information*

# Property Description



## Property Description

NAI Northern California is pleased to present for sale 21756-21758 Foothill Blvd in Hayward, California. The subject property is currently owner occupied and is being offered as a NNN sale leaseback for a favorable return.

East Bay Motorsports is well established in the San Francisco Bay Area, operating at this location since 2001 along with multiple other locations throughout California. The building is approximately 24,092 square feet and sits on a 1.20-acre lot with major street frontage on Foothill Blvd, one of the most heavily traveled roads in the city with traffic counts over 54,000 vehicles per day. Only one mile from downtown Hayward, the strategic location of this asset and potential sale leaseback makes it highly desirable for investors looking for a core Bay Area asset with a high return. The property is currently zoned Commercial General & Medium Density Residential with the General Plan zoning as Commercial/High Density Residential, allowing investors a potential for development as an exit strategy. There is also 18.86 acres of city land available for development directly behind the property which is a part of the California State Route 238 Master Development Plan.

# Executive Summary



**\$7,000,000**  
PRICE



**24,092 SF**  
SQ FT



**6.51%**  
CAP RATE

## Other Details

<b>Lot Size:</b>	1.20 Acres
<b>Price / SF:</b>	\$290
<b>NOI:</b>	\$456,000
<b>Lease Type:</b>	NNN
<b>Year Built:</b>	1969
<b>Occupancy:</b>	100%
<b>Zoning:</b>	Commercial General & Medium Density Residential
<b>General Plan:</b>	Commercial/High Density Residential
<b>Construction:</b>	Masonry
<b>APN:</b>	415-180-84-2 & 415-190-61-2

## Property Highlights

- Sale leaseback with an established operator deemed Essential Business
- High traffic location on Foothill Blvd with traffic counts over 54,000 vehicles per day
- Dense East Bay retail and residential location with an approximately 221,137 people within a three mile radius.
- Located just 1.2 miles from Hayward BART and 2.1 miles from Castro Valley BART
- 2.9 miles from California State East Bay with approximately 15,000 students
- Major street frontage on a main thoroughfare
- Located one mile from City Center near multiple new developments
- Only Bay Area motor/power sports dealer with: Polaris, Suzuki, Honda, Yamaha, Sea Doo, Can-Am, Honda, CFMOTO and Kawasaki



# Tenant Profile



## East Bay Motorsports

East Bay Motorsports is a San Francisco Bay Area powersport dealer. Our dealership sells and services Honda®, Yamaha, Kawasaki, Suzuki, Can-Am®, Polaris®, CF MOTO, and Sea-Doo watercraft. Offering a Parts and Accessories Department for new and used Motorcycles, ATV's, Quads, UTV's, SXS's, Watercraft, PWC's, Waverunners, Jet Skis, and Scooters. Our staff is trained to assist you with Honda® Power Equipment, Kawasaki, Yamaha, Suzuki, Can-am®, CFMOTO, Sea Doo, and Polaris® accessories. Along with our fully stocked Parts Department we have a Service Department with factory trained technicians. Needless to say, we can serve all of your motorsports vehicle needs. Our dedication to the street bike market is second to none. We have over 100 street bikes in stock between Sport Bikes, Metric Cruisers, Touring Bikes and Scooters. Our Sales Associates know the difference between the Honda's, Yamahas, Kawasakis, CF MOTOs and Suzukis because over 80% of our staff ride street bikes daily or for pleasure! Shop our full inventory of street bikes for sale today. And remember, if we don't have it in stock, we can get it for you! UTVs have become more advanced in the last few years. We have many SXS (side by side) vehicles on our showroom floor ready for you to sit in to see which one works for your needs! Whether you need to tow bales of hay to the cows or zoom around the dunes, they make a SXS for that. Check out all of our in stock side by side UTVs for sale. The ATV market is the largest growing segment in the motorcycle industry according to recent reports. We have a huge selection of ATVs for sale, both youth and adult versions, some made for fun, others for work. Like some FUN in the SUN? We do! At East Bay Motorsports we have many watercrafts for sale as well as a dedicated Service Department with certified technicians to work on your boat or PWC. We would like to thank the East, North, South Bay Area for making us **the area's #1 Motorsport Dealership.**

<https://www.eastbaymotorsports.com/about-us-atvs-motorcycle-utvs-dealership--info>



# Additional Photos





# Additional Photos





# Lease Abstract



## East Bay Motorsports

Square Footage	24,092
Lease Type	Absolute NNN
Monthly Rent	\$38,000
Annual Rent	\$456,000
Monthly Rent PSF	\$1.57
Annual Rent PSF	\$18.93
Rent Increases	1.5% every 24 Months
Taxes	Tenant
Insurance	Tenant
Maintenance	Tenant
Roof & Structure	Tenant
Lease Length	MTM



# Rent Roll

Tenant Name	Unit Size (SF)	Annual Rent	Monthly Rent	Rent PSF/ YR	Rent PSF/ Month	Lease Term	Taxes	Insurance	Maint.	Lease Type	Rent Increases
East Bay Motorsports	24,092	\$456,000	\$38,000	\$18.93	\$1.57	MTM	Tenant	Tenant	Tenant	Absolute NNN	1.5% every 24 Months

Tenant has been operating at this location since 2001. A new month to month lease will be executed prior to Close of Escrow.



# Developable City Land



## California State Route 238 Corridor Lands - Group 8 (Grove Way)

**Zoning:** Neighborhood Commercial-Residential, Medium Density Residential, General Commercial, Open Space

**Area:** 18.86 (13.26 acres located in unincorporated Alameda County) The City is currently working with consultant Design Workshop to develop a Route 238 Master Development Plan. This process will allow the City to facilitate the public input process, plan associated infrastructure upgrades, and conduct the environmental analysis needed. Upon completion of the Master Development Plan, the parcel groups will be offered for sale through a Request for Proposals (RFP) process to evaluate specific development plans submitted. Additionally, the City is collaborating with Alameda County in the development of conceptual proposals.

**More Information:** <https://www.hayward-ca.gov/238>





# Site Plan



SECTION 2

# *Location Information*



# Hayward



## Location Information

With high rents and limited housing options in San Francisco proper and South Silicon Valley, renters and employers are shifting their sights into the other Core Bay Area markets. Considered the northernmost extension of Silicon Valley, Hayward's central location provides a strategic location for freeway access, transit access, and executive air travel. With 150,000 residents, today the City of Hayward is the sixth-largest city in the Bay Area with a thriving regional center of commerce, ever-present manufacturing activity, and trade. Known as the "Heart of the Bay," Hayward has capitalized on its unparalleled location to become one of the most desirable business locations for companies in advanced industries. The City of Hayward continues to plan for the future, maintaining a balance between the needs of its diverse residents and thriving business community, working to preserve open space for future development and continue to innovate an aggressive economic development strategy. Limited housing options in many other submarkets have caused many renters to consider living outside of San Francisco, and Hayward offers a centralized opportunity in heart of the Bay Area.

Ranked first in product innovation with the number of produced patents, the Bay Area is anchored by three major cities: San Francisco, San Jose and Oakland. Major corporations in these cities and the surrounding area make the region second in the nation in concentration of Fortune 500 companies, after New York. Well known for its iconic skyline, steep hills, cable cars and historic streetcars, Fisherman's Wharf, and the Golden Gate Bridge, the city of San Francisco is voted the Best US City by Conde Nast Traveler magazine and has maintained this ranking for two decades. The South Bay, home to the world-renowned technology hub known as Silicon Valley has started to creep up the East Bay. A great example of this is the city of Fremont which is experiencing exponential growth. Facebook is currently developing a new "mega campus" in the area which will bring approximately 20,000 jobs to the city.

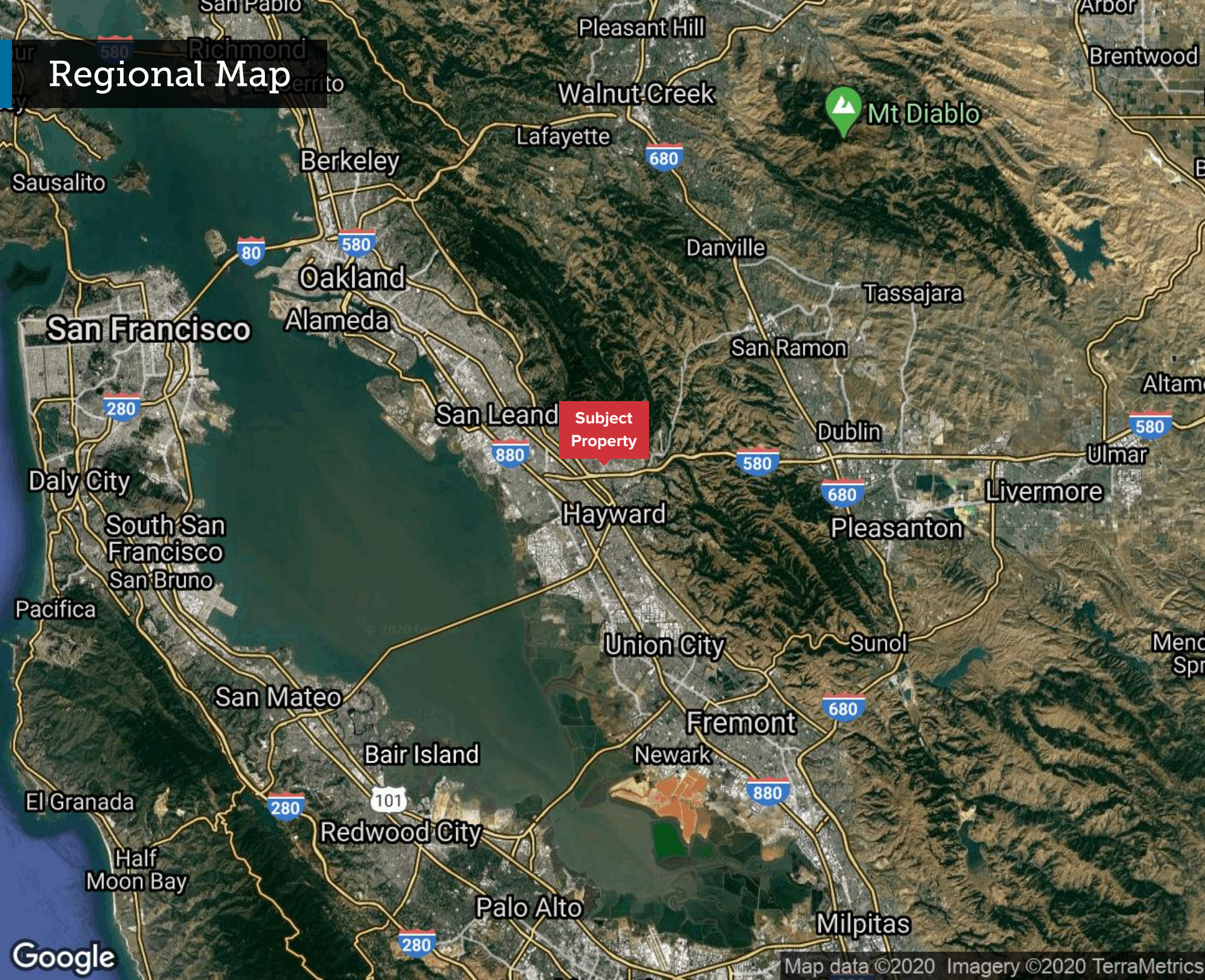


# Retailer Map





# Regional Map







**★ Subject Property**  
 21756-21758 Foothill Blvd | Hayward, CA 94541

**1 Freestanding Commercial Building**  
 597 C St  
 Hayward, CA 94541

**2 Freestanding Retail**  
 22257-22259 Mission Blvd  
 Hayward, CA 94541

**3 Pep Boys / Newmark Auto Service**  
 39165 Cedar Blvd  
 Newark, CA 94560

**4 Auto Repair**  
 22484 Mission Blvd  
 Hayward, CA 94541

**5 Auto Repair**  
 2416 Whipple Rd  
 Hayward, CA 94544



# Sale Comps



## Freestanding Commercial Building

597 C St | Hayward, CA 94541

**Sale Price:** \$3,098,000

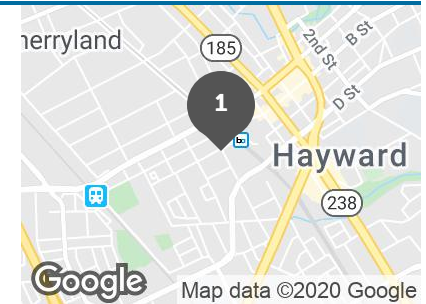
**Closed:** 07/01/2017

**Price PSF:** \$295.05

**Building SF:** 10,500 SF

**Year Built:** 1955

**Lot Size:** 0.33 Acres



## Freestanding Retail

22257-22259 Mission Blvd | Hayward, CA 94541

**Sale Price:** \$1,150,000

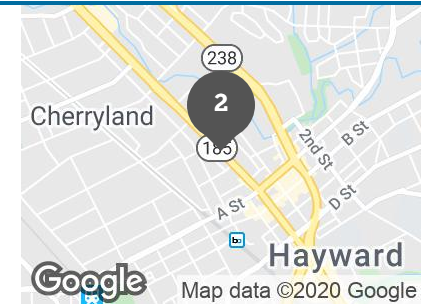
**Closed:** 02/02/2018

**Price PSF:** \$287.50

**Building SF:** 4,000 SF

**Year Built:** 1979

**Lot Size:** 0.22 Acres





# Sale Comps

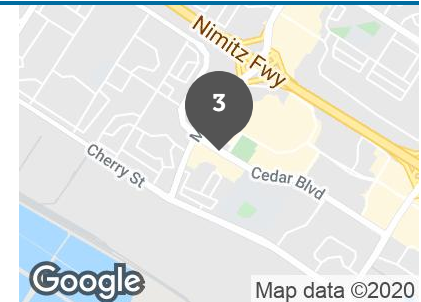
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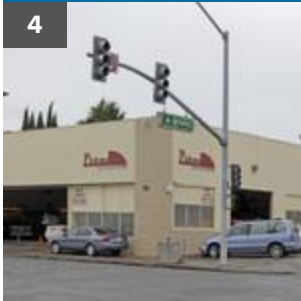
## Pep Boys / Newmark Auto Service

39165 Cedar Blvd | Newark, CA 94560

<b>Sale Price:</b>	\$2,500,000	<b>Occupancy:</b>	100%	<b>Closed:</b>	04/13/2018
<b>CAP:</b>	7.50%	<b>Price PSF:</b>	\$500.00	<b>Building SF:</b>	5,000 SF
<b>Year Built:</b>	1993	<b>Lot Size:</b>	0.46 Acres		



4



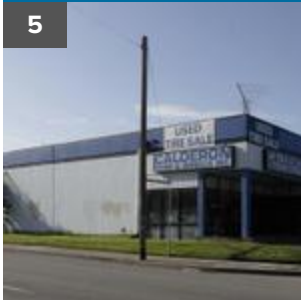
## Auto Repair

22484 Mission Blvd | Hayward, CA 94541

<b>Sale Price:</b>	\$1,795,000	<b>Closed:</b>	02/07/2020	<b>Price PSF:</b>	\$278.73
<b>Building SF:</b>	6,440 SF	<b>Year Built:</b>	1958	<b>Lot Size:</b>	0.2 Acres



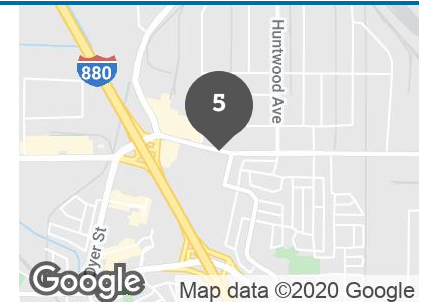
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## Auto Repair

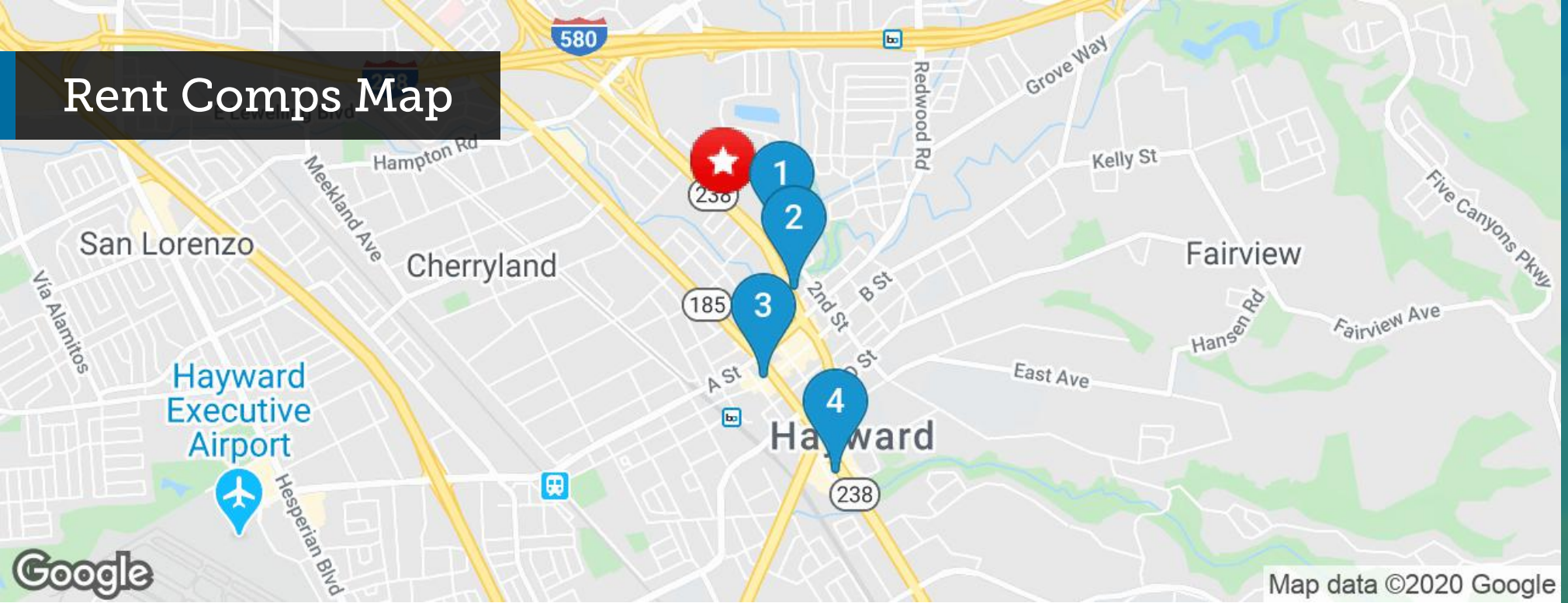
2416 Whipple Rd | Hayward, CA 94544

<b>Sale Price:</b>	\$1,980,000	<b>Closed:</b>	02/21/2019	<b>Price PSF:</b>	\$278.44
<b>Building SF:</b>	7,111 SF	<b>Year Built:</b>	1981	<b>Lot Size:</b>	0.36 Acres





# Rent Comps Map



## Subject Property

21756-21758 Foothill Blvd | Hayward, CA 94541



1

### 22284-22318 Foothill Blvd

Hayward, CA  
94541



3

### 846-866 B St

Hayward, CA  
94541



2

### 22380-22398 Foothill Blvd

22380-22398 Foothill Blvd  
Hayward, CA 94541



4

### 24087 Mission Blvd

Hayward, CA  
94544



# Rent Comps

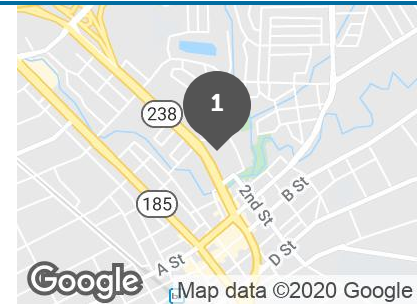


1

## 22284-22318 Foothill Blvd

Hayward, CA 94541

<b>Lease Rate:</b>	\$24.00 SF/YR	<b>Lease Type:</b>	NNN	<b>Space Size:</b>	1,413 SF
<b>Year Built:</b>	1982	<b>Bldg Size:</b>	60,000 SF	<b>Lot Size:</b>	0 Acres



2

## 22380-22398 Foothill Blvd

22380-22398 Foothill Blvd | Hayward, CA 94541

<b>Lease Rate:</b>	\$15.00 SF/YR	<b>Lease Type:</b>	NNN	<b>Space Size:</b>	13,370 SF
<b>Year Built:</b>	1958	<b>Bldg Size:</b>	51,494 SF	<b>Lot Size:</b>	0.7 Acres
<b>Lease Term:</b>	60 months				



Owners occupy 30% of the building and are doing a sale leaseback. It is being advertised as 20% below market rate.

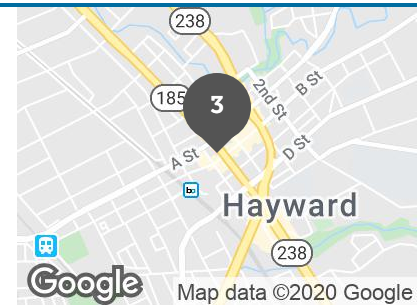


3

## 846-866 B St

Hayward, CA 94541

<b>Lease Rate:</b>	\$27.00 SF/YR	<b>Lease Type:</b>	NNN	<b>Space Size:</b>	2,526 SF
<b>Year Built:</b>	1920	<b>Bldg Size:</b>	4,192 SF	<b>Lot Size:</b>	0 Acres
<b>Lease Term:</b>	120 months	<b>No. Units:</b>	2		





# Rent Comps

4



## 24087 Mission Blvd

Hayward, CA 94544

**Lease Rate:** \$23.40 SF/YR

**Year Built:** 1968

**Lease Term:** 60 months

**Lease Type:** NNN

**Bldg Size:** 5,053 SF

**Space Size:** 5,053 SF

**Lot Size:** 0 Acres



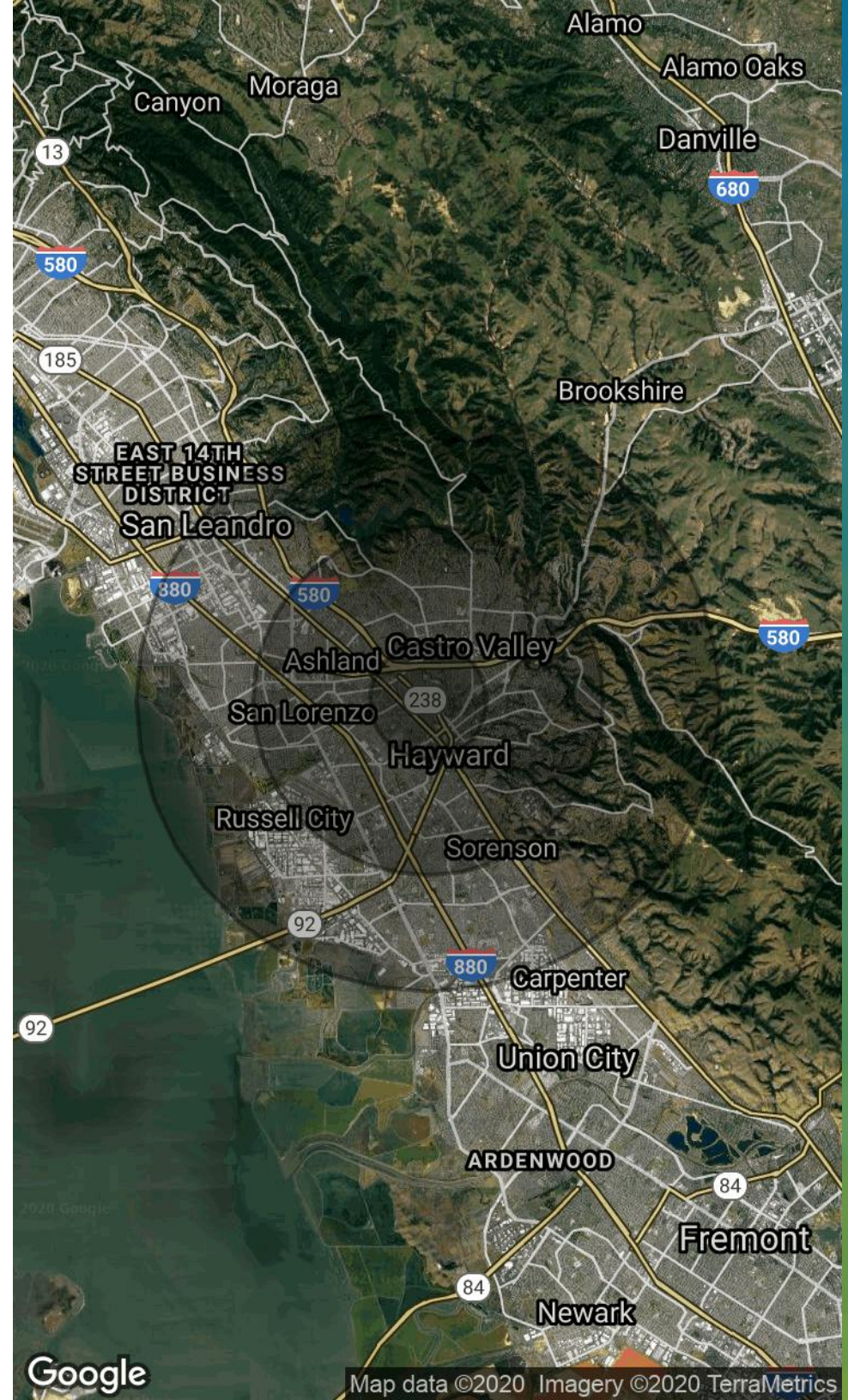


# Demographics Map & Report

Population	1 Mile	3 Miles	5 Miles
Total Population	25,044	210,924	360,988
Average age	37.4	35.1	36.0
Average age (Male)	36.7	34.4	35.1
Average age (Female)	37.7	35.5	36.6

Households & Income	1 Mile	3 Miles	5 Miles
Total households	10,191	72,027	120,455
# of persons per HH	2.5	2.9	3.0
Average HH income	\$81,365	\$96,897	\$101,419
Average house value	\$479,624	\$519,235	\$523,706

\* Demographic data derived from 2010 US Census







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