

OFFERING MEMORANDUM

# FOR LEASE OR SALE



## 200 SHORELINE HIGHWAY

### Gateway to Mill Valley

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MILL VALLEY, CALIFORNIA

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# Property Overview

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# Executive Summary

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Formerly home to the iconic Dipsea Café, this ±5,643 SF building is being delivered vacant, providing buyers and tenants with a unique opportunity to reimagine one of Southern Marin's most recognizable properties.

Positioned in the heart of Tam Junction, Mill Valley's fastest-growing creative district, the property sits among some of the Bay Area's most buzzworthy local concepts including Proof Lab, Hook Fish Co., and The Junction / Pizza Hacker. Over the past few years, Tam Valley has transformed into a vibrant destination where food, lifestyle, and community intersect, drawing consistent traffic from locals and regional visitors alike.

The site offers exceptional visibility along Shoreline Highway (Hwy 1), immediate access to Highway 101, and a generous on-site parking lot. Flexible floor plates and zoning allow for a wide range of potential uses, including restaurant, retail, showroom, or creative office.

Whether acquired as an owner-user, repositioned by an investor, or leased by a visionary operator, 200 Shoreline Highway represents a blank canvas in one of the Bay Area's most dynamic submarkets, with demand fueled by Mill Valley's strong demographics and the growing cultural cachet of Tam Junction.



±5,643 SF



CLASS A  
LOCATION



VACANT



SHELL  
CONDITION



# Property Highlights

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200 Shoreline Highway is a ±5,643 SF freestanding commercial building located in the heart of Mill Valley's Tam Junction district. The property is being delivered completely vacant, offering a rare opportunity for an owner-user, investor, or tenant to establish a flagship presence in Southern Marin.

Strategically positioned at the intersection of Highway 1 and Highway 101, the building benefits from exceptional visibility, prominent signage opportunities, and high daily traffic counts. With a generous onsite parking lot and flexible floor plates, the property can readily accommodate a variety of potential uses including restaurant, retail, showroom, or creative office.

The surrounding submarket has seen steady growth as Tam Junction has become a heavily trafficked crossroads for Mill Valley, Muir Beach, Stinson Beach, and San Francisco commuters. This, combined with Marin County's affluent demographics, strong barriers to entry, and limited commercial inventory, makes 200 Shoreline a uniquely positioned asset for both investors and occupiers.



**NEW ROOF**



**NEW STUCCO**



**NEW DOORS**



**ASKING PRICE  
UPON REQUEST**





## PROPERTY OVERVIEW

ADDRESS	200 Shoreline HWY, Mill Valley, CA 94941
YEAR BUILT	1962
NET RENTABLE AREA (RSF)	±5,643 SF
LOT SIZE	±14,040 SF
NUMBER OF STORIES	1
PARKING	On-Site
POWER	600 AMPS
LEASE RATE	\$4.07 PSF NNN
ZONING	<a href="#">CD - Planned Commercial</a>



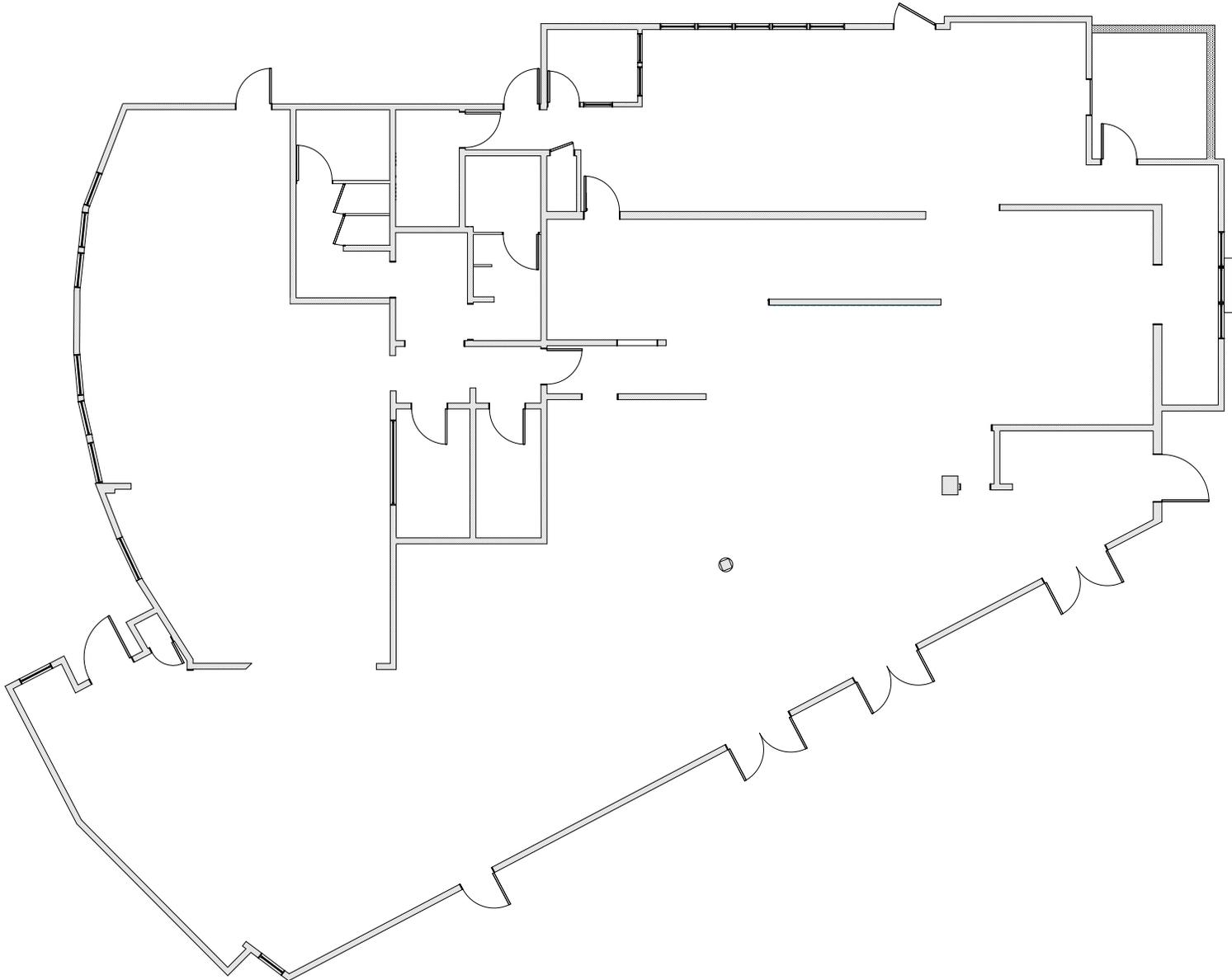
# Property Photos

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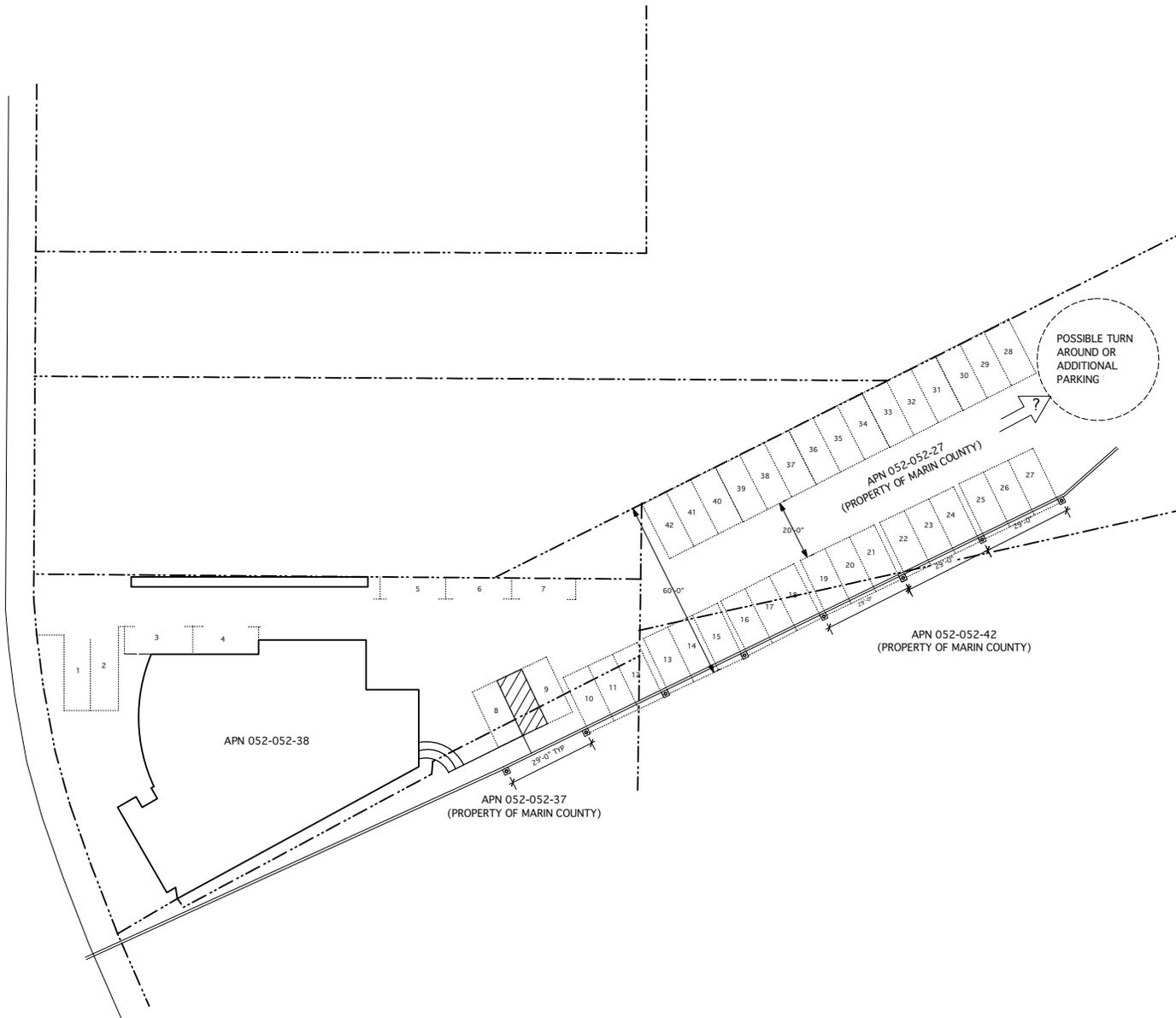


# Floor Plan

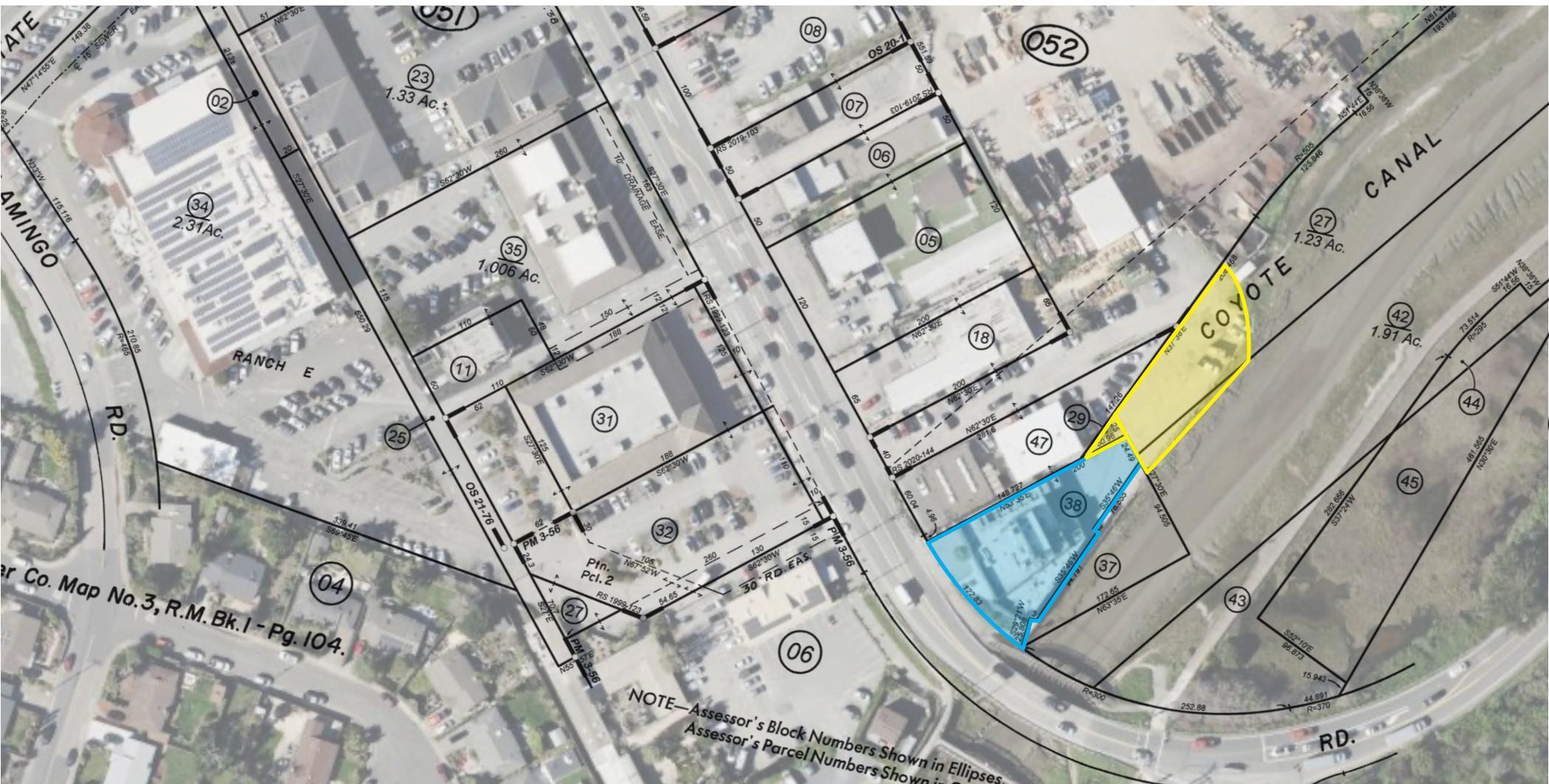
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# Parking Map



# Parcel Map



APN # 052-052-38

PARKING



# Location Overview

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# Tam Valley

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At the southern gateway to Mill Valley, Tam Valley has quickly emerged as one of Marin County's most dynamic and creative commercial districts. Anchored by local favorites like Proof Lab, Hook Fish Co., and The Junction / Pizza Hacker, the neighborhood has evolved into a vibrant hub where food, culture, and lifestyle intersect.

Strategically positioned at the convergence of Highway 1 and Highway 101, Tam Junction serves as the natural crossroads between Mill Valley, San Francisco, and West Marin destinations such as Muir Woods and Stinson Beach. This unique positioning drives consistent daily traffic from commuters, locals, and tourists alike, fueling strong demand for retail, restaurant, and experiential concepts.

The area has become known for its eclectic, community focused businesses that attract a wide range of patrons from surfers and outdoor enthusiasts to families and professionals. With limited available inventory and Marin County's high barriers to entry, Tam Valley offers a rare opportunity to establish a presence in a submarket that continues to gain momentum as a go-to destination in Southern Marin.

Learn more about Tam Valley:  
[www.cityofmillvalley.org](http://www.cityofmillvalley.org).



# Amenities Map



## FOOD/BEVERAGE

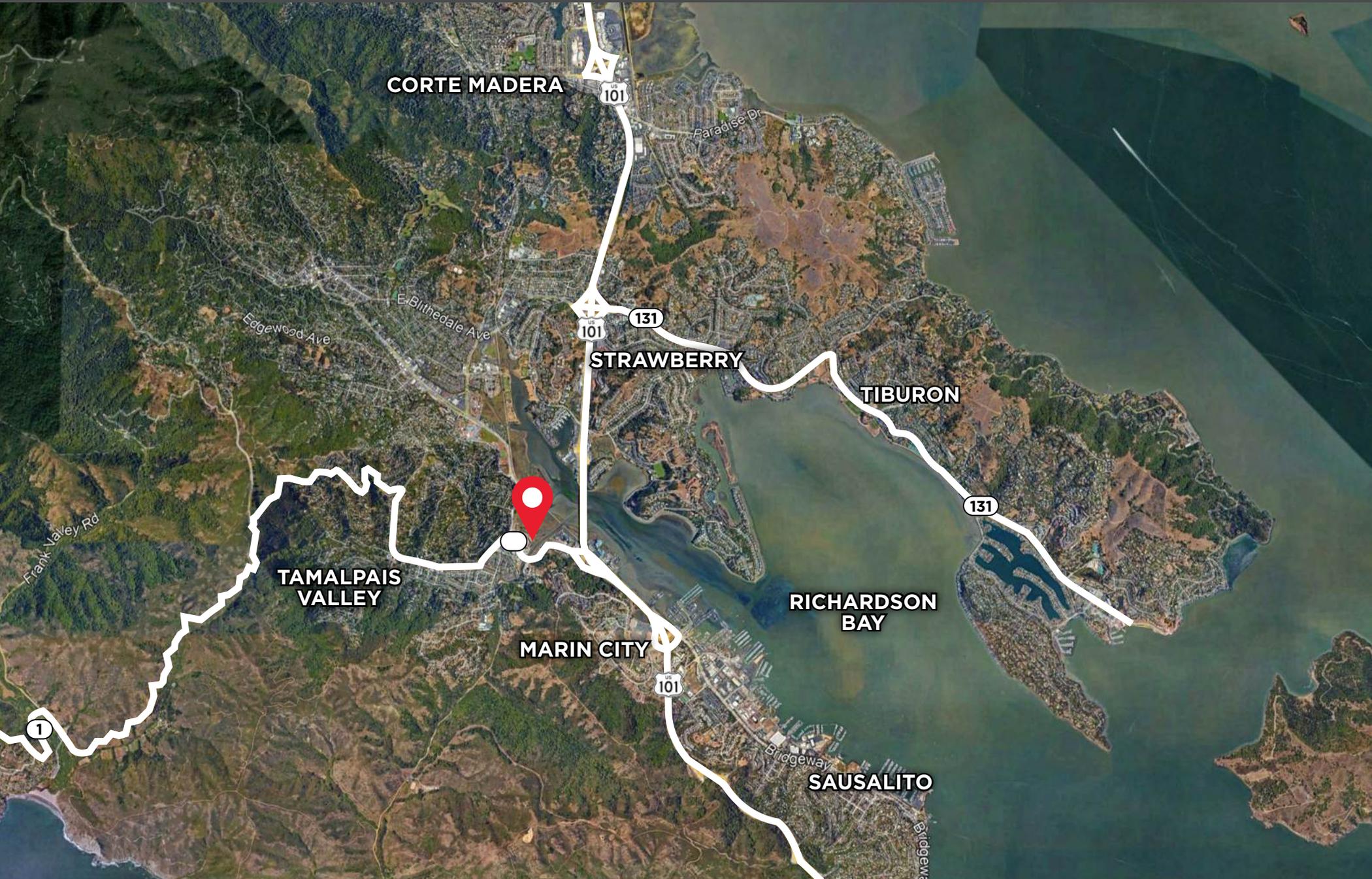
- 1 Bob's Donuts
- 2 Bahn Mi Zon
- 3 Hook Fish Co.
- 4 Equator Coffees
- 9 The Junction Beer Garden
- 11 The Yard
- 12 Tam Junction/Pizza Hacker
- 16 Cafe del Soul
- 17 Shang Hai Kitchen
- 18 Domino's Pizza

## RETAIL/FITNESS

- 5 HQ Fuels
- 6 Martin Brothers Supply
- 7 Good Earth Natural Foods
- 8 SF Running Company
- 10 Walgreens
- 13 Alpha Dog Lodging
- 14 Proof Lab Surf Shop
- 15 Studio Thirty
- 19 Roco Dance & Fitness
- 20 Xtracycle Bicycle Store

# Regional Map

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# Market Overview

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# Sales Comps



## 270 Miller Ave

Submarket	Mill Valley, CA
Sale Date	8/22/25
RBA	± 4,800 SF
Sale Price	\$3,372,000
PPSF	\$702.50



## 85-87 E Blithedale Ave

Submarket	Mill Valley, CA
Sale Date	2/5/2024
RBA	± 3,213 SF
Sale Price	\$2,100,000
PPSF	\$653.59



## 374 Miller Ave

Submarket	Mill Valley, CA
Sale Date	4/8/2022
RBA	± 4,692 SF
Sale Price	\$3,700,000
PPSF	\$788.58



## 60 Throckmorton Ave

Submarket	Mill Valley, CA
Sale Date	9/27/2022
RBA	± 5,072 SF
Sale Price	\$3,500,000
PPSF	\$690.06



## 32 Miller Ave

Submarket	Mill Valley, CA
Sale Date	11/28/2022
GLA	± 2,950 SF
Sale Price	\$3,165,000
PPSF	\$1,072.88



## 71 Throckmorton Ave

Submarket	Mill Valley, CA
Sale Date	4/25/2022
RBA	± 2,580 SF
Sale Price	\$2,550,000
PPSF	\$988.37



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# Debt Service Overview

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SBA 504 Loan Sample Structure

Prepared for: [Cushman & Wakefield](#)  
 Property Address: [200 Shoreline Highway Mill Valley](#)  
 Date Prepared: [8/28/2025](#)

Project Details			
Purchase Price	\$4,000,000	Property Address	200 Shoreline Highway Mill Valley
Improvements		Building Size (s.f.)	5,343
		Price Per Sq. Ft.	\$748.64
Total Project Cost	\$4,000,000		

SBA 504 Financing Structure							
Source of Funds	% of Total Project	Amount	Rate	Amortization	Maturity	Monthly Payment	
Bank (1st)	50%	\$2,000,000	6.45%	25	25	\$13,442	
SBA (2nd)*	40%	\$1,639,000	6.23%	25	25	\$10,792	
Down Payment	10%	\$400,000					
* Includes financed SBA fee of		\$39,000					
						Total Monthly Payment	\$24,233
						Total Payment PSF	\$4.54

Monthly Ownership Costs		Out of Pocket Costs	
Mortgage Payments	\$ 24,233	Down Payment	\$400,000
Insurance & Property Tax	\$ 4,333	Estimated Bank Fees	\$20,000
Total Monthly Cash Outlay: \$ 28,567		Appraisal & Environmental Reports	\$5,800
Average Principal Paydown Benefit: \$ (5,122)			
Total <b>Effective</b> Monthly Costs: \$ 23,445		Total Out of Pocket Costs	\$425,800

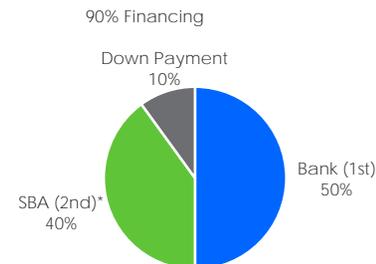
Assumptions

The following assumptions were used for this scenario, and can be modified if there are any specific values you would like to use.

- Bank rate, terms, and fees are estimates and vary depending on lender.
- SBA fee is 2.15% of the SBA loan amount plus a \$3,500 attorney flat fee and \$1,000 documentation fee. These fees are financed.
- The current SBA rate is used here. Actual rate is set at debenture sale at time of funding.
- All costs and expenses are estimates. This breakdown does NOT include Title & Escrow Closing Costs, which are additional Out of Pocket Costs.
- Bank Fees are estimated at 1% of bank loan amount
- Insurance & Property Tax estimated at 1.3% of purchase price.
- Effective cost of ownership is Total Monthly Payment less annual Principal paydown.

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# Confidential Offering Memorandum Disclaimer

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This Confidential Offering Memorandum (“Memorandum”) is being delivered subject to the terms of the “Confidentiality Agreement”) signed by you and constitutes part of the Confidential Information (as defined in the Confidentiality Agreement). It is being given to you for the sole purpose of evaluating the possible investment in 200 Shoreline Highway, Mill Valley, CA (the “Project”), and is not to be used for any other purpose or made available to any other party without the prior written consent of the Seller, or its exclusive broker, Cushman & Wakefield. This Memorandum was prepared by Cushman & Wakefield based primarily on information supplied by Seller. It contains select information about the Project and the real estate market but does not contain all the information necessary to evaluate the Project. The financial projections contained herein (or in any other Confidential Information) are for general reference only. They are based on assumptions relating to the overall economy and local competition, among other factors. Accordingly, actual results may vary materially from such projections. Various documents have been summarized herein to facilitate your review; these summaries are not intended to be a comprehensive statement of the terms or a legal analysis of such documents. While the information contained in this Memorandum and any other Confidential Information is believed to be reliable, neither Cushman & Wakefield nor Seller guarantees its accuracy or completeness. Because of the foregoing and since the investment in the Project is being offered on an “As Is, Where Is” basis, a prospective investor or other party authorized by the prospective investor to use such material solely to facilitate the prospective purchaser’s investigation, must make its independent investigations, projections and conclusions regarding the investment in the Project without reliance on this Memorandum or any other Confidential Information. Although additional Confidential Information, which may include engineering, environmental or other reports, may be provided to qualified parties as the marketing period proceeds, prospective purchasers should seek advice from their own attorneys, accountants, engineers and environmental experts. Neither Cushman & Wakefield nor Seller guarantees the accuracy or completeness of the information contained in this Memorandum or any other Confidential Information provided by Cushman & Wakefield and Seller. Seller expressly reserves the right, at its sole discretion, to reject any offer to invest in the Project or to terminate any negotiations with any party at any time with or without written notice. Seller shall have no legal commitment or obligations to any prospective investor unless and until a written sale agreement has been fully executed, delivered and approved by Seller and any conditions to Seller’s obligations thereunder have been satisfied or waived. Seller has retained Cushman & Wakefield as its exclusive broker and will be responsible for any commission due to Cushman & Wakefield in connection with a transaction relating to the Project pursuant to a separate agreement. Cushman & Wakefield is not authorized to make any representation or agreement on behalf of Seller. Each prospective investor will be responsible for any claims for commissions by any other broker in connection with an investment in the Project if such claims arise from acts of such prospective investor or its broker. This Memorandum is the property of Seller and all parties approved by Seller and may be used only by parties approved by Seller. No portion of this Memorandum may be copied or otherwise reproduced or disclosed to anyone except as permitted under the Confidentiality Agreement.