



STARBUCKS®

NEW STORE
INVESTMENT GRADE TENANT
10 YEAR LEASE W/ 10% ESCALATION IN YEAR 6

788 S MAIN ST
WILLITS, CA 95490



Marcus & Millichap
NNN DEAL GROUP

OFFERING MEMORANDUM

ACTUAL SITE

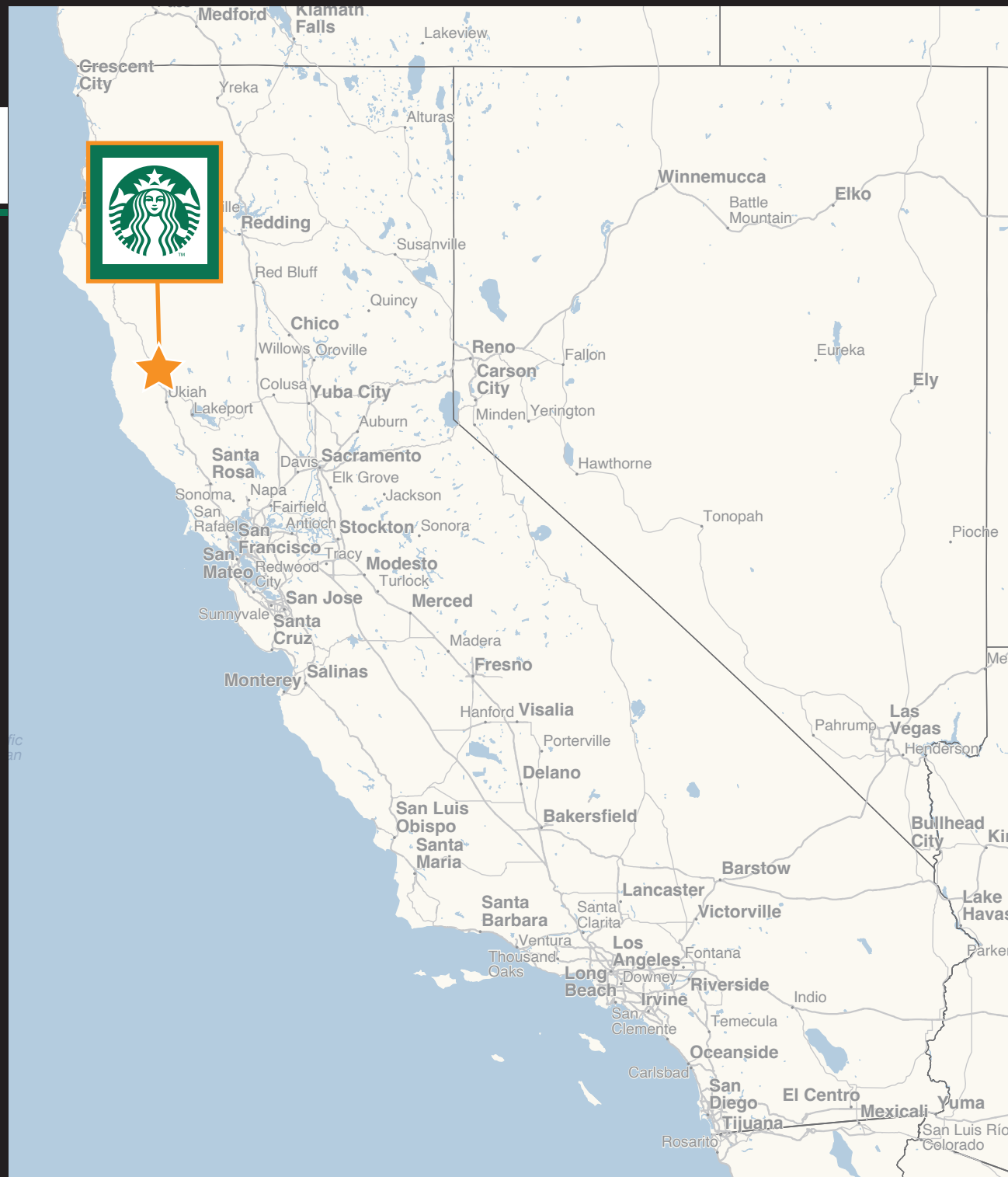
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STARBUCKS®

INVESTMENT SUMMARY

788 S MAIN ST, WILLITS, CA 95490

PRICE: \$3,177,570

CAP: 5.35%

RENT: \$170,000

OVERVIEW

PRICE	\$3,177,570
GROSS LEASABLE AREA (GLA)	2,773 SF
LOT SIZE	0.46 Acres
NET OPERATING INCOME	\$170,000
YEAR RENOVATED	2024

LEASE ABSTRACT

LEASE TYPE	NNN
BASE TERM	10 Years
STORE OPENING	10/1/2024
RENEWAL OPTIONS	5x5
INCREASES	10% Every 5 Years
LANDLORD OBLIGATION	Roof, Structure, Parking Lot Replacement

ANNUALIZED OPERATING DATA

BASE TERM	ANNUAL RENT
Years 1-5	\$170,000
Year 6-10	\$187,000
Option 1	\$205,700
Option 2	\$226,270
Option 3	\$248,897
Option 4	\$273,786
Option 5	\$301,164



ACTUAL SITE

INVESTMENT HIGHLIGHTS



PRIME PASSIVE INVESTMENT OPPORTUNITY

Limited landlord responsibilities, tenant oversees all property management directly



BRAND NEW 10 YEAR LEASE

Long term lease featuring regular 10% rent increases every 5 years, with no kick-out clause



NEWLY RENOVATED BUILDING

Extensive renovations specifically suited for a Starbucks Drive-Thru, the only one in Willits



INVESTMENT GRADE TENANT

Strong corporate guarantee from the largest coffee company in the world



HIGHLY VISIBLE CORNER LOCATION

Well-positioned at the busy, signalized intersection of the two most traveled streets in the area



DESIRABLE CALIFORNIA REAL ESTATE

Willits is a popular tourist destination and is known as “The Heart of Mendocino County” and “The Gateway to the Redwoods”





ACTUAL SITE



WILLITS GUNS AND AMMO
LITTLE JOHN'S
PETER'S SUSHI & CHINESE HOUSE



SPACETIME
GARDEN CENTER



AZTEC GRILL

WILLITS GUNS AND AMMO

EARTHS TREASURES

True Value

20

S MAIN ST - 23,500 VPD
FORT BRAGG - WILLITS RD - 6,000 - VPD

TAQUERIA JALOS

Redwood MARKET

DS DETAILS

SAFeway

PAPA MURPHY'S
TAKE 'N BAKE PIZZA

PROTO PIPE LLC



DOLLAR TREE

O'Reilly AUTO PARTS

SUBWAY

cricket

TACO BELL

SLAM DUNK PIZZA

GROCERY OUTLET

LUMBERJACKS

WILLITS GUNS AND AMMO

LITTLE JOHN'S

PETER'S SUSHI & CHINESE HOUSE

Unique Boutique

WILLS RENTAL CENTER

TAQUERIA RAMIREZ



WILLITS HIGH SCHOOL

MCDONALD'S

LUMBERJACK'S RESTAURANT

THE BAD HABIT GRILL

AUTHORIZED RETAILER

WILLITS POWER RENTALS

PROTO PIPE LLC

FORT BRAGG - WILLITS RD - 6,000 VPD

N MAIN ST

BIG DADDY

THE BIG LITTLE + GARDEN SUPPLY

MENDOCINO MATERIALS

KURE WELLNESS

WILLITS GUNS AND AMMO

ACE

100 YEARS OF HELPFUL

S MAIN ST - 23,500 VPD

BURGER KING

True Value

SPARETIME

GARDEN CENTER

METALFX

SAFEMAY

PAPA MURPHY'S

TAKE 'N BAKE PIZZA

SPARETIME SUPPLY DISTRIBUTION

MENDOCINO COLLEGE NORTH COUNTY CENTER

EL CHICANO RESTAURANT

101 TRAILER AND RV SUPPLY

WILLITS CHARTER SCHOOL

BREWED AWAKENING

BODY WORKS GYM

LES SCHWAB TIRE CENTER

LA SICILIANA RESTAURANT & PIZZERIA

ADRIS SALON

CARSTAR YOKUM'S BODY SHOP

HAPPY DONUTS WILLITS

TAQUERIA MARIA

NORTHWEST SPORTING GOODS

CRYSTAL CAR WASH

WINDSOR MILL

101

HWY 101 - 6,325 - VPD

RR

WEDDINGS & EVENTS

est. 1992

101

TENANT SUMMARY

STARBUCKS

Starbucks is an American based multinational chain of coffeehouses and roaster reserves. Famously based in Seattle's Pike Place Market and founded in 1971, the corporate coffee roaster now comprises more than 36,000 retail locations in over 80 global markets. The company was incorporated in 1985 to become the publicly traded Starbucks Corporation. Today, Starbucks is the largest coffeehouse company in the world.

The company's growth is bolstered by its low turnover of stores and its innovation. Starbucks provides an experience that changed how much of the world thought about coffee shops and how many of us drink coffee outside of our homes. The company was even able to shrug off a difficult year of trading to exceed its pre-pandemic earnings.

Starbucks is proud to be recognized by Fortune on their 2023 World's Most Admired Companies list, keeping the #1 spot in the Food Services industry for more than two decades.



Headquarters

SEATTLE, WA



Year Founded

1971



Locations

36,000+
in 80 Countries



Fortune 500 Ranked

#116



S&P Rating

BBB+

Investment Grade



2023 Revenue

\$36 BIL

SITE PLAN



LOCATION OVERVIEW

WILLITS, CA - GATEWAY TO THE REDWOODS

Located in Northern California along the vital Highway 101 corridor, Willits is a vibrant small town known as the “Gateway to the Redwoods.” It offers a unique blend of natural beauty and small-town charm. Surrounded by majestic redwood forests, Willits attracts both tourists and residents with its outdoor recreational opportunities, including hiking, camping, and fishing.

As the home of the famous Skunk Train, which takes visitors on scenic tours through the redwoods, Willits combines a rich history with a growing local economy. With convenient access to both the coast and inland destinations, the town serves as a strategic hub for businesses catering to travelers and locals alike.

Affordable real estate, a welcoming community, and proximity to major highways make Willits an attractive destination for investors, businesses, and families looking for a mix of rural and commercial opportunities, making it a prime location for investors seeking long-term returns in a growing market.



DEMOGRAPHICS / WILLITS, CALIFORNIA

POPULATION	1 MILE	3 MILES	5 MILES
2028 Projection	4,809	9,372	13,340
2023 Estimate	4,817	8,809	12,420
Growth 2023 - 2028	-0.16%	6.39%	7.41%
2010 Census	4,776	8,298	11,514
2020 Census	4,817	8,633	12,312
Growth 2010 - 2020	0.85%	4.04%	6.94%

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2028 Projections	1,967	3,742	5,416
2023 Estimate	1,961	3,507	5,019
Growth 2023 - 2028	0.28%	6.70%	7.91%
2010 Census	1,886	3,231	4,549
2020 Census	1,960	3,361	4,772
Growth 2010 - 2020	3.97%	4.02%	4.90%

2023 EST. HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
\$200,000 or More	2.42%	3.56%	3.77%
\$150,000 - \$199,999	1.68%	2.90%	3.44%
\$100,000 - \$149,999	9.61%	11.02%	12.22%
\$75,000 - \$99,999	16.65%	15.40%	15.29%
\$50,000 - \$74,999	19.06%	18.70%	19.01%
\$35,000 - \$49,999	12.56%	12.74%	12.54%
\$25,000 - \$34,999	9.47%	9.66%	10.11%
\$15,000 - \$24,999	11.41%	11.38%	10.15%
\$10,000 - \$14,999	9.39%	7.81%	7.25%
Under \$9,999	7.76%	6.83%	6.22%
2023 Est. Average Household Income	\$62,940	\$69,408	\$72,829
2023 Est. Median Household Income	\$49,303	\$51,917	\$54,407
2023 Est. Per Capita Income	\$25,836	\$27,801	\$29,551

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
2023 Estimated Population by Age	4,817	8,809	12,420
Under 4	6.2%	5.5%	5.0%
5 to 14 Years	14.2%	12.8%	12.3%
15 to 17 Years	4.5%	4.1%	3.7%
18 to 19 Years	2.4%	2.3%	2.1%
20 to 24 Years	6.1%	5.5%	4.9%
25 to 29 Years	6.0%	5.4%	5.2%
30 to 34 Years	5.9%	5.5%	5.5%
35 to 39 Years	6.4%	6.2%	6.3%
40 to 49 Years	12.1%	11.9%	11.9%
50 to 59 Years	11.3%	11.6%	11.7%
60 to 64 Years	6.4%	6.9%	7.2%
65 to 69 Years	5.7%	6.8%	7.4%
70 to 74 Years	5.7%	6.7%	7.4%
Age 75+	7.2%	8.9%	9.4%
2023 Median Age	38.8	42.2	43.9

2023 Population 25 + by Education Level	1 MILE	3 MILES	5 MILES
Elementary (0-8)	3.209	6,152	8,932
Some High School (9-11)	3.49%	3.91%	3.13%
High School Graduate (12)	11.88%	10.95%	9.42%
Some College (13-15)	25.58%	24.66%	24.46%
Associates Degree Only	28.63%	29.09%	29.52%
Bachelors Degree Only	11.31%	10.21%	9.77%
Graduate Degree	7.99%	10.36%	12.41%
	9.24%	8.69%	9.44%

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