

REPRESENTATIVE PHOTO



MONARCH
COMMERCIAL ADVISORS



ABSOLUTE NNN CORPORATE DUTCH BROS

WILLIAMS, CA

Absolute NNN Brand New Construction Double Drive Thru Dutch Bros Along Busy I-5



LEAD BROKERS

Dave Lucas

(925) 744-5217

dave@monarchcommercial.com

CA DRE# 01389761

NV RED# 10011411

Brandon Norton

(480) 269-3154

brandon@monarchcommercial.com

CA DRE#: 01985777

ADRE: BR710308000



MONARCH
COMMERCIAL ADVISORS

This information in this Offering Memorandum has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.



REPRESENTATIVE PHOTO



Brand new 2025 construction Dutch Bros Coffee with double drive-thru lanes situated just off high traffic Interstate-5 in Northern California. Surrounded by national retailers as well as local businesses with regional draw.

Price	\$3,263,000
Cap Rate	4.75%
NOI	\$155,000
Lease Type	Absolute NNN
Leasable Area	1,850 SF
Land Area	0.55 AC
Year Built	2025

480 E ST, WILLIAMS, CA 95987 





WHY INVEST

Brand-New Construction with Premier Design

This Dutch Bros was rebuilt to exacting corporate standards from a former Burger King, resulting in a modern, highly efficient drive-thru asset. At 1,850 square feet—nearly twice the size of a typical Dutch Bros—this site offers additional capacity, including a walk up window. The property features a double drive-thru with escape lane, built to handle high stacking volumes and maximize throughput, ensuring operational efficiency and strong sales performance.

Corporate Lease with Strong Credit The property is backed by a corporate lease with Dutch Bros Coffee, one of the fastest-growing quick-service beverage brands in the United States. Dutch Bros has never closed a location, underscoring its exceptional tenant stability and consistent demand across all markets. With a fee simple, absolute triple-net (NNN) structure, this asset provides investors with secure, long-term cash flow and minimal management responsibilities.

Strategic Location at Interstate 5 and Highway 20

Positioned at the crossroads of I-5 and Highway 20, the site benefits from excellent accessibility and visibility to both local residents and regional travelers. This high-traffic corridor connects Sacramento, the Bay Area, and Northern California, capturing steady demand from commuters, agricultural professionals, and tourists alike. Dutch Bros also welcomed the opportunity to directly compete with Starbucks across the street, a sign of confidence in the site's long-term viability.

Agricultural Wealth and Strong Demographics

Williams is a hub of California's agricultural economy, located at the northern tip of the Bay Area and Sacramento Valley farming communities. The region is home to high-income households supported by farming, ranching, and agribusiness, while nearby Clear Lake acts as a regional draw and recreational destination. This combination of steady local affluence and seasonal tourism creates a robust customer base for coffee and beverage sales.

Proven Developer & Institutional-Quality Build

The property was redeveloped by a trusted, premier Dutch Bros development partner, ensuring high-quality construction and long-term durability. Investors benefit from modern infrastructure, efficient design, and the brand's commitment to this location, which positions the property as a best-in-class single-tenant asset within the quick-service retail sector.

Expanding Tenant with Industry-Leading Sales

Dutch Bros continues its rapid national expansion, driven by a loyal customer base and strong per-store performance. The brand consistently generates high unit sales and continues to grow its market share in both established and emerging markets. With its corporate guarantee, high-volume drive-thru design, and commitment to growth, this Dutch Bros location offers investors the rare opportunity to own a best-in-class net lease asset in a proven Northern California market.



Dutch Bros to Lean on Culture and Data to Hit 2,000 Locations by 2029

QSR Magazine | March 28, 2025

It took Dutch Bros 33 years to reach 1,000 locations.

The brand now bets it can do the same pace in just four years.

The third-largest U.S. coffee chain announced Thursday that it plans to reach 2,029 shops in 2029. To do that, Dutch Bros would have to average more than 200 shop openings between 2025 and 2029, far above what it's ever done.

Dutch Bros also increased its total addressable market to more than 7,000 U.S. locations, up from 4,000 at the time of its IPO in 2021. The company's 18 existing states alone could support approximately 3,500 shops.

The chain opened 151 new locations in 2024 and the plan is to open at least that many this year as well. That includes five new states—Louisiana, Georgia, South Carolina, Indiana, and Ohio. As of mid-Q1 2025, Dutch Bros has already opened 27 new shops. Three more are expected to open before the quarter ends. Same-store sales increased 4.6 percent through March 24.

Leading the charge is chief development officer Brian Cahoe, who has 25 years of experience and previously worked at KFC U.S. The brand, which primarily grows through company-owned stores, is also backed by a pipeline of operators ready to lead shops.

[Read the Full Article](#)



Dutch Bros' same-store sales lifted 5.3 percent in 2024 and adjusted EBITDA increased 44 percent. Systemwide AUV rebounded to \$2 million after a dip in 2023, thanks to improved market planning and more media spend to boost awareness. The company's new stores are outperforming prior cohorts. Locations opened in 2024 delivered first-year sales 20 percent higher than 2023's class. Dutch Bros is now targeting a second-year AUV of \$1.8 million.



		CURRENT
Price		\$3,263,000
Capitalization Rate		4.75%
Building Size (SF)		1,850
Lot Size (SF)		0.55
Stabilized Income	\$/SF	
Scheduled Rent	\$83.78	\$155,000
EXPENSES	\$/SF	
Taxes	NNN	\$0.00
Insurance	NNN	\$0.00
CAM	NNN	\$0.00
Total Operating Expenses	NNN	\$0.00
Net Operating Income		\$155,000



FINANCING

Financing is available on the subject property. Please contact agent for details.

LEASE NOTES

Absolute NNN lease with zero landlord maintenance responsibilities.

Tenant Info		Lease Terms				Rent Schedule			
Tenant Name	SQ. FT.	Term Years				Monthly Rent	Annual Rent	Rent/Ft	Increases
Dutch Bros	1,850	12/01/25 11/30/40				12,917	\$155,000	\$83.78	
		Increase	Yr 6-10	12/01/30	11/30/35	14,208	\$170,500	\$92.16	10.0%
		Increase	Yr 11-15	12/01/35	11/30/40	15,629	\$187,550	\$101.38	10.0%
		Option 1	Yr 16-20	12/01/40	11/30/45	17,192	\$206,305	\$111.52	10.0%
		Option 2	Yr 21-25	12/01/45	11/30/50	18,911	\$226,935	\$122.67	10.0%
		Option 3	Yr 26-30	12/01/50	11/30/55	20,802	\$249,629	\$134.93	10.0%
		(4 - 5 Year Options)	Option 4	Yr 31-35	12/01/55	11/30/60	22,883	\$274,592	\$148.43
TOTALS:	1,850					\$12,917	\$155,000	\$83.78	



Buyer must verify all information and bears all risk for any inaccuracies.



THE FASTEST-GROWING COFFEE CHAIN IN THE UNITED STATES

Dutch Bros Coffee is one of the fastest-growing drive-thru coffee chains in the U.S., known for its energetic customer service, customizable drinks, and loyal fan base. Founded in 1992 in Grants Pass, Oregon, Dutch Bros has expanded to **over 1,045 locations across 18 states, with plans for continued aggressive growth**. The company went public in 2021 under the ticker symbol BROS on the NYSE and is headquartered in Phoenix, Arizona.

Dutch Bros offers a diverse menu, with approximately 50% of offerings centered on coffee-based beverages, 25% on energy drinks, and the remaining 25% comprising teas, smoothies, specialty drinks, and food, all delivered with a strong focus on speed, friendly service, and community connection. Its unique business model focuses on drive-thru convenience and freestanding buildings with small footprints, making it a highly efficient and desirable tenant. **In 2024, Dutch Bros reported total revenues grew 32.6% to \$1.28 billion** as compared to \$965.8 million in 2023, with same-shop sales growth and store-level profitability across both new and existing markets.

Looking ahead to 2025, **Dutch Bros projects total revenues between \$1.555 billion and \$1.575 billion**, reflecting its continued rapid growth. The company also **expects to open at least 160 new shops** during the year, further expanding its national footprint and market presence.

\$1.28B

ANNUAL REVENUE FOR FISCAL YEAR 2024

1,045+

LOCATIONS IN 18 STATES

32.6%

TOTAL REVENUE GROWTH FROM FY 2023 TO FY 2024

BROS

NYSE TICKER SYMBOL





PROPERTY
DATA

1,850
Rentable SF

0.55
Acres

15
Parking Spaces

LEGEND


Property
Boundary


Egress





UNDERGONIG REDEVELOPMENT

This property is currently being redeveloped into a brand-new double drive-thru Dutch Bros, designed to maximize convenience and efficiency for customers. Featuring a sleek, modern exterior with bold branding and twin tower elements, the building will accommodate high-volume traffic flow with two dedicated drive-thru lanes, reducing wait times and enhancing customer experience.

Strategically designed for quick service and visibility, this redevelopment represents a strong addition to the area's retail mix and highlights the continued growth of one of the most in-demand quick service coffee brands in the country.



SUBJECT PROPERTY RENDERING



SUBJECT PROPERTY PRIOR TO REDEVELOPMENT - SOLD BY MONARCH COMMERCIAL ADVISORS IN 2025



SUBJECT PROPERTY RENDERING

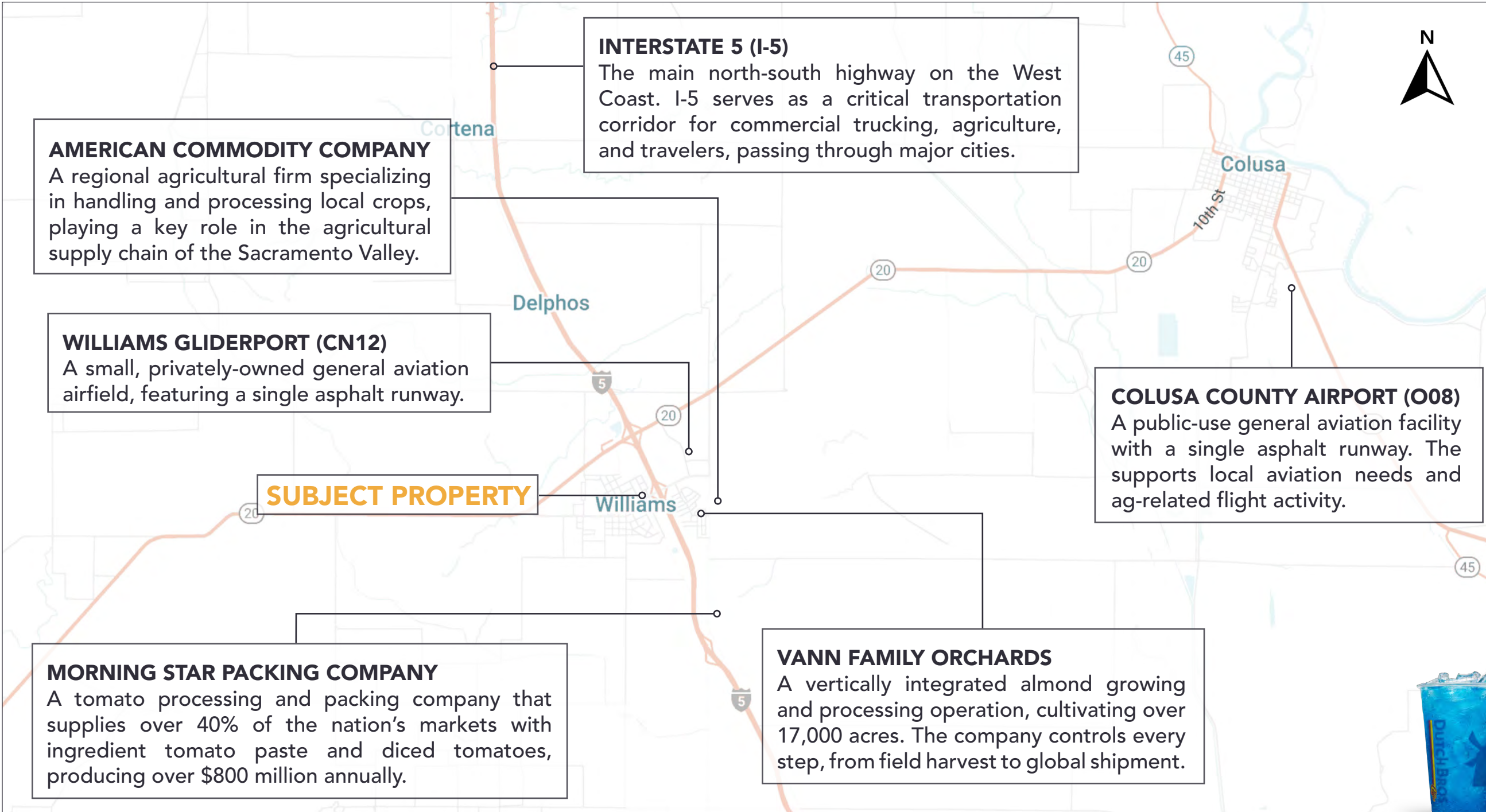


The property features a dual-lane drive-thru that merges into a single lane before the pick-up window, along with an escape lane for faster-moving orders. With no interior seating, the building also includes a convenient walk-up window for additional customer service.



12 NEARBY RETAILERS









VISITATION DATA

The adjacent Starbucks draws from a large trade area, receiving **over 200K visits in the past 12 months**. Shading on the heatmap represents home location of visitors to the adjacent Starbucks based on cellular data.

DEMOGRAPHICS

	1 mi	3 mi	5 mi	10 mi
Population	5,459	5,789	6,045	15,294
Average HH Income	\$105,436	\$110,625	\$114,204	\$102,550
Median HH Income	\$85,069	\$86,671	\$87,750	\$77,190
Annual Growth (2010-2020)	1.7%	1.6%	1.5%	0.6%

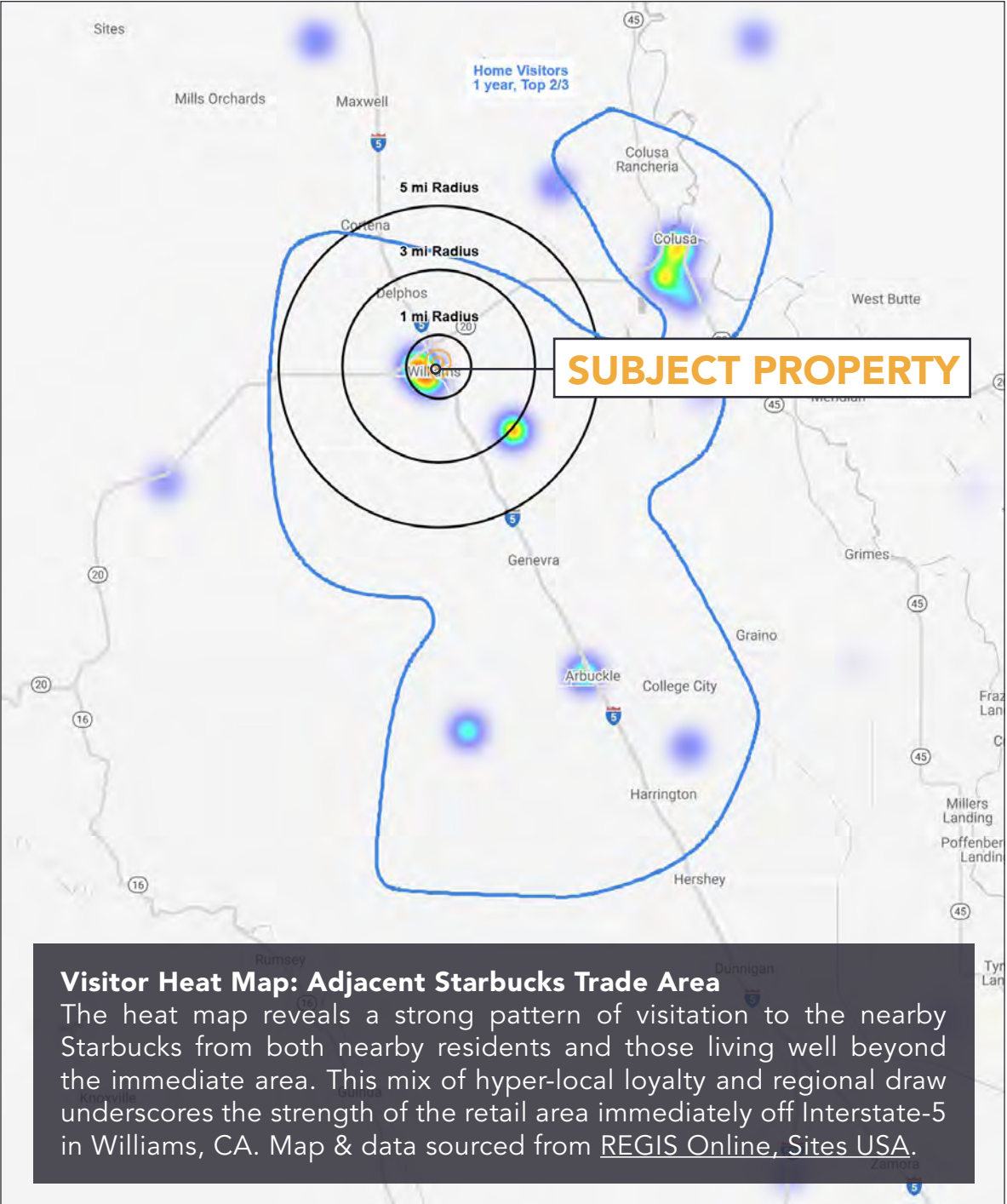
HIGHLIGHTS

1.5%

HISTORICAL ANNUAL
GROWTH WITHIN A 5
MILE RADIUS (2010-2020)

\$114K

AVG HH INCOME
WITHIN 5 MILE RADIUS





WILLIAMS, CA, IN FOCUS

SMALL-TOWN LIVING IN THE HEART OF
CALIFORNIA FARMLAND



A CITY ROOTED IN AGRICULTURE & POSITIONED FOR GROWTH

Williams is a small city with a population of around 5,500, located in Colusa County along Interstate 5, about 60 miles northwest of Sacramento. Known as the **"Gateway to the Sacramento Valley,"** Williams has a **strong agricultural economy**, with farming, particularly rice, almonds, and walnuts, being the dominant industry. The region is home to dozens of ag-related businesses including rice mills, nut processors, farm supply companies, and trucking operations that support both local growers and regional distribution. Major agricultural employers include **American Commodity Company**, **Vann Family Orchards**, and other family-run operations that have been active in the area for generations.

Its **strategic location along I-5 makes it a convenient and popular stop for travelers**, which supports a steady flow of activity for local businesses, including hospitality, gas stations, restaurants, and retail. Williams offers a quiet, rural lifestyle with access to outdoor attractions. The city's **affordability, small-town charm, and proximity to both Sacramento and the greater Northern California region** make it an appealing place to live for those seeking a slower pace of life.

The city also benefits from a **strong sense of community and growing investment in local infrastructure**, including improvements to parks, public schools, and roads. Its position along a key transportation corridor has made it attractive for logistics, agriculture-related businesses, and travelers moving between Northern and Southern California. With a focus on preserving its agricultural heritage while supporting thoughtful economic development, Williams is steadily emerging as a **strategic location for regional business, workforce housing, and rural investment opportunities**.



THE CENTRAL VALLEY

6.5M

CENTRAL VALLEY
POPULATION

\$59B

MARKET VALUE OF
CROPS SOLD IN 2022

400+

AGRICULTURAL
COMMODITIES
GROWN/RAISED

25%

OF THE NATION'S FOOD
IS PRODUCED IN THE
CENTRAL VALLEY

ONE OF THE MOST PRODUCTIVE AGRICULTURAL REGIONS IN THE WORLD

The California Central Valley is a **vast and agriculturally rich region located in the heart of California**. Bounded by the Sierra Nevada and the Coast Ranges, the Central Valley is divided into two sections: the Sacramento Valley and the San Joaquin Valley. **Home to over 6.5 million people**, the Central Valley is a vital economic and cultural region.

The economy of the Central Valley is predominantly driven by agriculture, making it **one of the most productive farming regions in the world**. Using fewer than 1% of U.S. farmland, the Central Valley supplies 8% of U.S. agricultural output (by value) and produces 1/4 of the Nation's food. **In 2022, the market value of agricultural products sold in California totaled \$59.0 billion, up \$13.8 billion from 2017**. Major industries also include food processing, dairy production, and increasingly, logistics and distribution due to its central location within California.

Education is an important aspect of the Central Valley, with **several universities and colleges**, such as California State University, Fresno, and the University of California, Merced, providing higher education opportunities and contributing to research in agriculture and environmental science.

Additionally, the valley's **proximity to the Sierra Nevada mountains** and national parks like **Yosemite** provides residents and visitors with easy access to outdoor adventures.

Overall, the Central Valley is a **cornerstone of California's economy**, particularly in agriculture, and plays a crucial role in feeding the nation while offering a unique blend of rural and urban lifestyles.



CONTACT

Brandon Norton

(925) 286-5049

brandon@monarchcommercial.com

CA DRE#: 01985777

ADRE: BR710308000

Dave Lucas

(925) 744-5217

dave@monarchcommercial.com

CA DRE# 01389761

NV RED# 10011411

Interested in discovering more listings?

[Subscribe to our email list](#) or [follow us on LinkedIn](#).



MONARCH
COMMERCIAL ADVISORS

This information in this Offering Memorandum has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.