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Corporate Starbucks Drive-Thru

WILLITS, CALIFORNIA

Long-Term Corporate Starbucks Drive-Thru at Main & Main with Regional Draw



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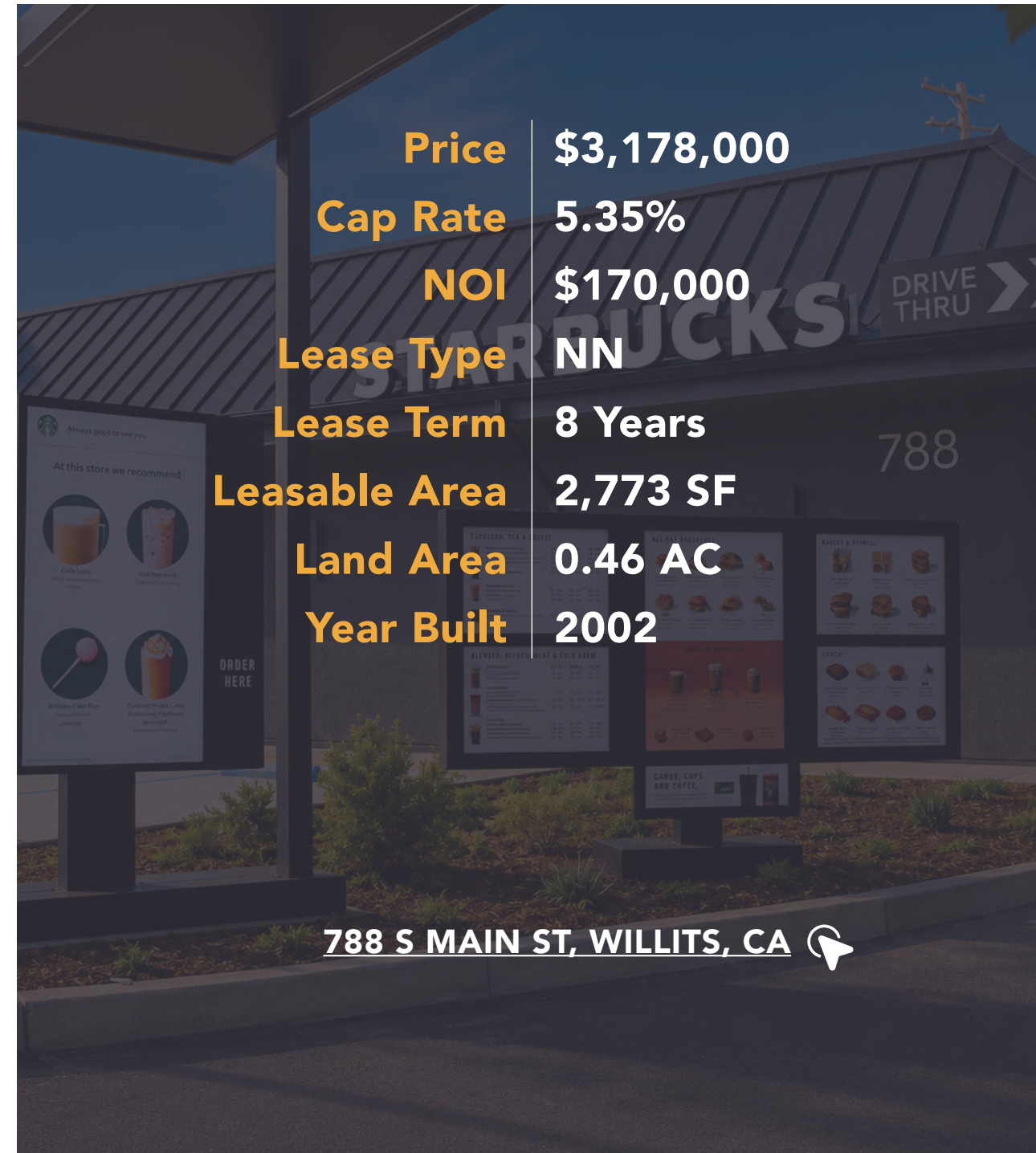


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The subject property is leased to Starbucks Corporation under a long-term NN lease. The investment offers strong national-credit tenancy with minimal landlord responsibilities and an attractive passive-income opportunity.





Main & Main Location with Regional Draw

The subject property occupies a highly visible hard corner at the signalized intersection of South Main Street and Highway 20, positioning Starbucks at the convergence of two of the region's primary transportation corridors. Main Street carries more than 20,381 vehicles per day, while Highway 20 connects Highway 101 with Fort Bragg and the Mendocino Coast. As a key shopping and service hub for Northern Mendocino County, Willits draws consumers from communities within a 60-mile radius, supported by the region's strong agricultural economy and steady flow of coastal and Highway 101 travelers.

Limited Competition & Strong Retail Demand

Starbucks holds a dominant market position as the only Starbucks within approximately 20 miles, providing limited branded coffee competition within its expansive trade area. The property is surrounded by major traffic generators including above-average-performing Safeway and Grocery Outlet stores, as well as McDonald's, Taco Bell, Dollar Tree, and other national and regional retailers. These strong retailers, combined with Willits' regional shopping draw, generate consistent traffic from local residents, surrounding rural communities, and travelers throughout Northern Mendocino County.

Long-Term Starbucks Commitment

The property is leased directly to Starbucks Corporation through February 2035 under a NN lease, providing investors with long-term income and minimal landlord responsibilities. The lease includes a 10% rent increase in 2030 and five additional five-year options with scheduled increases, demonstrating Starbucks' commitment to the location. The 2,773-square-foot building features a drive-thru with substantial stacking capacity, prominent visibility, and monument signage, supporting strong long-term viability and future recyclability.



Starbucks Financial Snapshot

- \$37.2 Billion in Net Revenue (2025)
- 15% Stock Price Growth Year-Over-Year
- 2.8% Year-Over-Year Revenue Growth
- \$4.71 Billion Consolidated Adjusted EBITDA

Key Deal Drivers

- 20,381+ VPD Along Main Street
- 41K+ Stores Worldwide
- 11,000+ Residents Within a 5-Mile Radius
- \$105,000 Average Household Income Within a 5-Mile Radius

05 RETAIL TRADE AREA

Located in Willits' primary retail trade area along Main Street featuring many major national tenants

172K
ANNUAL VISITS TO THE SUBJECT PROPERTY

20,381
VEHICLES PER DAY ALONG MAIN STREET

\$105K
AVERAGE HOUSEHOLD INCOME WITHIN A 5-MILE RADIUS



SAFEWAY

Papa Murphy's
TAKE 'N' BAKE PIZZA

 **20,381**
VEHICLES PER DAY


Taqueria Jalos

GROCERY OUTLET
bargain market™

 **DOLLAR TREE**

SUBJECT PROPERTY

 **STARBUCKS**™

 **AZTEC**
GRILL

Chevron

SOUTH STREET

HIGHWAY 20

MAIN STREET



		CURRENT
Price		\$3,178,000
Capitalization Rate		5.35%
Price/SF		\$1,146
Building Size (SF)		2,773
Lot Size (SF)		20,038
Stabilized Income		\$/SF
Scheduled Rent	\$61.31	\$170,000
Expenses		\$/SF
Taxes	NNN	\$0.00
Insurance	NNN	\$0.00
CAM	NNN	\$0.00
Total Operating Expenses		\$0.00
Net Operating Income		\$170,000



Financing

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

Lease Notes

NN Lease
Landlord Responsible for Roof & Structure

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

Tenant Info		Lease Terms		Rent Summary				
Tenant Name	SQ. FT.	Term Years		Monthly Rent	Yearly Rent	Monthly Rent/FT	Yearly Rent/FT	Increases
Starbucks	2,773	06/17/24	02/28/35	\$14,167	\$170,000	\$5.11	\$61.31	
(Five, 5 Year Options)	Increase	03/01/30	02/28/35	\$15,583	\$187,000	\$5.62	\$67.44	10.00%
	Option 1	03/01/35	02/28/40	\$17,142	\$205,700	\$6.18	\$74.18	10.00%
	Option 2	03/01/40	02/28/45	\$18,856	\$226,270	\$6.80	\$81.60	10.00%
	Option 3	03/01/45	02/28/50	\$20,741	\$248,897	\$7.48	\$89.76	10.00%
	Option 4	03/01/50	02/28/55	\$22,816	\$273,787	\$8.23	\$98.73	10.00%
	Option 5	03/01/55	02/28/60	\$25,093	\$301,116	\$9.05	\$108.59	9.98%
TOTALS:	2,773			\$14,167	\$170,000	\$5.11	\$61.31	



\$37B

NET REVENUE FOR
2025

41,300

LOCATIONS IN
THE WORLD

381K

EMPLOYEES
WORLDWIDE

SBUX

NASDAQ
TICKER



Global Leader in Specialty Coffee

Starbucks is the world’s largest specialty coffeehouse company and one of the most recognizable consumer brands globally, offering handcrafted coffee and espresso beverages, teas, food, and other products. Founded in 1971 in Seattle, WA, Starbucks has more than 50 years of operating history and has established itself as the global leader in premium coffee, supported by an extensive retail network, highly recognized brand, and industry-leading loyalty program.

Starbucks operates more than 41,300 stores worldwide, including approximately 16,900 locations in the United States. Starbucks is publicly traded on the NASDAQ under the ticker symbol SBUX and generated approximately \$37.2 billion in net revenue in fiscal 2025, representing a 2.8% increase year-over-year. The company’s immense scale, diversified international presence, and established customer base reinforce its position as one of the world’s premier restaurant and beverage companies.

Starbucks continues to strengthen its business through its “Back to Starbucks” strategy, focused on improving the customer experience, enhancing coffeehouse operations, investing in employees, and returning the brand to sustainable long-term growth. Momentum has accelerated in fiscal 2026, with U.S. comparable store sales increasing 7.9% in the third quarter, including a 4.2% increase in transactions. Starbucks’ global scale, strong brand recognition, recurring customer demand, and continued investment in its store network reinforce its position as a premier national and global retail tenant.



PROPERTY DATA

2,773
Rentable SF

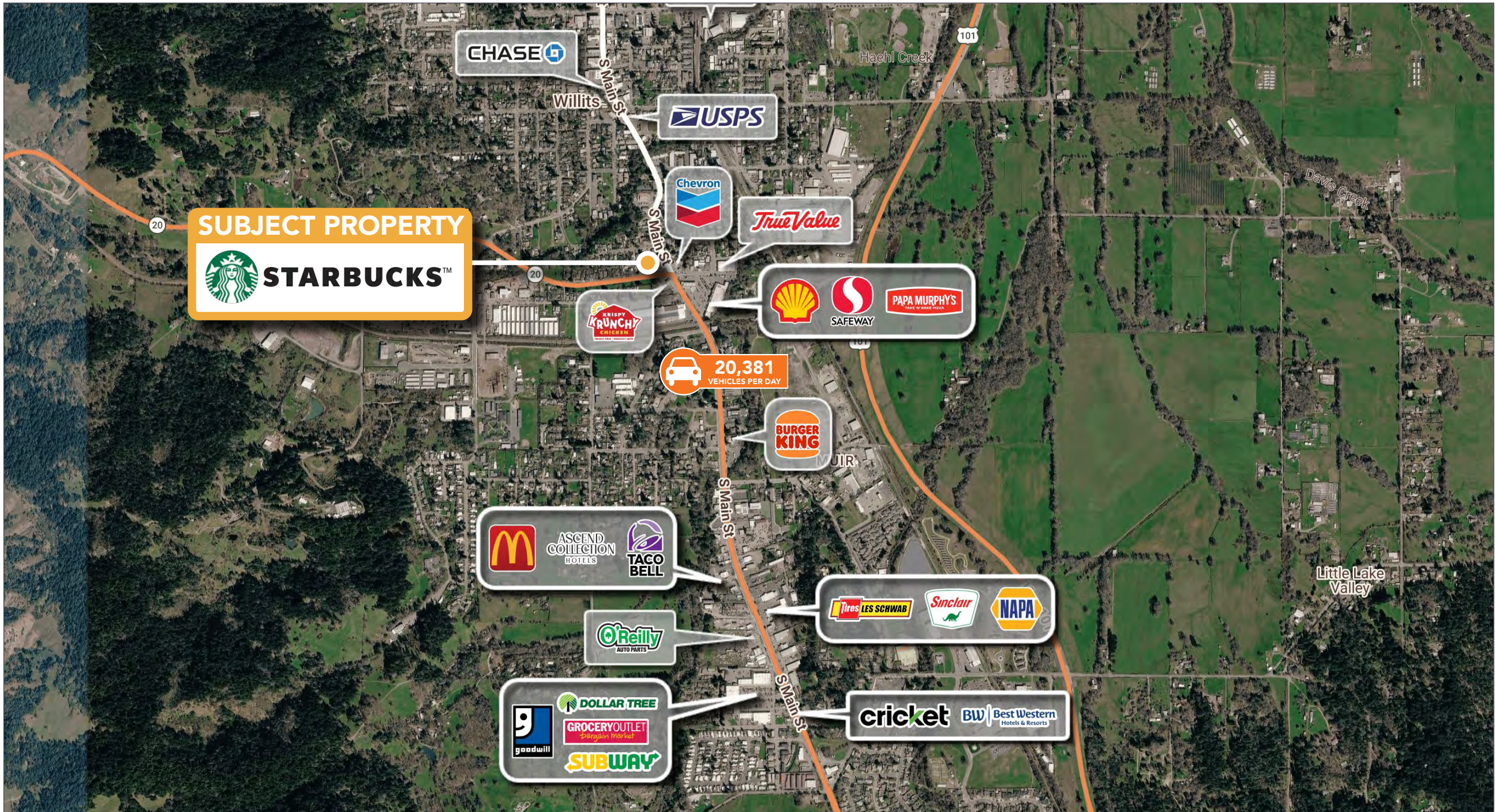
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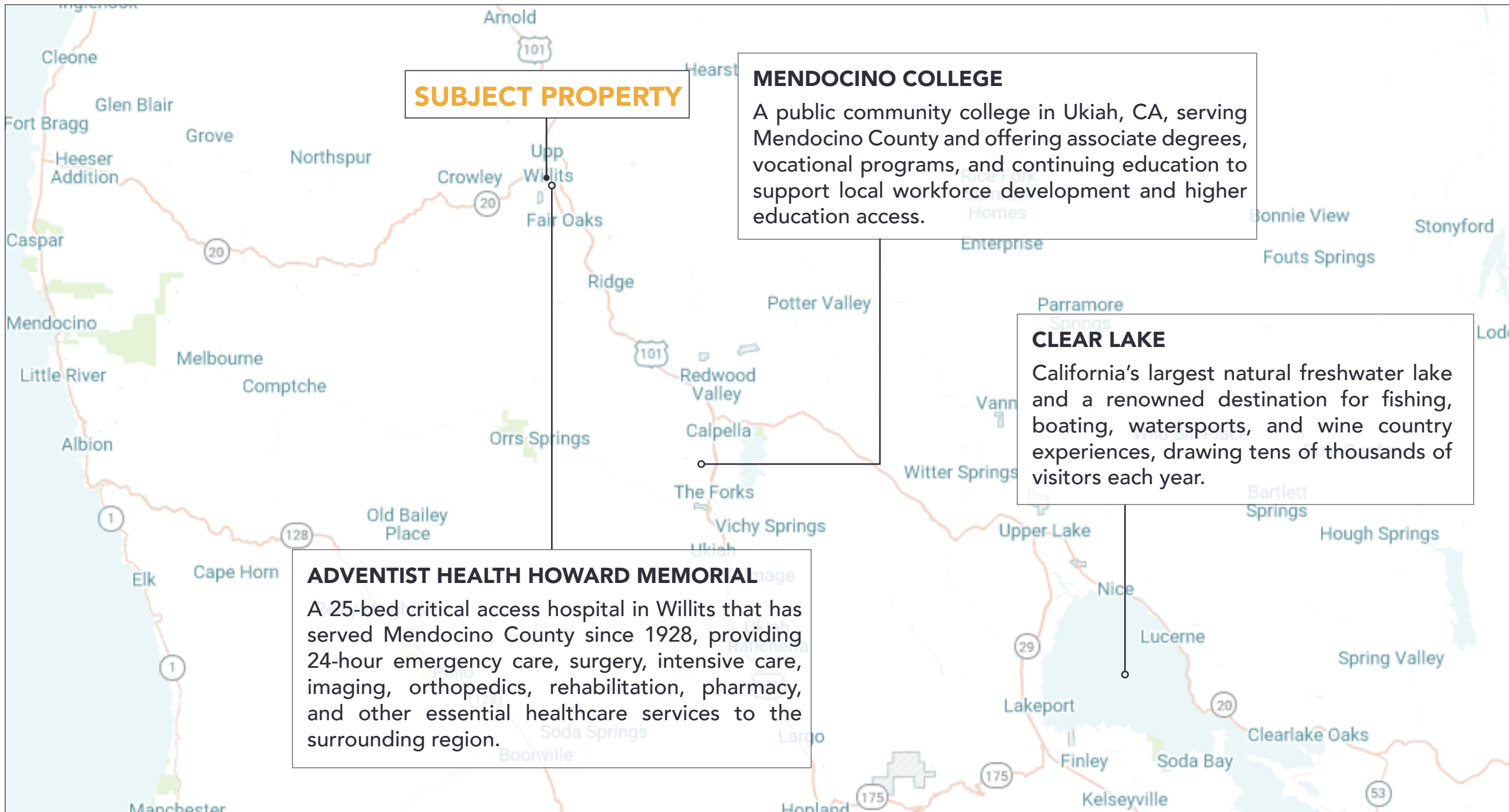
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Parking Spaces

LEGEND


Property Boundary


Egress









Visitation Data

The retail intersection that the subject property is situated on draws from a large trade area, receiving **over 2.3M visits in the past 12 months**. Shading on the heatmap represents home locations of visitors to retailers on the intersection based on cellular data from Starbucks, Arco, Safeway, Chevron, Papa Murphy’s and Shell.

Demographics

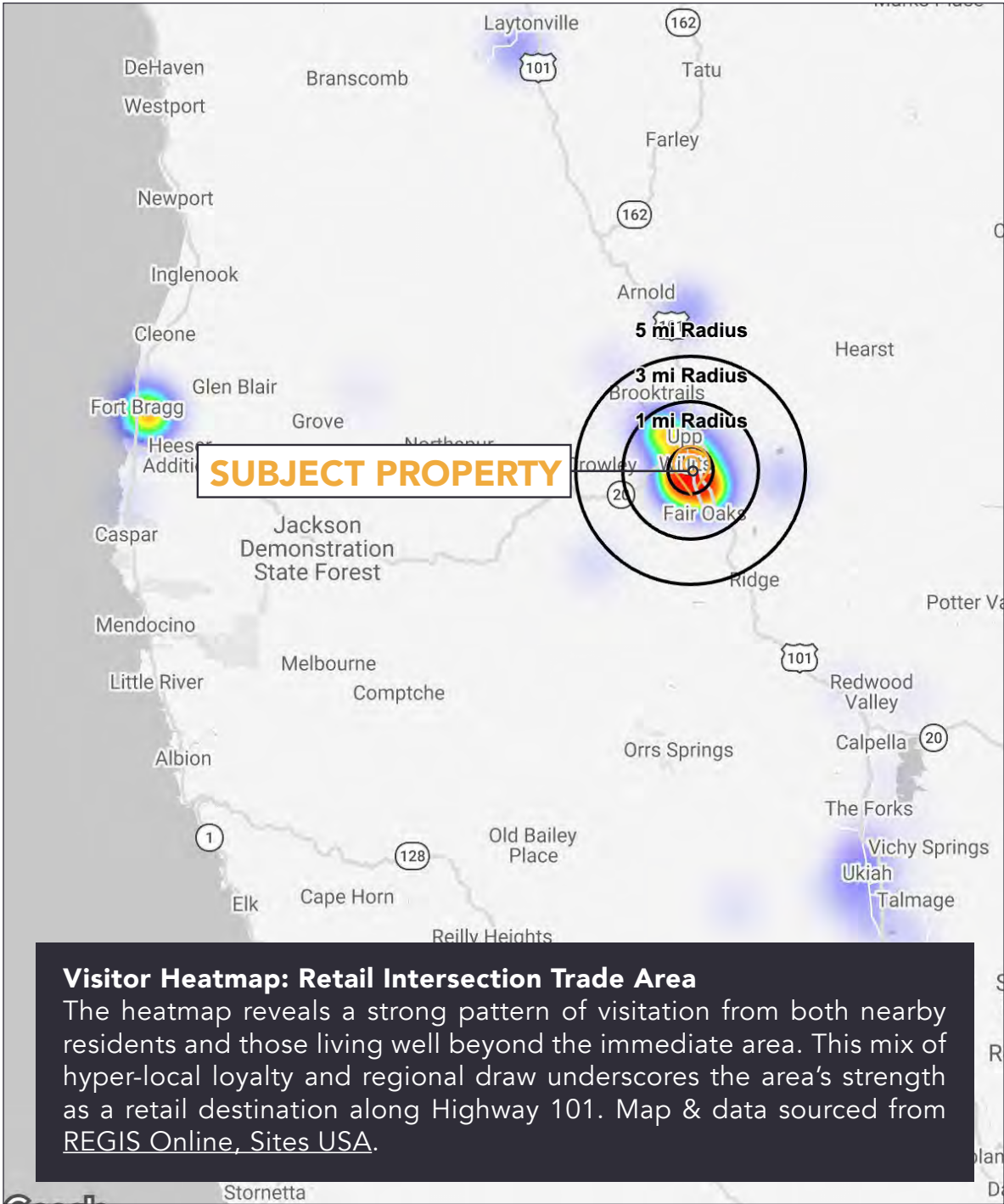
	1 mi	3 mi	5 mi	10 mi
Population	4,648	8,056	11,872	13,893
Average HH Income	\$95,062	\$105,862	\$105,733	\$106,175
Median HH Income	\$73,938	\$82,221	\$85,179	\$84,644
Estimated Households	1,907	3,267	4,819	5,649
Daytime Employees	2,271	3,449	3,940	4,081
Annual Household Expenditure	\$163M	\$303M	\$453M	\$535M

11K

POPULATION WITHIN A 5-MILE RADIUS

\$105K

AVERAGE HOUSEHOLD INCOME WITHIN A 5-MILE RADIUS





Willits, California, In Focus

A Strategic Market in Northern Mendocino County



Gateway to the Redwoods

Willits is a historic Northern California community located in Mendocino County with a population of approximately 5,000 residents. Strategically positioned along U.S. Highway 101, Willits serves a considerably larger rural trade area and functions as an important commercial, healthcare, and service center for inland Mendocino County.

Willits' economy is supported by a diverse mix of healthcare, retail, government services, tourism, agriculture, and forestry-related industries. Adventist Health Howard Memorial, a 25-bed critical access hospital, is an important regional healthcare provider, while local retailers, restaurants, professional services, and public agencies support residents throughout the surrounding communities. The city's position along Highway 101 also generates consistent regional and visitor traffic, supporting hospitality, dining, fuel, and other travel-oriented businesses.

Tourism and outdoor recreation are important components of the local economy, with Willits serving as a gateway to Mendocino County's redwood forests, Pacific coastline, wineries, and recreational destinations. The historic Skunk Train is one of the area's signature attractions, offering scenic rail excursions through the redwood-covered mountains between Willits and the Mendocino Coast. Nearby Jackson Demonstration State Forest and other public lands provide extensive opportunities for hiking, camping, mountain biking, and nature-based recreation.

Willits also maintains a distinctive small-town character highlighted by its historic downtown, community events, locally owned businesses, and connection to Mendocino County's agricultural and natural-resource heritage. With its strategic Highway 101 location, regional healthcare infrastructure, established tourism economy, and access to some of Northern California's most recognizable natural attractions, Willits remains an important commercial and service hub within Mendocino County.



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