



Keegan & Coppin
COMPANY, INC.

FOR SALE

**219 - 223 CALEDONIA STREET
SAUSALITO, CA**

CHARMING OWNER-USER OR
INVESTMENT OPPORTUNITY



REPRESENTED BY:

NATHAN BALLARD, PARTNER
LIC # 01743417 (415) 461-1010, EXT 116
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THEO BANKS, PARTNER
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EXECUTIVE SUMMARY



219-223 CALEDONIA STREET
SAUSALITO, CA

FOR SALE

Keegan & Coppin Company, Inc. is pleased to offer for sale a charming owner-user or investment opportunity in world-famous Sausalito, California. This mixed-use asset sits on Caledonia Street, a well-known destination for shoppers, restaurant-goers, and service-business patrons alike.

The offering consists of one specialized structure containing three separate addresses – two retail stores and an office suite – a parking stall, and well-groomed landscaping on the parcel. One suite is currently occupied, providing a value-add opportunity for an investor to lease the vacancy, or as an owner-occupant possibility. The flexible zoning permits many types of businesses to lease rarely vacant suites in this neighborhood, providing demand for investments like 219-223 Caledonia Street.

The building is in immaculate condition, with plumbing, electrical wiring, and internet wiring redone within the past 10 years, and the roof was updated in 2015. All suites have been updated with recent improvements, including HVAC systems and ADA restroom enhancements.

The site is nestled in a hillside residential community of Sausalito in southern Marin County, providing a picturesque and near water-front setting, providing elegance and charm for its occupants and visitors. The community is very safe, with the Sausalito Police Department and Southern Marin Fire Department stations blocks away.

With ease of access to Highway 101, this must-see investment is within a short distance to many retail, dining, and service-related industries. The Sausalito Ferry Terminal is 0.6 miles from this property, and the downtown tourist and retail area of Sausalito is within 0.5 miles to 0.7 miles. The Golden Gate Bridge is approximately 3 miles southbound, en route to San Francisco.

Contact Agents for a tour today!

- Unique investment: perfect for passive investment or owner-user purposes
- Convenient location in southern Marin County
- Excellent demographics



Purchase price: **\$2,287,000**

Building(s) total size: **3,474 SQ FT (APPROX.)**

Price / PSF: **\$658**

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FOR SALE

Tax Rate Area
9-000

A diagram showing a line with an arrow at one end. A point is marked on the line with a small square. Below the point is a scale bar labeled $1'' = 100'$.

Survival

④ Parcel Number

Unit Number

2. An undivided interest as tenant in common in the Common Area.

NOTE—Assessor's Block Numbers Shown in Ellipses.
Assessor's Parcel Numbers Shown in Circles.

CITY OF SAUSALITO
Assessor's Map Bk. 65-Pg.05
County of Marin, Calif.

1971
YEAR BUILT

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FINANCIAL OVERVIEW: INCOME AND EXPENSES RENT ROLL



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INCOME SUMMARY		EXPENSE SUMMARY ESTIMATE		FINANCIAL SUMMARY	
Pro Forma Base Rent Income	\$147,216	Property Taxes	\$32,818	Purchase Price	\$2,287,000
Less Pro Forma Expenses	(\$40,188)	Property Insurance	\$3,150	Pro Forma Cap Rate	4.68%
Net Operating Income	\$107,028	Utilities	\$3,220		
		Maintenance & Repairs	\$1,000		
		Total Pro Forma Expenses	\$40,188		

Tenant	Lease Type	Rent	Lease Start	Lease Expiration
Sausalito Shampooch Dog Salon	Gross	\$3,168.00	6/1/2022	5/31/2027
Vacant Retail	Gross	\$3,600.00	TBD	TBD
Vacant Office	Gross	\$5,500.00	TBD	TBD

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RECENT COMPARABLE SALES



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	ADDRESS	PROPERTY TYPE	SIZE	SALE PRICE	PRICE PSF	SALE DATE
	2660 Bridgeway, Sausalito	Retail	2,719 SF	\$1,965,000	\$722.69	02/28/2025
	668 Bridgeway, Sausalito	Retail	4,101 SF	\$2,450,000	\$597.42	12/31/2024
	1309 Bridgeway, Sausalito	Office (Veterinarian)	2,488 SF	\$1,350,000	\$542.60	08/21/2024
	325 Pine Street, Sausalito	Office over Retail	2,108 SF	\$1,475,000	\$699.72	03/28/2023
	304 Caledonia Street, Sausalito	Office (Preschool)	1,514 SF	\$1,000,000	\$660.50	05/21/2021

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LOCATION DESCRIPTION



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MARIN COUNTY

Marin County, at the northernmost tip of the San Francisco metropolitan area, is one of the most vibrant communities in the United States. Its population is one of the wealthiest, healthiest and most highly educated in the nation. The expanding economy acts as a global talent magnet and employment hub. Marin has a long history of being home to vibrant companies in innovative fields. Marin's unparalleled quality of life continues to attract new residents and reinforces residential property values. Residents enjoy exceptional school districts, easy access to a multitude of recreational activities, and breathtaking natural beauty. From all perspectives, Marin remains in high demand, with a dynamic economy, a desirable lifestyle, and a direct link to the urban core of the San Francisco Bay Area.

Marin remains a key component to the regional stability of the greater San Francisco Bay Area. Its low 2.7% percent unemployment rate is a sign of the County's robust economic health. A diverse workforce generates more than \$25 billion of annual personal income, while a very healthy business community contributes to the growth of the North Bay region.

SAUSALITO

Sausalito is a vibrant waterfront community just across the Golden Gate Bridge from San Francisco, and, along with San Francisco and the Napa Valley, it is one of the three major tourist destinations in the Bay Area. It's within close proximity of the ferry, bringing in thousands of tourists to Sausalito. With an eclectic mix of art galleries, boutiques and restaurants, breathtaking views and charming walks along the bay, Sausalito is often compared to the French Riviera. 219-223 Caledonia is situated in the heart of a community-serving retail hub. Galleries, studios and specialty retail stores complement each other, while Driver's Market serves not only as a gourmet natural food destination but also a community gathering place. Cafés and bars share the neighborhood with internationally acclaimed restaurants, providing endless dining and entertainment options.

TRANSPORTATION

An ideal location for commuters and locally based employees, 219-223 Caledonia Street is a few blocks from downtown Sausalito and just ten minutes from San Francisco with easy access to the Sausalito Ferry.

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PROPERTY PHOTOS



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ABOUT US



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Your partner in commercial real estate in the North Bay & beyond since 1976.

Keegan & Coppin has served our communities in the North Bay for well over 40 years. But our unmatched local experience is only part of what makes us the area's most trusted name in commercial real estate. At Keegan & Coppin, we bring together a range of services that go beyond traditional brokerage. That depth of knowledge and diverse skillset allows us to clarify and streamline all aspects of your transaction, giving you the confidence of knowing that we can help with anything that comes up through all phases of a project.

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