

OFFERING MEMORANDUM

3567 & 3585 El Camino Real

Palo Alto, California 94306

Two-Parcel Corner Land Assemblage | ±12,282 SF | CN Zoning

OFFERED AT

\$5,999,000

Presented by YJY Investment LLC

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EXECUTIVE SUMMARY

YJY Investment LLC is pleased to offer for sale 3567 and 3585 El Camino Real, two adjoining parcels at the northwest corner of El Camino Real and Matadero Avenue in Palo Alto, California. Together the parcels form an approximately 12,282-square-foot corner site with about 120 feet of frontage on El Camino Real, a secondary frontage on Matadero Avenue and rear access from a public alley.

Both parcels are zoned CN (Neighborhood Commercial) and sit on the El Camino Real corridor, the main focus of Palo Alto's effort to add new housing. Consolidated sites of this size are rare in Palo Alto. The assemblage suits a buyer seeking a residential or mixed-use development opportunity close to Stanford University, Stanford Research Park and the California Avenue district.

Offering Summary

Addresses	3567 El Camino Real and 3585 El Camino Real, Palo Alto, CA 94306
Asking Price	\$5,999,000 (both parcels, sold together)
Total Land Area	±12,282 SF (±0.28 acres), per City of Palo Alto parcel reports
Price per Land SF	±\$488 / SF
Frontage	±120 ft on El Camino Real; corner at Matadero Avenue; rear public alley
Zoning	CN – Neighborhood Commercial (both parcels)
General Plan	CN – Neighborhood Commercial
Flood Zone	Zone X (FEMA panel 0017H)
Offering Structure	Fee-simple sale of land, as-is, where-is

Parcel Details

Address	APN	Lot Size	Zoning	Existing Condition
3585 El Camino Real	132-40-058	6,150 SF	CN	Corner lot at Matadero Ave. Largely vacant; prior City design approval for a 3-unit mixed-use building (17PLN-00305)
3567 El Camino Real	132-40-061	6,132 SF	CN	Interior lot. Existing commercial building (built 1959) with retail/office space
Total		12,282 SF		±0.28 acres

Lot sizes and APNs are from City of Palo Alto online parcel reports. The architect's survey-based feasibility study shows a combined site area of approximately 12,560 SF (120' × 104'-8"). Buyers should confirm the site area through their own ALTA survey and title review.

INVESTMENT HIGHLIGHTS

- **Rare consolidated corner site.** Two adjoining parcels are offered together, creating a ±12,282 SF site with a full ±120-foot frontage on El Camino Real and a prominent corner at Matadero Avenue. Buyers avoid the time and cost of assembling a site themselves.
- **Multiple development pathways.** A buyer can pursue a project under base CN zoning, and may also be able to use the State Density Bonus Law and SB 330 to add units and gain more certainty in the approval process. El Camino Real is also the focus of Palo Alto's Housing Element.
- **Design study in hand.** A preliminary feasibility study by Hayes Group Architects (2025) tested a four-story, 16-unit for-sale residential building over partially excavated parking on the combined site. The study is available upon request.
- **Efficient site access.** The rear public alley allows garage and service access away from El Camino Real, supporting an efficient site plan and a continuous street frontage.
- **Premier Palo Alto location.** The site is minutes from Stanford University, Stanford Research Park, California Avenue, Caltrain and major commute routes (I-280 and US-101), and is served by the highly rated Palo Alto Unified School District.
- **Deep, supply-constrained market.** Palo Alto is one of the most expensive and land-constrained housing markets in the United States, with steady demand from a highly paid technology, research and medical workforce.

LOCATION OVERVIEW

The property sits in south Palo Alto on El Camino Real, the city's main north–south corridor, in the Ventura / Barron Park area. The surrounding neighborhood mixes neighborhood-serving retail, restaurants, offices and multi-family housing, with single-family neighborhoods just beyond. Stanford Research Park, home to many leading technology and life-science companies, is about a mile away. The Stanford campus and Stanford Health Care are a short drive north.

Destination	Approx. Distance
Stanford Research Park	±1 mile
California Avenue District & Caltrain	±1.5 miles
Stanford University	±2 miles
US-101 via Oregon Expressway	±2.5 miles
Downtown Palo Alto (University Avenue)	±3 miles
I-280 via Page Mill Road	±3 miles

Distances are approximate and should be independently verified.

DEVELOPMENT POSSIBILITIES

The value of this site is its flexibility. A buyer can choose among several local and state pathways, and several product types, depending on its business plan, capital and timeline. The options below are presented to help buyers evaluate the opportunity; each should be confirmed with the City and the buyer's own land-use counsel.

Potential Product Types

- **For-sale condominiums or townhomes.** Family-sized homes near Stanford and the Research Park, as tested in the architect's feasibility study.
- **Rental apartments.** A multi-family rental building serving the area's deep base of technology, research and medical employees.
- **Mixed-use.** Ground-floor retail or office with homes above, following the approach the City previously approved for 3585 El Camino Real.
- **Live-work homes.** Two-story units with a ground-floor storefront and living space above, suited to owner-operators of small businesses.

Potential State Law Tools

A residential or mixed-use project on the site may be able to use two state housing laws, subject to confirmation with the City:

- **State Density Bonus Law.** Including on-site affordable units may allow more units than base zoning permits, along with concessions, waivers of development standards and reduced parking requirements.
- **SB 330 (Housing Crisis Act).** Filing a preliminary application locks in the zoning standards and fees in effect at the time of filing, limits the number of public hearings and restricts review to objective standards.

Local Pathways

- **Base CN zoning.** Both parcels are zoned CN (Neighborhood Commercial) and lie within the City's El Camino Real design guideline areas. The City previously granted design approval for a three-unit mixed-use building at 3585 El Camino Real (17PLN-00305).
- **Housing Element site inventory.** The City is currently adding sites to its Housing Element inventory. Planning staff have indicated that both parcels are candidates, and a decision is expected around October 2026. The neighboring parcels at 3505 and 3545 El Camino Real are already on the list. Inclusion is not guaranteed.
- **Retail preservation and live-work.** Retail preservation currently applies to 3567 El Camino Real. City staff were receptive to meeting this requirement with live-work units, where a ground-floor retail space is connected by an internal stair to the home above.

4 Illustrative Concept

Hayes Group Architects prepared a preliminary feasibility study (Project #2519.00, 2025) testing one possible for-sale residential scheme on the combined site. It is for illustration only and has not been submitted to the City.

Concept Parameter	Feasibility Study (Option 1)
Program	16 for-sale residential units
Unit Mix	12 three-bedroom, 1 two-bedroom, 3 one-bedroom
Residential Interior Area	±21,682 SF (average ±1,355 SF per unit)
Private Terraces	±5,819 SF
Building	4 stories over partially excavated parking
Height / FAR	±50 ft / ±2.1 : 1
Parking	23 stalls (incl. slider/tandem system), alley access

The full study is available upon request. Residential projects are subject to the City's below-market-rate (BMR) requirements. Buyers should confirm the status of any existing tenancies at 3567 El Camino Real. The Seller makes no representation about what can be entitled or built.

OFFERING TERMS

Asking Price	\$5,999,000
Property	APN 132-40-058 (3585 El Camino Real) and APN 132-40-061 (3567 El Camino Real), sold together
Structure	Fee-simple sale, as-is, where-is
Offers	Submit a Letter of Intent stating price, deposit, due diligence period, closing timeline and any contingencies
Due Diligence Materials	Available upon request
Property Tours	By appointment only; please contact the Seller

DISCLAIMER

This Offering Memorandum has been prepared solely to help prospective purchasers evaluate 3567 and 3585 El Camino Real, Palo Alto, California. It is not all-inclusive and does not contain all the information a prospective purchaser may need. The information comes from sources believed to be reliable, including the owner, the project architect and public records. However, no representation or warranty, express or implied, is made as to its accuracy or completeness. The development concept described here is preliminary and conceptual. Prospective purchasers must conduct their own independent investigation, including verification of site area, title, zoning, entitlement pathway, existing tenancies, and environmental and geotechnical conditions. They should consult their own legal, tax and technical advisors. The Seller reserves the right to reject any or all offers and to modify or withdraw the offering at any time without notice.