

ENGEL&VÖLKERS®  
COMMERCIAL

PW  
PACIFIC WEST  
ADVISORY GROUP

# Downtown Retail For Sale in San Rafael

1566-1570-1574 4TH ST AND 100 F ST • SAN RAFAEL, CA 94901

OLEG VERBITSKI

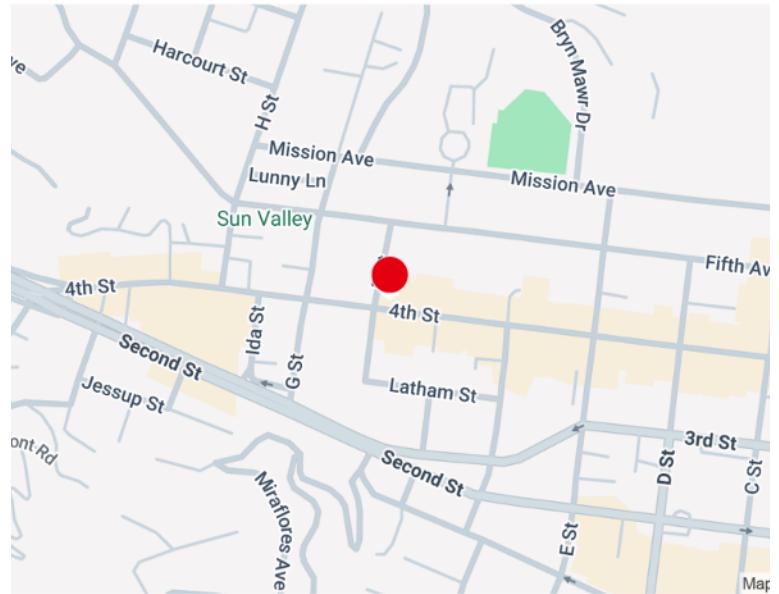
Senior Advisor  
DRE# 02067848

415-236-3767 • [oleg@thecrevo.com](mailto:oleg@thecrevo.com)

JOHN WRIGHT

Senior Advisor  
DRE# 01320688

415-717-6729 • [john.wright@pacwestcre.com](mailto:john.wright@pacwestcre.com)



## Executive summary

1566-1570-1574 4TH ST AND 100 F ST • SAN RAFAEL

### PROPERTY HIGHLIGHTS

- ◆ 3 Retail Units and 2,320 SF of Flexible Commercial Space
- ◆ Great exposure to the 4th Street Retail corridor with above-average foot traffic
- ◆ Excellent Demographics – 144,009 People and AHHI of \$122,696 with Home Values Averaging \$1.2M
- ◆ Location benefits from convenient public transit access, which includes proximity to SMART Train Station and public parking options
- ◆ A combination of a variety of complimentary next-door businesses and a Daily Traffic Count of 22,500 VPD provides a high desirability

### OFFERING SUMMARY

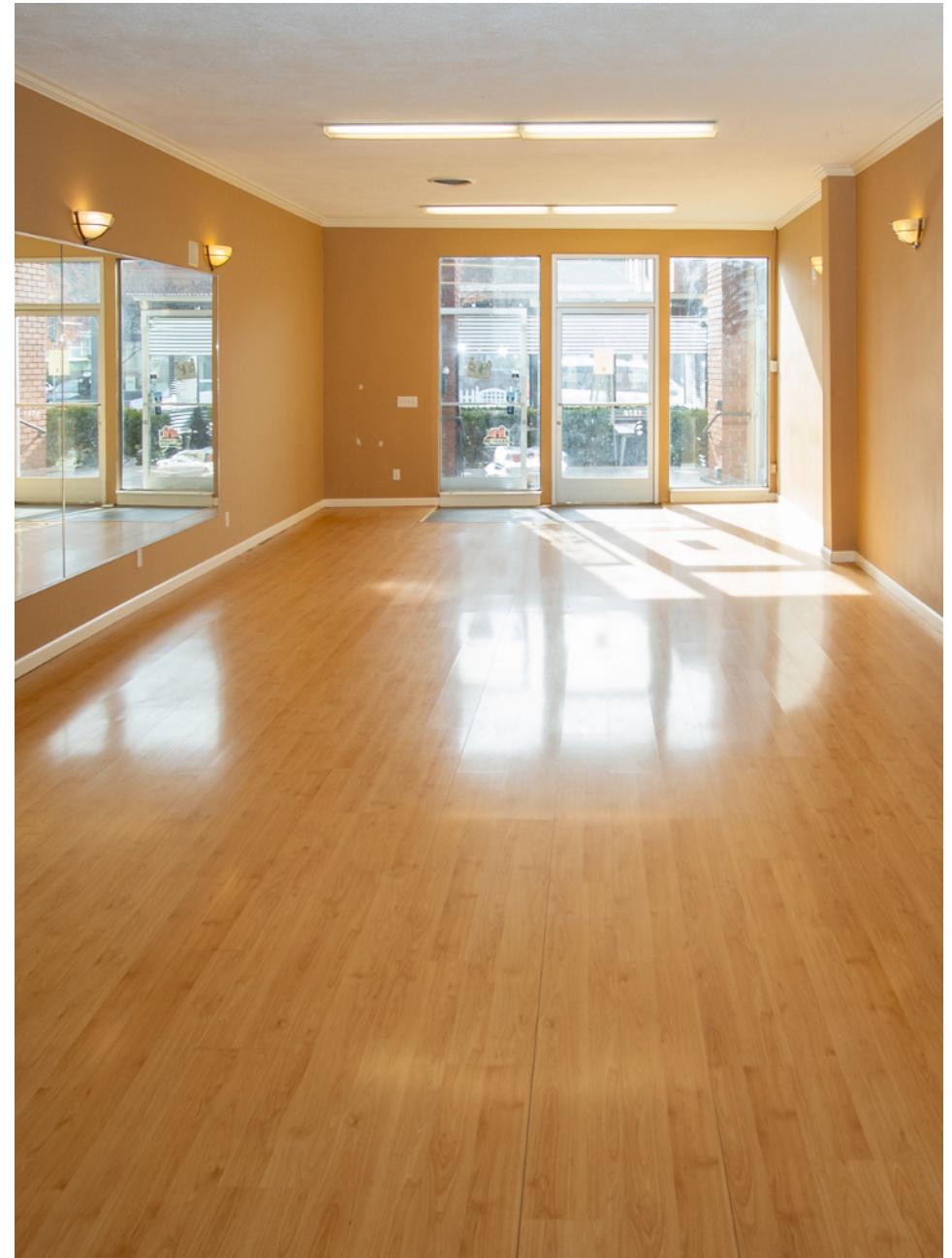
Price	\$2,000,000
Price / GSF	\$299
GSF	6,685 SF
Units	4
Price Per Unit	\$500,000
CAP Pro Forma	5.5%
Year Built	1916

# Property Description

1566-1570-1574 4TH ST AND 100 F ST • SAN RAFAEL

This multi-tenant building is located in downtown San Rafael just east of San Rafael's West End neighborhood. The building is 6,685 square feet of retail space currently built-out for 4 tenant spaces. The property is situated on a 6,750-square-foot lot located on the northeast corner of 4th Street and F Street. San Rafael is the county seat of Marin County and is its largest city. It is 17 miles north of San Francisco, near the junction of Interstate I-580 and US Hwy 101. Downtown San Rafael is a center for business, the arts, entertainment, culture, and county-wide special events. Development in the ever-evolving downtown San Rafael, including the 140-room AC Marriot Hotel and a major expansion of the BioMarin campus. Demographics for San Rafael show the median household income of \$126,000+ and the price of single-family homes averaging \$1,200,000.

The property has a daily traffic count of 22500 1566 4th Street is leased to Red Hill Pet, and 1574 4th Street is leased to The Kitchen Table (a restaurant). 1570 4th Street (formerly occupied by a martial arts studio) and 100 F Street (formerly occupied by Doc Guthrie Sign Co) are vacant and present an opportunity for increased rental income for a new owner. The property is cashflowing and has the potential to generate significant income for a new owner.



## Location Description

1566-1570 4TH ST AND 100 F ST • SAN RAFAEL

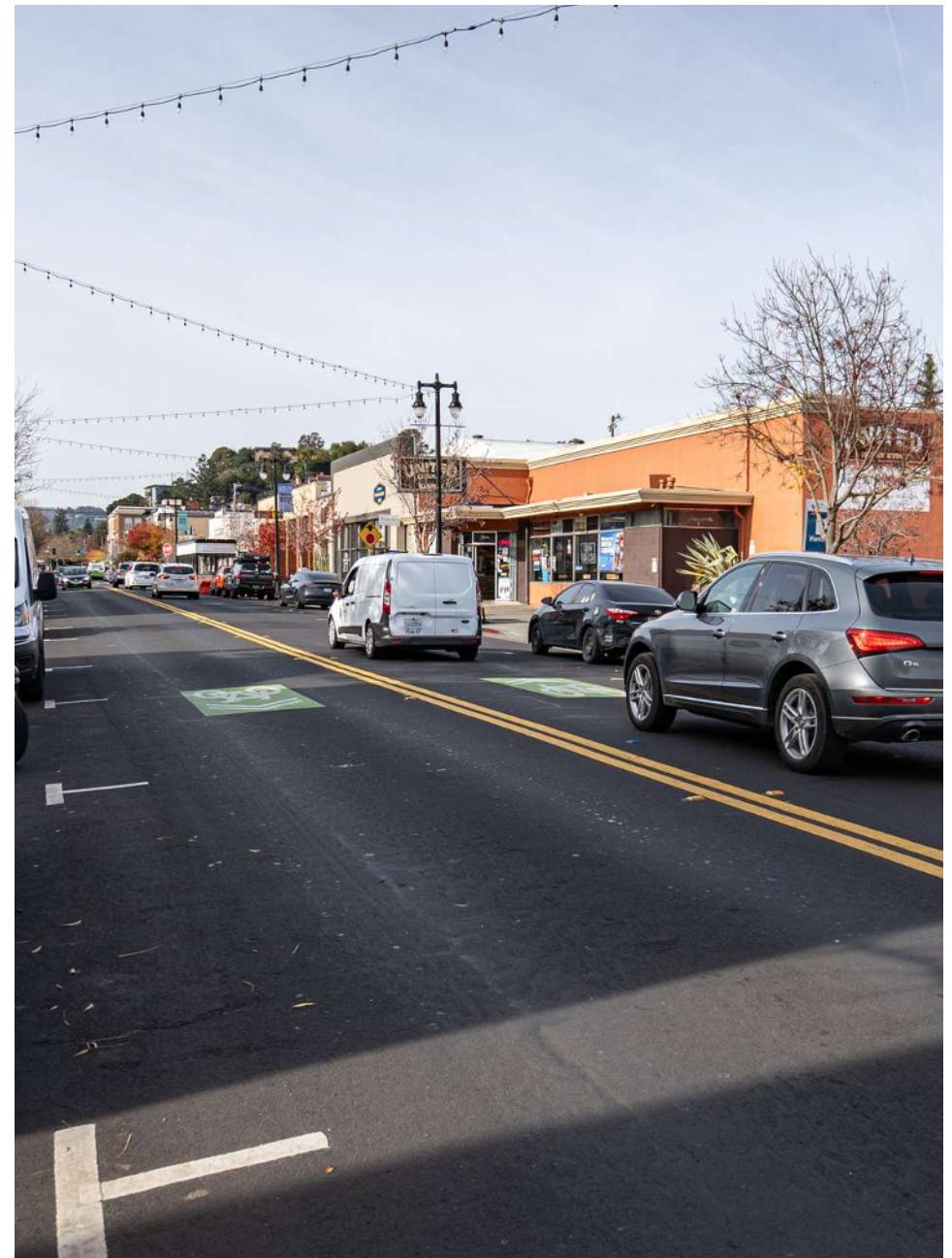
Downtown San Rafael is a vibrant and historic urban center located in the heart of Marin County, just 20 miles north of San Francisco. Known for its charming atmosphere, diverse retail offerings, and a strong sense of community, it's an ideal location for retail businesses looking to establish themselves in a thriving Northern California market. Downtown San Rafael enjoys excellent connectivity to the broader Bay Area. It is conveniently accessible via Highway 101 and is served by public transportation options, including the SMART train system and several bus routes.

The downtown area boasts a rich history, with well-preserved historic buildings and architecture that create a unique and inviting atmosphere for shoppers. Pedestrian-friendly streets and sidewalks encourage foot traffic and exploration.

San Rafael's downtown district offers a diverse range of retail opportunities. From boutique clothing stores and specialty shops to art galleries, bookstores, and cafes, there's something for everyone. The area is also known for its farmers' markets and craft fairs, providing additional retail exposure.

The surrounding Marin County community is affluent, and the area's residents tend to have higher disposable incomes, making it an attractive market for retail businesses.

Downtown San Rafael offers a unique and inviting location for retail businesses looking to tap into a vibrant and diverse market. With its historic charm, strong sense of community, and accessibility to the broader Bay Area, this area provides an ideal selling for retail success. Businesses in downtown San Rafael have the opportunity to engage with a mix of local residents and tourists while benefiting from the area's cultural attractions and economic vitality.



## Additional Photos

1566-1570-1574 4TH ST AND 100 F ST • SAN RAFAEL



# Retail Map

1566-1570-1574 4TH ST AND 100 F ST • SAN RAFAEL



# Financial Profile

1566-1570-1574 4TH ST AND 100 F ST • SAN RAFAEL

## FINANCIAL OVERVIEW

Price	\$2,000,000
Number of Units	4
Sq Feet	6,685
Price Per Sq Ft	\$299
Price Per Unit	\$500,000
Pro Forma CAP	5.5%

\*Based on Current Rent Revenue and Expenses Provided by Seller

## ANNUALIZED OPERATING DATA

Income	Current	Pro Forma
Scheduled Gross Income	\$130,112	\$155,316
Less Vacancy Rate: @ 3%	\$3,903	-
Gross Operating Income	\$126,209	\$155,316
Less Expenses	\$45,596	\$45,596
<b>Net Operating Income</b>	<b>\$80,613</b>	<b>\$109,720</b>

## RENT ROLL

Unit	Type	Current	Market	Move In
1566	Red Hill Pet Center	\$2,825	\$2,825	6/02/12
1570	Vacant	NA	\$2,100	NA
1574	The Kitchen Table	\$4,418	\$4,418	1/16/17
100 F	Bourrée Boutique	\$3,600	\$3,600	10/1/24
<b>TOTAL MONTHLY</b>		<b>\$10,843</b>	<b>\$12,943</b>	

## ESTIMATED ANNUAL EXPENSES

New Property Tax @ 1.200%	\$29,400
Insurance	\$9,936
Water	\$1,437
Garbage	\$1,325
PG&E	\$498
Repairs & Maintenance	\$3,000
<b>Total Expenses</b>	<b>\$45,596</b>
<b>% of EGI</b>	<b>36%</b>

# Property Profile

1566-1570-1574 4TH ST AND 100 F ST • SAN RAFAEL

## PROPERTY OVERVIEW

Street Address	1566-1574 4th St
City, State Zip	San Rafael, CA 94901
Cross Street	F Street
APN	011-196-12
Number of Units	4
Square Feet	6,685
Lot Square Feet	6,750
Unit Mix	4 Retail Units
Year Built	1916
No. Floors	1
Neighborhood	West End
Zoning	WEV

## BUILDING FEATURES

Parking No.	N/A
Parking Type	Public Parking
Roof (type, age)	Flat Bitumen / On-going yearly inspections
Foundation	Concrete Perimeter
Electrical Type	100/200/60/200 amp
Electrical Meters	4
Gas Meters	4
Heat Type	Gas
Water Heaters	Individual
Plumbing	Copper
Exterior	Stucco
Storage	In Unit

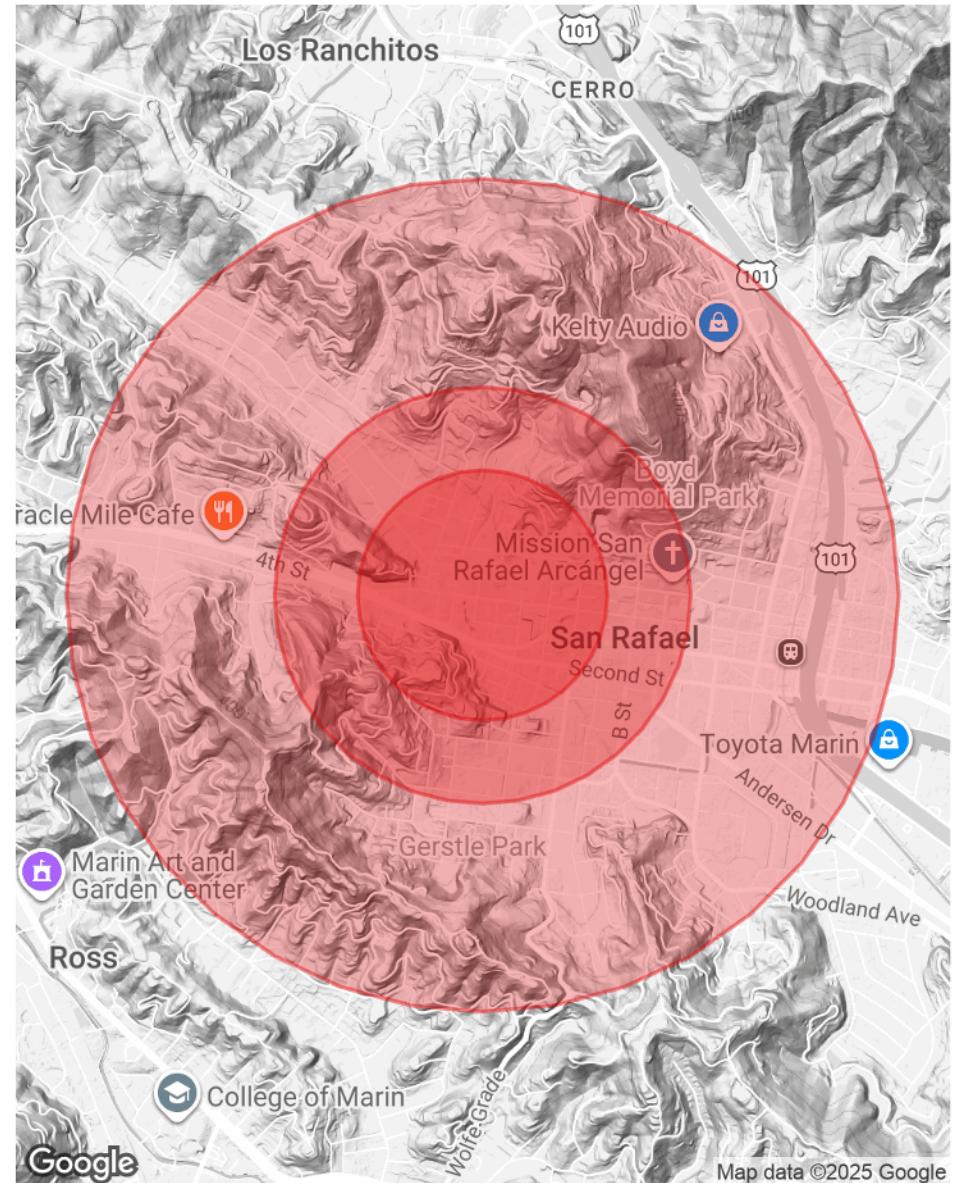
# Demographics Map & Report

1566-1570-1574 4TH ST AND 100 F ST • SAN RAFAEL

Population	0.3 Miles	0.5 Miles	1 Mile
Total Population	1,565	5,907	16,157
Average Age	45	44	44
Average Age (Male)	43	43	43
Average Age (Female)	46	45	44

Households & Income	0.3 Miles	0.5 Miles	1 Mile
Total Households	683	2,621	6,942
# of Persons per HH	2.3	2.3	2.3
Average HH Income	\$165,287	\$166,548	\$177,125
Average House Value	\$1,535,574	\$1,466,365	\$1,432,509

Demographics data derived from [AlphaMap](#)



# Confidentiality Agreement

ENGEL&VÖLKERS®  
COMMERCIAL

This Offering Memorandum contains select information pertaining to the business and affairs of 1566-1570-1574 4th St And 100 F St, San Rafael, CA. This Memorandum was prepared based on information supplied by Seller and Broker. It contains selected information about the Property and the real estate market, but does not contain all the information necessary to evaluate the acquisition of the Property. The financial projections contained herein (or in any other Confidential Information) are for general reference only. The projections are based on assumptions relating to the general economy and local competition, among other factors. Accordingly, actual results may vary materially from such projections. Various documents have been summarized herein to facilitate your review; these summaries are not intended to be a comprehensive statement of the terms or legal analysis of such documents.

The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Engel & Völkers San Francisco. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Seller, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness or this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. While the information contained in the Memorandum and any other Confidential Information is believed to be reliable, neither Broker nor Seller guarantees its accuracy or completeness. Due to the foregoing and since the Property will be sold on an "As Is, Where Is" basis, a prospective purchaser must make its own independent investigations, projections, and conclusions regarding the acquisition of the Property without reliance on this Memorandum or any other Confidential Information. Although additional Confidential Information which may include engineering, environmental or other reports may be provided to qualified parties as marketing proceeds, prospective purchasers should seek advice from their own attorneys, accountants, engineers, environmental and other experts.

**By acknowledging your receipt of this Offering Memorandum from Engel & Völkers San Francisco, you agree:**

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this

Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller, and Engel & Völkers San Francisco expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered. A prospective purchaser's sole and exclusive rights with respect to this expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Engel & Völkers San Francisco or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property. This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum. Engel & Völkers San Francisco has a policy of proactive broker cooperation with the investment brokerage community. If applicable, a cooperating broker fee of the sales price shall be paid at closing to cooperating broker that procures and represents the buyer that acquires this property.

If applicable, cooperation does not include brokers that represent themselves as Principals or broker's whose member of his immediate family is participating in the purchase of the property. No broker will be recognized on a prospect that has previously contacted or been contacted by the Seller or the Seller's representatives.