



HL



FOR SALE

3815

Redwood Highway
SAN RAFAEL, CA

NNN LEASED
INVESTMENT



HL Commercial Real Estate
70 Mitchell Blvd., Suite 202
San Rafael, CA 94903
www.hlcre.com

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DISCLOSURE STATEMENT



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PROPERTY OVERVIEW

Prominently positioned along Highway 101 in San Rafael, this highly visible three-tenant retail building offers exceptional frontage and exposure. Currently occupied by Martin & Harris Appliances, Marin Archery, and La Hacienda Taqueria, the property benefits from steady traffic and established businesses. Conveniently located with easy on- and off-ramp access, this site combines visibility, accessibility, and long-standing neighborhood presence—making it an excellent opportunity for investors seeking a strong retail asset in Marin County.

PROPERTY INFORMATION/FEATURES

LOCATION:	3815 Redwood Highway San Rafael, CA 94903
APN:	179-062-07
TOTAL BUILDING SQUARE FEET:	8,568 +/- sq. ft.
TOTAL SQ. FT OF LAND:	20,060 +/- sq. ft.
YEAR CONSTRUCTED:	1975 +/-
TYPE OF CONSTRUCTION:	Concrete Tilt-up
ROOF:	Built-up Bitumen
STORIES:	1
PARKING:	24 Unreserved Spaces
FIRE SPRINKLERS:	No
HEATING AND AIR CONDITIONING:	Yes
ZONING:	G-C (General Commercial)
FLOOD ZONE DESIGNATION:	X500

OFFERING SUMMARY

ASKING PRICE

\$2,675,000

PRICE PER SQ. FT.

\$312.21

TOTAL BUILDING SQ. FT.

8,568^{+/-}

CAP RATE

6.45%

HIGHLIGHTS

- **100% LEASED**
- **FREEWAY FRONTAGE**
- **ONSITE PARKING**
- **NNN LEASES**



SAN RAFAEL HISTORY

San Rafael is located 17 miles north of San Francisco. Population is 58,948 (+/-) and the median income is \$81,673. San Rafael is in the center of Marin County. It boasts a wide variety of big box retail (Home Depot, Best Buy, Target) many major car dealerships, including Volkswagen, Toyota, Honda and BMW. It has a large regional shopping center known as Northgate Shopping Center, various neighborhood shopping centers and an older downtown shopping district. There are three major office and industrial areas: Northgate Industrial Park, East San Rafael Retail and, the "Canal" Neighborhood.

Centuries ago San Rafael was once the home of several Coast Miwok peoples. The village identified as Awani-wi, was near downtown San Rafael. In 1817, four years before Mexico gained independence from Spain, four Spanish Franciscan priests founded Mission San Rafael Arcángel, in what is now downtown San Rafael. After the Mexican-American War, in 1853, the territory which Alta California was part of was annexed by the United States. The San Francisco and North Pacific Railroad reached San Rafael in 1879. The city was linked to the national rail network later in 1888.

San Rafael was incorporated as a city in July of 1913.





ESTIMATED INCOME & EXPENSES

Gross Scheduled Annual Income ("GSI")	\$	186,100.00
Plus Estimated NNN Reimbursements (2025 Annualized)	\$	85,894.50
Less Vacancy Factor (5.0 %)	\$	(13,599.73)
Gross Operating Income ("GOI")	\$	258,394.78

Estimated Operating Expenses:

RE Taxes (Estimated New 1% of Sales Price + \$19,070 - Sewer Charges)	\$	35,202.00
Sewer-Sanitary District Charges (Part of RE Tax Bill)	\$	11,358.00
Hazard Insurance	\$	12,980.00
Utilities-Gas & Electricity		Tenants
Utilities-Water	\$	4,100.00
Utilities-Trash		Tenants
Licenses & Permits	\$	275.00
Repairs & Maintenance Allowance (4% of GSI)	\$	7,444.00
Offsite Professional Property Management(5.5% of GSI)	\$	10,235.50
Landscaping Contract Service	\$	3,600.00
Landscaping Supplies	\$	500.00
Supplies	\$	200.00
Total Operating Expenses:	\$	85,894.50

Net Operating Income ("NOI")	\$	172,500.28
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RENT ROLL AS OF 8/01/2025

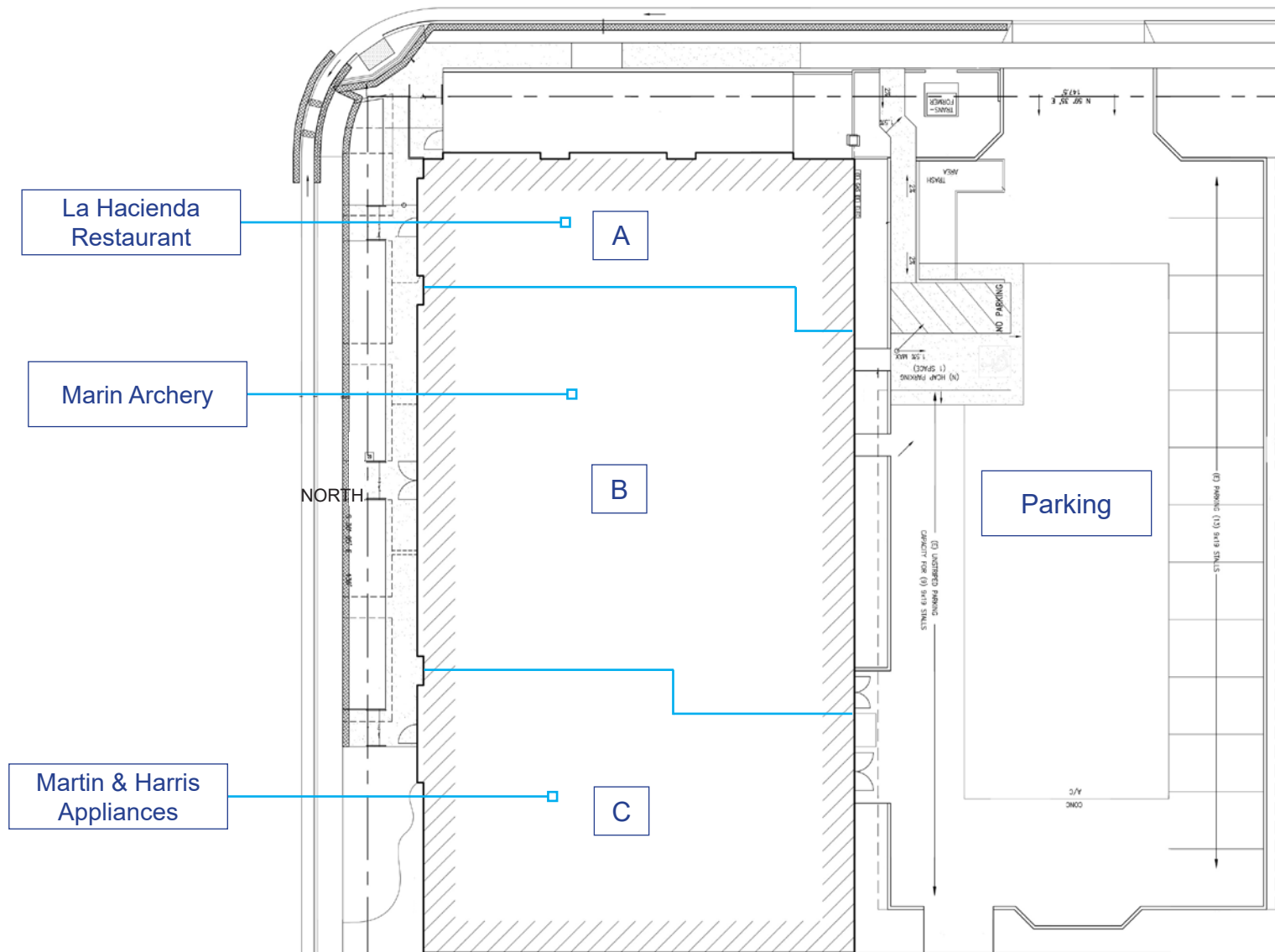
UNIT	TENANT	*Sq. Ft. +/-	RENT/SF	CURRENT RENT/MO	NNN CHARGES/MO.	START DATE	LEASE END	OPTIONS
A	Jose Sahagun	1,520	\$2.92	\$4433.69	\$ 1,569.46	9/1/2016	12/31/2026	None
B	Marin Archery LLC	4,578	\$1.46	\$6664.68	\$ 2,747.29	1/1/2022	MTM	None
C	Martin & Harris, Inc.	2,940	\$1.55	\$4410.00	\$ 2,040.00	4/1/2025	5/31/2030	1-5 Yr
Total 3 Units:		9,038	Monthly Annually	\$ 15,508.37 \$ 186,100.44	\$ 6,356.75 \$ 76,281.00			

Note:

1. All leases are triple net. NNN Charges/Mo shown above are the estimated amounts being collected for calendar year 2025.
2. Unit square feet for restaurant (A), does not included the "tent" area installed by tenant.



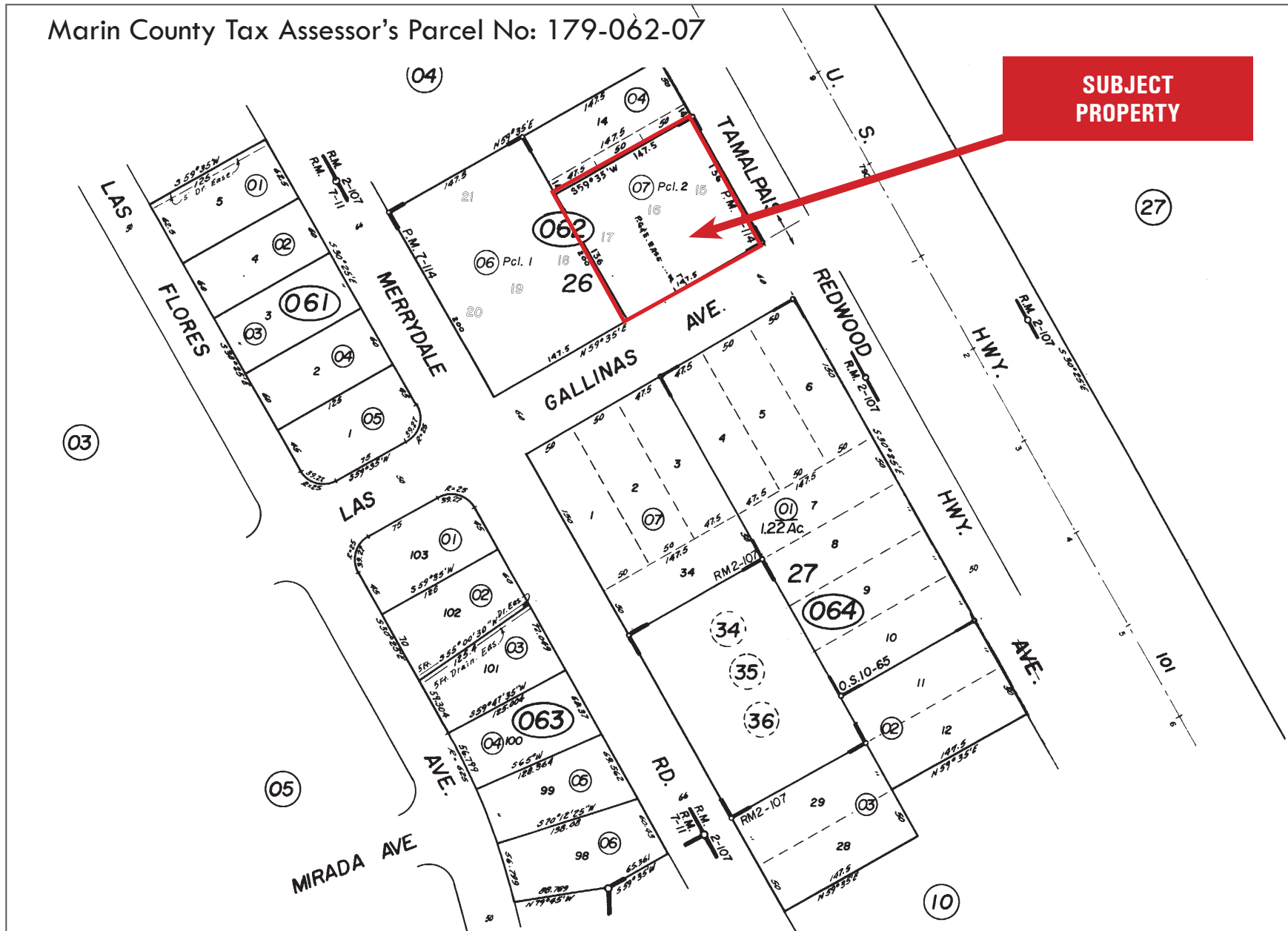
Floor Plan Not to Scale
For Illustration Only





[CLICK HERE TO VIEW IN GOOGLE MAPS](#)

Marin County Tax Assessor's Parcel No: 179-062-07





SPECIAL FLOOD HAZARD AREA (SFHA)	Out
COMMUNITY PARTICIPATION STATUS	R - Regular
DISTANCE TO 100 YR. FLOOD PLAIN	809 Ft.
COMMUNITY NUMBER - MAP PANEL & SUFFIX	065058-0456F
FLOOD ZONE CODE	X500
PANEL DATE	3/16/2016
COUNTY	Marin
ORIGINAL PANEL FIRM DATE	5/1/1984
FIPS CODE	06041
COASTAL BARRIER RESOURCE AREA	Out
COMMUNITY NAME	San Rafael, City of
LETTER OF MAP AMENDMENT (LOMA)	N/A

SALES COMPARABLES

	SALE DATE	SALE PRICE	PROPERTY ADDRESS	BLDG SF	\$ PER SF	CAP RATE
1.	SUBJECT	\$2,675,000	3815 Redwood Hwy, San Rafael, CA 94903	8,568	\$312.21	6.45%
2.	10/2023	\$2,412,500	510 San Anselmo Ave., San Anselmo, CA 94960	5,900	\$408.90	5.68%
3.	4/2025	\$2,350,000	2042-2056 4th St., San Rafael, CA 94903	4,366	\$538.25	6.36%
4.	1/2025	\$3,419,000	638 San Anselmo Ave., San Anselmo, CA 94960	4,586	\$745.53	6.80%

1. **Subject Property**
San Rafael, CA 94903

Price: \$ 2,675,000
 Square Feet: 8,568
 Price Per Sq. Ft.: \$ 312.21
 Actual Cap Rate: 6.45%



3. **2042-2056 4th St.**
San Rafael, CA 94903

Price: \$ 2,350,000
 Square Feet: 4,366
 Price Per Sq. Ft.: \$ 538.25
 Sale Date: 4/25
 Actual Cap Rate: 6.36%



2. **510 San Anselmo Ave.**
San Anselmo, CA 94960

Price: \$ 2,412,500
 Square Feet: 5,900
 Price Per Sq. Ft.: \$ 408.90
 Sale Date: 10/23
 Actual Cap Rate: 5.68%



4. **638 San Anselmo Ave.**
San Anselmo, CA 94960

Price: \$ 3,419,000
 Square Feet: 4,586
 Price Per Sq. Ft.: \$ 745.53
 Sale Date: 4/25
 Actual Cap Rate: 6.80%



SAN RAFAEL, CA

POPULATION
60,988

MEDIAN AGE
42.8

MEDIAN HOUSEHOLD INCOME
\$106,071

NUMBER OF EMPLOYEES
30,416

MEDIAN PROPERTY VALUE
\$975,500



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