

# FOR SALE

## DEL NORTE PLAZA: 11299 SAN PABLO AVENUE, EL CERRITO, CA



# OFFERING SUMMARY 11299 SAN PABLO AVENUE, EL CERRITO, CA

- Multi-tenant investment opportunity. This outdoor mall consists of a diverse, e-commerce resistant tenant lineup comprised of retail, restaurant, and service commercial tenants – creating a stabilized stream for a new investor. Parcel includes 50 parking spaces in large parking lot with 2 curb cuts onto busy San Pablo Avenue
- Year built/remodeled: 1980. Ownership is Fee Simple (Land and Building Ownership)
- Ideally located at signalized, hard corner intersection of Potrero Avenue and San Pablo Avenue (State Route 123) with 59,000 VPD
- The site also benefits from nearby access to I-80 (208,000 VPD) making this an ideal, centralized location with easy commutes
- Direct consumer base with strong regional/local tenants on a dense retail corridor within close proximity of many national tenants including nearby Safeway, Home Depot, Harbor Freight, Walgreen's, and Starbucks
- Strong demographics in 5-mile trade area, supported by over 200,000 residents and 80,000-100,000-plus daytime employees
- Residents within a one-mile radius earn an average household income of \$175,000

## CURRENT TENANTS

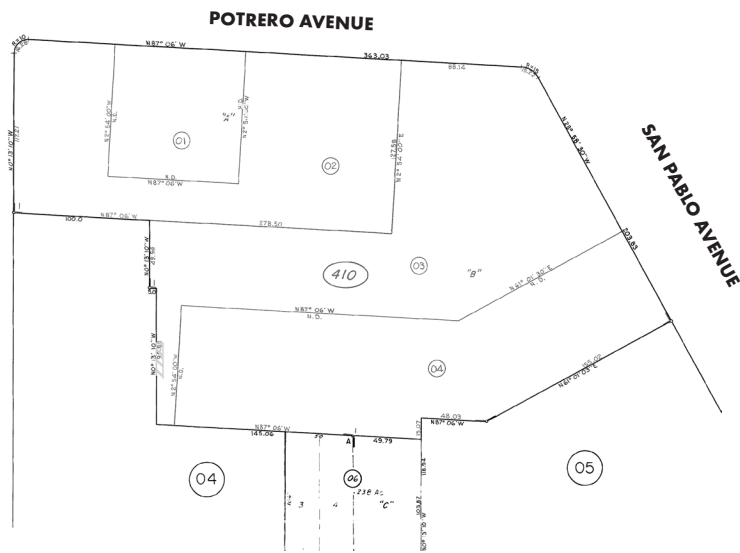
- Los Moles Restaurant
- Little Caesars Pizza
- Annapurna Mart
- Gina Beauty Supply
- Sunny Day Spa
- Gina Beauty 4 U
- Vasco Career College
- Del Norte Liquors
- Western Dental & Orthodontics

PRICE: \$9,500,000 • PRICE PER SF: \$370 • NET OPERATING INCOME: \$679,280.63

LEASABLE AREA: 25,645 SF • LAND AREA: .67 ACRE • SAN PABLO AVENUE FRONTAGE: 198 FEET



# Proforma & Rent Roll 11299 SAN PABLO AVENUE, EL CERRITO, CA



| COMMERCIAL INCOME         | ± SQFT (est.) | PSF/Mo | Monthly             | Annual               |
|---------------------------|---------------|--------|---------------------|----------------------|
| Western Dental Service    | 4,100         | \$     | 3.26 \$             | 13,350.94 \$         |
| Gina's Beauty for you     | 4,820         | \$     | 1.66 \$             | 8,000.00 \$          |
| Sunny Day SPA             | 1,200         | \$     | 1.97 \$             | 2,360.00 \$          |
| Annapurna Grocery Mart    | 1,200         | \$     | 1.50 \$             | 1,800.00 \$          |
| Vacant                    | 1,800         | \$     | 1.75 \$             | 3,150.00 \$          |
| Del Norte Liquors         | 1,800         | \$     | 2.79 \$             | 5,013.73 \$          |
| Little Caesars/BP Venture | 1,200         | \$     | 2.54 \$             | 3,042.34 \$          |
| Vasco                     | 4,800         | \$     | 1.61 \$             | 7,713.00 \$          |
| Los Moles Restaurant      | 4,725         | \$     | 1.99 \$             | 9,381.01 \$          |
| Evgo                      |               |        |                     | 5,775.00 \$          |
| <b>COMMERCIAL TOTAL</b>   | <b>25,645</b> |        | <b>\$ 59,586.02</b> | <b>\$ 715,032.24</b> |

|                                          |      |                     |                      |
|------------------------------------------|------|---------------------|----------------------|
| Vacancy factor                           | 5.0% | \$ 2,979.30         | \$ 35,751.61         |
| <b>COMMERCIAL EFFECTIVE GROSS INCOME</b> |      | <b>\$ 56,606.72</b> | <b>\$ 679,280.63</b> |

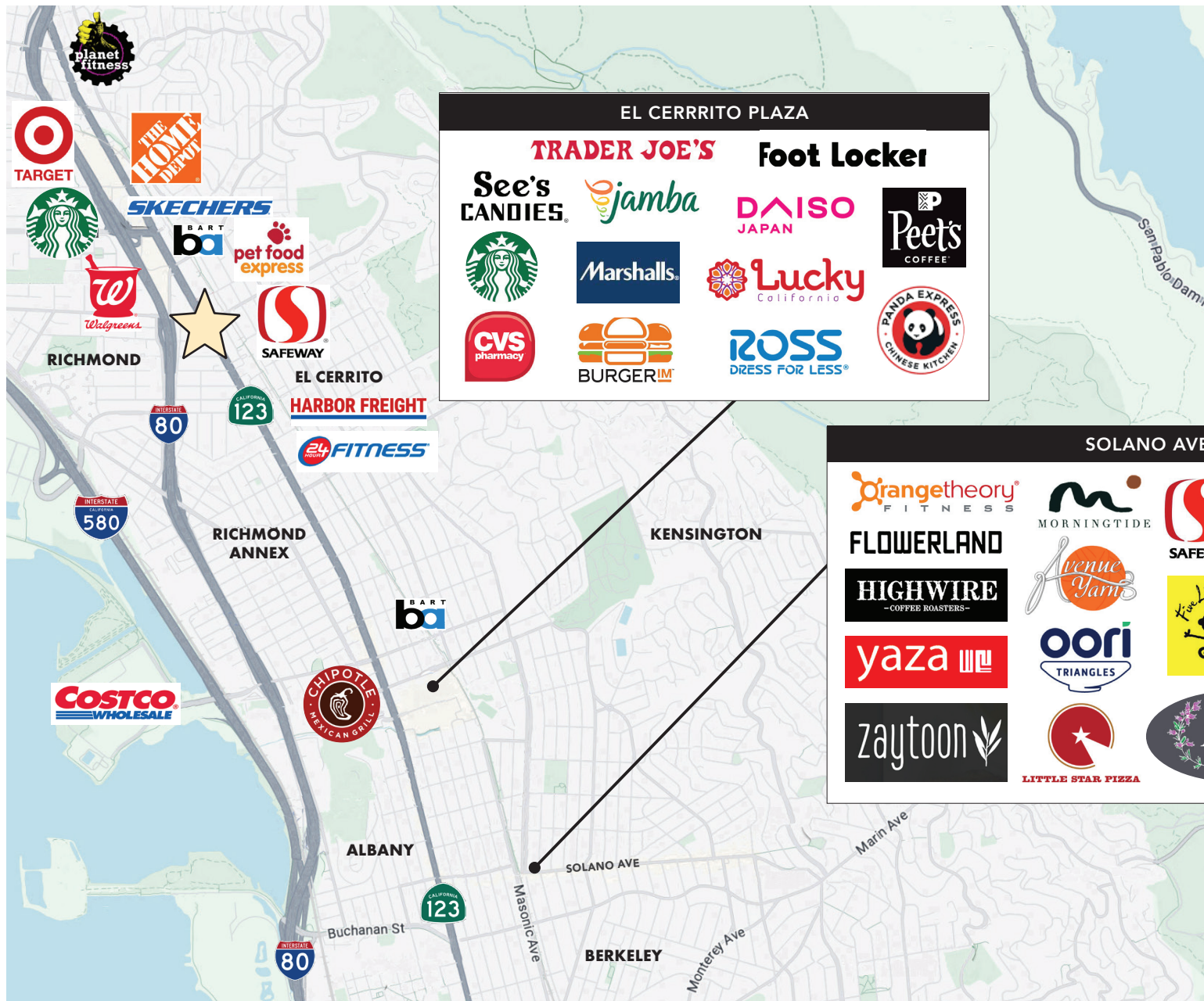
| EXPENSES (estimated)                             |         |                     |                      |
|--------------------------------------------------|---------|---------------------|----------------------|
| Property Taxes (New)                             | 1.2843% | \$ 10,167.38        | \$ 122,008.50        |
| Special Taxes & Assessments: 509-410-001-2       |         | \$ 651.86           | \$ 7,822.30          |
| Special Taxes & Assessments: 509-410-003-8       |         | \$ 529.72           | \$ 6,356.60          |
| Special Taxes & Assessments: 509-410-002-0       |         | \$ 205.69           | \$ 2,468.22          |
| Special Taxes & Assessments: 509-410-004-6       |         | \$ 386.67           | \$ 4,640.00          |
| Business License Tax (New Estimated)             |         | \$ 39.67            | \$ 476.00            |
| Insurance (Actual 2025)                          |         | \$ 4,085.17         | \$ 49,022.05         |
| Management                                       | 5.0%    | \$ 2,979.30         | \$ 35,751.61         |
| Trash (Actual 2025)                              |         | \$ 3,627.98         | \$ 43,535.70         |
| Landscaping (Actual 2025)                        |         | \$ 575.00           | \$ 6,900.00          |
| Water (Actual 2025)                              |         | \$ 1,468.94         | \$ 17,627.25         |
| Electric (Actual 2025)                           |         | \$ 756.62           | \$ 9,079.41          |
| Comcast & Stanley Security Cameras (Actual 2025) |         | \$ 418.99           | \$ 5,027.92          |
| Environmental Testing Reserve (Estimated)        |         | \$ 1,666.67         | \$ 20,000.00         |
| Repairs & Reserve (Estimated)                    |         | \$ 2,644.09         | \$ 31,729.08         |
| <b>GROSS EXPENSES</b>                            |         | <b>\$ 30,203.72</b> | <b>\$ 362,444.64</b> |

|                                       |  |                     |                      |
|---------------------------------------|--|---------------------|----------------------|
| Tenant CAM Reimbursements (Est. 2026) |  | 30,203.72           | 362,444.64           |
| <b>NET EXPENSES</b>                   |  | <b>\$ 0.00</b>      | <b>\$ 0.00</b>       |
| <b>NET OPERATING INCOME</b>           |  | <b>\$ 56,606.72</b> | <b>\$ 679,280.63</b> |
| w/o vacancy                           |  | \$ 59,586.02        | \$ 715,032.24        |

| ACQUISITION                            | CASH                   | COST                   | CAP RATE     | 7.15%     |
|----------------------------------------|------------------------|------------------------|--------------|-----------|
| Acquisition Costs                      | \$ 4,227,500.00        | \$ 9,500,000.00        | w/o vacancy  | 7.53%     |
| City Transfer                          | \$ 57,000.00           | \$ 57,000.00           |              |           |
| County Transfer                        | \$ 5,225.00            | \$ 5,225.00            | CASH ON CASH | 6.24%     |
| Loan Fee                               | \$ 52,725.00           | \$ 52,725.00           | w/o vacancy  | 7.06%     |
| Other costs (Inspections, Env, escrow) | \$ 10,000.00           | \$ 10,000.00           |              |           |
| <b>SUBTOTAL</b>                        | <b>\$ 4,352,450.00</b> | <b>\$ 9,624,950.00</b> | PSF          | \$ 370.73 |
|                                        |                        |                        | PSF Land     | \$ 93.97  |

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# NEARBY AMENITIES 11299 SAN PABLO AVENUE, EL CERRITO, CA



**EL CERRITO PLAZA**

|                     |                               |
|---------------------|-------------------------------|
| <b>TRADER JOE'S</b> | <b>Foot Locker</b>            |
| See's CANDIES       | jamba                         |
| Starbucks           | DAISO JAPAN                   |
| Marshall's          | Lucky Colifloria              |
| CVS pharmacy        | BURGER KING                   |
|                     | ROSS DRESS FOR LESS           |
|                     | Peet's COFFEE                 |
|                     | PANDA EXPRESS CHINESE KITCHEN |

**SOLANO AVENUE**

|                            |                   |                |                              |                    |
|----------------------------|-------------------|----------------|------------------------------|--------------------|
| Orangetheory FITNESS       | MORNINGTIDE       | SAFeway        | mr. dewie's GARDEN OF Eatin' | 5 TACOS BEERS      |
| FLOWERLAND                 | Avenue Yams       |                |                              |                    |
| HIGHWIRE -COFFEE ROASTERS- | yaza              | oori TRIANGLES | Five Little Monkeys          | OAKTOWN SPICE SHOP |
| zaytoon                    | LITTLE STAR PIZZA | BREZO          | lavender Bakery & Cafe       |                    |