

242 SHORELINE HWY

MILL VALLEY, CA 94941

RETAIL PROPERTY & AUTOMOTIVE BUSINESS FOR SALE



Exclusively Represented By

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PW / PACIFIC WEST
ADVISORY GROUP

**BERKSHIRE
HATHAWAY**
HOMESERVICES
Drysdale Properties
COMMERCIAL GROUP

EXECUTIVE SUMMARY



\$5,500,000
Real Estate & Automotive Business



3,700 SQFT
Building Size



13,318 SQFT
Lot Size

OFFERING SUMMARY

PRICE/SF	\$1,262
UNIT MIX	Retail+Garage
CAP RATE	4.5%
BACK OF PROPERTY YEAR REMODELED	2015
FRONT OF PROPERTY YEAR REMODELED	2022
YEAR BUILT	1949
ZONING	CP
APN	052-052-09
FRONTAGE	67 ft

REAL ESTATE HIGHLIGHTS

- 242 Shoreline Hwy consists of a building that is 3,700 sq ft on 13,318 sq ft lot with 67 feet frontage on Shoreline highway.
- Owner has authorization from the County of Marin to build an additional 1,500 sq ft building on the south side of the rear lot area.
- Property is occupied by property owner and operated as **Mill Valley Automotive Service**.
- When owner purchased the property in 2013 the building – office and shop space was revamped and remodeled and the back parking and storage area was repaved with improved drainage capacity.
- The tenant for the front retail/office space (1,370 sq ft) remodeled the space approximately 1 1/5 years ago.
- The back lot space has been elevated and repaved and has not flooded.
- Owner has maintained the property and the land area / no deferred maintenance issues.



BUSINESS HIGHLIGHTS

- MVAS has been in business in Southern Marin for 30 years.
- MVAS has been in business at this location for 11 years.
- MVAS clientele extends from San Francisco to central Marin.
- The business operates out of the back 2,355 square feet of the building including an office and work area with 3 lifts and storage – a list of FFE is available upon request.
- The owner has permitted rights to build an additional 1,500 square foot building.
- The business has over 8,000 square feet of parking and storage area.
- The business has annual revenue in excess of \$900,000, with potential to expand income – P & Ls are available upon request.

(MVAS) Mill Valley Automotive Service



PROPERTY SUMMARY

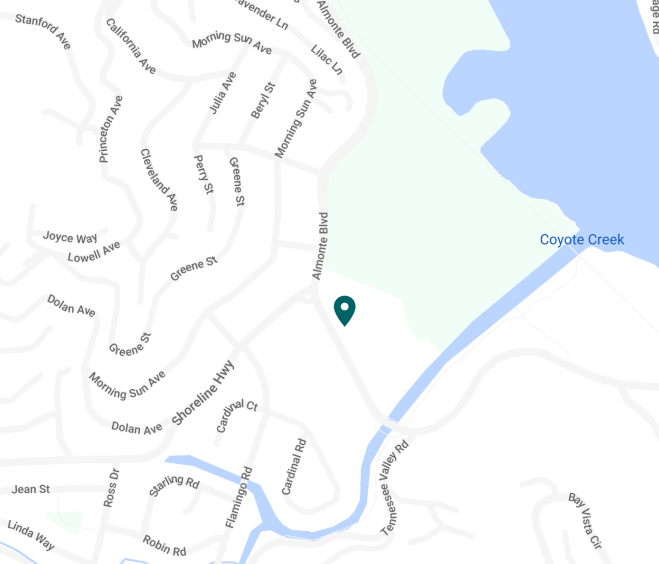
Pacific West Advisory Group is excited to present this opportunity to purchase a 2-unit retail building in the prime Mill Valley retail corridor. This location provides fantastic foot and vehicle traffic and allows a new owner to capture an audience commuting to and from San Francisco and Sonoma, as it sits on the main access to Highway 101. This is an opportunity to purchase an established automotive repair business and building and land in the high traffic and high visibility Tam Valley market only 1 mile from Highway 101 (south) and Mill Valley (north) MVAS services vehicles from southern Marin and San Francisco. The building is 3,700 SF and the parcel is 13,318 SF, and the sale comes with the permitted right to build an additional 1,500 SF building.

The sale includes a newly refurbished and remodeled 1,380 SF of front retail or office space, and the back of the building housing the automotive business with Office, lobby and restroom. The automotive repair component has an open work area with a roll up door, automotive lifts and storage. The lot has open space for parking and storage. In addition, the name, customer list, phone number, web site and all related assets of the business are included in the sale. The back of the building was renovated in 2016 and the front space in 2022.

Over 32,285 vehicles pass by the property daily, as Shoreline Highway is the route to Mill Valley, Muir Woods, and Stinson Beach. The property is in the County of Marin (not the city of Mill Valley) and is zoned Planned Commercial (PC).

This is an opportunity for an owner-user or an investor looking to operate and expand an existing successful business or to redevelop the property for another use. Given the rare and desirable attributes of the business and property, it has potential for more growth and revenue for the existing automotive repair use or as a development opportunity in the future.





LOCATION HIGHLIGHTS

The property is located in the vibrant Tam Valley neighborhood of Mill Valley on Shoreline Highway in the county of Marin. It is 200 feet from the intersection of Almonte Boulevard and less than 1 mile from Hwy 101 and downtown Mill Valley. Over 32,285 cars per day pass by the property – headed to Mill Valley, Muir Woods, and Stinson Beach. There are numerous retail and office tenants in the immediate area, including Walgreens, Good Earth Grocery, Proof Lab, the Junction Beer Garden/PizzaHacker, and many homes and apartments.

- The property is in the County of Marin and is zoned Planned Commercial.
- Its location on one of the most traveled roads in Marin County with over 35,000 cars a day passing by the property.
- The property is 1 mile northwest of Hwy 101 and 1 mile from downtown Mill Valley.
- Located in the Tam Valley area of Mill Valley there are numerous successful small businesses in the area, but 1 of 2 automotive repair shops in the area.

INVESTMENT HIGHLIGHTS



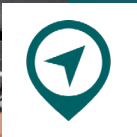
PRIME PROPERTY

This property is located in the Tam Valley district of Mill Valley, a high-end retail corridor serving southern Marin. The automotive portion of the building was remodeled and renovated in 2015 the back parking and storage area was elevated and repaved. The front space was remodeled in 2022, including new flooring, ceiling, shelving and bathroom. The county has approved the plans for an additional 1,500 square foot building along the southside of the property. The lot is 13,318 square feet providing parking and storage.



STABLE INVESTMENT OPPORTUNITY

The previous front retail tenant was paying \$6.00psf/mo NNN and the automotive business pays \$16,000 per month. MVAS was established in 1994 and has successfully operated at this location for over 10 years. MVAS is one of the few automotive repair shops in Southern Marin and its clientele includes Marin and San Francisco customers and with the opportunity for added growth.



LOCATION

The property is 1 mile from the Highway 1 north and south ramps and is 1 mile to downtown Mill Valley. In addition to traffic coming to the local retail businesses, Shoreline Highway is the route to Mill Valley, Muir Woods and Stinson Beach – over 35,000 cars per day.



FINANCIAL PROFILE

FINANCIAL OVERVIEW

PRICE	\$5,500,000
NUMBER OF UNITS	2
YEAR BUILT	1949
PARKING	4
SQFT	3,725
PRICE PER SF	\$1,262
PRO FORMA CAP	4.5%

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

ANNUALIZED OPERATING DATA

INCOME	CURRENT	PRO FORMA
SCHEDULED GROSS INCOME	\$290,640	\$290,640
GROSS OPERATING INCOME	\$290,640	\$290,640
LESS EXPENSES	\$71,097	\$71,097
NET OPERATING INCOME	\$210,824	\$210,824

ESTIMATED ANNUAL EXPENSES

NEW PROPERTY TAX @1.1170%	\$52,499
INSURANCE	\$7,000
WATER	\$1,437
GARBAGE	\$1,325
PG&E	\$3,986
REPAIRS & MAINTENANCE	\$4,000
INTERNET	\$850
TOTAL EXPENSES	\$71,097
% OF EGI	25.2%



RENT ROLL

UNIT	TYPE	SQFT	CURRENT	MARKET
Front Retail	Retail	1,370	\$8,220	\$8,220
Garage	Retail	2,355	\$16,000	\$16,000
TOTAL MONTHLY			\$24,220	\$24,220
TOTAL ANNUAL			\$290,640	\$290,640



RETAILER MAP



- Shoreline** - COFFEE SHOP
- Walgreens** - DRUG STORES
- Domino's**
- bp**
- EQUATOR COFFEES**
- HOOK & FISH CO**
- PROFLAB**
- PET PRO** - EVERYTHING GOOD FOR YOUR PET
- GOOD EARTH NATURAL FOODS**
- UNITED STATES POSTAL SERVICE**
- CAFE DEL SOUL** - MADE WITH LOVE - EST. 2004
- Domino's**
- THE JUNCTION** - TAM VALLEY BEER GARDEN + BOTTLE SHOP - CALIF. 94011
- UPSIDE**
- MARTIN BROTHERS SUPPLY**
- ALPHA DOG**
- DIPSEY**

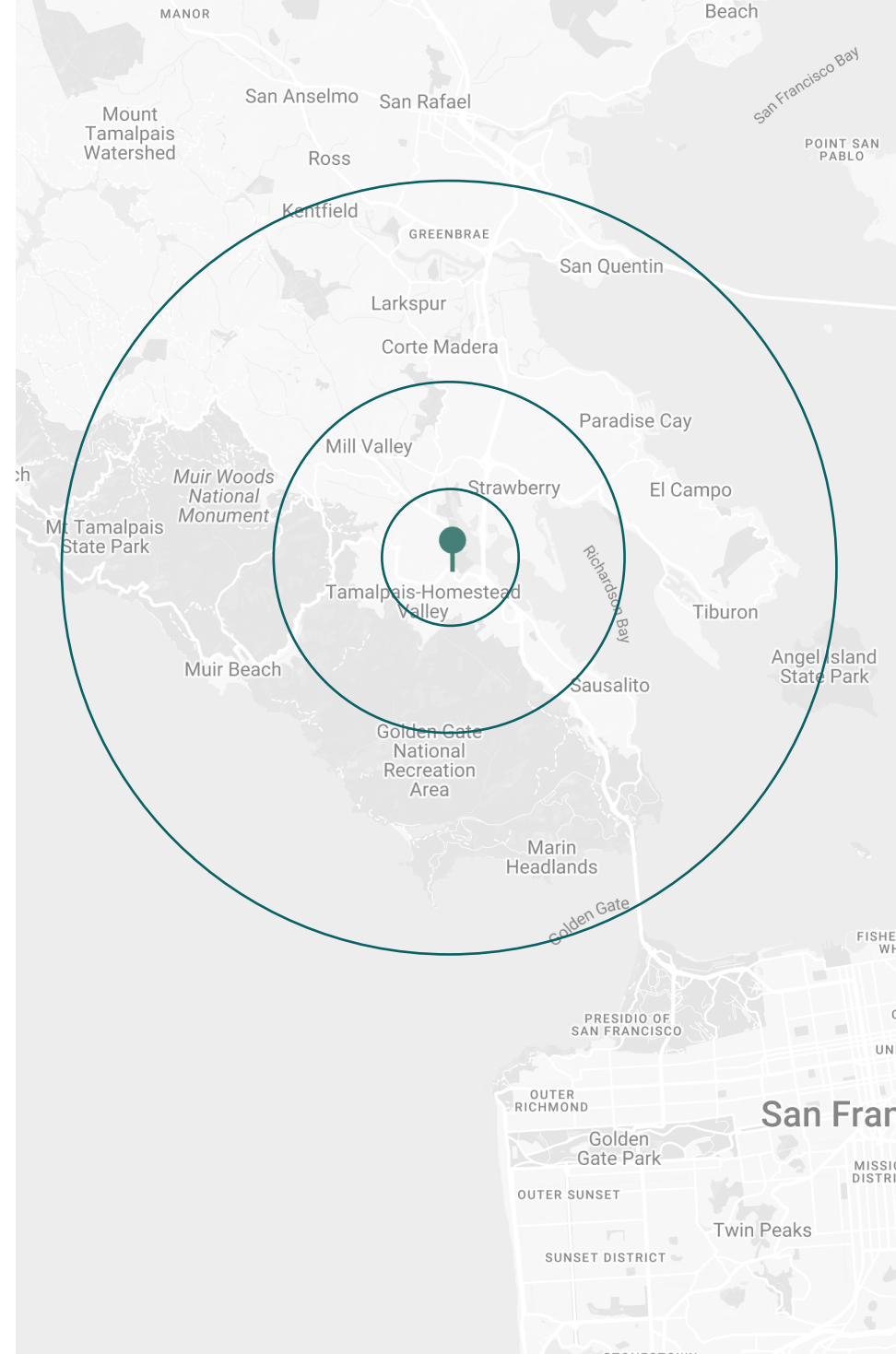


DEMOGRAPHICS

POPULATION	1 MILE	5 MILES	10 MILES
TOTAL POPULATION	10,078	83,535	714,414
AVERAGE AGE	45.0	47.7	41.3
AVERAGE AGE (MALE)	43.3	46.8	40.9
AVERAGE AGE (FEMALE)	46.9	47.6	41.7

HOUSEHOLD & INCOME	1 MILE	5 MILES	10 MILES
TOTAL HOUSEHOLDS	4,238	37,061	350,996
# OF PERSONS PER HH	2.4	2.3	2.0
AVERAGE HH INCOME	\$189,836	\$214,580	\$155,960
AVERAGE HOUSE VALUE	\$1,202,707	\$1,523,155	\$1,084,253

2020 American Community Survey (ACS)





JOHN WRIGHT

John A. Wright is a licensed attorney and broker with extensive experience in commercial real estate sales and leasing. With licenses in Texas, Washington, and California, John has represented buyers and sellers of various commercial properties, including retail, office, multi-family, and industrial buildings. Notably, he was involved in the purchase of 801 Travis, a 222,000 square foot office building in Houston. In California, John assists owners in maximizing property value and guides them through the sales process efficiently. He also works with buyers to find properties that align with their investment criteria. John's expertise extends to leasing commercial properties of all types. Based in Marin County, he leads a team of experienced commercial agents with a strong network of investors. With a background in economics and business law, John brings over 15 years of experience to his role. He resides in Tiburon with his wife, while his two sons live in North Carolina.

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OLEG VERBITSKI

Oleg is a seasoned real estate advisor specializing in multi-family and commercial properties. With over five years of experience at Compass Commercial and NAI, he excels in buy-side and sell-side transactions, including challenging scenarios. At Berkshire Hathaway Commercial Group, Oleg is part of the Pacific West Advisory Team, where he provides exceptional service to clients by tailoring marketing strategies, conducting property assessments, and negotiating favorable terms. Beyond his role, Oleg stays abreast of Bay Area real estate trends through active involvement in the San Francisco Association of Realtors and Global Business Council Committee. He holds a degree in International Relations from the University of Toronto and is licensed as a commercial agent in Canada and California. In his free time, Oleg enjoys practicing judo and traveling with his family.

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