

NAPA, CA 94558

NAPA COUNTY OWNER-USER OPPORTUNITY

220-240

GATEWAY ROAD WEST



CBRE

INVESTMENT PROPERTIES — PRIVATE CAPITAL PARTNERS





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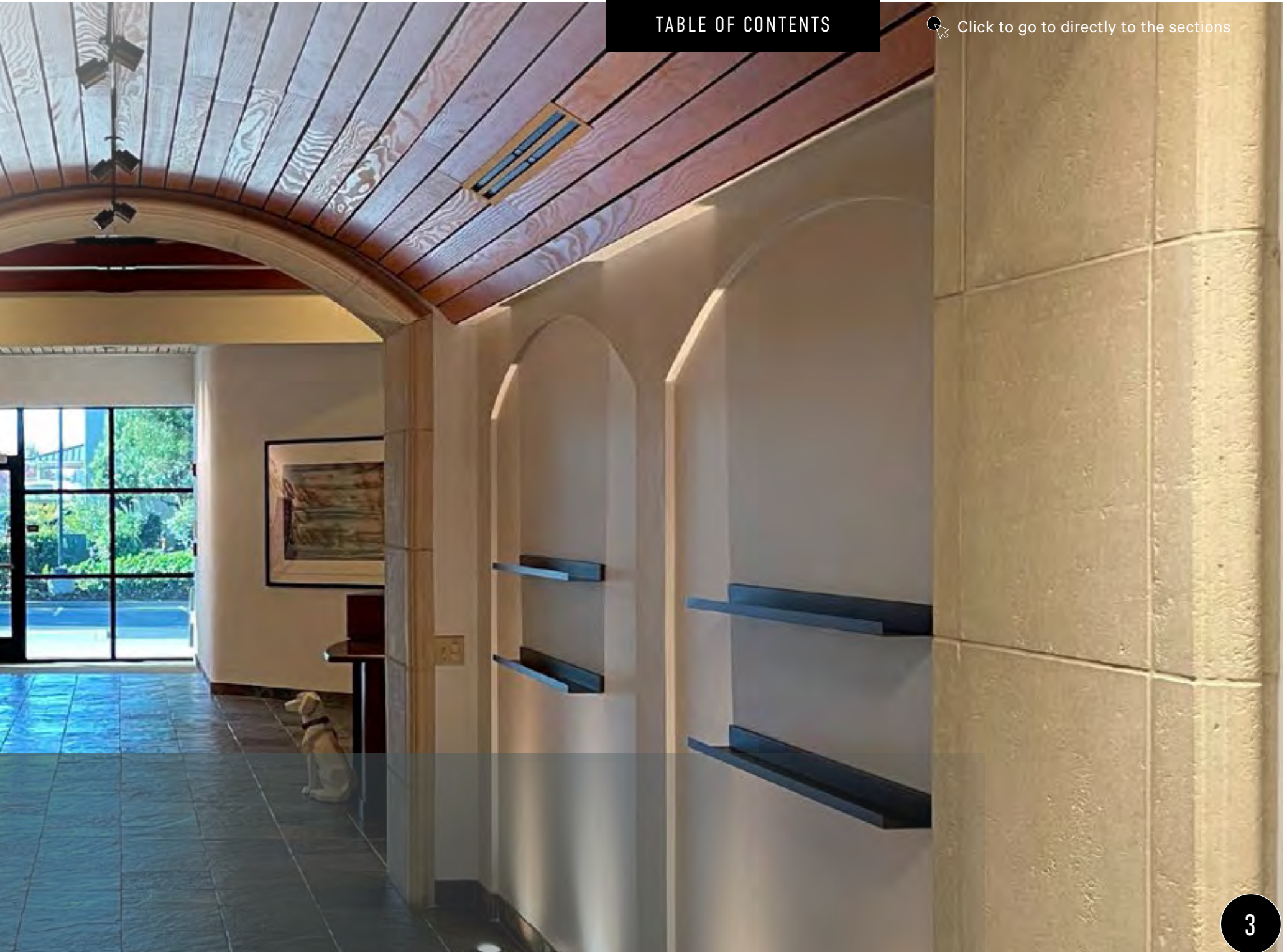
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INVESTMENT SUMMARY



ADDRESS

222-240 Gateway Road West,
Napa, CA 94558



ASKING PRICE

BEST OFFER



LAND SIZE

±2.83 ACRES / ±123,275 SF



BUILDING SIZE

± 38,640 SF



NO. OF BUILDINGS

One / 1



YEAR BUILT

2000



STORIES

One / 1



WEBSITE

ipsocal.com/thegateway



1

Benchmark Wine Group

2

Delicato Family Vineyards

3

Constellation Brands

4

Springhill Suites (Marriott)

5

Eurostampa

6

Sutter Home

7

Treasury Wine Estate

8

Folio Wine Group

220-240
GATEWAY ROAD WEST

INVESTMENT HIGHLIGHTS

RARE OWNER-USER HQ BUILDING NEAR AIRPORT WITH CLASS A IMPROVEMENTS AND INDUSTRIAL ZONING

- A unique owner-user opportunity to acquire a \pm 38,640 square foot, single story, class 'A' office/industrial building located in Napa, CA.
- With Industrial Park zoning and the ability to re-install a number of grade level doors along the back of the building, the property can easily accommodate a flex or light industrial use despite its current office layout.
- The building was constructed in 2000 and had significant tenant improvements completed in 2018 for both of the tenants at that time. With the entire \pm 38,640 square feet ready for occupancy, this building would make a great site for a corporate headquarters.
- This 2.83 acre site features 360 degree access to the building and a abundant parking with a ratio of nearly 4 spaces per 1,000 square feet.
- This investment can provide an attractive lease-saving trade-off. As opposed to leasing space, a purchase offers protection against future rental market uncertainty and rate hikes. It further offers occupancy control, certain tax benefits and after-tax equity accumulation.



* This map was prepared for assessment purposes only. Map not to scale.

9 Don Sebastiani & Sons

10 Bronco Wine

11 Trincherro

12 Wineshipping

13 Ap Tech

14 Bergin Glass

15 Safe Harbor Wine Storage

16 Laird Family Estate



* This map was prepared for assessment purposes only. Map not to scale.

AutoZone

Walmart Starbucks

DUNKIN' Dunkin' Donuts

EAGLE VINES
GOLF CLUB

NAPA-VALLEJO
FLEA MARKET

BOUCHAINE
VINEYARDS

WesternCarriers®

LEAF AND VINE
SINGLE VINEYARD WINES



220-240
GATEWAY ROAD WEST

AMORIM
CORK
AMERICA





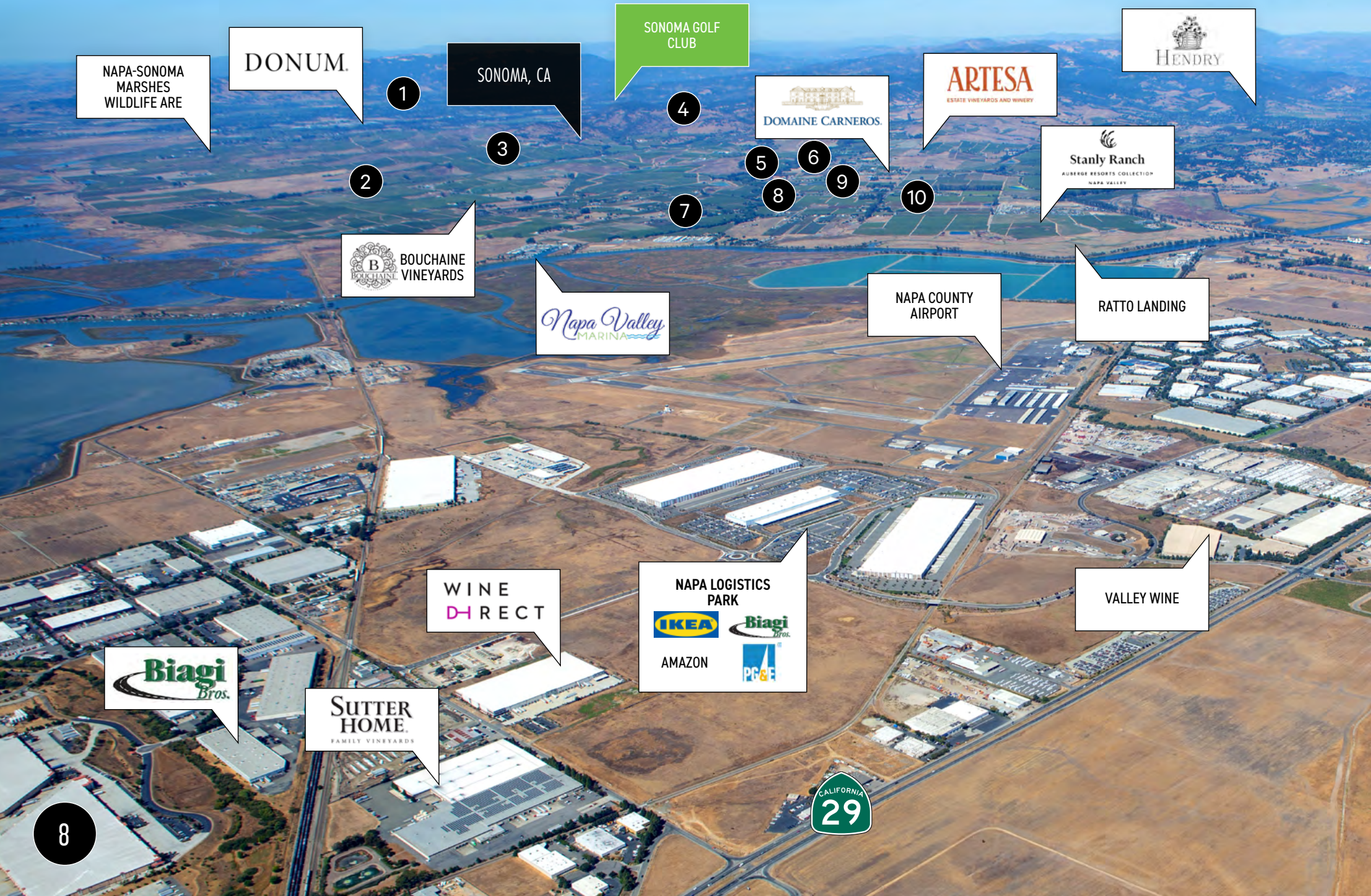
INVESTMENT HIGHLIGHTS

IDEAL LOCATION WITHIN NAPA COUNTY

- As the nation's most celebrated wine region, Greater Napa has experienced great growth. In the past 10 years, its GDP has increased $\pm 21.3\%$, to \$11.4 billion in 2023, according to the Federal Reserve Bank of St. Louis. Over the next 5 years the region is projected to add close to 10,000 additional jobs to the economy, according to CBRE Econometric Advisors.
- Napa has one of the lowest vacancy rates in California at 3.3% as of 4Q24, per CBRE Research. Industrial rents in Napa County have grown $\pm 17\%$ over the past 5 years. The market's consistent tenant demand, limited inventory and high barriers to entry for new development ensure that rental rates are poised to continue to rise another $\pm 10\%$ over the next 5 years.



* This map was prepared for assessment purposes only. Map not to scale.





INVESTMENT HIGHLIGHTS

IDEAL LOCATION WITHIN NAPA COUNTY

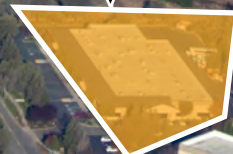
- The property is situated in a convenient location alongside Sheehy Creek, just 3 minutes from Napa County Airport and with direct access to Highway 29 and 12.
- The property is located less than an hour drive from Oakland International Airport and San Francisco International Airport, and less than a 20-minute drive from central Napa, home to more than ±400 wineries, and about an hour drive from nearby seaports and intermodal railyards.
- Positioned in the North Bay, the property is within a 2-hour drive to the East Bay, San Francisco, Sacramento, San Jose, and the Central Valley with access to approximately 12.4M people within a 100-mile radius. The property provides access to 24% of the U.S. population within an 18-hour drive.



* This map was prepared for assessment purposes only. Map not to scale.

220-240

GATEWAY ROAD WEST



NAPA IS THE HEART OF "WINE COUNTRY" IN THE UNITED STATES, WITH THE PRESTIGE THAT DRAWS ELITE WINE MAKERS, AWARD-WINNING RESTAURATEURS, LUXURY HOSPITALITY NAMES AND GLOBAL WINE ENTHUSIASTS.



\$143,681
2024 AVERAGE HOUSEHOLD
INCOME IN NAPA COUNTY
CBRE RESEARCH

±400
WINERIES

3.3%
LOW VACANCY RATES
CBRE RESEARCH, 2024


**NAPA-SOLANO HAS ONE
OF THE TIGHTEST MARKETS
IN CALIFORNIA**

**\$14.2
BILLION**
NAPA COUNTY GDP
2023

220-240
GATEWAY ROAD WEST

±5.0 MILES
TO I-80

±11.1 MILES
NAPA

±40.3 MILES
SAN FRANCISCO

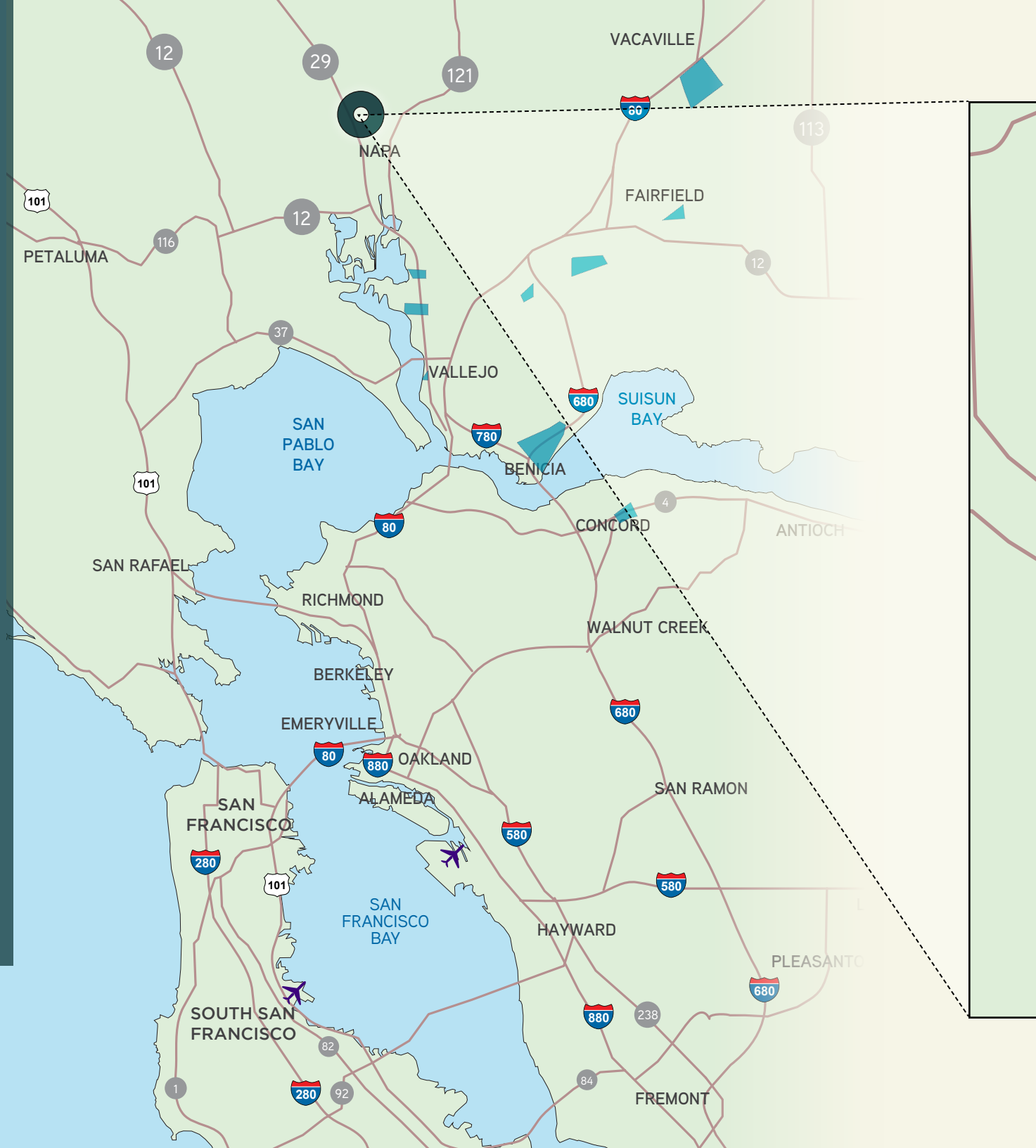
±42.8 MILES
OAKLAND INTERNATIONAL AIRPORT

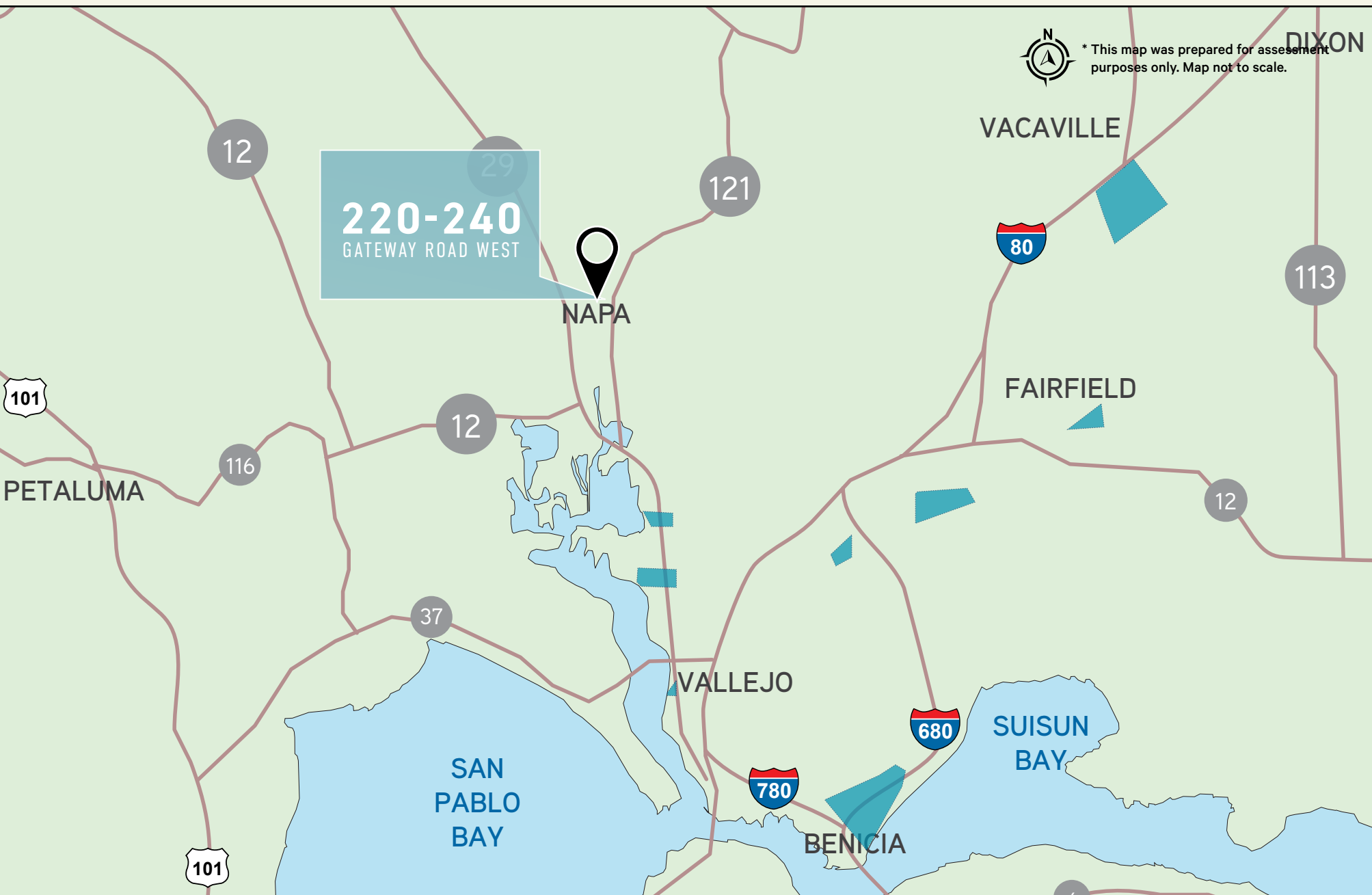
±50.3 MILES
SAN FRANCISCO
INTERNATIONAL AIRPORT

±56.6 MILES
SACRAMENTO



*** This map was prepared for assessment purposes only. Map not to scale.**









PROPERTY SUMMARY



APN

057-220-024



LAND SIZE

± 2.83 acres / ± 123,275 SF



BUILDING SIZE

± 38,640 SF



NO. OF BUILDINGS

Two / 2



YEAR BUILT

2000



PARKING

4/1,000 SF



ZONING CODE

IP (Industrial Park)



ROOFING

4-ply built-up roof



POWER

1,600 amps @ 277/480 volts



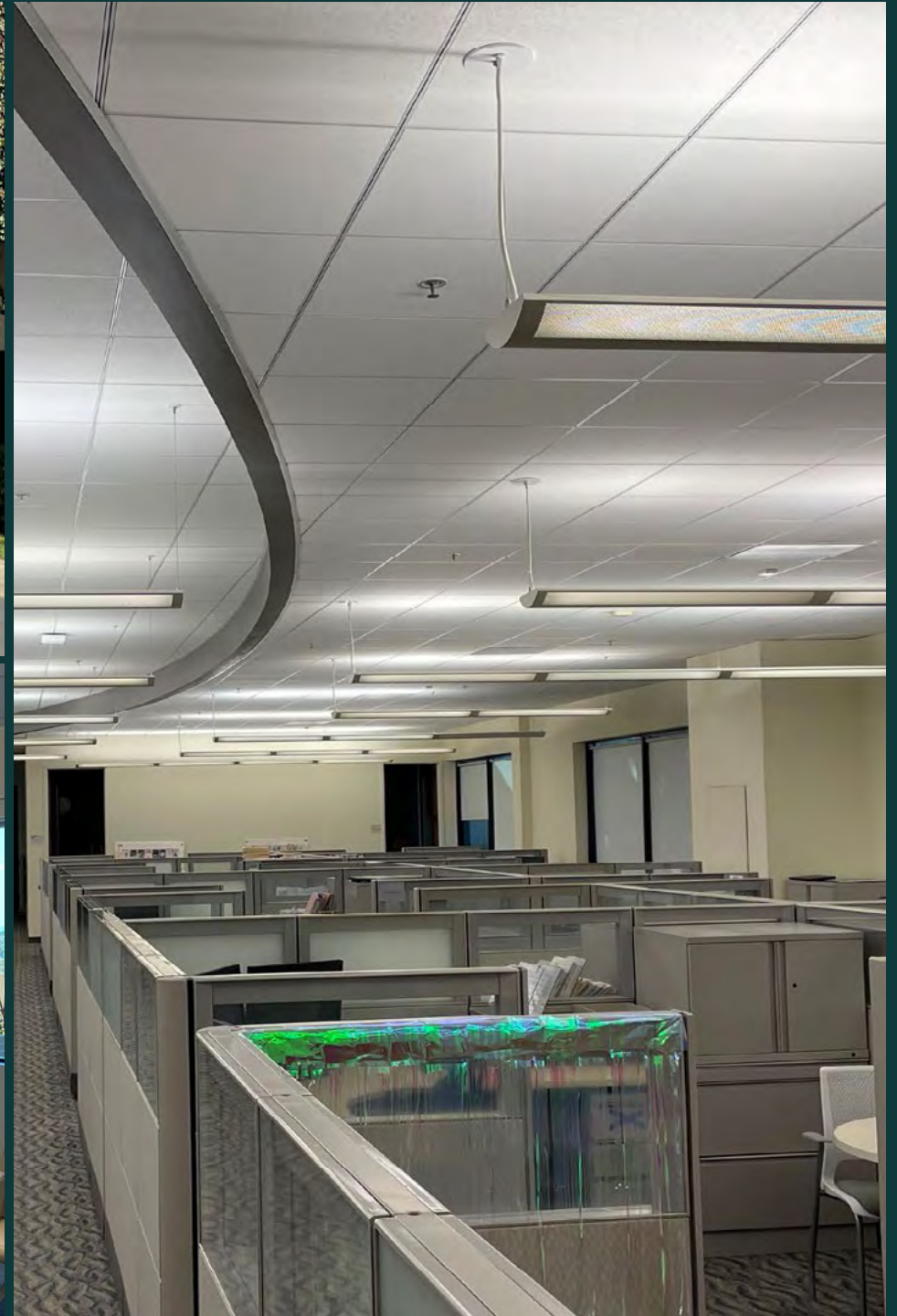
CONSTRUCTION TYPE

Single-story, concrete tilt-up construction with steel columns



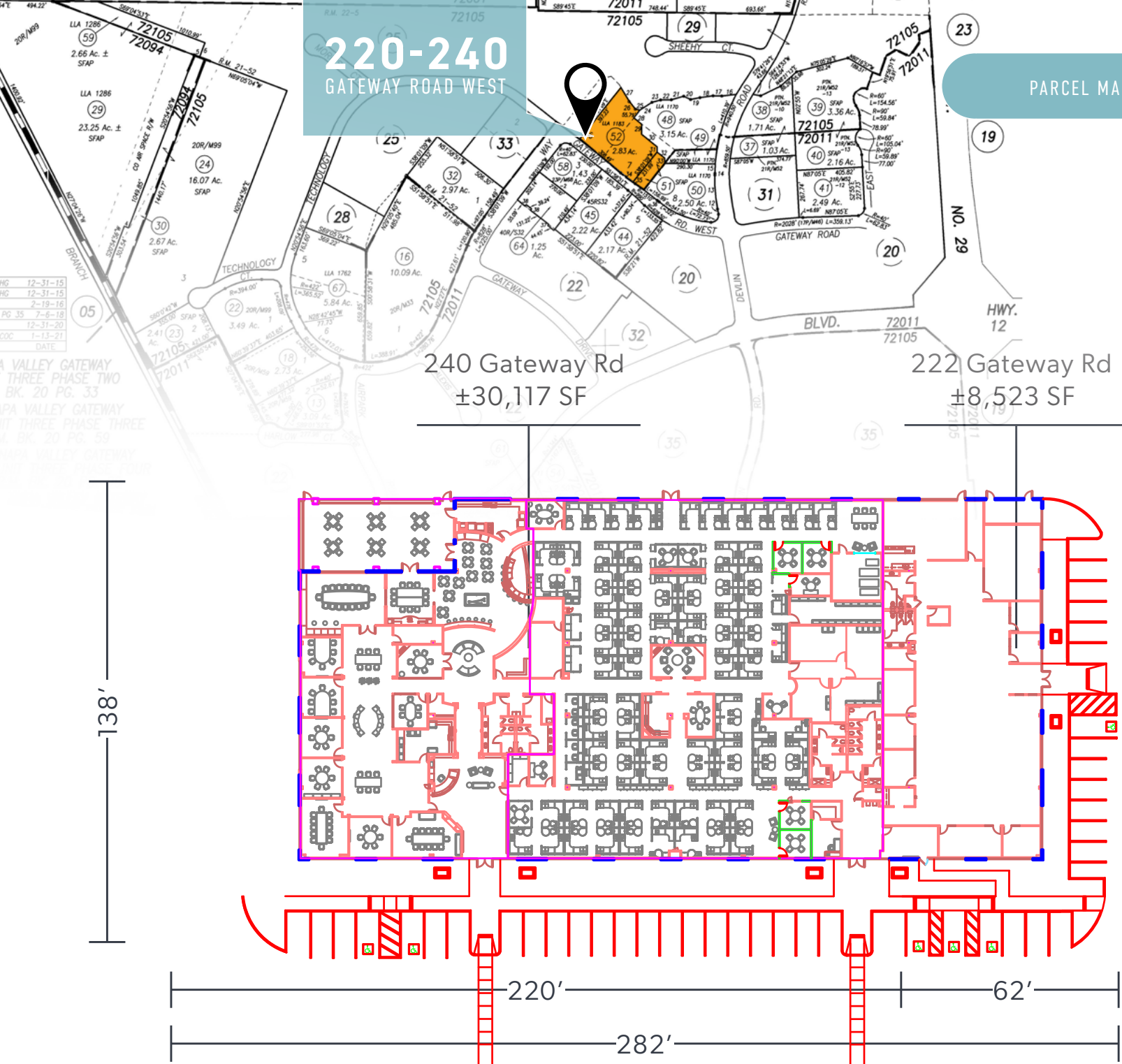
GRADE LEVEL ACCESS

Several Grade Level Doors can be reinstalled at the rear of the facility



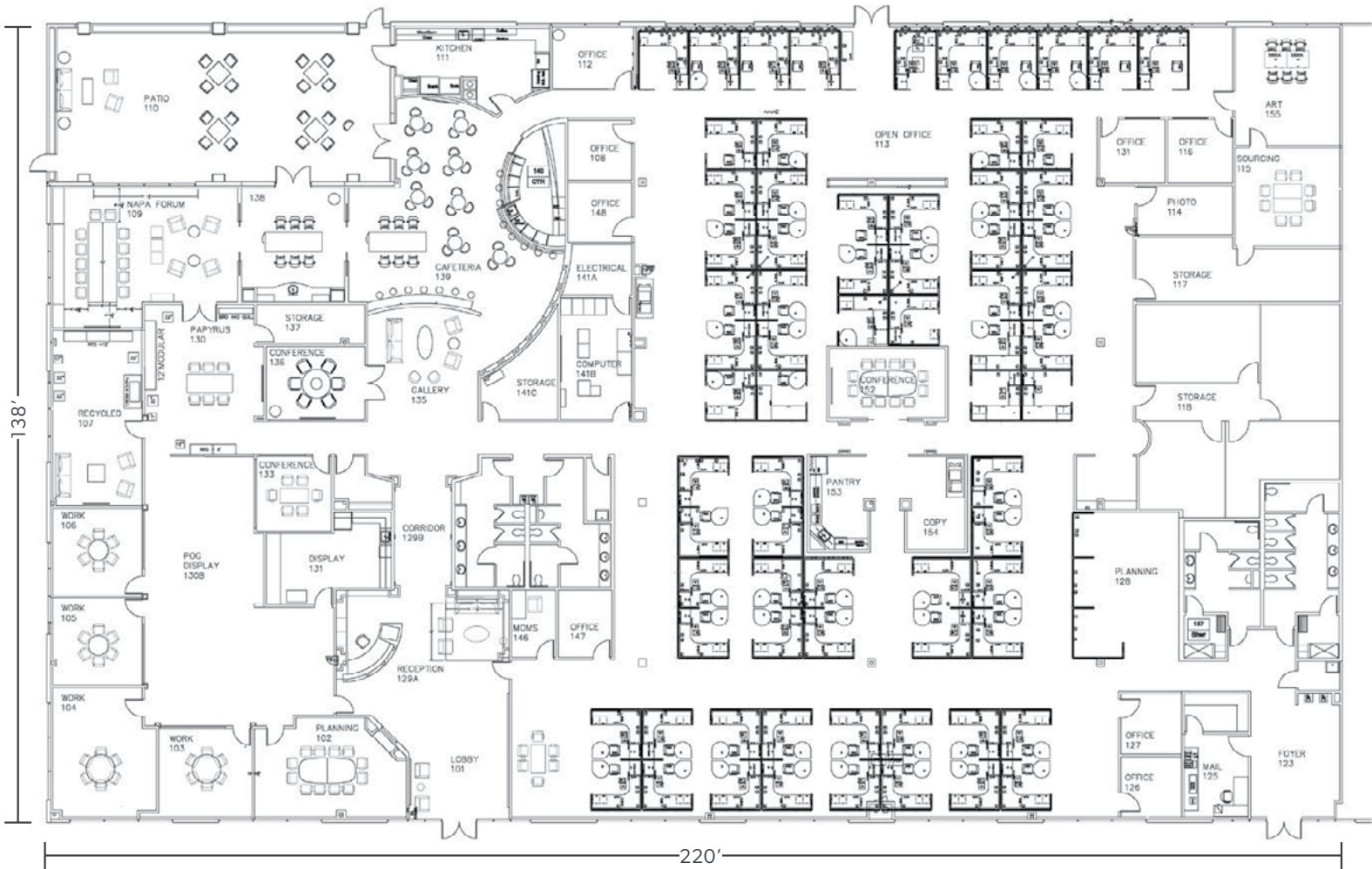
220-240 GATEWAY ROAD WEST

PARCEL MAP + SITE PLAN

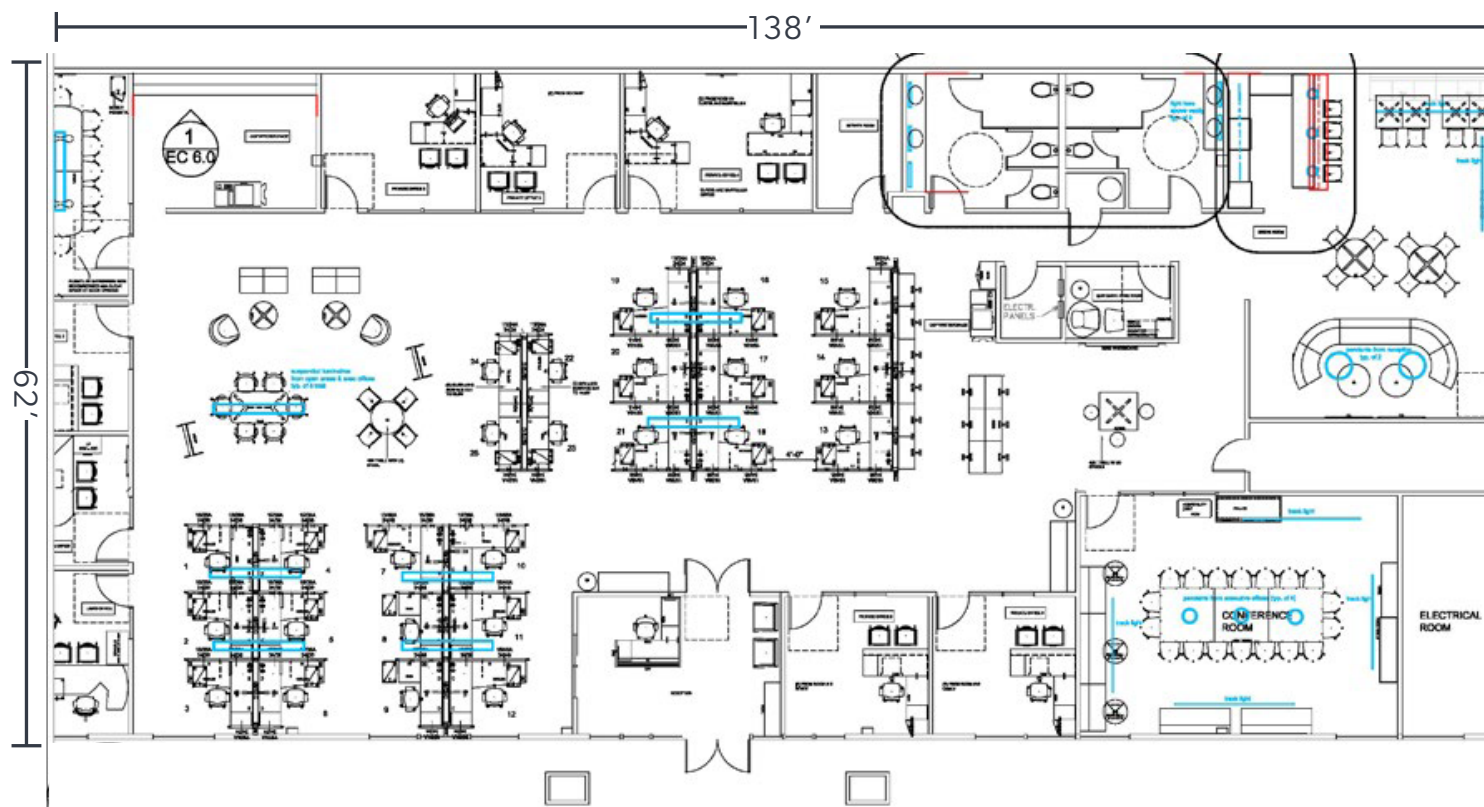


±38,640
Total SF

240 GATEWAY RD - 30,117 SF



222 GATEWAY RD - 8,523 SF





Napa Valley is...

35  **5** 
miles EAST — WEST
miles
 **4** (NEARBY)
international airports

 **150+**
restaurants
15 michelin 

 **120+**
accommodations
13 forbes  **2** michelin 

 **400+**
wineries

 **90+** *tasting rooms*

250+
days of
sunshine 

16 A.V.A.s

95% OF NAPA VALLEY WINERIES
ARE FAMILY OWNED

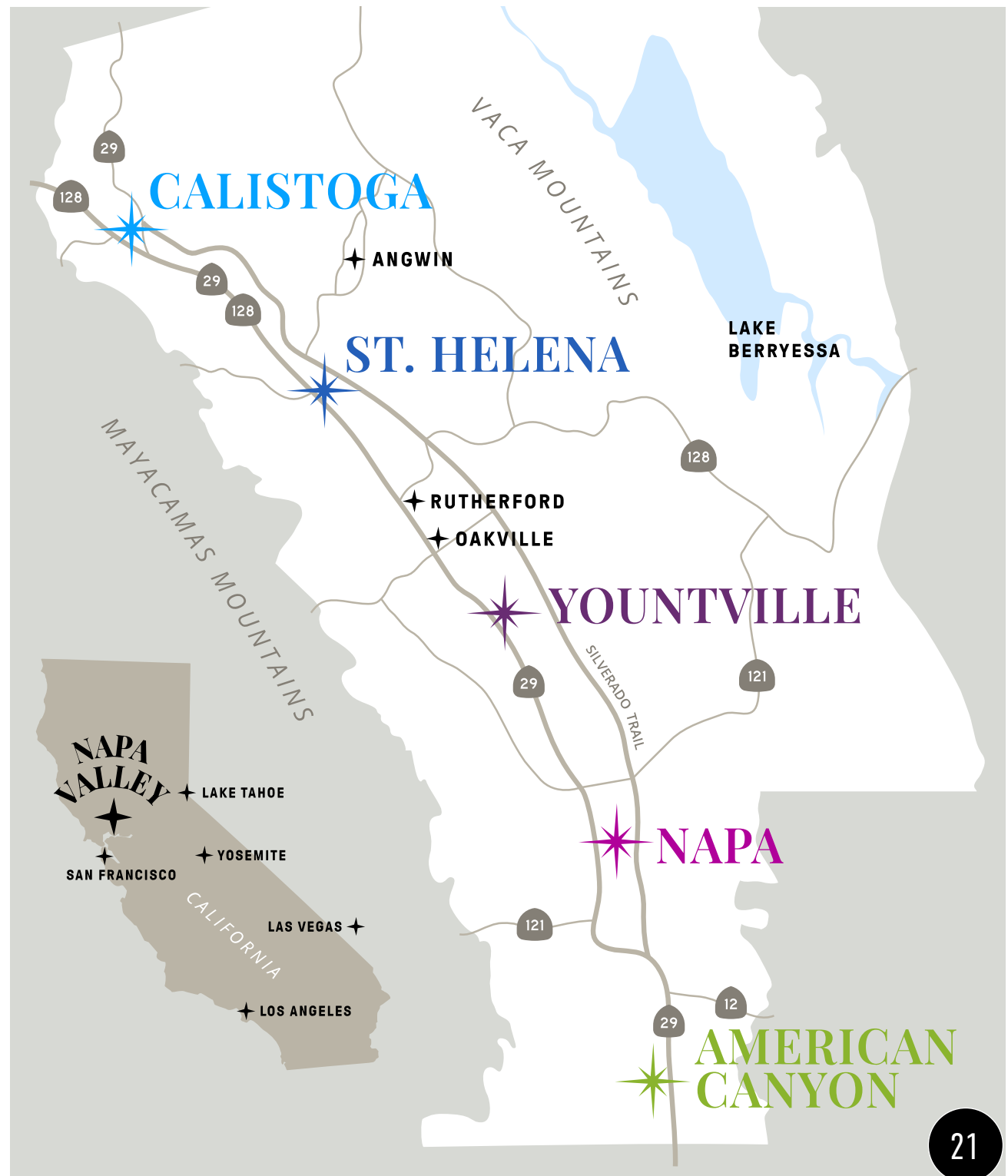
51% OF VINEYARDS PLANT
CABERNET SAUVIGNON

4% OF ALL CALIFORNIA WINE IS
GROWN IN NAPA VALLEY

5 *Distinct Towns* **1** *Unique Valley*

Source: <https://www.visitnapavalley.com/>







NAPA COUNTY



135,533

POPULATION

HOUSEHOLD

67,792

COLLEGE-EDUCATED POPULATION

\$1,018,106

AVERAGE PROPERTY VALUE

WORK ENVIRONMENT

8,375

NUMBER OF EMPLOYERS

43.6

MEDIAN
AGE / YEARS

\$157,489

AVERAGE HOUSEHOLD INCOME

\$6.1B

ANNUAL HOUSEHOLD SPENDING BUDGET

74,711

LABOR FORCE

Napa County comprises the Napa MSA, also included in the San Jose-San Francisco-Oakland, CA Combined Statistical Area. It consists of 21 areas—16 within the Napa Valley American Viticultural Areas (AVA). Napa County is one of four North Bay counties: Marin, Napa, Sonoma, and Solanos. It has a total area of 789 square miles and was one of the original counties of California. It is renowned as a leading wine-producing region, home to over 400 wineries and vineyards, rising to the first rank of wine regions with France by local wineries Stag's Leap Wine Cellars and Chateau Montelena winning the "Judgment of Paris" in 1976.

Even though Napa County has maintained a rural agricultural environment in much of the valley floor, residential growth within the incorporated cities has continued moderately. Several wine bottling facilities, wine storage warehouses, and light industries have sprung up in this region as new business parks have been built.

Source: CBRE Research

Napa County is a haven for outdoor enthusiasts, offering a diverse range of recreational opportunities. From the thrill of hiking and biking to the tranquility of exploring natural parks, the county has something for everyone. It is home to

several parks and preserves, such as Napa River Ecological Reserve and Bothe-Napa Valley State Park, inviting you to immerse yourself in the beauty of nature.

TOP EMPLOYERS IN NAPA COUNTY



MAJOR TRANSPORTATION INFRASTRUCTURES



MAJOR NEARBY ATTRACTIONS

- Napa Valley Wine Country
- Napa Valley Balloon Rides
- Calistoga Hot Springs
- Napa Valley State Park
- Bothe-Napa Valley State Park
- Napa Valley Museum
- Castello di Amorosa
- Pine Ridge Vineyards
- V. Sattui Winery
- Sterling Vineyards
- Bottle Rock Napa Valley



NAPA CITY



77,500

POPULATION

HOUSEHOLD

37,358

COLLEGE-EDUCATED POPULATION

\$934,865

AVERAGE PROPERTY VALUE

WORK ENVIRONMENT

4,481

NUMBER OF EMPLOYERS

31.8

MEDIAN
AGE / YEARS

\$133,549

AVERAGE HOUSEHOLD INCOME

\$3.3B

ANNUAL HOUSEHOLD SPENDING BUDGET

43,768

LABOR FORCE

Napa is the largest city and principal city of Wine Country and the county seat of Napa County. It is one of the major tourist destinations in California due to its wineries and restaurants. Napa City is the business and economic center of Napa Valley. It is known for its tanneries and prune processing. Most of the city's jobs relate to wineries, restaurants, hotels, and hospitality.

Napa County, Oakland International, Sacramento International, San Francisco International, and Sonoma County airports make traveling to Napa City by air easier. State Routes 29 and 121 also connect Napa to Vallejo, East Bay Area, Napa Wine Country, Fairfield, and Sonoma. Public transportation in Napa City is through the Valley Intercity Neighborhood Express and Amtrak Thruway 8.

The city's historic district is well-protected by the local government. For instance, the oldest building in Napa, the Cayetano Juarez Adobe, still stands. Residents and

Source: CBRE Research

tourists can marvel at the sights of the finest Victorian homes in northern California and see the growth of visually stimulating contemporary architecture. In addition, the city is committed to becoming a safer and more environmentally friendly community. For example, its

“Living River” flood protection project is halfway through its completion but has already received recognition in the 2018 National Environmental Achievement Award. In summary, Napa City lives up to its reputation as the principal city of Wine Country.

TOP EMPLOYERS IN NAPA CITY



MAJOR TRANSPORTATION INFRASTRUCTURES



MAJOR NEARBY ATTRACTIONS

- Oxbow Public Market
- Napa Valley Balloons
- Hess Persson Estates
- Napa Valley Gondola
- Napa River Walkway
- Fuller Park, Kennedy Park
- Skyline Wilderness Park

MARKET OVERVIEW

Due to a lack of land available for new developments, there continues to be strong barriers to entry in the Napa County office and Industrial markets. Land and building values have continued to appreciate as a direct result of this. While COVID has slowed down deal velocity in recent quarters, market conditions have remained tight especially among Class 'A' product in Napa. Companies have now had ample time to strategize their reentry plans and have made modifications to their office density to continue working both from the office and remote. Additional changes are expected moving forward.

The average asking rents in Q4 for Class A/B office product in Napa South, where the site is located, increased to \$2.25-2.85/SF FSG or \$1.50-2.10/SF NNN. Increase in asking rents in downtown Napa has continued to escalate demand for office product in South Napa.

LABOR FORCE

Napa is home to 600,000+ residents that live within a 30 minute drive of 222-240 Gateway Road West. This region supports a low area affluence which suggests great wage purchasing power for area employers. The median wage index for Napa is 11% higher than the U.S. average and up to 6% above comparative markets. Napa has fewer competing employment centers and greater labor supply than demand compared to competing markets. Within a 30 minute drive-time radius the Interstate 80 corridor north to Fairfield is projected to have the largest population growth over the next 5 years in adults ages 18 to 34.

Lower housing costs and Solano and Contra Costa counties' urban/country-waterfront mix attract a diverse, growing population of young professionals who call the area home. With approximately 2.8 million workers within a 50-mile radius, the Bay Area's northeast counties have the potential to draw from a large and growing labor pool. Within the county, there are over 100,000 outbound commuters, a number which has decreased significantly over the last decade, who could work closer to home. Many of the outbound commuters work in construction, manufacturing, healthcare and government, and have a bachelor's degree or higher. Inbound commuters can take Amtrak's Capitol Corridor train which makes multiple runs from the Bay Area and Sacramento.



SAN FRANCISCO BAY AREA

Encompassing three major metropolitan areas and nine counties, the San Francisco Bay Area is one of the nations most prominent geographies and is home to 7.68 million people. The region operates as an interconnected network of both urban and suburban enclaves, with San Francisco at its focal point. With an economy that produces a GDP of \$721 billion, the Bay Area ranks 16th in the world when compared to national economies. The region is at the cutting edge of global technology, and is a leader in many key indicator of regional, global, and national competitiveness including:

- The largest number of top-ten ranked graduate programs in business, law, medicine, and engineering in the nation.
- The highest density of venture capital firms in the world, with 32% of total US venture capital funding invested in the region.
- The most highly educated workforce in the nation, with the highest percentage of residents with graduate and professional degrees.
- A leading position in global trade, with exports larger than all but one US state.
- The highest economic productivity in the nation - almost twice the US average.



SAN FRANCISCO BAY AREA AND NAPA/SOLANO COUNTIES

Quality of Life

Covid-19 has accentuated the emerging desires of Bay Area employees to work near home to avoid a strenuous and lengthy commute. Most of the Napa and Solano workforce commutes out of the area into the Bay Area and Sacramento. This commute is more difficult than ever and exceeds an hour or more in each direction. If employers want to maintain a desirable and loyal workforce, then they need to bring the work to their people. Napa may offer one of the best live/work opportunities in all of California.

Napa/Solano Counties

The Bay Area's north-east counties have long been known as the trade corridor for goods and services headed north and points east along I-80. Napa and Solano counties are strategically located within a 50-mile radius of the Sacramento and Bay Area markets. With six highway corridors, Napa and Solano are a perfect location for goods movement.

Highways

The Bay Area's north-east county has long been known as the trade corridor for goods and services headed north and points east along I-80. Solano lies within a 50-mile radius of Sacramento and Bay Area markets and is also the gateway to Napa Valley and Sonoma wine regions.

With six highway corridors, Solano and Contra Costa counties boast a highly integrated transportation network. A robust public transportation system, highlighted by the Capitol Corridor train between the Bay Area and Sacramento, supports a regional workforce that extends well beyond county boundaries.

Interstate 80 is the only direct corridor between the San Francisco Bay Area and Sacramento. Solano is crisscrossed by 5 additional corridors:

- I-505 (to I-5 north)
- SR-12 (to Napa and I-5)
- I-680 (to San Jose)
- SR-37 (to US-101)
- I-780 (Benicia to Vallejo)



SAN FRANCISCO BAY AREA AND NAPA/SOLANO COUNTIES

Air

One big advantage to operating in the north-east Bay Area is access to 3 international airports within a 60-mile radius. In addition to the commercial facilities, Travis Air Force Base, near Fairfield, operates the largest air mobility unit in the United States.

- Oakland International Airport — 44.9 miles
- Sacramento International Airport — 58.6 miles
- San Francisco International Airport — 52.9 miles
- San Jose International Airport — 76.5 miles

Ports

The Bay Area evolved as a port region from the California Gold Rush on, and it is no surprise that Solano County houses one port (Benicia) and has nearby access to four more. The Port of Benicia dates back to the 1800s and had a military connection until closure of The Arsenal in the 1960s. Today, the 3,000-acre Benicia Industrial Park operates adjacent to the port.

Situated in the Benicia Industrial Park, this AMPORTS facility covers 640 acres and contains over 140 thousand square feet of processing buildings. The Port of Benicia's deep-water pier is 2401 feet long (760 meters) and can berth three vessels at the same time with an operating depth of 38 ft. MLLW. Customer needs can be met quickly with the efficient decisionmaking process resulting from the private ownership of this port.

- Port of Benicia — 19.7 miles
- Port of Oakland — 37.1 miles
- Port of Richmond — 29.2 miles
- Port of West Sacramento — 41.3 miles
- Port of San Francisco — 41.8 miles



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INVESTMENT PROPERTIES — PRIVATE CAPITAL PARTNERS



ipsocal.com

NAPA, CA 94558

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220-240

GATEWAY ROAD WEST

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