

LA LINIA INDUSTRIAL PARK

8981 La Linia | Atascadero, CA
OFFERING MEMORANDUM



La Linia Industrial Park



Exclusively Marketed by:

Terry Pippin
Pippin Real Estate
(805) 459-7363
terrypippin87@gmail.com
DRE# 01079616

OFFERING SUMMARY

ADDRESS	8981 La Linia Atascadero CA 93422
COUNTY	San Luis Obispo
BUILDING SF	18,300 SF
LAND ACRES	1.08
YEAR BUILT	1985
APN	056-051-029

FINANCIAL SUMMARY

PRICE	\$2,495,000
PRICE PSF	\$136.34
OCCUPANCY	100%
NOI (CURRENT)	\$136,884
CAP RATE (CURRENT)	5.49%

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2026 Population	7,065	25,749	33,181
2026 Median HH Income	\$85,700	\$93,315	\$95,906
2026 Average HH Income	\$115,321	\$138,910	\$141,259

Investment Summary

- ❖ Two freestanding industrial buildings totaling ±18,484 SF on a 1.08-acre parcel — rare multi-building configuration in Atascadero’s constrained industrial market.
- ❖ Strong tenant demand driven by limited supply of small-bay industrial in North SLO County; historically low vacancy in the corridor.

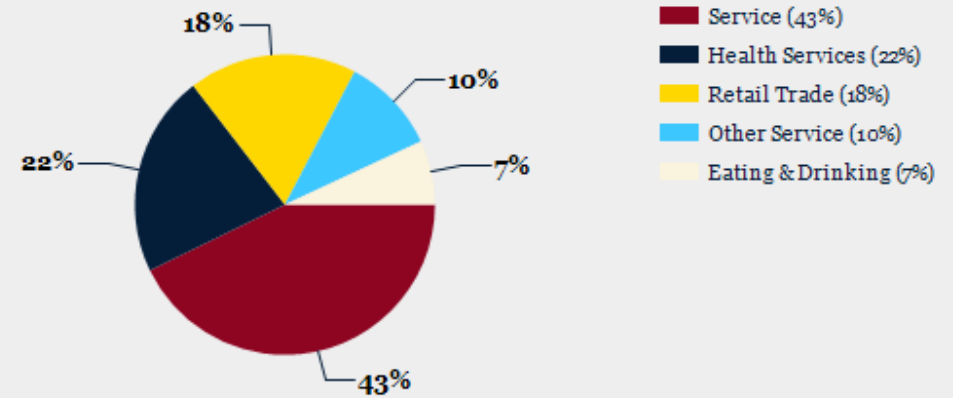


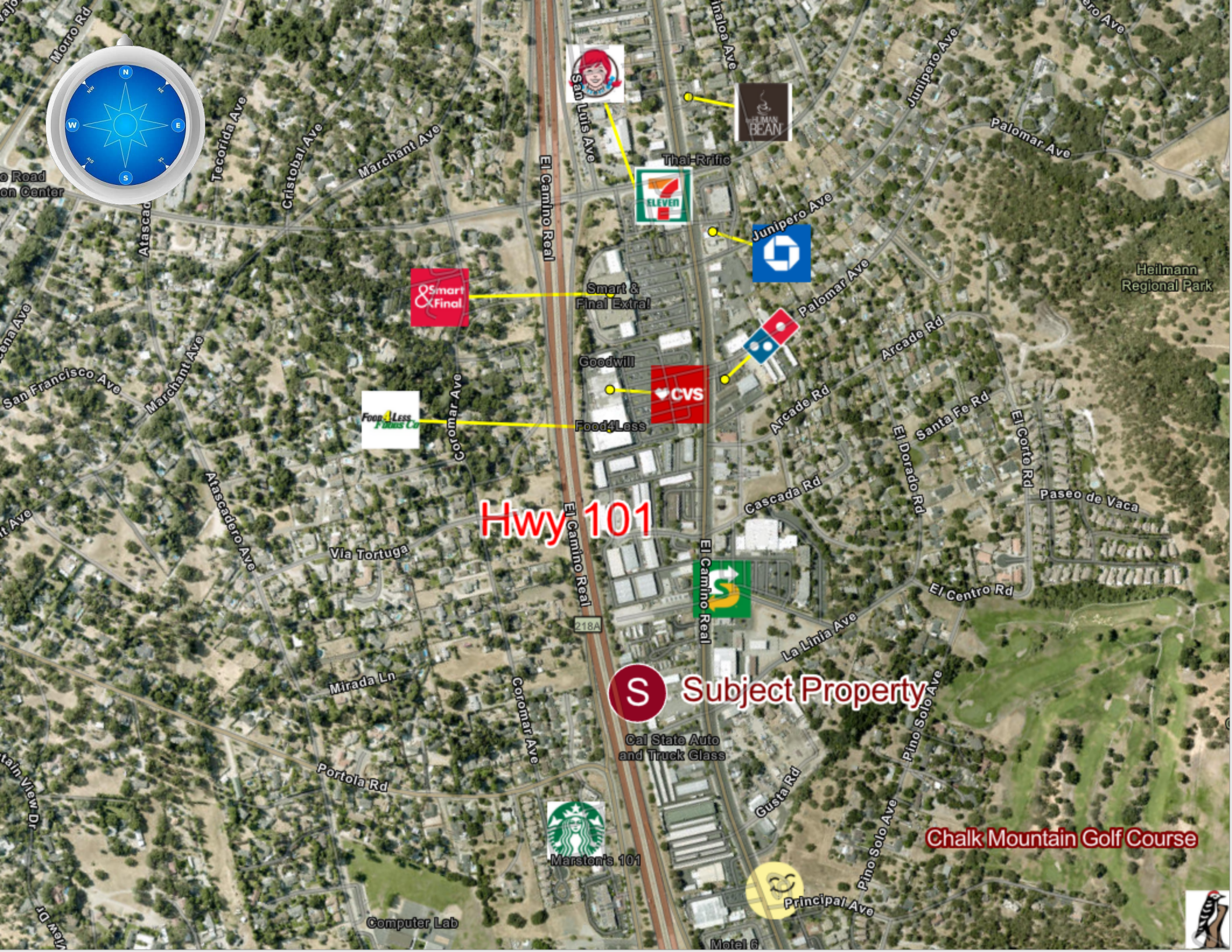
- ❖ Functional unit mix ideal for contractors, service industrial, fabrication, and trades — the most recession-resilient tenant category.
- ❖ Wide paved yard + multiple parking zones supporting trucks, trailers, and fleet vehicles — a major operational advantage over competing sites.
- ❖ Direct freeway visibility from US-101, giving tenants built-in signage exposure and making the property easy to locate for customers and vendors.
- ❖ Flexible site plan with two buildings allowing multi-tenant income diversification or an owner-user + income hybrid strategy.
- ❖ Strong replacement cost advantage — acquiring below today’s construction cost for comparable industrial product.

Atascadero

- ❖ Atascadero is a centrally positioned North San Luis Obispo County city with a population of approximately 30,000 residents, serving a broader regional trade area of 60,000+ within a 15-minute drive. The city sits directly along U.S. Highway 101, benefiting from 40,000–50,000 vehicles per day of corridor traffic, providing strong visibility and efficient access for industrial, service, and retail users.
- ❖ The community is experiencing ongoing economic revitalization, supported by a financially stable city government, updated long-range planning (General Plan 2045), and zoning modernization efforts aimed at streamlining commercial and industrial development. Recent public investment includes downtown improvements, infrastructure upgrades, and enhanced parking availability, reinforcing the city's pro-business environment.
- ❖ Atascadero's economy benefits from its strategic location between Paso Robles and San Luis Obispo, drawing from a diverse labor pool and a countywide population of more than 280,000 residents. The region's tourism, wine, and service sectors further support demand for industrial, contractor, and service-oriented businesses
- ❖ Ongoing commercial activity includes new retail, hospitality, and mixed-use development in the Del Rio Marketplace and downtown districts, signaling continued private-sector confidence and long-term growth momentum.
- ❖ Overall, Atascadero offers investors a combination of high visibility, regional connectivity, business-friendly governance, and stable industrial demand, making it a compelling location for income-producing commercial assets.

Major Industries by Employee Count





Hwy 101

S Subject Property

Chalk Mountain Golf Course

Starbucks
Marston's 101

Cal State Auto
and Truck Glass

CVS

Goodwill
Food4Less

Smart & Final

7-Eleven

Chase Bank

Thai-Rific



San Luis Ave



PROPERTY FEATURES

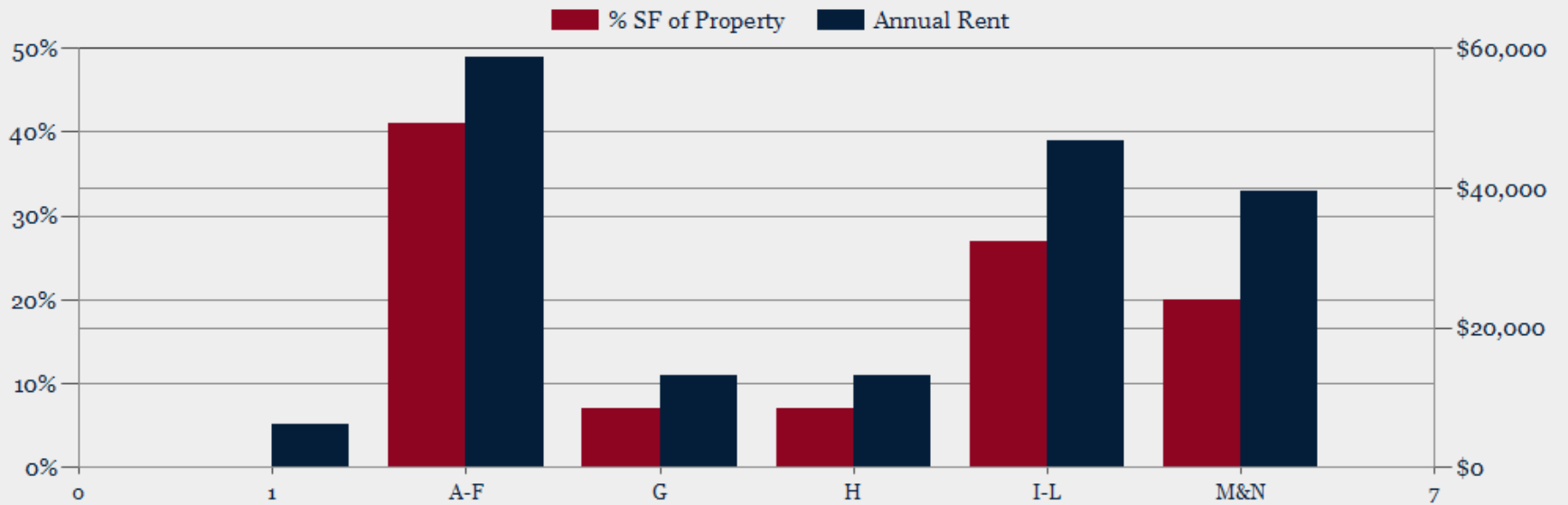
NUMBER OF UNITS	5
BUILDING SF	18,300
LAND ACRES	1.08
YEAR BUILT	1985
# OF PARCELS	1
ZONING TYPE	Commercial SVC
NUMBER OF BUILDINGS	2
NUMBER OF PARKING SPACES	Generous Parking



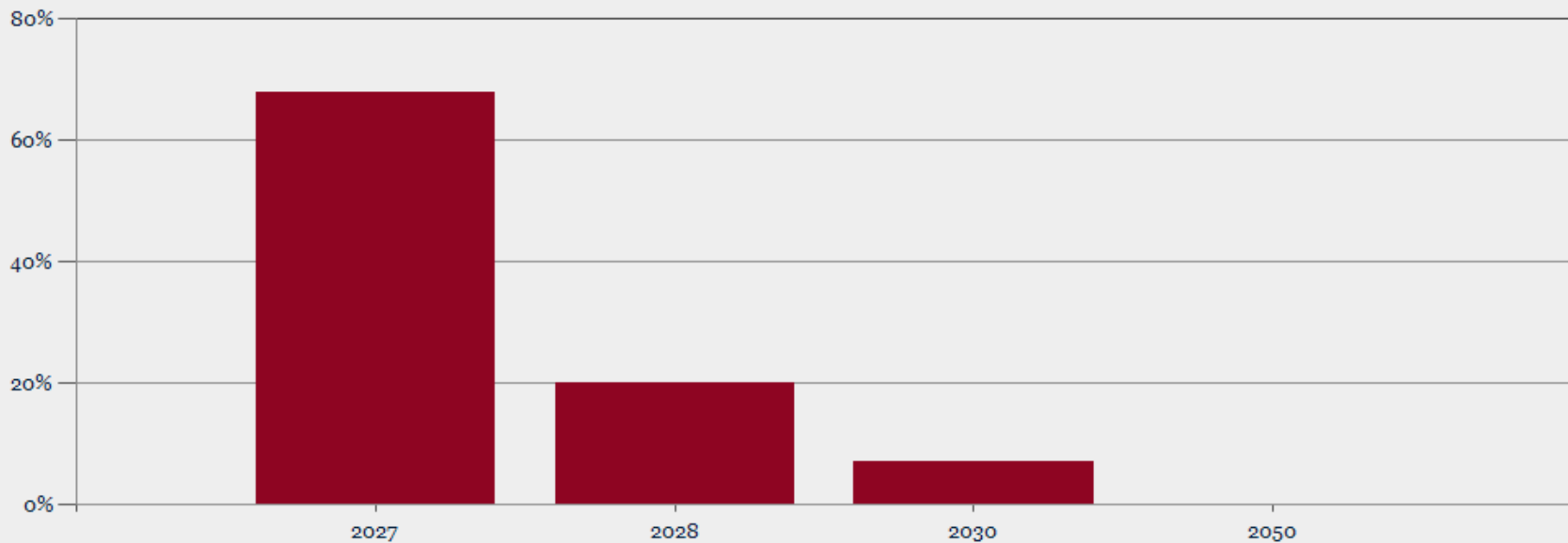
Suite	Tenant Name	Square Feet	% of NRA	Lease Term		Rental Rates				Options/Notes
				Lease End	Begin Date	Monthly	PSF	Annual		
	Cliff Branch Billboard			2050	CURRENT	\$505		\$6,060		Term #1: 8/13/2018-8/12/2028. Term#2: 8/13/28-8/12/38. Term #3 8/13/2038-8/12/2050. Rent increase every 2 years is 3% max or CDI. Next increase is April 2028. End of Lease is 2050.
A-F	Thrive Training Ctr	7,500	40.98%	2027	CURRENT	\$4,895	\$0.65	\$58,740	\$7.83	Current Term: 6/1/2025-5/31/2027. Option to extend every 2 years with an increase not to exceed 5%. End of Lease = 2027.
G	Le Fea De L'eau	1,250	6.83%	2030	CURRENT	\$1,100	\$0.88	\$13,200	\$10.56	Current Term: 1/1/2025 - 12/31/2026. Option to increase every 2 years with \$100 increase. End of Lease= 2030.
H	C&H Cycles	1,250	6.83%		CURRENT	\$1,100	\$0.88	\$13,200	\$10.56	Month to Month - No Lease. January through December with an increase not to exceed 5%.
I-L	EC Products	5,000	27.32%	2027	CURRENT	\$3,900	\$0.78	\$46,800	\$9.36	Current Term: 8/1/2025 - 7/31/2027. Option to extend every 2 years with an increase not to exceed 5%. Lease term ends 2027.
M&N	German Performance	3,600	19.67%	2028	CURRENT	\$3,300	\$0.92	\$39,600	\$11.00	Current Term: 1/1/2023-12/31/2028. Option to extend every 2 years with an increase not to exceed 5%. End of Lease = 2028.
Totals:		18,600				\$14,800		\$177,600		

Notes: End of Lease is the Date that lessor/lessee can renegotiate terms. * Some Leases have set rent increases scheduled until the end of the lease. ** Some leases the lessor may choose to increase rent by 5% when the current term ends. *** Lessor must notify lessee of intended rent increase at least 90 days prior to rent increase.

Tenant SF Analysis



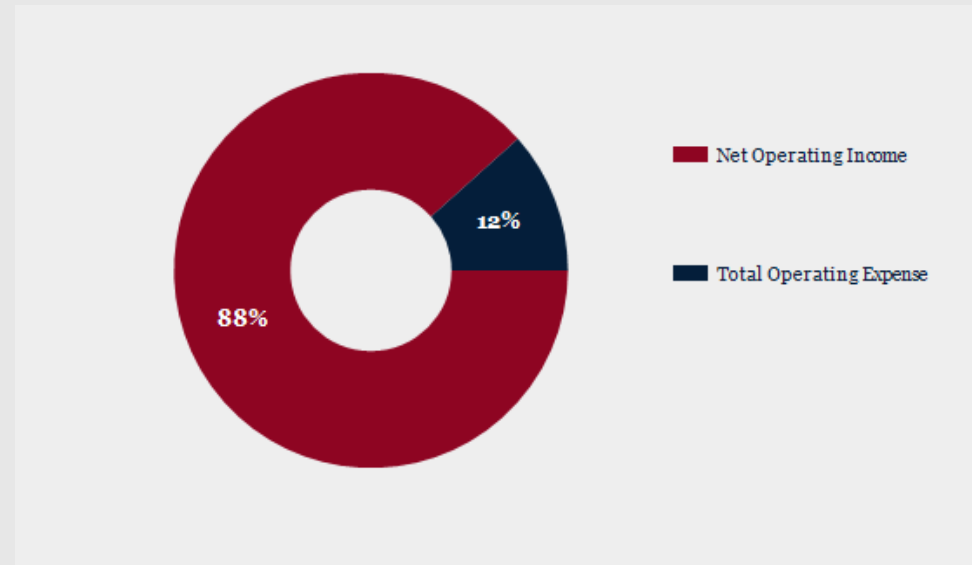
Lease Expiration Summary



REVENUE ALLOCATION

CURRENT

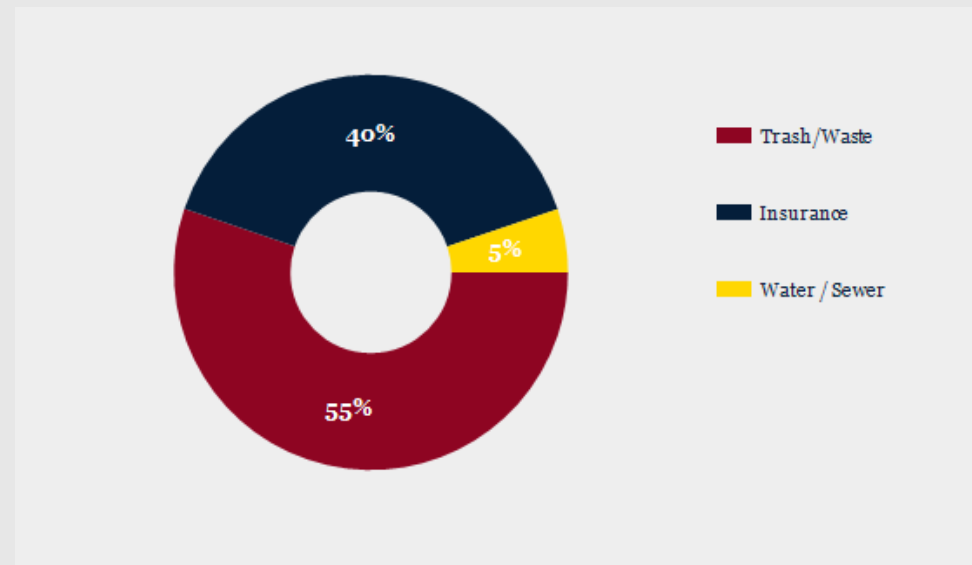
INCOME	CURRENT
Gross Scheduled Rent	\$177,918
Other Income	
Effective Gross Income	\$177,918
Less Expenses	\$20,642
Net Operating Income	\$157,276



EXPENSES	CURRENT
Insurance	\$8,173
Water / Sewer	\$1,070
Trash/Waste	\$11,399
Total Operating Expense	\$20,642
Expense / SF	\$1.13
% of EGI	11.60%

DISTRIBUTION OF EXPENSES

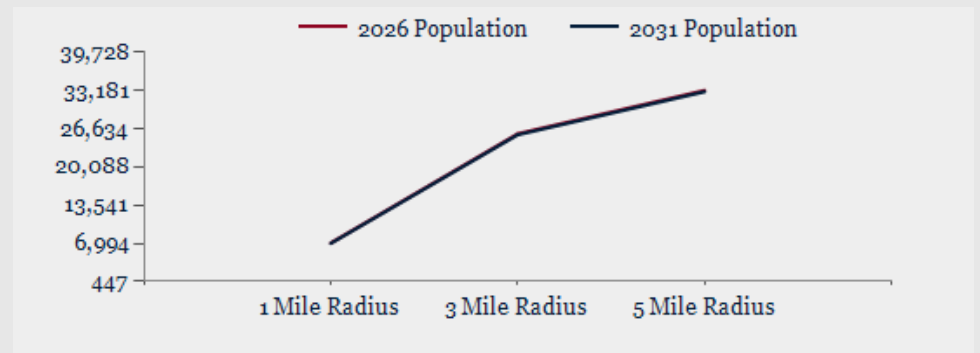
CURRENT



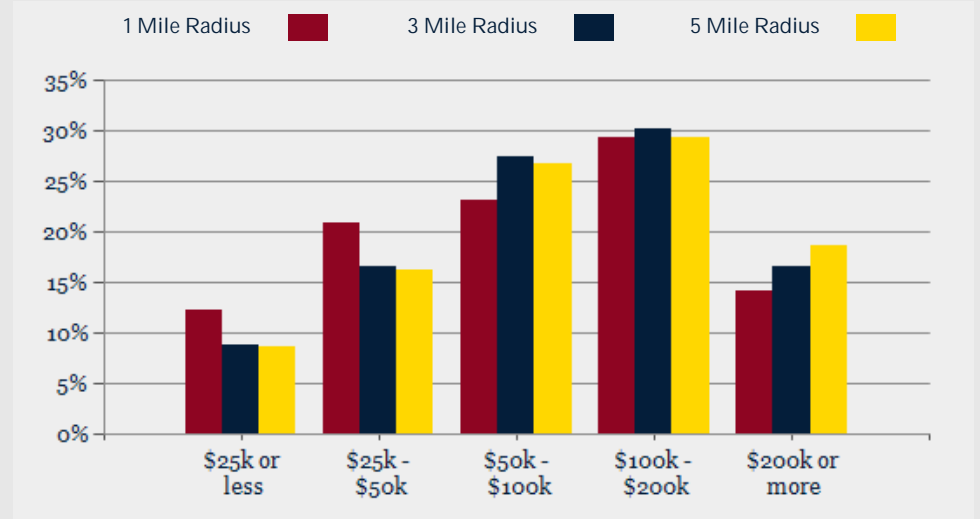
Disclaimer: These numbers are provided as assumptions and are not guaranteed. Broker and/or Seller shall bear no responsibility if actual outcomes vary.

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	6,699	23,356	29,804
2010 Population	6,724	24,648	31,950
2026 Population	7,065	25,749	33,181
2031 Population	6,994	25,593	32,968
2026 African American	108	425	461
2026 American Indian	92	312	397
2026 Asian	238	851	1,017
2026 Hispanic	1,521	5,668	6,806
2026 Other Race	480	1,879	2,215
2026 White	5,068	18,380	24,249
2026 Multiracial	1,075	3,872	4,802
2026-2031: Population: Growth Rate	-1.00%	-0.60%	-0.65%

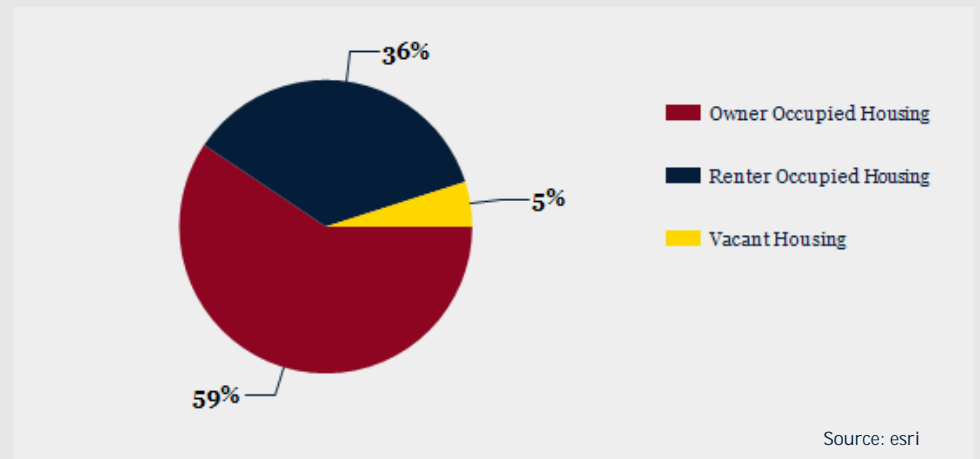
2026 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	149	503	595
\$15,000-\$24,999	210	412	553
\$25,000-\$34,999	183	556	668
\$35,000-\$49,999	430	1,152	1,472
\$50,000-\$74,999	301	1,306	1,651
\$75,000-\$99,999	378	1,511	1,882
\$100,000-\$149,999	584	2,039	2,549
\$150,000-\$199,999	274	1,059	1,321
\$200,000 or greater	413	1,691	2,462
Median HH Income	\$85,700	\$93,315	\$95,906
Average HH Income	\$115,321	\$138,910	\$141,259



2026 Household Income



2026 Own vs. Rent - 1 Mile Radius



Source: esri

2026 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2026 Population Age 30-34	446	1,679	2,065
2026 Population Age 35-39	524	1,995	2,430
2026 Population Age 40-44	497	2,006	2,523
2026 Population Age 45-49	458	1,585	2,035
2026 Population Age 50-54	390	1,398	1,814
2026 Population Age 55-59	360	1,349	1,786
2026 Population Age 60-64	416	1,567	2,142
2026 Population Age 65-69	508	1,713	2,328
2026 Population Age 70-74	492	1,601	2,199
2026 Population Age 75-79	326	1,144	1,569
2026 Population Age 80-84	185	626	886
2026 Population Age 85+	176	494	689
2026 Population Age 18+	5,650	20,277	26,358
2026 Median Age	43	42	43
2031 Median Age	44	43	44

2026 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$97,151	\$93,179	\$96,306
Average Household Income 25-34	\$124,171	\$131,569	\$135,736
Median Household Income 35-44	\$107,717	\$115,632	\$120,849
Average Household Income 35-44	\$133,943	\$171,545	\$175,181
Median Household Income 45-54	\$111,369	\$118,599	\$125,278
Average Household Income 45-54	\$143,734	\$169,292	\$175,218
Median Household Income 55-64	\$102,842	\$107,371	\$110,722
Average Household Income 55-64	\$134,689	\$153,537	\$157,346
Median Household Income 65-74	\$68,411	\$79,896	\$82,387
Average Household Income 65-74	\$95,462	\$118,862	\$121,675
Average Household Income 75+	\$65,760	\$82,949	\$82,814

Population By Age

