

# OUTSTANDING NAPA DEVELOPMENT OPPORTUNITY

± 50.75 GROSS ACRES

Napa, CA | River Frontage | 2 Miles to Downtown Napa



2301 NAPA-  
VALLEJO HWY

← DOWNTOWN  
NAPA

KENNEDY GOLF  
COURSE

BASALT ROAD  
SYAR WAY

KAISER ROAD

NAPA-VALLEJO HWY

CALIFORNIA  
221

NAPA VALLEY CORPORATE DRIVE

NYC WAY

MERITAGE RESORT  
& SPA

← NAPA COUNTY  
AIRPORT

CALIFORNIA  
29

CALIFORNIA  
12





# THE OPPORTUNITY

2301 Napa-Vallejo Hwy | Napa, California

±50.75 Gross Acres

## IRREPLACEABLE ASSET

Jones Lang LaSalle Brokerage, Inc. (“JLL”), as exclusive advisor, is pleased to present a rare opportunity to acquire an outstanding owner-user industrial asset, that could also be considered for a higher and better use, redevelopment opportunity. The site is located at 2301 Napa-Vallejo Highway, in Napa, CA.

The Property consists of ±50.75 gross acres of industrial zoned land with 10 small industrial buildings totaling approximately 45,000 sf, and one 2-story office building totaling approximately 15,500 sf. APNs: 046-370-001, 046-370-002, 046-370-005, 046-400-007 (the “Property”).

For the last three decades, the property has been used for mining operations and building materials production. The company has been sold and operations will cease in the beginning of the third quarter of 2024.

## LARGE BAY AREA INDUSTRIAL SITE OWNER-USER OPPORTUNITY

Large parcels of industrial zoned land are becoming more scarce with each passing day. The subject property includes 50.75 gross acres of industrial land and buildings that could be purchased by an owner-user for similar industrial use. The property is centrally

located just 11 miles from the Interstate 80 and 680 junction in Fairfield, offering quick and easy access to the main thoroughfares servicing the nine Bay Area counties. While the site’s current zoning allows for industrial uses, including its current use for production and distribution of building materials, long term, the site may be ideally suited for future mixed-use development with new entitlements and zoning.

## REDEVELOPMENT OPPORTUNITY

This property represents a rare redevelopment site of mass, including approximately 50.75 gross acres of land. The City of Napa Planning Department has expressed a willingness to entertain rezoning the property to a higher and better use. Potential uses of interest include mixed-use developments, which might include a combination of single-family, townhome, and multi-family housing, senior living facilities, a hotel, and supportive retail and commercial uses. With the scarcity of remaining developable land and a location at the “Gateway” to the City of Napa and the wine country, the site represents a unique and rare opportunity for continued industrial use or rezoning to a high-quality mixed-use development.

# REGIONAL ACCESS



2/2022

Napa

**DOWNTOWN NAPA**

**TO SONOMA AND MARIN**



**SUBJECT PROPERTY 2301 NAPA-VALLEJO HWY**

Fairfield

**TO SACRAMENTO**

**NAPA COUNTY AIRPORT**

**6.5 MILES**

**TO SAN FRANCISCO**

**TO WALNUT CREEK**



# THE SITE

NAPA VALLEY  
COMMUNITY COLLEGE

Maple Dr



KENNEDY PUBLIC  
PARK

18-HOLE  
KENNEDY GOLF COURSE



2 MILES TO  
DOWNTOWN  
NAPA

**43.68 ACRES**  
APN 046-370-002

SITE

11 MILES TO  
I-80 AND I-680

NAPA RIVER

**4.04 ACRES**  
APN 046-370-001

(NOT INCLUDED)

**1.54 ACRES**  
APN 046-370-005

**1.49 ACRES**  
APN 046-400-007

NAPA RIVERSOUND  
DEVELOPMENT



# PROPERTY OVERVIEW

**ADDRESS:** 2301 Napa-Vallejo Highway, Napa, CA (the "Property")

**COUNTY:** Napa County, California

**SIZE:** The Property consists of four parcels totaling ±50.75 gross acres, along with 10 small industrial buildings totaling approximately 45,000 sf and one two-story office building totaling approximately 15,500 sf.

**ASSESSOR'S PARCEL NUMBERS:** 046-370-001, 046-370-002, 046-370-005, 046-400-007

**CURRENT ZONING:** I – AC: Industrial with Airport Compatibility Overlay  
For more information, please visit: <https://www.countyofnapa.org/1709/Planning-Division>

**CURRENT UTILITIES:**  
Electricity: PG&E  
Water: Two existing water wells  
Sewer: Septic system servicing office building

**KEY SITE FEATURES:**

- “Gateway Entrance” to downtown Napa and the greater Wine Country
- Immediately adjacent to the 18-hole Kennedy Golf Course and just ¼ mile from Napa Riversound, which consists of a 154-acre mixed use development now under construction
- The site is 2 miles south of Downtown Napa and just a quarter mile from the Napa Valley Community College
- 10 existing small industrial buildings totaling approximately 45,000 sf and one two-story office building totaling approximately 15,500 sf
- Existing rail spur and two significant water wells supplying the property and some neighbors
- The site also offers Napa River frontage and direct access for barge and shipping

**PREVIOUS USE:** Historically the site has included a corporate headquarters, an equipment storage, maintenance and repair facility, a material transfer facility (including rail and barge), and a ready-mix concrete batch plant. The site is currently leased to a national material supplier under a one-year lease with one-year option remaining. The Tenant is expected to vacate at the end of August of 2024.

**NAPA COUNTY & CITY OF NAPA PLANNING:** The property is currently located in the Napa County Planning jurisdiction. However, it is also in the "Sphere of Influence" of the City of Napa. Therefore, it is anticipated that potential rezoning to a highest and best market use would necessitate concurrent annexation to the City of Napa, modification to the City’s Rural Urban Limit Line, and establishment of an appropriate general plan land use classification. The annexation would offer the ability to access City of Napa Water and Sewer facilities. Initial meetings have been held with both the city and county to determine the potential to rezone the property to a higher & and better use, versus its current industrial zoning. Thus far, both governing bodies have been open to that consideration and may be supportive of future rezoning for a mixed-use development. This might potentially include: a destination luxury hotel, single-family, multi-family residences, senior living facilities, and any necessary supportive commercial uses. Community engagement will be critical to any rezoning and a successful outcome. A preliminary and potential "Path to Entitlements" has been further described in Section 5 of the Offering.

# HIGHLY DESIRABLE NAPA VALLEY LOCATION



## STRATEGIC LOCATION

The site is strategically located at the southern entrance to world-famous Napa Wine Country and is just 2 miles south of Downtown Napa, and its dining, hospitality, and retail shopping amenities. The property is approximately 5 miles north of the Napa County Airport, and only 11 miles from Interstates 80 and 680 (in Fairfield), two of the main thoroughfares in the San Francisco Bay Area. The property features views of the Napa County rolling hills and the Napa Riverfront. While many of the 3.85 million visitors that travel to Napa each year are from destinations around the world, the majority of visitors are from the San Francisco Bay Area, due to its short driving distance from all the nine Bay Area Counties.

## POTENTIAL "NEAR-TERM" INCOME

The new owner could also take advantage of its current industrial zoning, and monetize the asset for the rental of the existing buildings and land for yard storage operations. The site features 10 existing small industrial buildings totaling approximately 45,000 sf and one two-story office building totaling approximately 15,500 sf. These buildings, along with the surplus land could be rented out to local tenants, while the new owner processes entitlements and/or contemplates its long-term redevelopment plan for the asset. The vacancy rate for industrial space in Napa County currently sits at just 1.5%, which is one of the lowest vacancy rates in all of California, and the lowest vacancy rate in the Northern California market. The site also features a rail spur and two significant water wells supplying the property and adjacent neighbors.

## WORLD FAMOUS WINE COUNTRY, HOSPITALITY & LIFESTYLE MECCA

Napa has become world famous for its wine country, quality of life, hospitality, and lifestyle mecca. On average, approximately 3.85 million people travel to Napa each year to enjoy its rolling, picturesque hills, wonderful weather, and world-famous wine, hospitality, and restaurant amenities. Napa Valley gained its reputation as America's most notable wine country because of its natural beauty, consistent mild climate, and because it produces some of the most highly acclaimed wines in the world.

The City of Napa features a vibrant and modern downtown located just two miles from the site. The city's Main Street "Restaurant Row," West End, and the Oxbow District feature numerous high-end, quality destination resort hotels and Michelin-rated restaurants. The combination of Napa's country setting and moderate climate, along with its quality of life, hospitality, and restaurant amenities, will continue to fuel its economic prosperity, tourism, and destination popularity.



# OFFERING GUIDELINES

2301 Napa-Vallejo Highway, in Napa, CA is being offered without a list price. There will be a formal bid date, which will be communicated to approved and registered developers and investors. Purchasers should rely on their own assumptions and base their offer and pricing on the “As-Is, Where-Is” condition of the Property. JLL will be available to assist prospective investors with their review of the Offering and answer any questions.

In addition, on-site inspections of the Property and tours of the market can be arranged with JLL upon request. Once marketing has commenced, JLL and the City of Napa and Napa County Planning Departments request that all initial required meetings or conference calls be arranged and coordinated through JLL for speed, organization and efficiency. JLL will notify all prospective purchasers of the definitive date for offers to be submitted.

## Such offers should, at a minimum, include the following:

- The purchase price
- The source of capital, both equity and debt, for the transaction
- The amount of earnest money deposit
- Required purchaser due diligence period & internal approval process
- Scheduled closing date
- Detail on the closing expenses to be borne by either buyer or seller
- A description of assumptions utilized for the offer including assumptions regarding physical or environmental capital incorporated therein

# CONTACT

## PROPERTY CONTACT

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## CAPITAL MARKETS

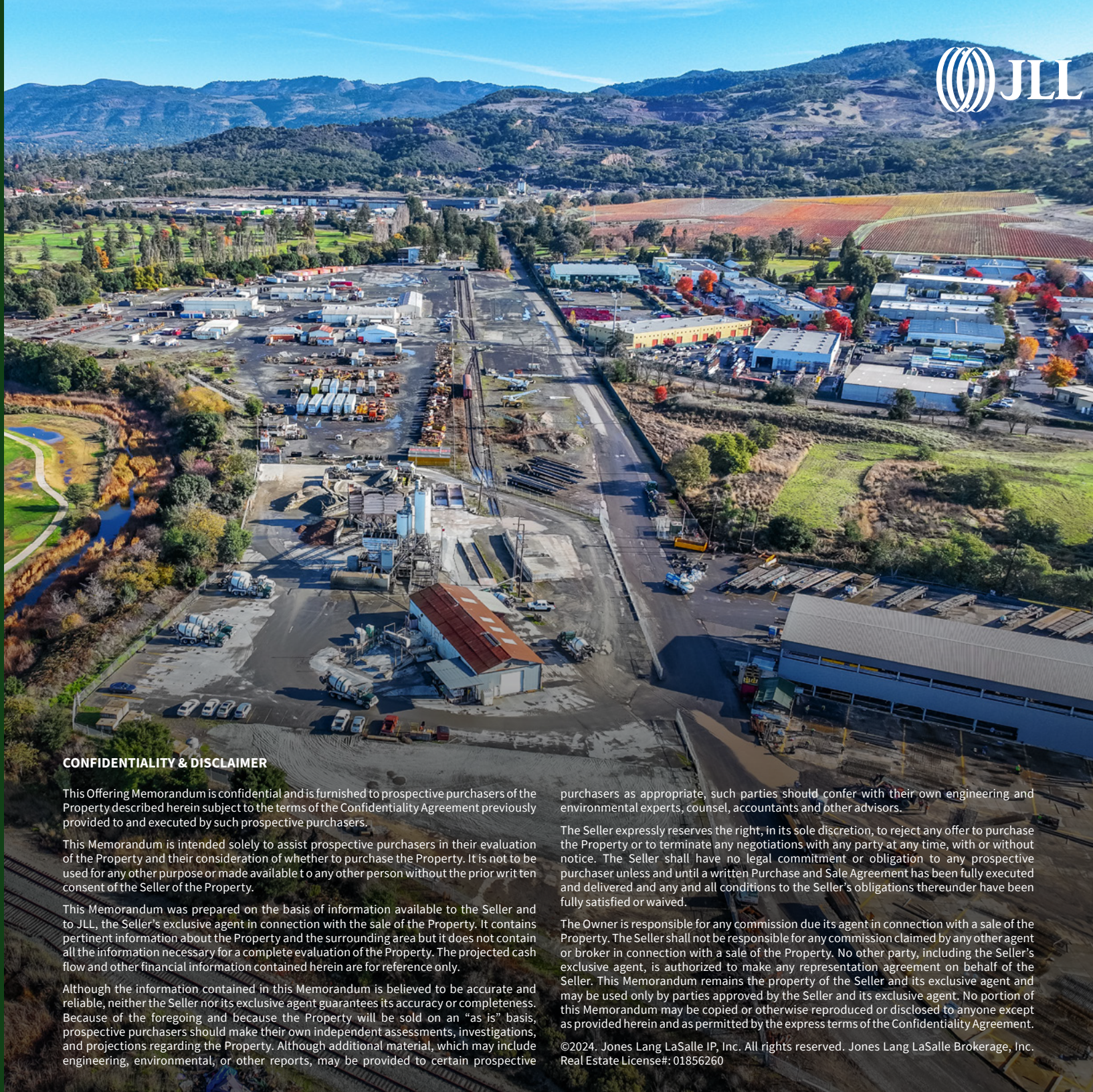
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## CONFIDENTIALITY & DISCLAIMER

This Offering Memorandum is confidential and is furnished to prospective purchasers of the Property described herein subject to the terms of the Confidentiality Agreement previously provided to and executed by such prospective purchasers.

This Memorandum is intended solely to assist prospective purchasers in their evaluation of the Property and their consideration of whether to purchase the Property. It is not to be used for any other purpose or made available to any other person without the prior written consent of the Seller of the Property.

This Memorandum was prepared on the basis of information available to the Seller and to JLL, the Seller's exclusive agent in connection with the sale of the Property. It contains pertinent information about the Property and the surrounding area but it does not contain all the information necessary for a complete evaluation of the Property. The projected cash flow and other financial information contained herein are for reference only.

Although the information contained in this Memorandum is believed to be accurate and reliable, neither the Seller nor its exclusive agent guarantees its accuracy or completeness. Because of the foregoing and because the Property will be sold on an "as is" basis, prospective purchasers should make their own independent assessments, investigations, and projections regarding the Property. Although additional material, which may include engineering, environmental, or other reports, may be provided to certain prospective

purchasers as appropriate, such parties should confer with their own engineering and environmental experts, counsel, accountants and other advisors.

The Seller expressly reserves the right, in its sole discretion, to reject any offer to purchase the Property or to terminate any negotiations with any party at any time, with or without notice. The Seller shall have no legal commitment or obligation to any prospective purchaser unless and until a written Purchase and Sale Agreement has been fully executed and delivered and any and all conditions to the Seller's obligations thereunder have been fully satisfied or waived.

The Owner is responsible for any commission due its agent in connection with a sale of the Property. The Seller shall not be responsible for any commission claimed by any other agent or broker in connection with a sale of the Property. No other party, including the Seller's exclusive agent, is authorized to make any representation agreement on behalf of the Seller. This Memorandum remains the property of the Seller and its exclusive agent and may be used only by parties approved by the Seller and its exclusive agent. No portion of this Memorandum may be copied or otherwise reproduced or disclosed to anyone except as provided herein and as permitted by the express terms of the Confidentiality Agreement.

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