

\$2,095,000

Business + Real Estate Acquisition Opportunity

**100 CHESTER AVE
BAKERSFIELD, CA 93301**

POPEYES®



**Freestanding Popeyes Drive-Thru | Prominent Chester Avenue Corridor Location In
Downtown Bakersfield | Leading Global QSR Chicken Brand | Turnkey Business + Real Estate
Opportunity With Established Sales Performance And Immediate Operational Upside**

Marcus & Millichap
NFB GROUP

WHY INVEST?



Freestanding Drive-Thru QSR | Downtown Bakersfield Corridor Location | Strong Commuter & Workforce Traffic Drivers

- **Strategically Positioned Along Chester Avenue**, A Primary North–South Corridor Running Through Downtown Bakersfield And Providing Direct Connectivity To State Route 99 And Key Commercial Districts Across The City
- **Freestanding Popeyes With Drive-Thru Offering Strong Street Visibility**, Convenient Ingress/Egress, And Dedicated Onsite Parking Designed To Support High-Volume Quick-Service Restaurant Operations
- **Located Within Bakersfield's Core Trade Area** Near Government Offices, Medical Facilities, And Downtown Employment Centers, Driving Consistent Daytime Traffic And Repeat Customer Activity
- **Surrounded By A Mix Of National And Local Retailers**, Service-Oriented Businesses, And Neighborhood Amenities That Generate Daily Needs-Based Visits And Ongoing Consumer Demand
- **Supported By A Dense Residential Base And Established Workforce Population** Providing A Balanced Customer Mix Of Local Residents, Downtown Employees, And Commuters Supporting Consistent Year-Round Sales



Operating Business + Real Estate Opportunity | Turnkey QSR With Established Sales Performance | Owner-Operator Upside

- **Acquisition Includes Both The Operating Popeyes Business And Fee Simple Real Estate**, Providing Full Control Over Operations, Income, And Long-Term Asset Appreciation
- **Established Location Generating ±\$1.41M In 2025 Net Sales With Consistent Weekly Volume Increases**, Demonstrating Proven Demand And Ongoing Revenue Upside
- **Efficient Drive-Thru Oriented Layout With Existing Infrastructure In Place**, Allowing For Immediate Continuity Of Operations With Minimal Transition Requirements
- **Opportunity To Enhance Profitability Through Active Ownership**, Operational Efficiencies, Cost Management, And Strategic Revenue Growth Initiatives
- **Additional Income Stream From Onsite Billboard** Providing Supplemental Revenue And Enhanced Yield To Ownership



Global Chicken QSR Leader | Iconic Louisiana-Inspired Brand | Industry-Leading Fried Chicken Concept

- **Global QSR Leader** — Popeyes Louisiana Kitchen Is One Of The World's Leading Chicken Concepts, With Thousands Of Locations Across The United States And A Rapidly Expanding International Footprint
- **Widely Recognized For Its Signature Louisiana-Inspired Menu**, Driving Consistent Consumer Demand And Strong Unit-Level Performance Through Brand Loyalty And Convenience
- **Backed By Restaurant Brands International (RBI)**, One Of The Largest Global QSR Platforms, Providing Significant Operational Infrastructure, Marketing Support, And Long-Term Brand Stability



INVESTMENT SUMMARY

Address	100 Chester Ave, Bakersfield, CA 93301
Concept	Popeyes (Business + Real Estate)
Price	\$2,095,000
2025 Net Sales	\$1,407,719
Annual Billboard Income*	\$2,400
Building Size (SF)	±1,479 SF
Lot Size (AC)	±0.28 Acres
Year Built/Renovated	1977/2014

*Billboard income per existing Sign Lease with The Lamar Companies. 5-year term commenced September 1, 2022, with automatic annual renewals (60 day written notice required to non-renew). Annual rent of \$2,400 (\$200/month), plus 45% of any revenue exceeding \$2,400. Lamar retains the right to terminate early if the sign becomes obstructed or economically undesirable. Lessor retains ownership of the sign structure; all equipment installed by Lamar remains Lamar's property.

ANNUAL NET SALES DATA

2023	2024	2025
\$1,181,408 \$22,719 avg/week	\$1,343,711 \$25,841 avg/week	\$1,407,719 \$27,072 avg/week
YOY GROWTH First full year	YOY GROWTH +13.7%	YOY GROWTH +4.8%

2025 NORMALIZED FINANCIALS

Line Item	Amount (\$)	% of Net Sales
Net Sales	\$1,407,719	100.00%
Labor	(\$437,818)	(31.10%)
COGS	(\$403,117)	(28.64%)
OpEx	(\$370,349)	(26.31%)
Other Income (Net)	\$12,520	0.89%
Rent (Normalized)	(\$112,618)	(8.00%)
G&A (Normalized)	(\$49,270)	(3.50%)
EBITDA	\$47,067	3.34%
EBITDAR	\$159,685	11.34%

\$2,095,000
LISTING PRICE

\$1,407,719
2025 NET SALES

\$27,072
2025 AVG. WEEKLY SALES

\$159,519
2025 NORMALIZED EBITDAR

\$2,047,600
RE VALUE @ 5.5% CAP RATE

2014
YEAR RENOVATED



2026 DEMOGRAPHICS

Population

140,749
332,202
604,505

Workforce

115,967
231,306
365,168

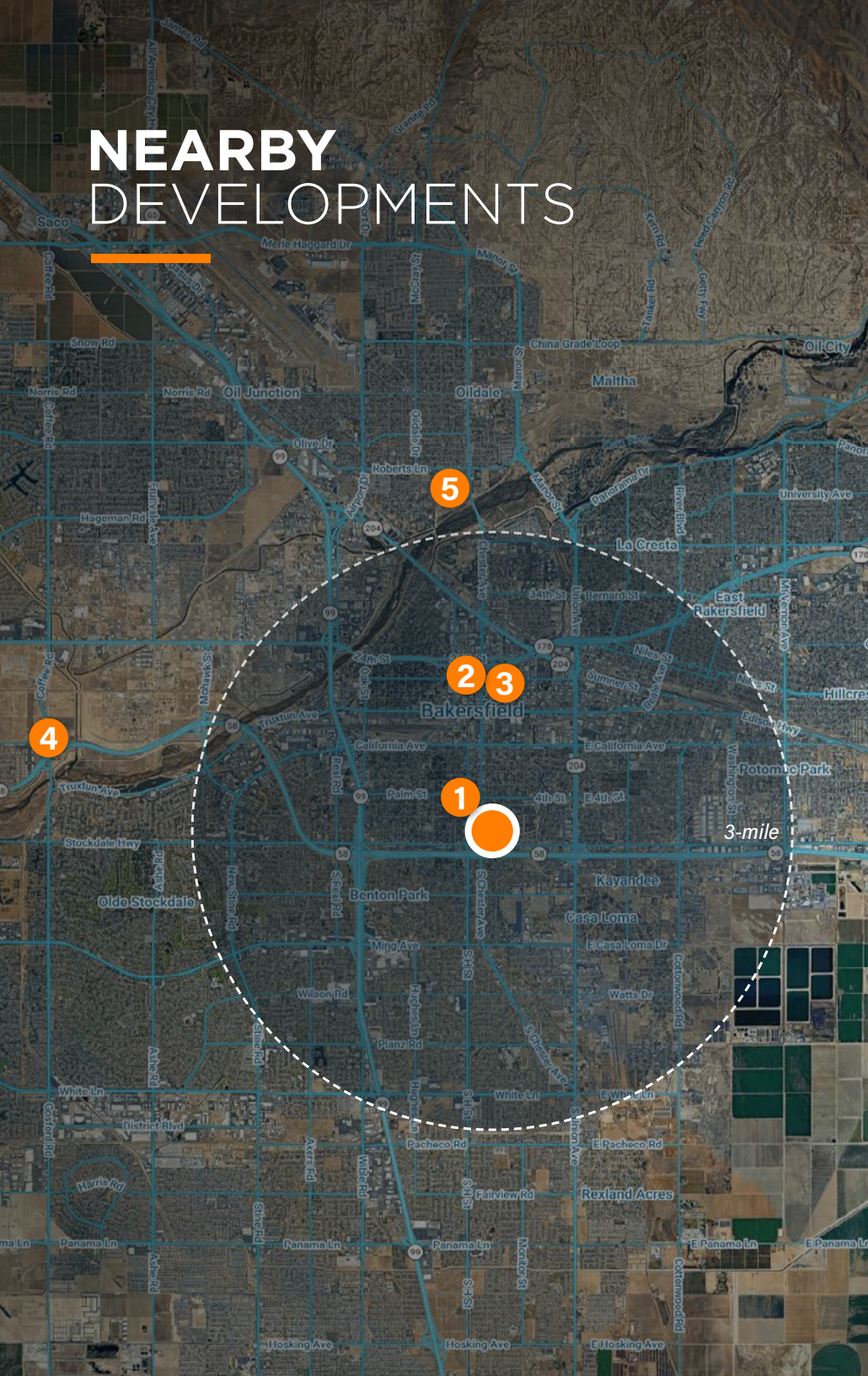
Avg. HH income

\$66,560
\$77,694
\$103,768

3-mile 5-mile 10-mile



NEARBY DEVELOPMENTS



H Street

Bakersfield

Improvements

1. Downtown Bakersfield Revitalization & Corridor Improvements

The City of Bakersfield has identified Chester Avenue as a key gateway corridor for downtown revitalization, with targeted improvements including streetscape upgrades, lighting, pedestrian enhancements, and corridor beautification. These initiatives are designed to enhance walkability, safety, and overall commercial appeal, supporting continued reinvestment and business activity along the Chester Avenue corridor where the subject property is located.

[READ MORE](#)

2. Peace & Justice Cultural Center Development (Downtown Investment)

A \$35 million Peace & Justice Cultural Center is planned along Chester Avenue, bringing a major community, cultural, and mixed-use destination to the immediate area. Large-scale civic and cultural investments of this nature are key drivers of foot traffic, tourism, and local economic activity, directly benefiting surrounding retail and commercial properties.

[READ MORE](#)

An architectural rendering of the Dolores Huerta Peace and Justice Cultural Center. The building is a large, multi-story structure with a prominent clock tower on the right side. The facade features large arched windows and colorful murals. The name "DOLORES HUERTA PEACE AND JUSTICE CULTURAL CENTER" is visible on the building.

3. Downtown Bakersfield Adaptive Reuse & Retail Activation

Downtown Bakersfield is experiencing active revitalization through adaptive reuse projects, including the restoration of historic buildings into restaurants, retail, and community spaces. A recent example includes the revitalization of the historic Woolworth building, which has reactivated a major downtown block and significantly increased foot traffic in the area. These projects signal renewed private investment and growing demand for downtown retail and dining.

[READ MORE](#)

An interior view of a modern retail space. The ceiling is white with several pendant lights. A large, colorful mural with radiating lines in red, orange, yellow, green, and blue is on the back wall. People are standing in the foreground, looking towards the mural.

4. Bakersfield Commons Logistics Park (Industrial & Employment Driver)

Construction is underway on the Bakersfield Commons Logistics Park, a large-scale industrial development that is shifting toward logistics and distribution uses. Industrial projects of this scale support job creation, daytime population growth, and long-term economic expansion, all of which drive demand for retail and service businesses throughout the Bakersfield trade area.

[READ MORE](#)

An aerial view of the Bakersfield Commons Logistics Park. The image shows a large, modern industrial building with a white roof and blue accents. The surrounding area is flat with some trees and other buildings in the distance.

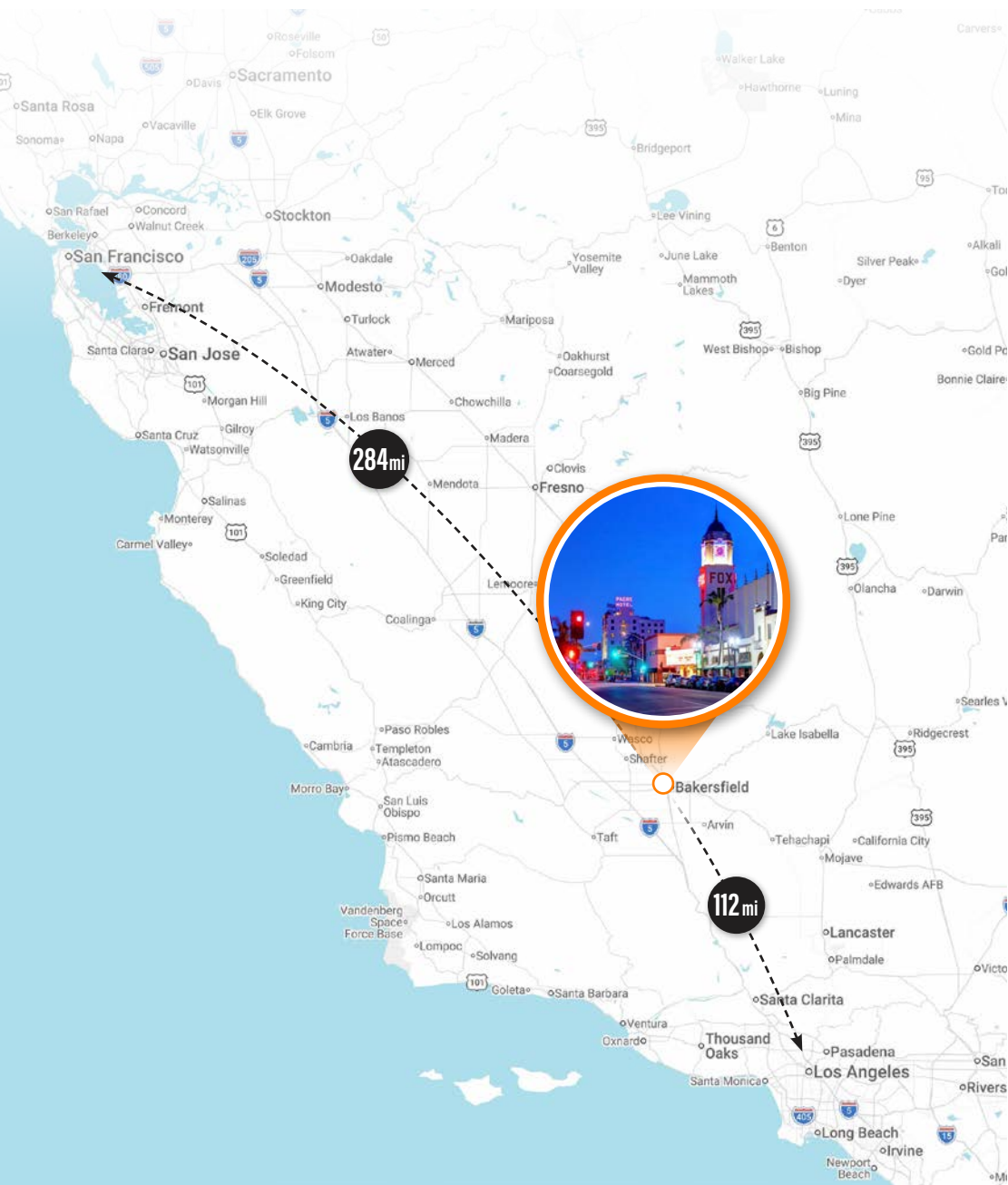
5. Chester Avenue Opportunity Zone Development (Self-Storage Project)

A new institutional-quality self-storage facility is planned along Chester Avenue, featuring 800+ units and climate-controlled space within a designated Opportunity Zone. This project highlights continued private investment and redevelopment activity along the Chester corridor, reinforcing long-term growth and utilization of underdeveloped urban infill sites.

[READ MORE](#)

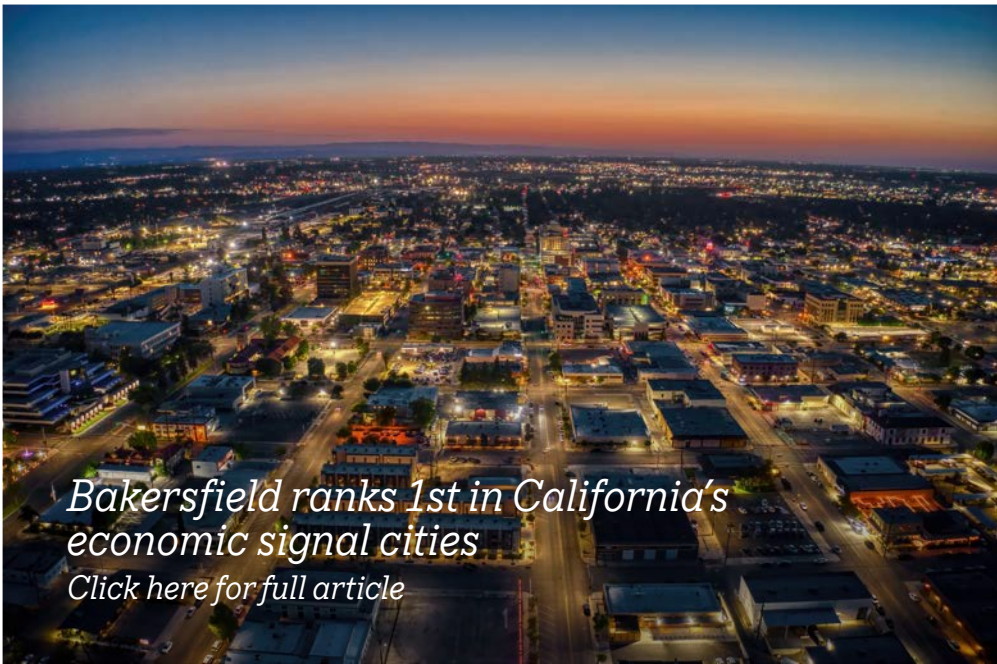
An aerial view of the Chester Avenue Opportunity Zone. The image shows a large area of land with some buildings and trees. A yellow line outlines a specific area within the zone. Labels "141-A", "141-B", and "PYLON SIGNAGE" are visible on the map.

BAKERSFIELD-DELANO MSA



The Bakersfield–Delano Metropolitan Statistical Area (MSA), located in California’s Central Valley, is a vital economic hub known for its strategic positioning, workforce base, and industry diversity. With a population exceeding 900,000, the Bakersfield–Delano MSA is supported by a resilient economy anchored by energy production, agriculture, logistics, and healthcare. Major employers such as Chevron, Aera Energy, Grimmway Farms, and Adventist Health contribute to the region’s economic stability and job creation, while key institutions including Kern Medical and Dignity Health support essential services and long-term growth across the market.

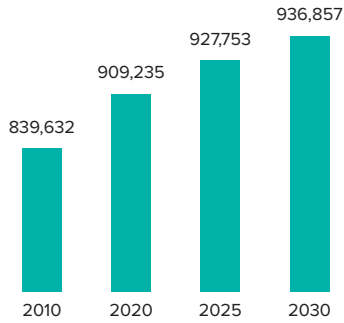
Recognized as the economic center of Kern County, Bakersfield blends a strong industrial foundation with steady population growth and expanding development. The region’s affordability relative to coastal California markets, combined with its central location along major transportation corridors including State Route 99 and Interstate 5, continues to attract both residents and businesses. A growing retail landscape, evolving dining scene, and proximity to outdoor recreation in the Sierra Nevada Mountains contribute to an increasingly attractive quality of life within the Central Valley.



*Bakersfield ranks 1st in California’s
economic signal cities*
[Click here for full article](#)

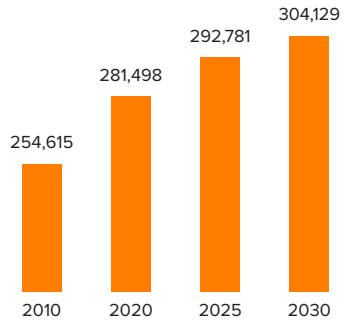
BAKERSFIELD MSA POPULATION SNAPSHOT

SOURCE: SITES USA, 2026, BAKERSFIELD



BAKERSFIELD MSA HOUSEHOLD SNAPSHOT

SOURCE: SITES USA, 2026, BAKERSFIELD



POPULATION
927,753
within MSA

AVG. HH INCOME
\$99,280
within MSA

DAYTIME POPULATION
552,546
within MSA

At the heart of the region’s cultural identity is its deep-rooted connection to agriculture, energy, and the distinctive “Bakersfield Sound,” a genre of country music that originated locally and has influenced artists nationwide. Landmarks such as Buck Owens’ Crystal Palace and the historic Fox Theater serve as enduring symbols of the city’s musical and cultural heritage, drawing both residents and visitors alike. These venues not only celebrate Bakersfield’s past but also remain active entertainment destinations, hosting live performances, concerts, and community events that reinforce the area’s identity.

Beyond its historic and musical foundations, Bakersfield continues to cultivate a growing arts and cultural scene supported by a range of institutions and public spaces. The Bakersfield Museum of Art anchors the local visual arts community with rotating exhibitions, educational programming, and regional showcases, while Dignity Health Arena attracts nationally touring acts, sporting events, and large-scale entertainment. Additional cultural amenities contribute to an increasingly diverse and accessible creative environment.



Bakersfield also maintains a strong presence in education and regional sports. The city is home to California State University, Bakersfield (CSUB), and Bakersfield College, both of which provide a wide range of academic programs, workforce training, and community engagement. In addition, local and regional sporting events, along with a growing amateur and collegiate sports scene, contribute to community identity and regional pride. Together, these institutions support workforce development and reinforce the long-term economic and cultural growth of the Bakersfield–Delano metropolitan area.

TENANT PROFILE



Founded in 1972 in New Orleans, Louisiana, Popeyes® boasts over 45 years of culinary tradition and history. Renowned for its unique New Orleans-style menu featuring delectable offerings like fried chicken, chicken tenders, fried shrimp, and other regional favorites, Popeyes® has earned its place as one of the world’s largest quick-service chicken restaurants. The chain’s famous Louisiana seasoning and hand-battered preparation techniques contribute to its distinctive taste. With more than 3,700 locations across the United States and around the globe, Popeyes® is celebrated for its commitment to Louisiana heritage and authentic flavors. The brand’s iconic chicken sandwich, launched in 2019, sparked a nationwide craze and significantly boosted its popularity.

As a subsidiary of Restaurant Brands International (RBI), Popeyes® is part of a powerhouse in the quick-service restaurant industry. RBI, with annual system-wide sales exceeding \$35 billion, operates over 29,000 restaurants in more than 100 countries. The company’s strategic growth initiatives and marketing campaigns have helped expand Popeyes® reach. Among its portfolio are four esteemed and iconic quick-service restaurant brands, including Tim Hortons®, Burger King®, Popeyes®, and Firehouse Subs®. Rated “BB” by S&P, Restaurant Brands International stands as a leader in the global culinary landscape.

Popeyes® continues to grow and innovate, staying true to its roots while appealing to a broad, international audience. The introduction of new menu items and limited-time offerings keeps the brand fresh and exciting for customers. Its dedication to quality and flavor has solidified its status as a beloved brand worldwide.

2024 REVENUE	LOCATIONS	EMPLOYEES	PARENT COMPANY
\$6.8B	3.7K+	25K+	rbi restaurant brands international

SOURCE: 2025, STATISTA



IN THE NEWS



POPEYES HIRES US COO FROM BURGER KING FOR STORE-LEVEL EXECUTION

March 25, 2026 | Restaurant Dive

Chris Padoan's appointment signals a greater investment in Popeyes' store-level execution, as the chain lags its chicken competitors in operations. Padoan has more than 15 years of operations experience with Burger King, according to the press release. In his most recent role at Burger King, he oversaw operational improvements in the South region, working closely with operators and restaurant teams to improve performance and execution. He also spent six years as the owner of a fast casual...

POPEYES IS THE FAST FOOD BREAKFAST THAT'S EVEN BETTER THAN MCDONALD'S

April 8, 2026 | MSN

From McMuffins to hash browns and pancakes, McDonald's has everything you could want for a quick and tasty breakfast. But another restaurant is set to rival Maccies' early morning offering, as Popeyes is finally rolling out its full breakfast menu across the UK, from April 14. Highlights on the menu include the Big Cajun Breakfast Roll, the Cajun Hash Brown, and biscuits with Nutella (which are like a scone, but lighter and creamier thanks to the buttermilk they're made with). You...



FULL ARTICLE

EXCLUSIVELY LISTED BY

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