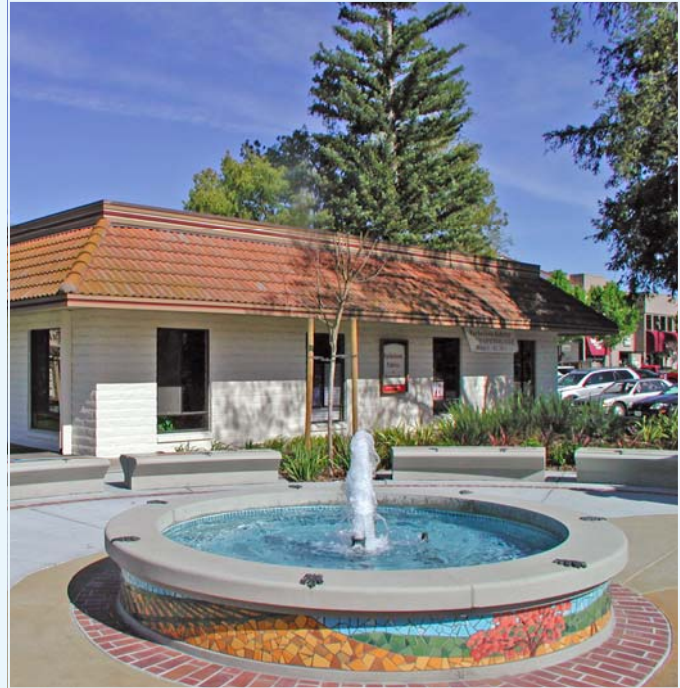


FOR SALE

**RETAIL/COMMERCIAL
MULTI-TENANT
BUILDING**

**100 RAILROAD AVENUE
DANVILLE, CA 94526**



\$2,600,000

SHAWN WILLIS

INCOME PROPERTY SERVICES

1343 Locust Street, Suite 204

Walnut Creek, CA 94596

DRE # 00947718

925.988.0502

Shawn@IPSrealestate.com

**PLEASE DO NOT DISTURB
OCCUPANTS OF PROPERTY**





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NARRATIVE



The subject property is a single story block building completed in 1978 in desirable, downtown Danville. The building has excellent visibility and identity at the intersection of Railroad Avenue and Linda Mesa and is a well known property in the area. Designed for commercial use, the building was built with space size flexibility in mind, plumbing for eight restrooms, nine HVAC units, and nine gas and electric meters. The ceiling height is eight feet with abundant windows throughout the building.

The property is zoned “Downtown Zoning District 1,” per the Town of Danville. This allows flexibility in many different types of business uses. There’s a total population of 70,375 within a 3 mile radius and an average daytime population of 104,928. There are 38,792 households within a 3 mile radius with an average income of \$153,100.

A portion of the property has been occupied by Western Readers Service since 1978 and Western Readers Service is now on a month to month agreement. This will allow an owner/user to occupy some or all of this space, as desired. Alternatively, an investor could purchase this asset with the intent of re-tenanting the space at current market rents. Other spaces in the building are detailed in the enclosed rent roll.

The current zoning per the Town of Danville will allow a two story building on this site. Future development of the site may also be an alternative for an investor, developer or owner/user.



HIGHLIGHTS



ADDRESS	100 Railroad Avenue, Danville, CA 94526
BUILDING SQUARE FEET	Approximately 7,887 +/-
LOT SIZE	16,509 s.f. / .378 Acres +/-
YEAR BUILT	1978
APN	199-350-035
THOMAS BROTHERS	632J2
ZONING	Downtown Zoning District 1
DESCRIPTION	One story, multi-tenant retail/commercial building
CONSTRUCTION	Block
ROOF	Flat
HVAC	Nine (9) roof mounted units
UTILITIES	9 separate meters for electricity and gas; master metered for water
PARKING	Adjacent, Town of Danville public lot



CURRENT RENT ROLL



SUITE	TENANT	APPROX. USABLE SQ. FT.	% OF BLDG.	CURRENT MONTHLY RENT	CURRENT MONTHLY RENT/USF	MOVE IN DATE	EXPIRATION	NEXT RENT INCREASE DATE	NEXT RENT INCREASE AMOUNT	OPTIONS
A	Western Reader's Service	4,209	53.4%	\$8,244.00	\$1.96	1/1/78	Month to Month	N/A	N/A	None
B	AVAILABLE	916	11.6%		\$0.00					
C	Furbelows Fabrics	1,722	21.8%	\$3,616.00	\$2.10	12/1/10	11/30 2013	12/1/11	\$3,754.00	One Year
D	Legacy Framing	1,040	13.2%	\$2,288.00	\$2.20	11/1/09	Month to Month	N/A	N/A	None
TOTALS		7,887	100.0%	\$14,148.00	\$1.79					



FINANCIAL ANALYSIS

TENANTS	APPROX. RENTABLE SQ. FT.	CURRENT	CURRENT RENT/ SQ FT	PROJECTED MARKET RENTS	CURRENT RENT/ SQ FT
<i>Western Readers Service</i>	4,209	\$8,244	\$1.96	\$8,418	\$2.00
<i>Available</i>	916	\$0	\$0.00	\$1,832	\$2.00
<i>Furbelows Fabrics</i>	1,722	\$3,616	\$2.10	\$3,616	\$2.10
<i>Legacy Custom Framing</i>	1,040	\$2,288	\$2.20	\$2,288	\$2.20
TOTALS	7,887	\$14,148		\$16,154	
INCOME					
MONTHLY RENT		\$14,148		\$16,154	
ANNUAL RENT		\$169,776		\$193,848	
VACANCY/BAD DEBT	5.00%	(\$8,489)		(\$9,692)	
GROSS RENT		\$161,287		\$184,156	
NNN Recapture [1]		\$0		\$37,322	
TOTAL INCOME		\$161,287		\$221,478	
EXPENSES					
LANDSCAPING	Actual	\$2,160		\$2,160	
INSURANCE	Actual	\$2,508		\$2,508	
PROPERTY TAXES	1.0889%	\$28,311		\$28,311	
LEVIES AND ASSESSMENTS	Actual	\$1,536		\$1,536	
REPAIRS & MAINTENANCE	Actual	\$3,120		\$3,120	
REPLACEMENT RESERVE	Estimated	\$2,500		\$2,500	
PG&E/UTILITIES	Actual	\$6,564		\$6,564	
WATER	Actual	\$1,512		\$1,512	
MANAGEMENT (5%)	Estimated	\$8,064		\$9,208	
TOTAL EXPENSES		\$56,276	\$0.59	\$57,419	\$0.61
NET OPERATING INCOME					
		\$105,011		\$164,058	
DEBT SERVICE		(\$96,645)		(\$96,645)	
CASH FLOW		\$8,366		\$67,413	
PRINCIPAL PAY-DOWN		\$22,250		\$22,250	
TOTAL RETURN		\$30,616		\$89,663	
CAP RATE					
		4.04%		6.31%	
PRICE PER FOOT					
		\$329.66		\$329.66	
CASH ON CASH					
		0.6%		5.0%	
TOTAL PRE-TAX RETURN					
		2.3%		6.6%	
LISTING PRICE					
		\$2,600,000		\$2,600,000	
DOWN PAYMENT					
		\$1,350,000	52%	\$1,350,000	52%
PROPOSED FIRST LOAN [2]					
		\$1,250,000	48%	\$1,250,000	48%

[1] None Currently - Projected @ 65% of building paying NNN

[2] 1.3 DCR, 6%, 25 year amortization - SOME OWNER FINANCING MAY BE AVAILABLE

NOTE: Sellers will consider Seller Financing.



DANVILLE RETAIL RENT SURVEY & PHOTOS

SUBJECT PROPERTY 100 Railroad Avenue	115 Railroad Avenue	Danville Square 1 Railroad Avenue	Iron Horse Plaza 409 Railroad Ave.	179 Hartz Avenue	485 Hartz Avenue	355 Hartz Avenue
7,887 square feet Mixed Use Retail	Hacienda Plaza Single story Retail building	Trader Joe's Anchored Center of 79,894 sq. feet	62,025 s.f. Shopping center	5,400 square feet Single story Retail building	4,000 square feet Retail building across from Bridges	4,000 square feet Retail building
\$2.03 FS/square foot Average	\$2.75/s.f. NNN	\$2.50-\$3.75/s.f. NNN	\$3.50/s.f. NNN 2,298 square feet Available	\$2.35/s.f. NNN 1,800 square feet Available	\$2.35/s.f. GRS 1,700 square feet Available	\$2.50-\$3.00/s.f. 3,664 square feet Available



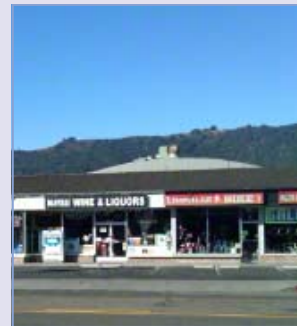
115 Railroad Avenue



1 Railroad Avenue



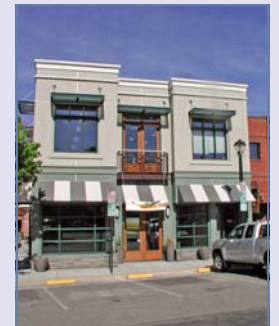
409 Railroad Avenue



179 Hartz Avenue



485 Hartz Ave.



355 Hartz Avenue



SALES COMPARABLES

ADDRESS	SALE PRICE	SQUARE FEET	COST/SQ. FT.	CAP	BUILT	SOLD	COMMENTS
2023 San Ramon Valley Blvd. San Ramon	\$650,000	2,035	\$319.41	N/A	1962	12/14 2010	Probate sale to an owner/user Buyer, "Cabinet Center." 23% cash down payment, new 1st loan by Chase. Building currently undergoing an extensive renovation & new construction.
1401-1437 Cypress Street Walnut Creek	\$1,050,000	2,137	\$491.34	N/A	1959	4/26 2010	Owner/user purchase which will become Bridal Store. Sold "as is," all cash. Two blocks to Broadway Plaza, signalized corner location in downtown.
1180 Mt. Diablo Blvd. Walnut Creek	\$2,850,000	6,570	\$433.79	N/A	2009	4/1 2010	Owner/user purchase in shell condition of new building, one block from Broadway Plaza. "Decotech Systems" was buyer who made 18% cash down payment to a Chase 1st loan.
3240 W. Stone Valley Road Alamo	\$4,730,000	18,153	\$260.56	N/A	1983	3/11 2010	Two story office building with abundant parking and strong identity on Stone Valley. Purchased by group that plans on possible occupancy of a portion of the building. Assumed existing \$3.6M Wells Fargo loan.
2641 Crow Canyon Road San Ramon	\$1,200,000	4,073	\$294.62	4.8%	1984	3/5 2010	Owner/user purchase of existing office building. Partially leased at time of sale, but buyer plans on expanding occupancy over time. 57% cash down, financing provided by Seller.
AVERAGES	\$2,096,000	6,594	\$359.94	4.8%			



SALES COMPARABLE PHOTOS



**2023 San Ramon Valley Blvd.
San Ramon**



**1401-1437 Cypress Street
Walnut Creek**



**1180 Mt. Diablo Boulevard
Walnut Creek**



**3240 W. Stone Valley Road
Alamo**



**2641 Crow Canyon Road
San Ramon**



SALES COMPARABLES MAP





NEIGHBORHOOD AERIAL VIEW



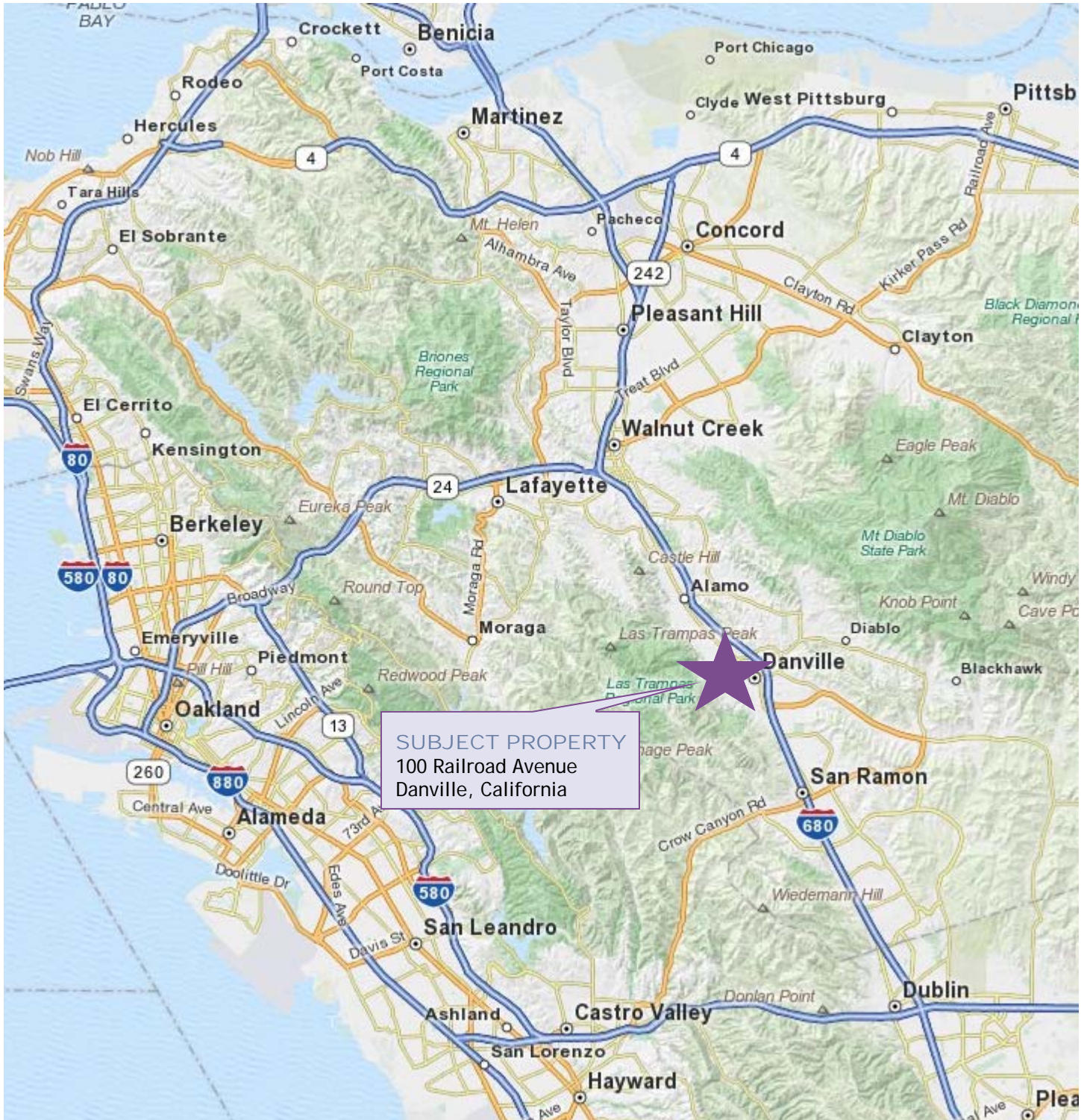


CITY MAP





REGIONAL MAP





POSSIBILITIES

The subject property was originally built about the same time, by the same builder, and looked substantially the same as the property across the street at 115 Railroad Avenue.

A subsequent owner of 115 Railroad Avenue designed and added a beautiful façade with an arbor and sign layout that created an appealing, modern look to the site.

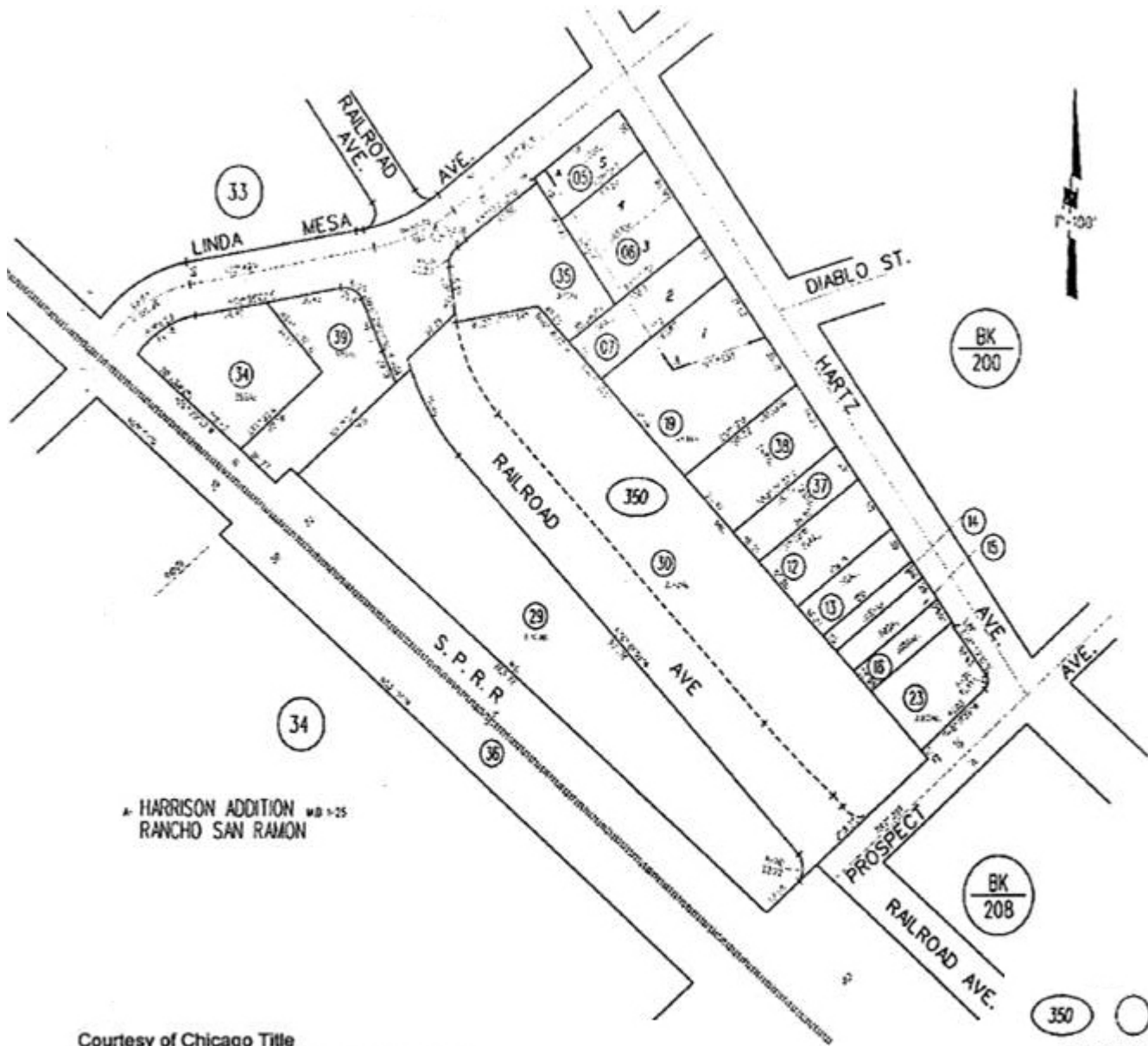
An investor in the subject property may consider a similar upgrade to the property in order to enhance the asset and increase the income potential.



115 Railroad Avenue



PARCEL MAP



HARRISON ADDITION WB 1-25
RANCHO SAN RAMON

Courtesy of Chicago Title
Offered by Chicago Title Insurance Company
All information produced is deemed reliable but is not guaranteed.

350
ASSESSOR'S MAP
BOOK 169 PAGE 35
CONTRA COSTA COUNTY, CALIF



BUILDING PLAN

