

100
TAMAL PLAZA

**CUSHMAN &
WAKEFIELD**

 **CLICK TO VIEW DRONE FOOTAGE**



100 TAMAL VISTA BLVD, CORTE MADERA

FOR SALE - OFFERING MEMORANDUM

ASKING PRICE: \$8,600,000

EXECUTIVE SUMMARY

SECTIONS:

- 1 Executive Summary**
- 2 Property Overview**
- 3 Location Overview**
- 4 Financial Analysis**

CONTACTS:

Whitney Strotz

Executive Managing Director
+1 415 451 2406
whitney.strotz@cushwake.com
Lic #: 01351397

Trevor Buck

Executive Managing Director
+1 415 451 2436
trevor.buck@cushwake.com
Lic #: 01255462

Steven Leonard

Managing Director
+1 415 722 1080
steven.leonard@cushwake.com
Lic #: 00909604

Brian Foster

Executive Director
+1 415 451 2437
brian.foster@cushwake.com
Lic #: 01393059

Drew Soltis

Associate
+1 415 451 2415
drew.soltis@cushwake.com
Lic #: 02163430



 **CLICK TO VIEW DRONE FOOTAGE**

100 Tamal Plaza offers a rare opportunity to own a highly stable, well-located office asset in Central Marin, the county's strongest office submarket with the lowest vacancy and highest rents. With 95% occupancy and a tenant mix dominated by long-term medical and wellness professionals, the property provides strong, predictable cash flow in a high-demand area.

Recent upgrades, including a new elevator and modernized common areas, enhance tenant appeal while still leaving room for value-add potential. Conveniently located just off Highway 101 and within walking distance of major retail and transit centers, this asset combines accessibility, stability, and upside making it a premier investment opportunity in Marin County.



\$8,600,000
Asking Price



6.5%
CAP RATE

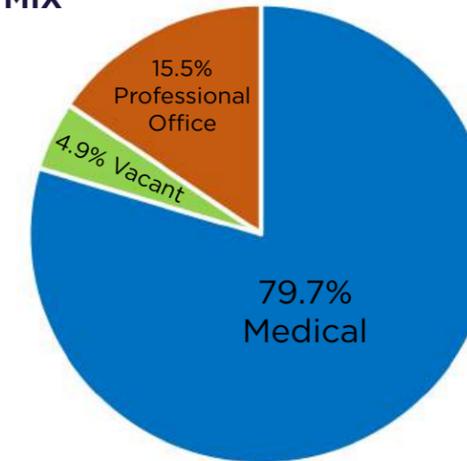


\$364
PRICE PSF

TENANCY OVERVIEW

100 Tamal Plaza boasts a highly stable tenant mix, with nearly 80% of the building occupied by medical and wellness professionals—a sector known for strong retention and consistent demand. Many tenants have operated in Central Marin for decades, demonstrating the long-term appeal of this location. The tenant base is primarily composed of therapists, medical practitioners, and professional service providers, creating a quiet, professional atmosphere that aligns well with the surrounding residential and community-oriented environment.

EXISTING TENANT MIX



Several leases include personal guarantees, further reinforcing the financial stability of the rent roll. With staggered lease expirations, ownership benefits from minimal vacancy risk and ongoing opportunities to mark rents to market. The building's proximity to residential neighborhoods, schools, and transit hubs makes it an ideal setting for healthcare and professional tenants, ensuring continued demand and long-term investment security.



PROPERTY OVERVIEW

PROPERTY OVERVIEW

Address 100 Tamal Vista Blvd, Corte Madera CA

Year Built 1978

Net Rentable Area ± 23,656 SF

Lot Size ± 1.5 AC

Number of Stories 2

Parking 2.49/1,000

Zoning M – Light Industrial

Construction Wood Frame

% Leased 95%

Number of Tenants 11

Avg. Lease Rate \$3.51

Calculated NOI \$561,964



Recent Capital Improvements: \$3,515,000 (\$150 PSF)

- New Elevator
- Lobby Upgrades
- Exterior Improvements
- Code Compliance Work
- Tenant Improvements
- Renovated ADA Restrooms (4)



STRONG TENANT PROFILE

100 Tamal Plaza is anchored by a highly stable tenant base, with approximately 80% of the building leased to medical and psychotherapy professionals. Users that value in-person interaction and show strong renewal history. Recent suite upgrades tailored specifically for psychotherapy use, including soundproofing and ADA-compliant access, have further strengthened tenant retention by offering purpose-built space rarely available in the market. Combined with the property's proximity to residential neighborhoods, schools, and transit, these improvements create a "sticky" environment that supports long-term occupancy and minimizes turnover risk.



PRIME LOCATION

100 Tamal Plaza benefits from a premier Central Marin location just one block from Highway 101, offering seamless access throughout Marin County and the greater Bay Area. The property is walkable to the Corte Madera Town Center and The Village—two of Marin's most prominent retail destinations featuring national brands, high-end boutiques, and curated dining. It's also adjacent to affluent residential neighborhoods and top-rated public schools, including Redwood High School, creating a natural synergy for healthcare and professional service tenants. The nearby bike path and local transit options further enhance connectivity, reinforcing the asset's appeal to both tenants and their clientele.



CENTRAL MARIN SUBMARKET

The Central Marin submarket stands out as one of the Bay Area's most resilient office markets, consistently outperforming surrounding regions with lower vacancy and stronger asking rents. While broader North Bay office vacancy hovers around 13.3%, Central Marin maintains a notably lower rate of 8.2%, with Corte Madera specifically at just 5.1% among the tightest in the region. Average asking rents in Central Marin remain strong at \$5.36 per square foot monthly, reflecting steady demand driven by a limited supply of high-quality office and medical space, strict development constraints, and a highly educated, affluent population base. With its central location, proximity to Highway 101, and surrounding wealth demographics, Central Marin continues to attract professional users seeking long-term tenancy in an irreplaceable setting.



RECENTLY COMPLETED IMPROVEMENTS

Ownership has recently spent over \$3M in capital improvements. An elevator was added to the main lobby, making the second floor ADA accessible. All but one of the suites on the second floor were remodeled to psychotherapy standards with enhanced soundproofing and compliance with Title 24 energy efficiency. The restrooms have been updated. The common areas received new flooring, paint, and lighting. The front entry area was improved for ADA path-of-travel compliance. In addition to the interior upgrades, the building exterior received landscape improvements, enhancing the property's curb appeal and overall presentation.

PARCEL MAP



100
Tamal

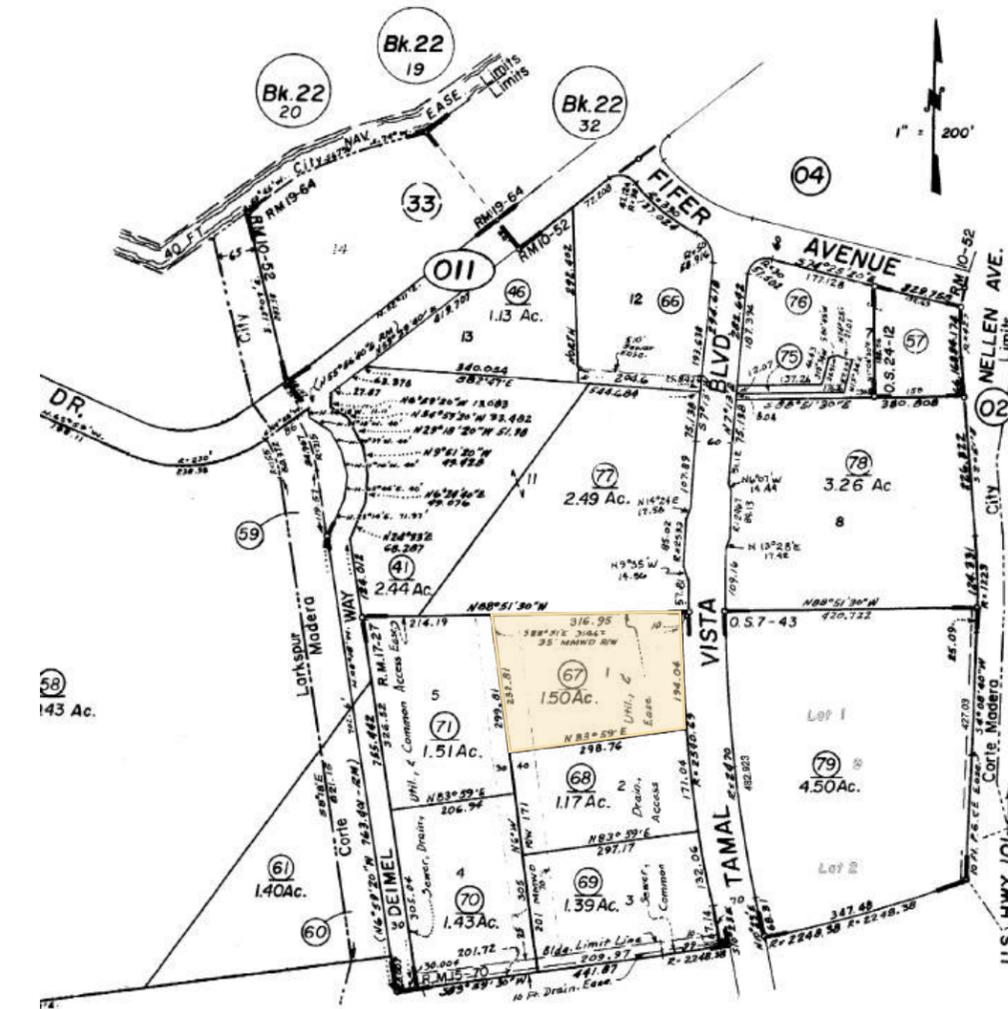
Bel Mt. Tam
180 Units

LOCATION OVERVIEW

SURROUNDING PARCELS

100 Tamal Plaza is part of a five-building subdivision that features a dynamic ownership and tenancy profile. The three buildings at 100, 200, and 300 Tamal Vista are professionally managed, multi-tenant office properties with a strong concentration of medical, therapy, and professional service users. In contrast, the neighboring 400 and 500 Tamal Vista buildings offer a flexible mix of light industrial and office uses, adding variety to the business ecosystem.

Across the street, 180 residential units provide a built-in customer base and reinforce the area's walkability and neighborhood-serving character. This diverse mix of uses and ownership types ensures a balanced environment, with long-standing professional users benefiting from both stability and flexibility within the park.



NEIGHBORING AMENITIES

MARIN COUNTRY MART (1.4 MI)



CORTE MADERA TOWN CENTER (0.7 MI)



THE MARKETPLACE (0.2 MI)



THE VILLAGE (0.8 MI)



BON AIR SHOPPING CENTER (1.4 MI)



COST PLUS PLAZA (0.5 MI)



100 TAMAL PLAZA IN CORTE MADERA, CA



Prime Location with Abundant Surrounding Amenities



MARIN COUNTY OVERVIEW

Marin County boasts a strong local economy with a high median income and low unemployment rates, making it an attractive location for businesses. The focus on working locally is emphasized by the area's commitment to supporting small businesses and fostering a community-oriented environment. This can lead to increased networking opportunities and collaboration among local professionals, enhancing business growth and stability. Real estate values in Marin County have shown a tremendous track record of maintaining and appreciating in value, providing long-term financial gains to Ownership. The stringent open space rules, high cost of land, and strong community involvement significantly impact the ability for new competing product to be built.

The charming qualities of the local communities in Marin County further enhance the appeal of owning an office building here. The Corte Madera and Larkspur area offers unique, picturesque settings with vibrant shopping areas, excellent schools, and a variety of recreational activities. These communities are known for their scenic beauty, including waterfront views and lush green spaces, which contribute to a high quality of life for residents and workers alike. The proximity to San Francisco also provides easy access to a larger metropolitan area while maintaining the serene, neighborhood serving atmosphere that Marin County is famous for. This combination of economic strength and community charm can make owning a professional office building in central Marin a strategic and profitable decision.



DEMOGRAPHICS

1 Mile 3 Miles 5 Miles

 **AVERAGE HOUSEHOLD INCOME**

\$211,991	\$214,230	\$218,649
-----------	-----------	-----------

 **MEDIAN HOME PRICE**

\$1,108,163	\$1,116,885	\$1,114,157
-------------	-------------	-------------

 **TOTAL SPECIFIED CONSUMER SPENDING**

\$212.3M	\$1.3B	\$2.4B
----------	--------	--------

 **2024 POPULATION**

11,511	80,415	139,048
--------	--------	---------

 **DAYTIME EMPLOYMENT**

12,987	58,676	83,113
--------	--------	--------



FINANCIAL ANALYSIS



Whitney Strotz

Executive Managing Director
+1 415 451 2406
whitney.strotz@cushwake.com
Lic #: 01351397

Steven Leonard

Managing Director
+1 415 722 1080
steven.leonard@cushwake.com
Lic #: 00909604

Trevor Buck

Executive Managing Director
+1 415 451 2436
trevor.buck@cushwake.com
Lic #: 01255462

Brian Foster

Executive Director
+1 415 451 2437
brian.foster@cushwake.com
Lic #: 01393059

Drew Soltis

Associate
+1 415 451 2415
drew.soltis@cushwake.com
Lic #: 02163430

©2025 Cushman & Wakefield. All rights reserved. The material in this presentation has been prepared solely for information purposes, and is strictly confidential. Any disclosure, use, copying or circulation of this presentation (or the information contained within it) is strictly prohibited, unless you have obtained Cushman & Wakefield's prior written consent. The views expressed in this presentation are the views of the author and do not necessarily reflect the views of Cushman & Wakefield. Neither this presentation nor any part of it shall form the basis of, or be relied upon in connection with any offer, or act as an inducement to enter into any contract or commitment whatsoever. NO REPRESENTATION OR WARRANTY IS GIVEN, EXPRESS OR IMPLIED, AS TO THE ACCURACY OF THE INFORMATION CONTAINED WITHIN THIS PRESENTATION, AND CUSHMAN & WAKEFIELD IS UNDER NO OBLIGATION TO SUBSEQUENTLY CORRECT IT IN THE EVENT OF ERRORS.