OFFERING MEMORANDUM

FOR LEASE OR SALE

200 SHORELINE HIGHWAY

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MILL VALLEY, CALIFORNIA

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CUSHMAN & WAKEFIELD

01 Property Overview

Executive Summary

Formerly home to the iconic Dipsea Café, this ±5,643 SF building is being delivered vacant, providing buyers and tenants with a unique opportunity to reimagine one of Southern Marin's most recognizable properties.

Positioned in the heart of Tam Junction, Mill Valley's fastest-growing creative district, the property sits among some of the Bay Area's most buzzworthy local concepts including Proof Lab, Hook Fish Co., and The Junction / Pizza Hacker. Over the past few years, Tam Valley has transformed into a vibrant destination where food, lifestyle, and community intersect, drawing consistent traffic from locals and regional visitors alike.

The site offers exceptional visibility along Shoreline Highway (Hwy 1), immediate access to Highway 101, and a generous on-site parking lot. Flexible floor plates and zoning allow for a wide range of potential uses, including restaurant, retail, showroom, or creative office.

Whether acquired as an owner-user, repositioned by an investor, or leased by a visionary operator, 200 Shoreline Highway represents a blank canvas in one of the Bay Area's most dynamic submarkets, with demand fueled by Mill Valley's strong demographics and the growing cultural cachet of Tam Junction.

±5,643 SF

CLASS A LOCATION

VACANT

SHELL CONDITION

Property Highlights

200 Shoreline Highway is a ±5,643 SF freestanding commercial building located in the heart of Mill Valley's Tam Junction district. The property is being delivered completely vacant, offering a rare opportunity for an owner-user, investor, or tenant to establish a flagship presence in Southern Marin.

Strategically positioned at the intersection of Highway 1 and Highway 101, the building benefits from exceptional visibility, prominent signage opportunities, and high daily traffic counts. With a generous onsite parking lot and flexible floor plates, the property can readily accommodate a variety of potential uses including restaurant, retail, showroom, or creative office.

The surrounding submarket has seen steady growth as Tam Junction has become a heavily trafficked crossroads for Mill Valley, Muir Beach, Stinson Beach, and San Francisco commuters. This, combined with Marin County's affluent demographics, strong barriers to entry, and limited commercial inventory, makes 200 Shoreline a uniquely positioned asset for both investors and occupiers.

NEW ROOF

NEW STUCCO

NEW DOORS

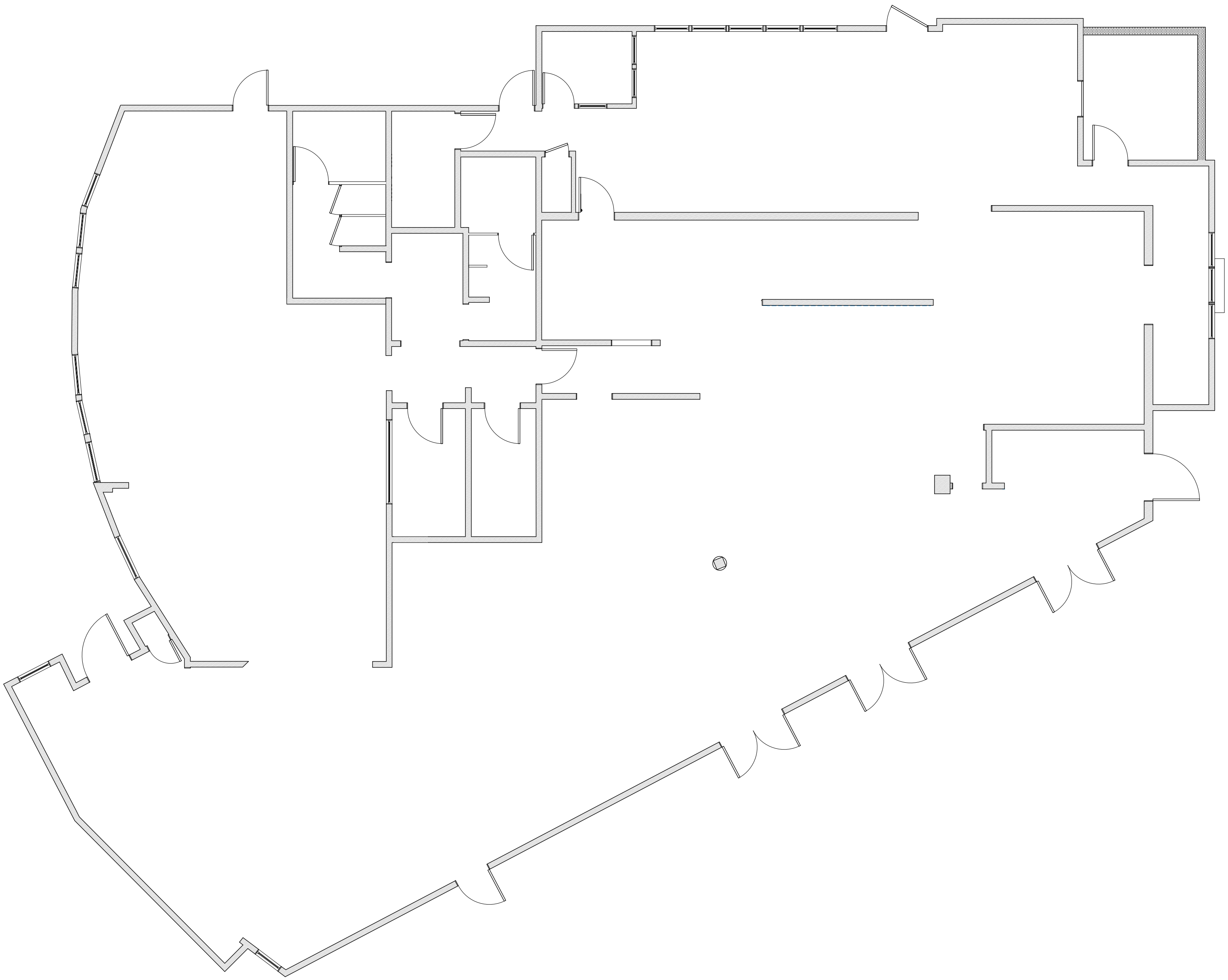
ASKING PRICE UPON REQUEST

PROPERTY OVERVIEW

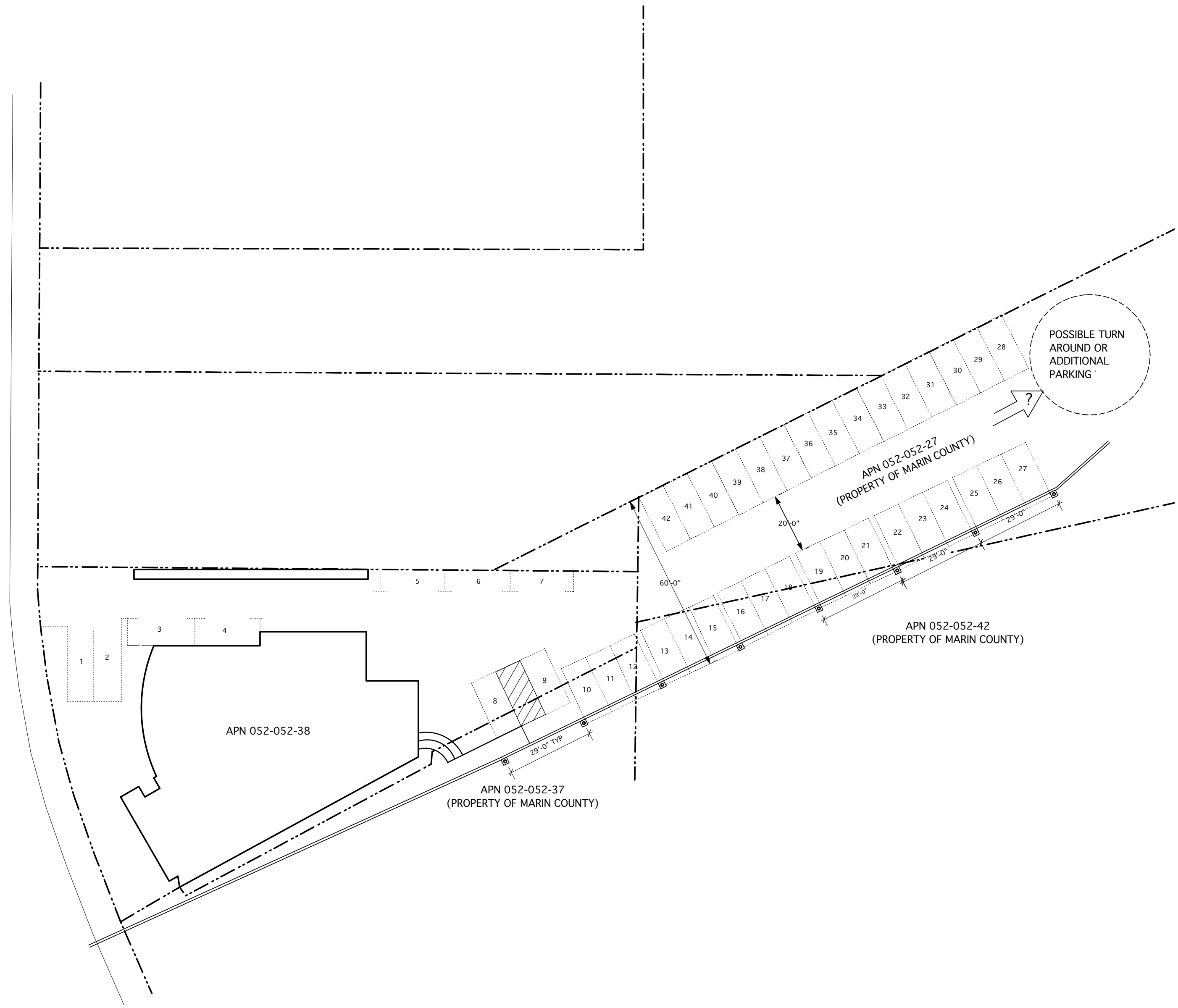
ADDRESS	200 Shoreline HWY, Mill Valley, CA 94941
YEAR BUILT	1962
NET RENTABLE AREA (RSF)	±5,643 SF
LOT SIZE	±14,040 SF
NUMBER OF STORIES	1
PARKING	On-Site
POWER	600 AMPS
LEASE RATE	$4.07 PSF NNN
ZONING	CD - Planned Commercial

Property Photos

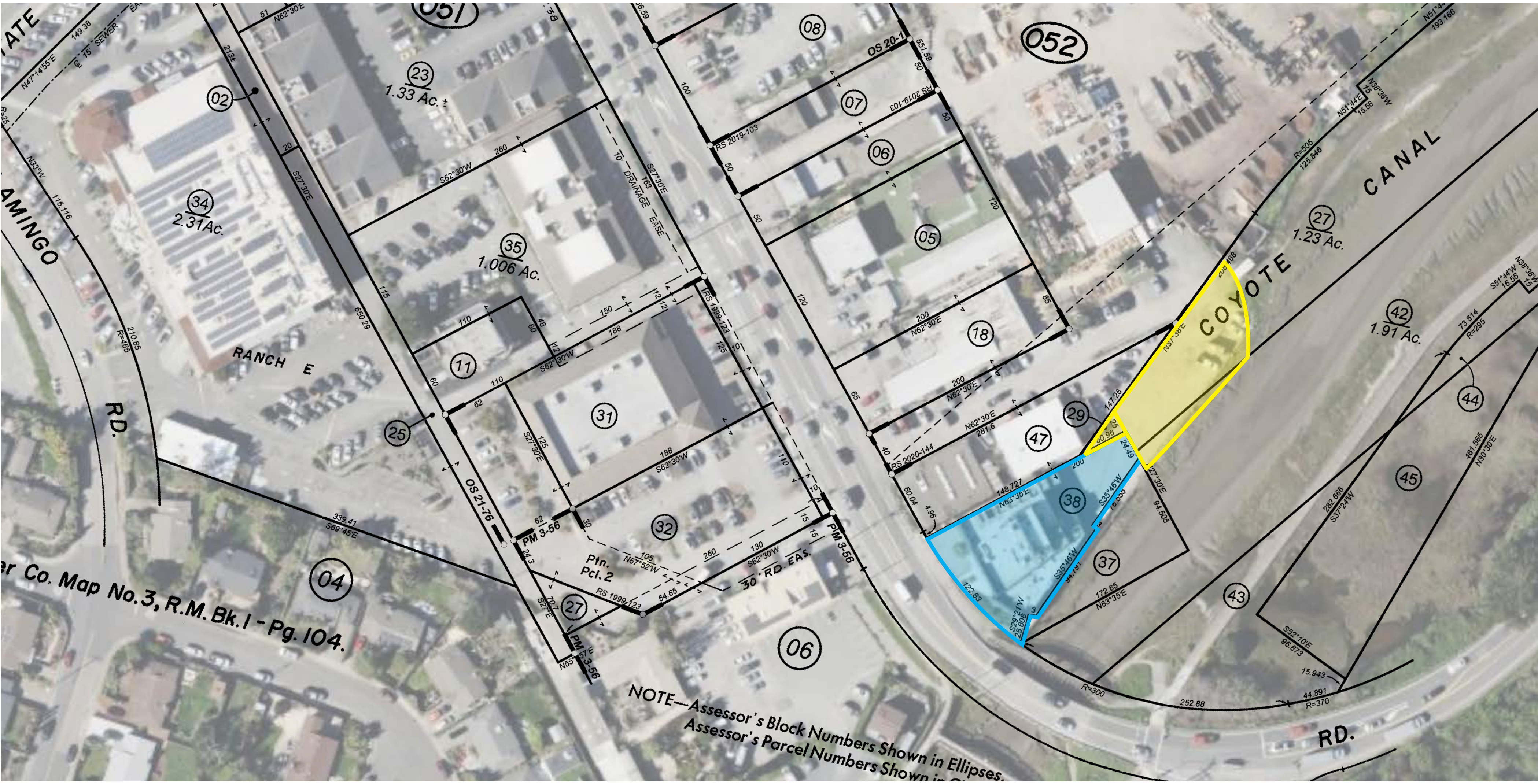
Floor Plan



Parking Map


POSSIBLE TURN AROUND OR ADDITIONAL PARKING
APN 052-052-27 (PROPERTY OF MARIN COUNTY)
20'-0"
60'-0"
29'-0" TYP
29'-0"
APN 052-052-38
APN 052-052-37 (PROPERTY OF MARIN COUNTY)
APN 052-052-42 (PROPERTY OF MARIN COUNTY)

Parcel Map



APN # 052-052-38

PARKING

Location Overview

Tam Valley

At the southern gateway to Mill Valley, Tam Valley has quickly emerged as one of Marin County's most dynamic and creative commercial districts. Anchored by local favorites like Proof Lab, Hook Fish Co., and The Junction / Pizza Hacker, the neighborhood has evolved into a vibrant hub where food, culture, and lifestyle intersect.

Strategically positioned at the convergence of Highway 1 and Highway 101, Tam Junction serves as the natural crossroads between Mill Valley, San Francisco, and West Marin destinations such as Muir Woods and Stinson Beach. This unique positioning drives consistent daily traffic from commuters, locals, and tourists alike, fueling strong demand for retail, restaurant, and experiential concepts.

The area has become known for its eclectic, community focused businesses that attract a wide range of patrons from surfers and outdoor enthusiasts to families and professionals. With limited available inventory and Marin County's high barriers to entry, Tam Valley offers a rare opportunity to establish a presence in a submarket that continues to gain momentum as a go-to destination in Southern Marin.

Learn more about Tam Valley: www.cityofmillvalley.org.

Amenities Map

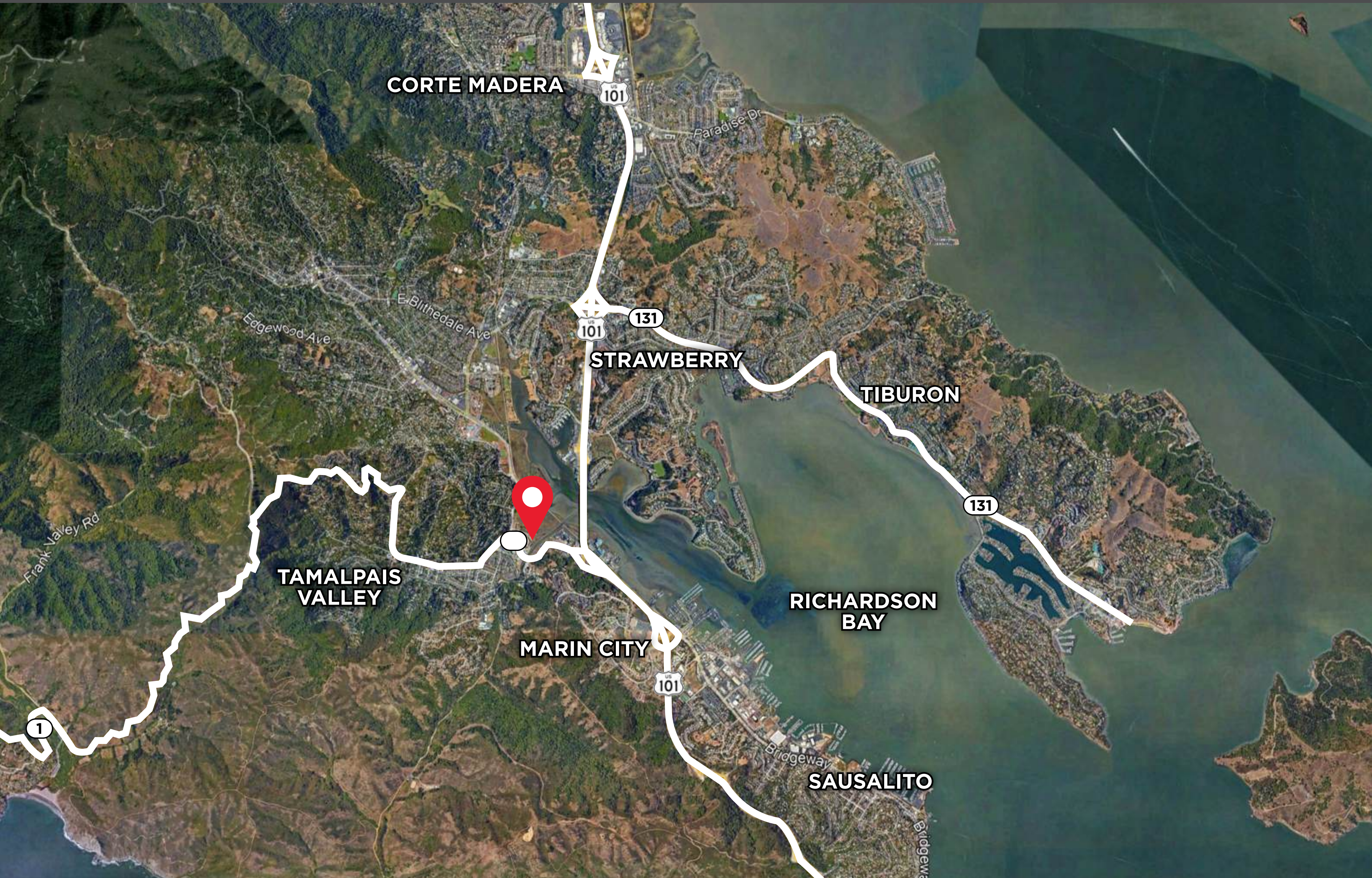
FOOD/BEVERAGE

1 Bob's Donuts
2 Bahn Mi Zon
3 Hook Fish Co.
4 Equator Coffees
9 The Junction Beer Garden
11 The Yard
12 Tam Junction/Pizza Hacker
16 Cafe del Soul
17 Shang Hai Kitchen
18 Domino's Pizza

RETAIL/FITNESS

5 HQ Fuels
6 Martin Brothers Supply
7 Good Earth Natural Foods
8 SF Running Company
10 Walgreens
13 Alpha Dog Lodging
14 Proof Lab Surf Shop
15 Studio Thirty
19 Roco Dance & Fitness
20 Xtracycle Bicycle Store

Regional Map



04

Market Overview

Sales Comps

270 Miller Ave

Submarket	Mill Valley, CA
Sale Date	8/22/25
RBA	± 4,800 SF
Sale Price	$3,372,000
PPSF	$702.50

85-87 E Blithedale Ave

Submarket	Mill Valley, CA
Sale Date	2/5/2024
RBA	± 3,213 SF
Sale Price	$2,100,000
PPSF	$653.59

374 Miller Ave

Submarket	Mill Valley, CA
Sale Date	4/8/2022
RBA	± 4,692 SF
Sale Price	$3,700,000
PPSF	$788.58

60 Throckmorton Ave

Submarket	Mill Valley, CA
Sale Date	9/27/2022
RBA	± 5,072 SF
Sale Price	$3,500,000
PPSF	$690.06

32 Miller Ave

Submarket	Mill Valley, CA
Sale Date	11/28/2022
GLA	± 2,950 SF
Sale Price	$3,165,000
PPSF	$1,072.88

71 Throckmorton Ave

Submarket	Mill Valley, CA
Sale Date	4/25/2022
RBA	± 2,580 SF
Sale Price	$2,550,000
PPSF	$988.37

05

Debt Service Overview

SBA 504 Loan Sample Structure

Prepared for: Cushman & Wakefield
Property Address: 200 Shoreline Highway Mill Valley
Date Prepared: 8/28/2025

Project Details

Purchase Price	$4,000,000	Property Address	200 Shoreline Highway Mill Valley
Improvements		Building Size (s.f.)	5,343
		Price Per Sq. Ft.	$748.64
Total Project Cost	**$4,000,000**		

SBA 504 Financing Structure

Source of Funds	% of Total Project	Amount	Rate	Amortization	Maturity	Monthly Payment
Bank (1st)	50%	$2,000,000	6.45%	25	25	$13,442
SBA (2nd)*	40%	$1,639,000	6.23%	25	25	$10,792
Down Payment	10%	$400,000				
** Includes financed SBA fee of*	*$39,000*				**Total Monthly Payment**	$24,233
					Total Payment PSF	$4.54

Monthly Ownership Costs

Mortgage Payments	$	24,233
Insurance & Property Tax	$	4,333
Total Monthly Cash Outlay:	**$**	**28,567**
Average Principal Paydown Benefit:	$	(5,122)
Total *Effective* Monthly Costs:	**$**	**23,445**

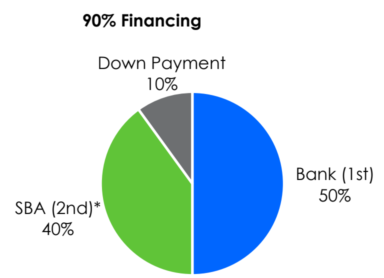
Out of Pocket Costs

Down Payment	$400,000
Estimated Bank Fees	$20,000
Appraisal & Environmental Reports	$5,800
Total Out of Pocket Costs	**$425,800**

Assumptions

The following assumptions were used for this scenario, and can be modified if there are any specific values you would like to use.

• Bank rate, terms, and fees are estimates and vary depending on lender.
• SBA fee is 2.15% of the SBA loan amount plus a $3,500 attorney flat fee and $1,000 documentation fee. These fees are financed.
• The current SBA rate is used here. Actual rate is set at debenture sale at time of funding.
• All costs and expenses are estimates. This breakdown does NOT include Title & Escrow Closing Costs, which are additional Out of Pocket Costs.
• Bank Fees are estimated at 1% of bank loan amount
• Insurance & Property Tax estimated at 1.3% of purchase price.
• Effective cost of ownership is Total Monthly Payment less annual Principal paydown.



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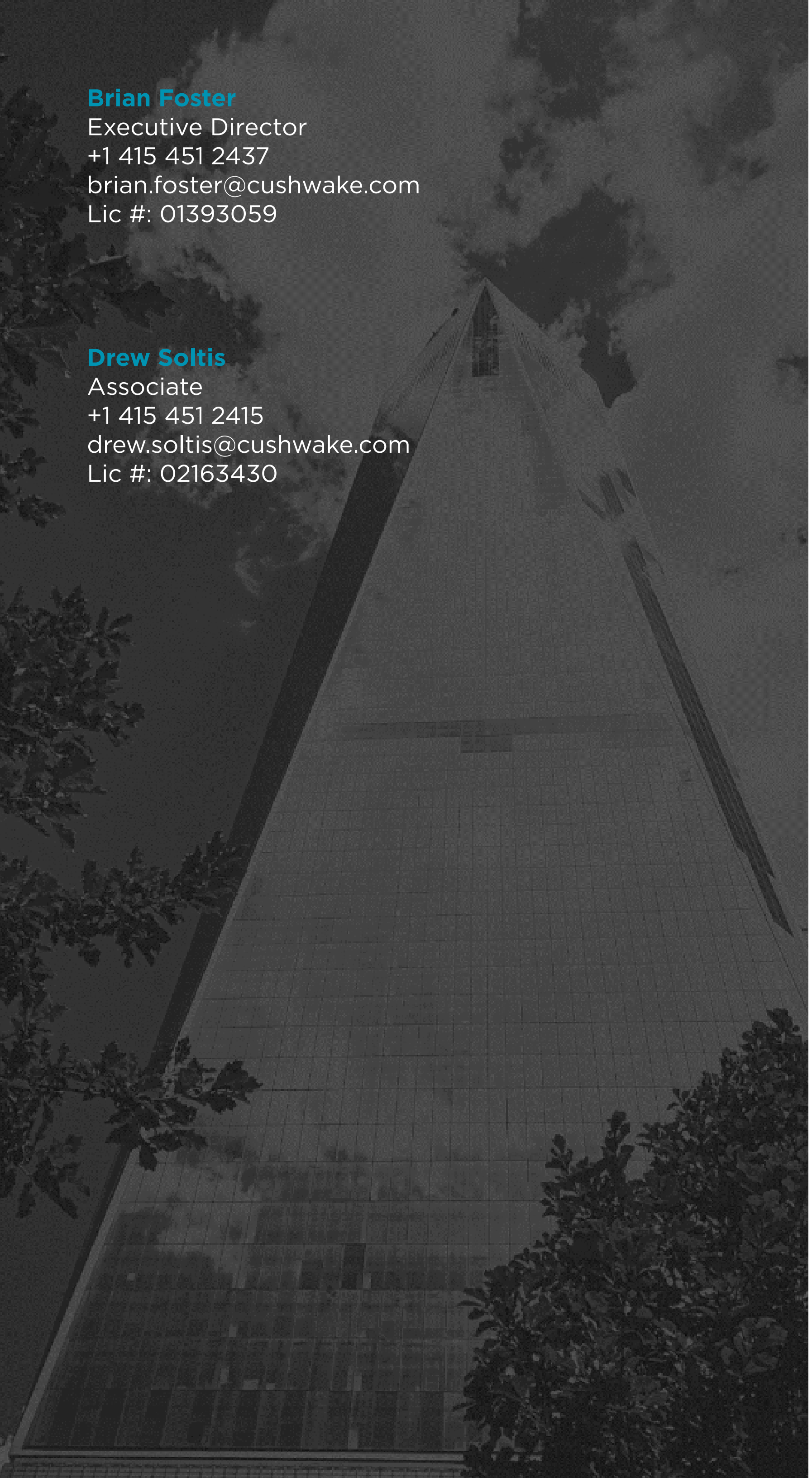

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