

ARCO



PACIFIC COAST HIGHWAY (EL CAMINO REAL)

CAMINO CAPISTRANO

Exclusively Listed By

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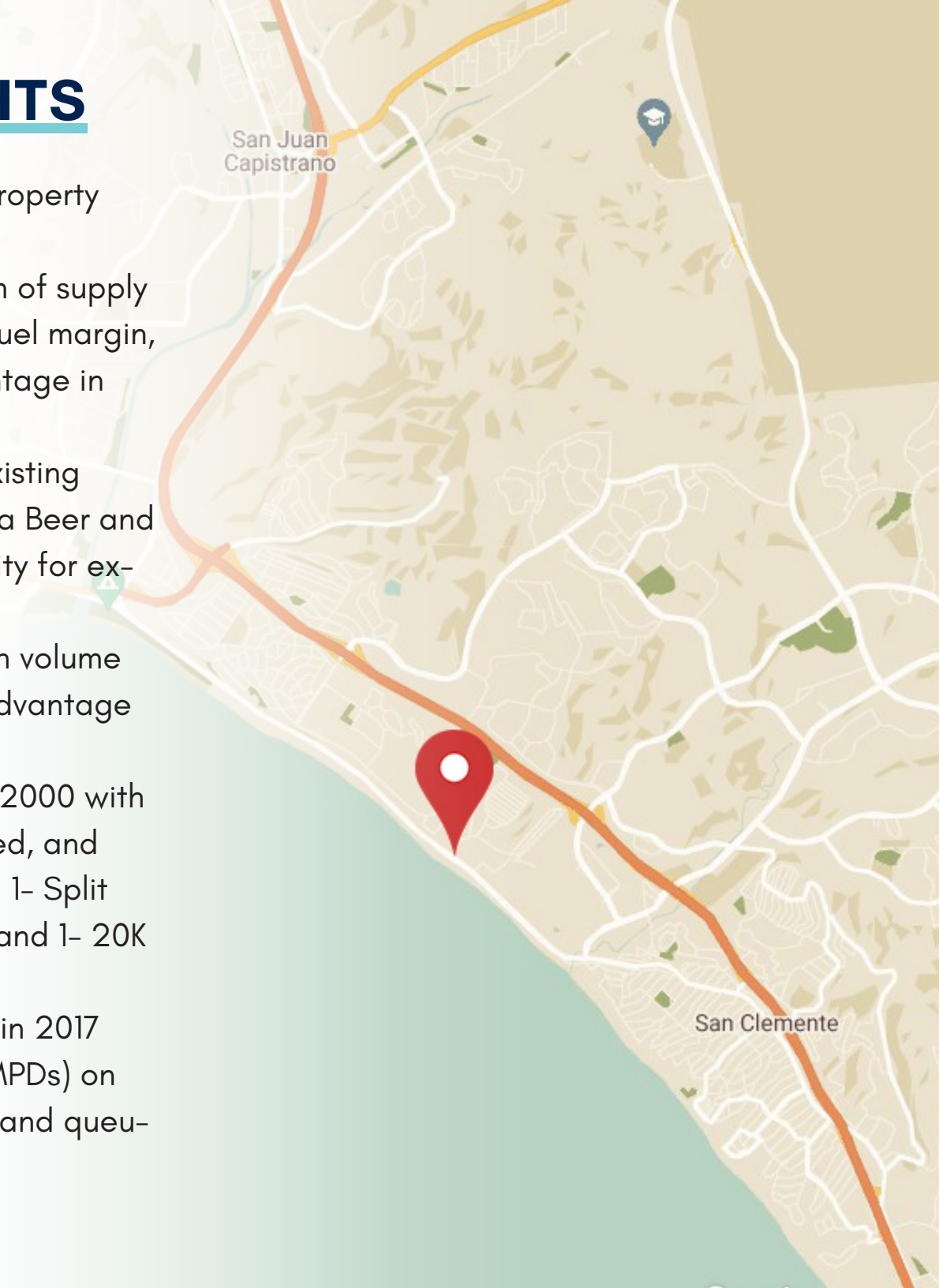
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Marcus & Millichap
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INVESTMENT HIGHLIGHTS

- One-of-a-Kind Gas Station Owner/User property located on the coast.
- Massive re-branding upside with short term of supply agreement remaining to greatly increase fuel margin, fuel volume, competitive profile and advantage in the local area.
- Development opportunity to expand the existing building as a larger C-store and apply for a Beer and Wine license. Spacious lot provides flexibility for expansion and parking for store customers.
- Station tank configuration is set up for high volume and/or ability to utilize inventory to take advantage of price changes.
- Tanks are double-walled fiberglass new in 2000 with a total capacity of 30,000 gallons Unleaded, and 12,000 gallons Premium. There are 2 tanks: 1- Split 22K gals; 12K Premium and 10K Unleaded; and 1- 20K gals Unleaded.
- Dispensers are in excellent condition, new in 2017 consisting of 6 Multi-Product Dispensers (MPDs) on split islands (4+2) for easy ingress, egress, and queuing from either street via 4 driveways.



EXECUTIVE SUMMARY

Marcus & Millichap is pleased to exclusively represent for sale ARCO San Clemente which is a conventional gaso-line service station located at the northeast signalized corner of North El Camino Real (Pacific Coast Highway) and Camino Capistrano. The property is a one-of-a-kind trophy location directly across the street from the beautiful San Clemente beach and ocean, mere yards from the south end of Beach Road, which is a very popular locals' vacation destination.

The offering is an Owner/User opportunity of fee simple ownership consisting of real estate and business with +/- 28,018 SF of land, building of +/-1,554 SF and split canopies (2) with a total of 6 Multi-Product Dispensers (4+2). Current operations include fuel, smog check, and store sales. The spacious lot supports easy ingress, egress, and queuing via 4 driveways total; 2 on each street.

The tank system is set up for high volume and/or the ability to utilize inventory to take advantage of price changes; working off the top as prices rise, and working off the bottom as prices fall. There is plenty of capacity with double-walled fiberglass tanks with total storage capacity of 30,000 gallons of Unleaded, and 12,000 gallons of Premium. There are 2 tanks: 1- Split 22K gals; 12K Premium and 10K Unleaded; and 1- 20K gals Unleaded.

This offering presents a significant upside opportunity to re-brand as the current fuel supply agreement has a short term remaining. Re-branding (including Independent) has the potential at this site to greatly increase fuel margin, fuel volume, competitive profile and advantage in the local area. There is also a development opportunity to evaluate in conjunction with re-branding, to utilize or expand the entire building as a dedicated C-store, and additionally apply for a Beer and Wine License. Both of these strategies of re-brand and store expansion have the potential to produce excellent sales and profitability results for a savvy and experienced operator.

The residential population is of moderate density in the immediate and surrounding area with strong demographics reflecting high average household income of \$138,063 and \$141,981 at one and three miles respectively. The traffic count at the property is a combined +/-21,554 VPD.

The property can be accessed from several directions including off the 5 Fwy at Pacific Coast Highway South, exit at Camino De Estrella and wind down to the beach via Camino Capistrano, or from the south heading north on N El Camino Real.

PRICE
\$8,000,000

Building Size
1,554 SF

LOT SIZE
0.64 Acres

Parking Spaces
15

YEAR BUILT / RENOVATED
1966 / 2017

ORANGE COUNTY, **SAN CLEMENTE**

One of the longest uninterrupted stretches of public beaches in the world along 42 miles of Pacific Ocean defines the western edge of Orange County, which is located in the heart of Southern California. The county's land area covers 790 square miles, bordering the counties of Los Angeles, San Diego, Riverside and San Bernardino.

Outdoor activities, beaches and temperate climate attract visitors, residents and businesses, expanding the local population to more than 3.2 million people. Anaheim, home to Disneyland, is the largest city in the county with a population of 358,100 people. Santa Ana, Irvine and Huntington Beach each have a resident count of more than 200,000.

San Clemente Beach is known as the "Spanish Village by the Sea" and has been long known for its Spanish style architecture. Downtown San Clemente restaurants and shops are adorned with red tile roofs, cream stucco walls, and dark wood doors and windows.

It is an outstanding weekend getaway with plenty of activities for all ages. World-Class beaches, a stunning ocean view, hiking trails, excellent dining, and boutique shopping are some of the things that make it a hidden gem.

Quietly impresses visitors with a rich history of surfing culture, unlimited sunshine, and charming small town vibe.

San Clemente is in Orange County and is one of the best places to live in California. Living in San Clemente offers residents a dense suburban feel and most residents own their homes.



METRO HIGHLIGHTS



DIVERSE EMPLOYMENT

Tourism, high-tech operations, healthcare, education and aerospace/military contractors are major employers in the metro.



EXTENSIVE FOREIGN INVESTMENTS

Numerous foreign investment firms and businesses have headquarters in the area to be near Southern California ports of entry.



PROXIMITY TO OTHER MARKETS

Orange County is 30 miles from Downtown Los Angeles and approximately 90 miles from Downtown San Diego. The Mexico border is 110 miles away.

LOCAL ATTRACTIONS

From fishing to yachting, water sports of every kind abound at the beaches, harbors and marinas along the Orange County coast. Many of its beaches are famous for surfing; the town of Huntington Beach is known worldwide as Surf City, USA. The weather is also perfect for golfing, hiking and biking. Orange County also has a world-class selection of entertainment, restaurants and shopping. The area boasts big attractions such as Disneyland Resort and Knott's Berry Farm. Orange County also hosts professional sports teams in baseball and hockey. Educational institutions of higher learning include two public universities: California State University, Fullerton, and the University of California, Irvine.

SPORTS TEAMS



UNIVERSITIES



ENTERTAINMENT



SALE COMPS MAP



ARCO San Clemente



Comp 1: 7-Eleven W Fuel
33.9 Miles away



Comp 2: 76 W Fuel
26.5 Miles away



Comp 3: Chevron W Extra Mile
27.2 Miles away









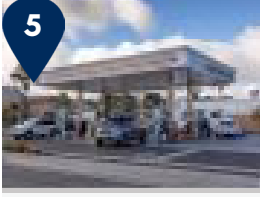
Comp 4: ARCO W Ampm
40.4 Miles away



Comp 5: 7-Eleven W Fuel
60.0 Miles away



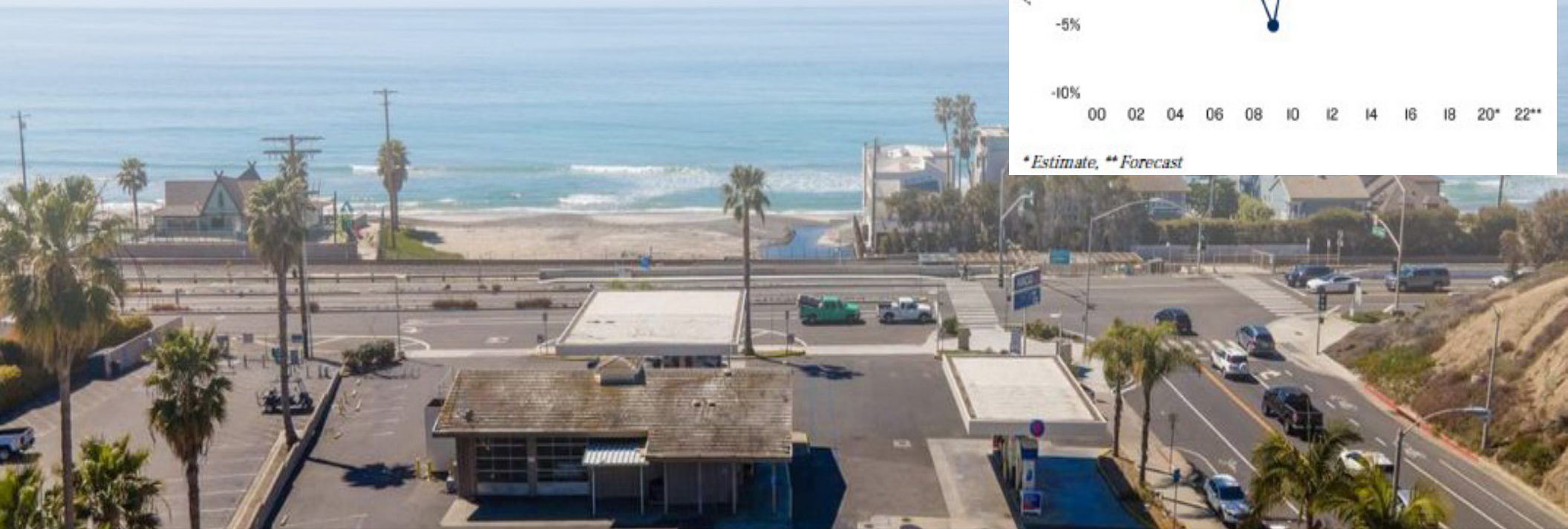
SALE COMPS SUMMARY

	Subject Property	Price	Gross SF	Price/SF	Cap Rate	Close
	ARCO San Clemente 2749 N El Camino Real San Clemente, CA 92672	\$8,000,000	-	-	-	On Market
	Sales Comparables	Price	Gross SF	Price/SF	Cap Rate	Close
	7-11 W Fuel 706 Pacific Coast Hwy Huntington Beach, CA 92648	\$7,500,000	3,000 SF	\$2,500.00	2.32%	11/15/2021
	76 W Circle K 3067 Bristol St Costa Mesa, CA 92626	\$8,595,000	2,822 SF	\$3,045.71	-	01/12/2021
	Chevron W ExtraMile 3048 Bristol St Costa Mesa, CA 92626	\$9,280,000	2,072 SF	\$4,478.76	-	10/30/2020
	ARCO W ampm 11460 Beach Blvd Stanton, CA 90680	\$7,000,000	4,530 SF	\$1,545.25	-	09/08/2021
	7-Eleven W Fuel 2301 Pacific Coast Hwy Lomita, CA 90717	\$5,600,000	2,520 SF	\$2,222.22	3.93%	08/02/2021
	Averages	\$7,595,000	2,989 SF	\$2,758.39	3.13%	

ECONOMY

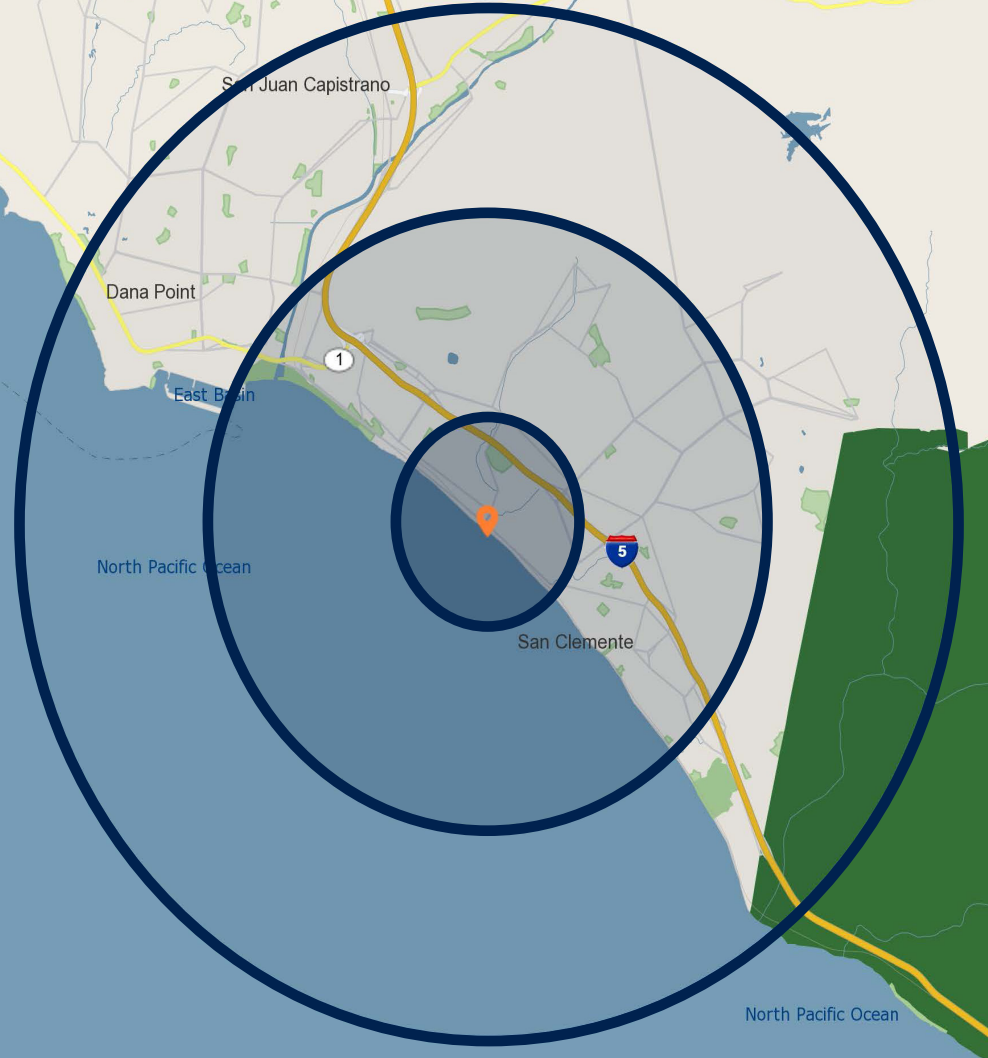
The professional and business services sector is the metro's largest employment segment, accounting for roughly 20 percent of all jobs in the county.

Research and development at a variety of institutions plays a vital role in growing a high-tech base that includes companies such as Allergan and Google.




SHARE OF 2020 TOTAL EMPLOYMENT






KEY FACTS




\$920,517
Median House Value




2.6 People
Average Household Size


EDUCATION



31.4%
Some College




46.5%
Bachelors/
Grad/ Prof Degree




14.0%
High School Graduate


POPULATION



50,138
Households




129,950
Population




19.4%
Population Increase

INCOME

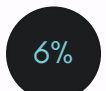


\$159,373
Average Household Income




\$61,618
Per Capita Income


EMPLOYMENT



6%
Unemployment



70.8%
White Collar Employees



29.2%
Blue Collar Employees

BUSINESS



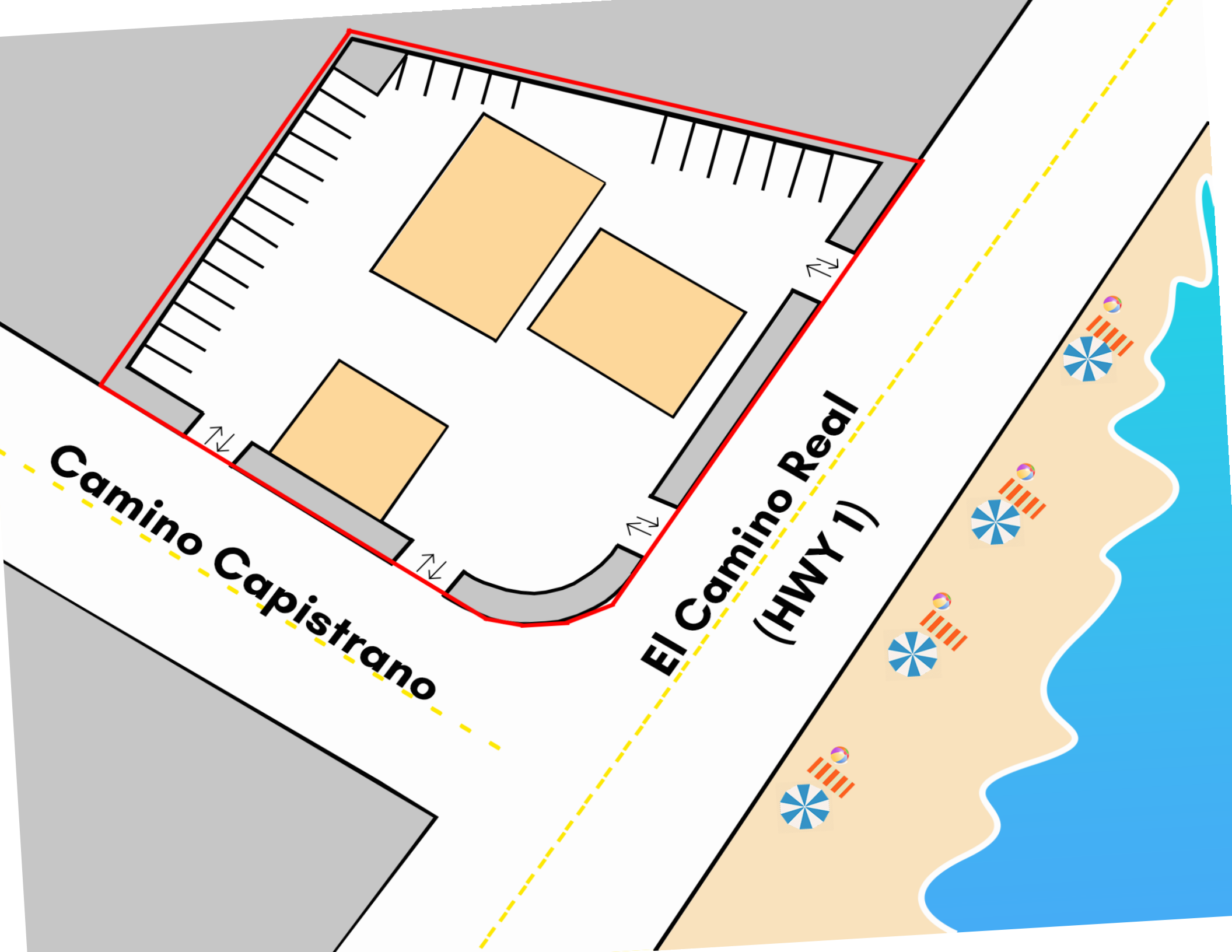
25
Major Employers



9,000
Employees

Population	1 Mile	3 Miles	5 Miles
2026 Projection			
	6,308	59,361	131,755
2022 Estimate			
	5,987	57,883	129,950
2010 Census			
	5,411	55,364	123,165
2000 Census			
	5,337	52,691	111,216
Daytime Population			
2022 Estimate	5,993	58,225	131,400

Households	1 Mile	3 Miles	5 Miles
2027 Projection			
Total Households	2,701	23,636	51,878
2022 Estimate			
Total Households	2,539	22,936	50,138
Households By Income			
Average Household Income	\$145,196	\$147,370	\$159,373
Median Household Income	\$102,044	\$102,499	\$106,573
Per Capita Income	\$39,699	\$33,911	\$32,139
Total Household Expenditure	\$61,885	\$58,551	\$61,618



Camino Capistrano

**El Camino Real
(HWY 1)**



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