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BRAND NEW BOOT BARN

PLEASANT HILL, CA (SAN FRANCISCO BAY AREA)

#1 Western & Workwear Specialty Retailer in the United States Visible to 165,000 Vehicles Per Day



LEAD BROKERS

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This brand new Boot Barn store is located within the county's most dominant retail corridor featuring national tenants like Target, In N Out, and HomeGoods. The property benefits from ideal complementary co-tenancy: Harbor Freight Tools, Ross Dress For Less, and Burlington.

Price	\$4,966,000
Cap Rate	5.80%
NOI	\$288,000
Leasable Area	12,000 SF
Land Area	0.67 AC
Year Built	1966



545 CONTRA COSTA BLVD,
PLEASANT HILL, CA



Irreplaceable Freeway Visibility Along the I-680

The property benefits from exceptional visibility along Interstate 680, one of the Bay Area's primary north-south commuter corridors connecting Walnut Creek to the Benicia Bridge. With traffic counts exceeding 165,000 vehicles per day, the site captures significant daily exposure in a corridor where retail availability is extremely limited and junior box vacancies are rare. This "tight" retail stretch is characterized by high occupancy and strong tenant demand, reinforcing the long-term desirability of well-located assets like the subject property.

Dominant Retail Hub with Strong Co-Tenancy

Situated within Pleasant Hill's primary retail corridor, the property is surrounded by a critical mass of top-performing national retailers that draw shoppers from across Contra Costa County. Immediate co-tenants include Target, HomeGoods, Ross Dress for Less, and Burlington, alongside major anchors such as Home Depot, creating a powerful soft goods and home improvement retail cluster. This established shopping node generates millions of annual visits and serves as a go-to destination for the broader region, supporting consistent traffic and tenant performance.

Best-in-Class Tenant with National Growth Trajectory

Boot Barn is the leading national retailer in Western and workwear, with a rapidly expanding footprint and strong brand momentum. Having surpassed 500 stores, the company has outlined plans to grow to approximately 1,200 locations, reflecting continued demand for its differentiated product offering. Strong financial performance, including significant stock appreciation, underscores the brand's growth trajectory and market leadership, positioning this location within a high-quality tenant portfolio in a proven retail environment.



Boot Barn Financial Snapshot

- \$1.91 Billion in Annual Revenue (2025)
- 71.5% Stock Price Growth Year-Over-Year
- 16.0% Year-Over-Year Revenue Growth
- ~19% 10-Year Compound Annual Growth Rate (CAGR)

Key Deal Drivers

- 166,000+ VPD Along I-680
- 500+ Stores Nationwide
- Targeting ~1,200 Total Store Locations
- 233,000+ Residents Within a 5-Mile Radius
- \$167,000 Average Household Income Within a 5-Mile Radius



The #1 Western & Workwear Retailer in the U.S.

Boot Barn is **the nation's leading lifestyle retailer of western and work-related apparel, footwear, and accessories**, serving a broad customer base that includes ranchers, tradespeople, and fashion-oriented consumers. Founded in 1978 and headquartered in Irvine, California, the company operates **514 stores across 49 states and continues to expand its national footprint**. Boot Barn offers a wide selection of products from top brands such as Ariat, Wrangler, and Carhartt, along with its own exclusive private-label lines.

The company is publicly traded on the NYSE under the ticker symbol BOOT and **has demonstrated strong financial performance, driven by both in-store and e-commerce growth**. Boot Barn's unique positioning at the intersection of workwear and western lifestyle fashion allows it to perform well across diverse markets and economic conditions.

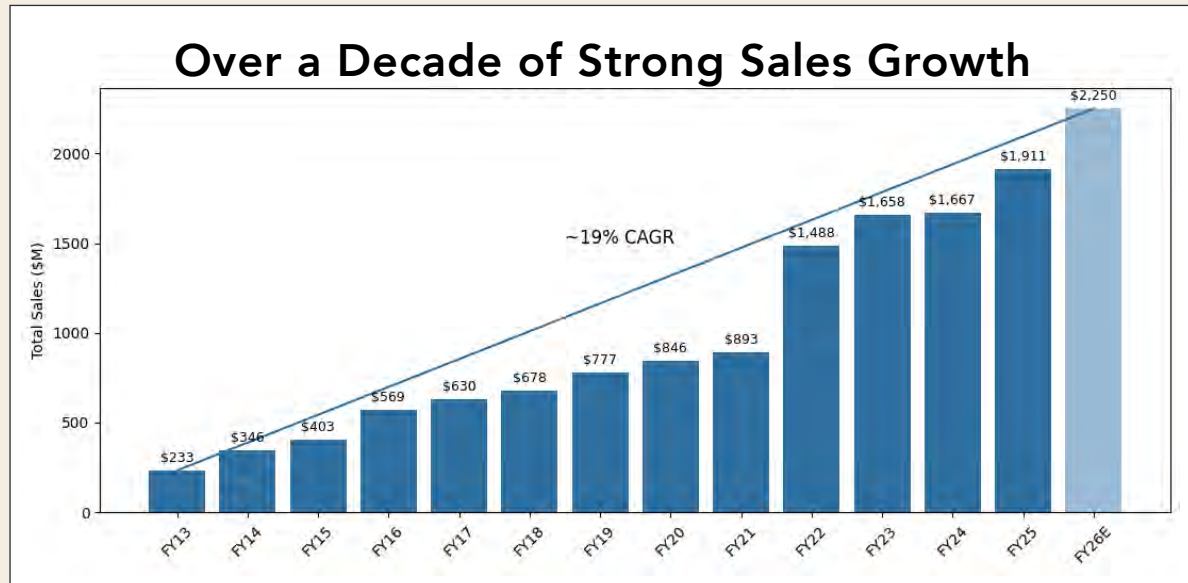
Momentum Fueled by Trends and Performance

Boot Barn is experiencing strong momentum as **Western wear has surged from a niche category into a mainstream fashion movement**, driven by the rise of the "cowboy core" trend and amplified by pop culture influences such as TV shows like Yellowstone, Beyoncé's Cowboy Carter, and widespread celebrity adoption. This renewed interest has fueled sustained demand, **positioning Boot Barn as a leading destination for consumers** embracing heritage-inspired, lifestyle apparel.

The company's financial performance reflects this tailwind, with Boot Barn **recently raising its FY2026 sales guidance to approximately \$2.24–\$2.25 billion** following a strong fiscal quarter and receiving positive analyst upgrades. Strategic marketing initiatives, including its role as **the official boot retailer for the 2026 Stagecoach Festival** and **partnerships with high-profile brand ambassadors**, have further elevated brand visibility and cultural relevance.

Supported by these dynamics, Boot Barn continues to expand aggressively, **targeting a long-term footprint of 1,200 locations nationwide**. As Western wear transitions from trend to **enduring category**, Boot Barn's combination of cultural alignment, strong financial performance, and strategic growth initiatives underscores its rising prominence and long-term staying power in the retail landscape.





BOOT BARN®

Boot Barn's Strong Financial Performance and Sustained Growth Trajectory

Boot Barn has demonstrated strong and consistent financial performance, driven by both top-line growth and improving profitability. The company **reported \$1.91 billion in net sales in fiscal 2025, representing a 16% year-over-year increase**, followed by continued momentum in fiscal 2026 with double-digit sales growth and positive same-store sales. Profitability metrics further reinforce its strength, with **gross margins reaching nearly 40% and operating margins exceeding 12%, alongside net income growth to over \$180 million**. The company has also generated solid operating cash flow and maintains strong liquidity with minimal debt, positioning it well to fund continued expansion while supporting long-term rent-paying capacity. Overall, Boot Barn's combination of sustained revenue growth, expanding margins, and strong balance sheet underscores its position as a financially sound and reliable retail operator.

Further highlighting its financial strength, **Boot Barn has delivered nearly a decade of consistent sales growth at an approximate 19% compound annual growth rate, with projected revenues reaching up to \$2.25 billion in fiscal 2026**. The company continues to expand margins through operational efficiencies and increasing penetration of higher-margin exclusive brands, which are expected to exceed 40% of total sales mix. Additionally, Boot Barn is guiding to double-digit earnings growth and approximately 25%+ EPS growth year-over-year, reflecting strong operating leverage and disciplined cost management. **This combination of sustained revenue growth, margin expansion, and earnings acceleration reinforces the company's position as a high-performing and financially durable retail platform.**

\$1.91B

ANNUAL REVENUE FOR FISCAL YEAR 2025

40%

GROSS MARGINS FOR 2025

16%

YEAR OVER YEAR INCREASE IN REVENUE

19%

COMPOUND ANNUAL GROWTH RATE OVER 10 YEARS

07 INCOME & EXPENSE

		CURRENT
Price		\$4,966,000
Capitalization Rate		5.80%
Price Per Square Foot		\$413.83
Total Leased (SF):	100.00%	12,000
Total Vacant (SF):	0.00%	0
Total Rentable Area (SF):	100.00%	12,000
Income	\$/SF	
Scheduled Base Rent	\$24.00	\$288,000
Scheduled Recoveries	\$5.88	\$70,500
Effective Gross Income	\$29.88	\$358,500
Adjusted Gross Income		\$358,500
Expense	\$/SF	
Property Taxes (on sale 1.2%)	(\$4.84)	(\$58,080)
Insurance	(\$0.48)	(\$5,704)
CAM	(\$0.56)	(\$6,716)
Total Operating Expenses	(\$5.88)	(\$70,500)
Net Operating Income		\$288,000



Financing

Financing is available on the subject property. Please contact agent for details.



Tenant Info			Lease Terms		Rent Summary			
TENANT NAME	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT	INCREASES
Boot Barn	12,000	100.00%	04/01/26	03/31/31	\$24,000	\$288,000	\$24.00	
		Increase	04/01/31	03/31/36	\$26,400	\$316,800	\$26.40	10.0%
		Option 1	04/01/36	03/31/41	\$29,040	\$348,480	\$29.04	10%
		Option 2	04/01/41	03/31/46	\$31,944	\$383,328	\$31.94	10%
		Option 3	04/01/46	03/31/51	\$35,138	\$421,661	\$35.14	10%
(3- 5 year Options)								
OCCUPIED	12,000	100.00%	TOTAL CURRENT		\$24,000	\$288,000	\$24.00	
VACANT	0	0.00%						
CURRENT TOTALS	12,000	100.00%						

Buyer must verify all information and bears all risk for any inaccuracies.



Premises & Term

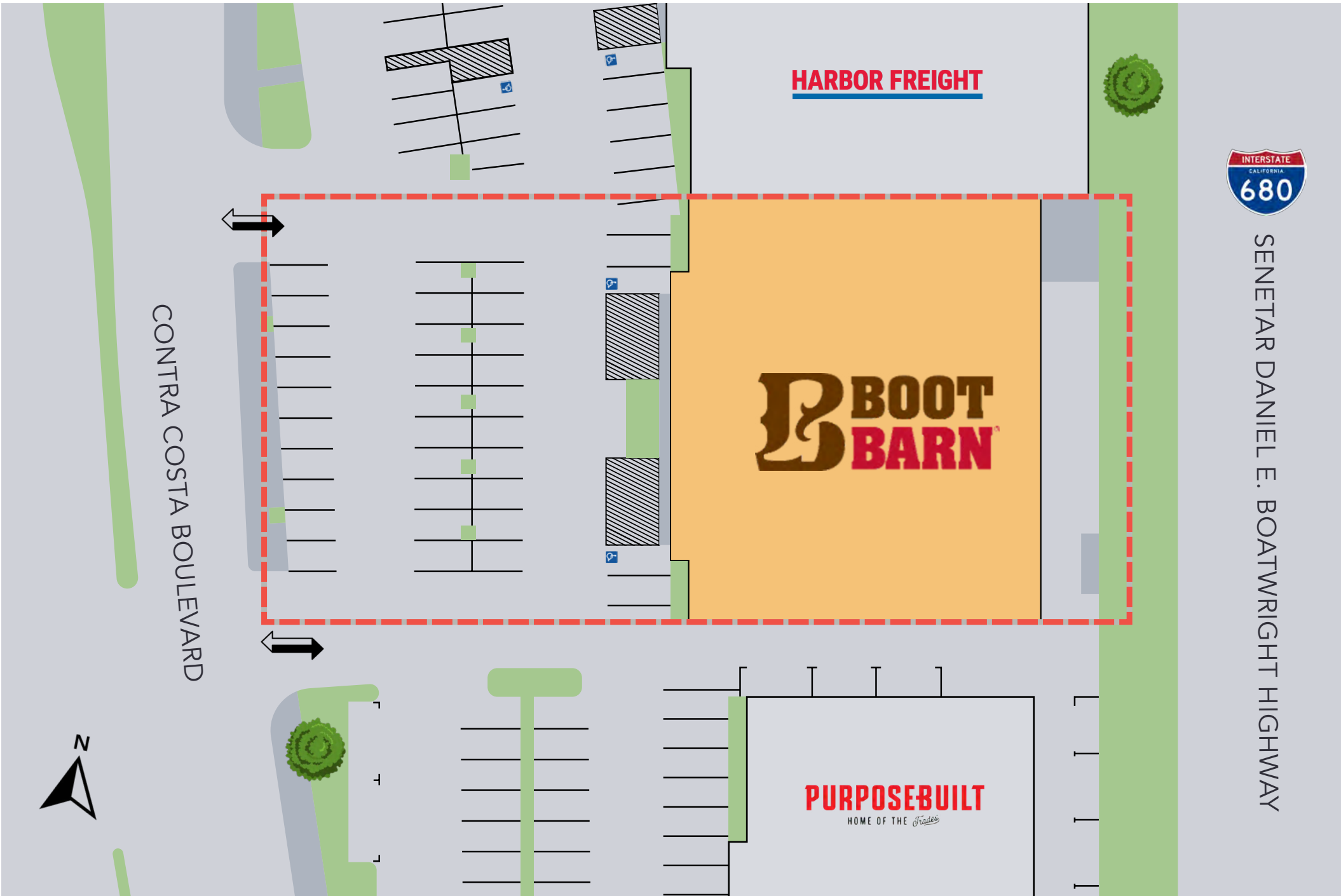
TENANT	Boot Barn
LEASE SIGNATORY	Boot Barn Inc., a Delaware Corporation
LEASE TYPE	NN
COMMENCEMENT DATE	April 1, 2026
EXPIRATION DATE	March 31, 2036
OPTIONS	Three, 5-year Options

Expenses

CAM	Tenant Responsible
PROPERTY TAXES	Tenant Responsible
INSURANCE	Tenant Responsible
UTILITIES	Tenant Responsible
HVAC	Tenant Responsible
REPAIRS & MAINTENANCE	Tenant Responsible
ROOF & STRUCTURE	Landlord Responsible



Contact Agent for more detail.



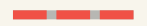
PROPERTY DATA

12,000
Rentable SF

0.67
Acres

36
Parking Spaces

LEGEND



Property Boundary



Egress



12 NEARBY RETAILERS





Dominant Retail Corridor & Top-Performing Tenants

The subject property is located within one of Pleasant Hill's most established and high-performing retail corridors. The surrounding trade area is anchored by a strong concentration of national and regional retailers that consistently rank among the top performers within their respective brands, driving significant consumer traffic and spending. This corridor serves as a primary shopping destination for the broader Contra Costa County region, attracting millions of visits annually from nearby communities. The depth of retail, proven sales volumes, and sustained consumer demand reinforce the area's position as a dominant, best-in-class retail hub.



\$137M

ESTIMATED SALES FOR 2025



\$72M

ESTIMATED SALES FOR 2025



\$63M

ESTIMATED SALES FOR 2025



\$19M

ESTIMATED SALES FOR 2025



\$18M

ESTIMATED SALES FOR 2025

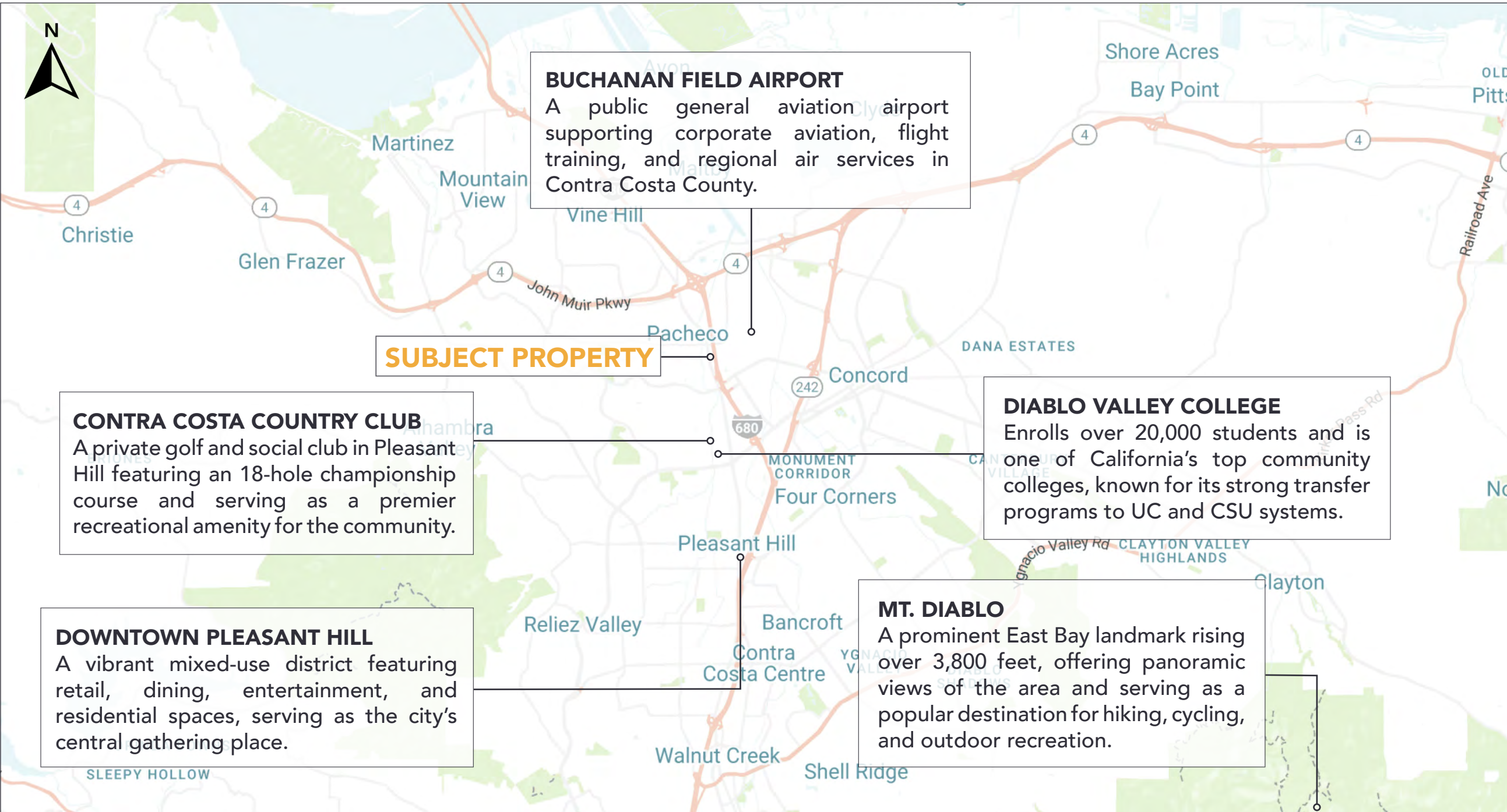


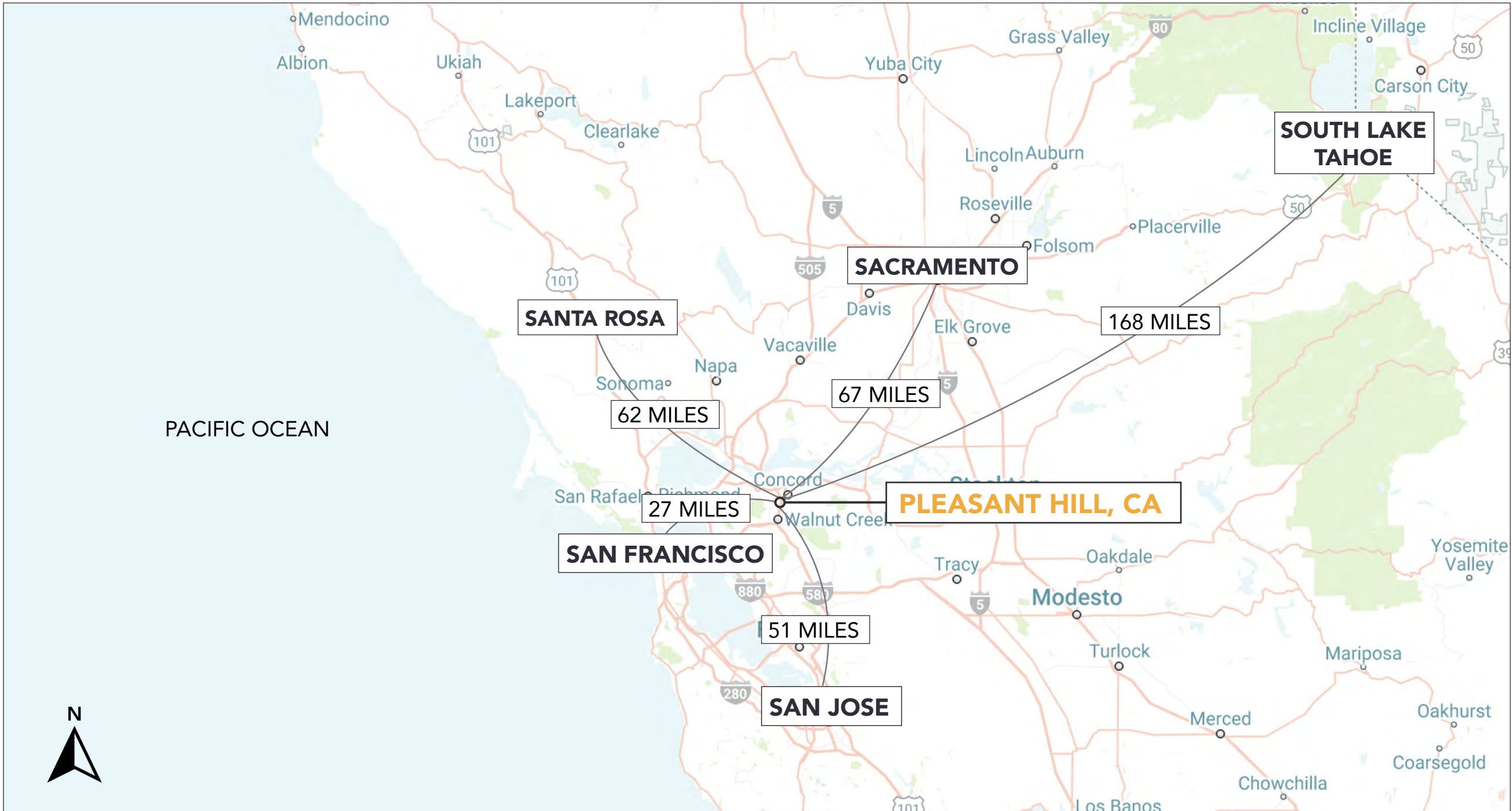
\$12M

ESTIMATED SALES FOR 2025

Sales data sourced from [CenterCheck](#).







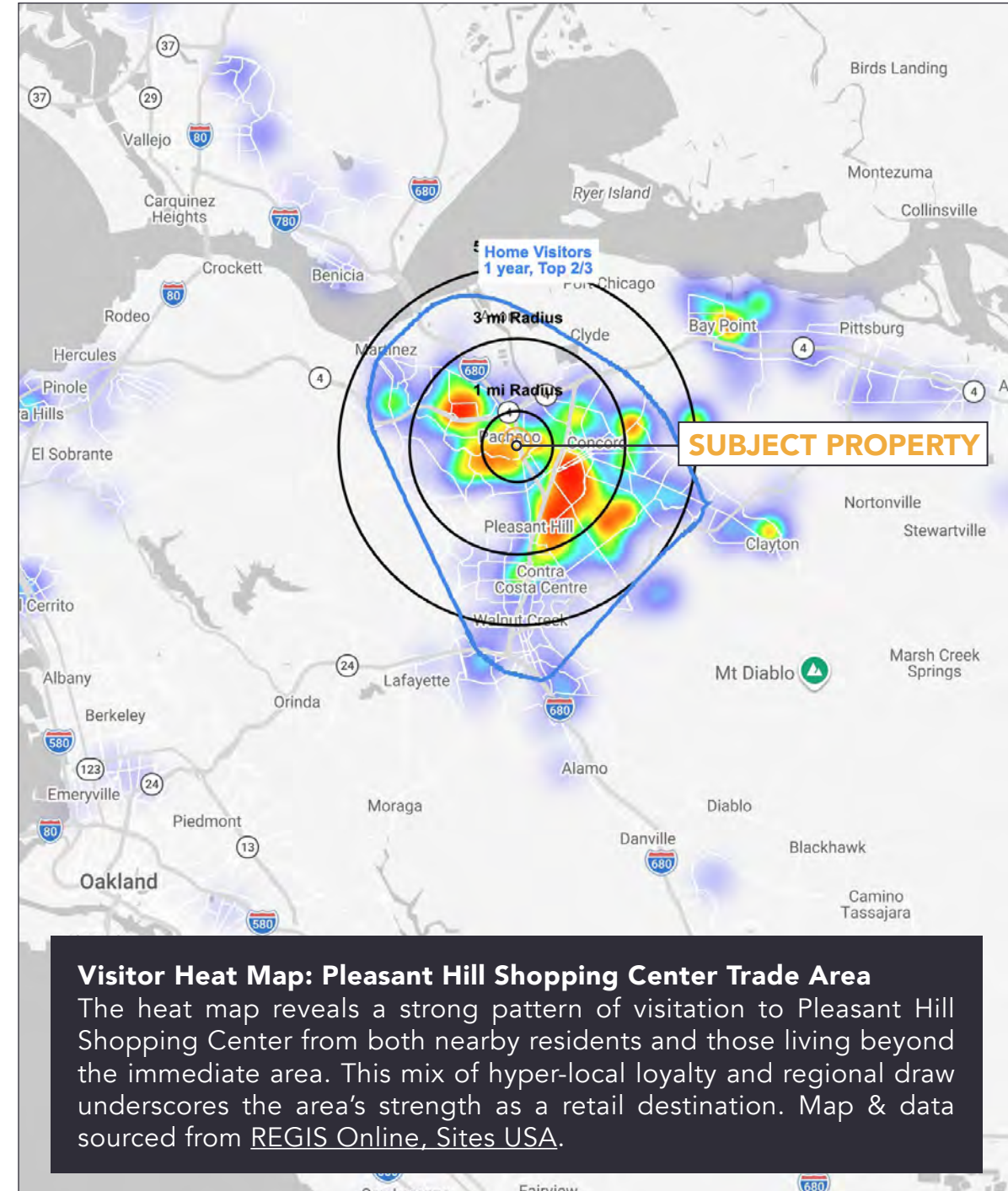


Visitation Data

The nearby Pleasant Hill Shopping Center draws from a large trade area, receiving **over 5.6 million visits in the past 12 months**. Shading on the heatmap represents home location of visitors to Pleasant Hill Shopping Center based on cellular data.

Demographics

	1 mile	3 mile	5 mile	10 mile
Population	10,029	124,553	233,224	488,944
Average Household Income	\$138,852	\$150,332	\$167,784	\$193,148
Median Household Income	\$110,994	\$122,607	\$136,281	\$147,602
Average Household Net Worth	\$1.48M	\$1.67M	\$1.92M	\$2.18M
Estimated Households	4,103	47,894	92,781	189,382
Total Annual Household Expenditure	\$502M	\$6.23B	\$12.67B	\$26.69B
Total Employees	10,561	63,862	114,586	198,342



Visitor Heat Map: Pleasant Hill Shopping Center Trade Area

The heat map reveals a strong pattern of visitation to Pleasant Hill Shopping Center from both nearby residents and those living beyond the immediate area. This mix of hyper-local loyalty and regional draw underscores the area's strength as a retail destination. Map & data sourced from [REGIS Online, Sites USA](#).

233K

POPULATION WITHIN A 5-MILE RADIUS

\$167K

AVG HH INCOME WITHIN 5-MILE RADIUS



Pleasant Hill, California, In Focus

A Desirable San Francisco Bay Area Residential Market in Contra Costa County



Strategic Location in the East Bay

Pleasant Hill is a well-established suburban community located in Contra Costa County in the East Bay region of the San Francisco Bay Area, approximately 20 miles northeast of San Francisco. With **a population of around 35,000 residents**, the city offers a balanced mix of residential neighborhoods, retail centers, and professional services. Pleasant Hill benefits from **excellent regional connectivity** via Interstate 680, State Route 24, and BART (Bay Area Rapid Transit), providing **convenient access to major employment centers** in Walnut Creek, Oakland, and San Francisco.

The **local economy is supported by healthcare, education, retail, and professional services**, with proximity to larger employment hubs such as Walnut Creek and the broader East Bay strengthening its economic base. Pleasant Hill is **home to Contra Costa College and Diablo Valley College** (nearby), which contribute to workforce development and regional education. The city's retail corridors, including **Downtown Pleasant Hill** and surrounding shopping centers, serve both local residents and the broader trade area, offering a mix of national and local tenants.

Pleasant Hill is known for its **strong quality of life, characterized by well-maintained neighborhoods, highly rated schools, and an active community atmosphere**. The city features numerous parks, trails, and recreational amenities, including access to the **Iron Horse Regional Trail**, a popular multi-use pathway connecting several East Bay communities. Its blend of suburban livability, regional accessibility, and proximity to major job centers makes Pleasant Hill a stable and desirable market within the Bay Area.



THE SAN FRANCISCO BAY AREA

7.7M

SAN FRANCISCO MSA
POPULATION

\$1.33T

SAN FRANCISCO BAY
AREA GDP FOR 2024

11.6%

BAY AREA EMPLOYMENT
ATTRIBUTED TO THE
TECH INDUSTRY

\$9.4B

TOURISM ECONOMIC
IMPACT IN 2025

A Hub for Innovation, Technology, and Lifestyle on the West Coast

The Bay Area consists of nine counties in Northern California centered around the San Francisco Bay, San Pablo Bay, and Suisun Bay. With **a population of over 7 million, it is one of the most populous and economically vibrant regions in the United States.** The region offers a thriving job market, diverse cultural experiences, beautiful natural scenery, and a mild climate.

The Bay Area captivates locals and tourists alike as it is **home to some of the world's finest wine country**, including Napa Valley and Sonoma, plus **waterfront towns, dramatic beaches**, and the tech-savvy southern end of the bay known as the **Silicon Valley**. Iconic attractions, such as the Golden Gate Bridge, Alcatraz Island, and Fisherman's Wharf in San Francisco draw tourists year round. In 2025, total tourism spending in the Bay Area exceeded \$9.35 billion.

The Bay Area is a global hub for technology and innovation, boasting four of the world's ten largest companies by market capitalization and the **second highest concentration of Fortune 500 companies**, with 38+ based throughout the region, including **Google, Facebook, Apple, Hewlett Packard, Intel, and Adobe.**

Home to a large number of prestigious colleges and universities, including **University of California, Berkeley, Stanford University**, Santa Clara University, Saint Mary's College, and University of California, San Francisco.

San Francisco International Airport, the largest airport in the San Francisco Bay Area and the second-busiest in California, welcomed **54.1 million passengers in 2025.**



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