

For Sale



+17,167 SF
RARE BENICIA
INDUSTRIAL
OWNER-USER
OPPORTUNITY

5200-5234 GATEWAY PLAZA DR | BENICIA, CA

Exclusively listed by

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PROPERTY SUMMARY

TOTAL BUILDING SF	17,167 SF
LOADING	Two (2) total grade level doors
CONSTRUCTION TYPE	Concrete tilt-up
CLEAR HEIGHT	16'-18' (Buyer to Verify)
PARKING RATIO	2/1,000 (Buyer to Verify)
ZONING	C-2
YEAR BUILT	2003
APN	0080-380-020, 030, 040, 050, 060

PROPERTY HIGHLIGHTS

- Freestanding within the 3-building Fleetside Business Park
- Five (5) individual condo parcels (not demised)
- Suitable for a variety of service-industrial uses
- Excellent signage opportunity facing 680 Freeway
- Large parking field, not adjacent to any other building
- Compelling owner-user opportunity (buy vs lease)

\$3.6M

ASKING PRICE

\$209

ASKING PRICE / SF

5200-5234 GATEWAY PLAZA DR

AERIAL



BENICIA FLEETSIDE
BUSINESS CENTER



5200-5234 GATEWAY
PLAZA DR

LEASE VS. BUY ANALYSIS

LOAN INFORMATION

DATE	July 1, 2026
PROPERTY DESCRIPTION	17,167 SF Warehouse Building
LOAN AMOUNT	\$3,240,000
INTEREST RATE (ESTIMATE)	6.50%
TERM DUE IN YEARS	25 Years
MONTHLY PAYMENT	\$21,877

LEASE

SQUARE FEET LEASED	17,167
RENT PER MONTH	\$17,167

START-UP COSTS

PREPAID RENT AND SECURITY DEPOSIT	\$34,334
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MONTHLY COST (EST) AMOUNT

RENT PAYMENT	\$17,167	\$17,910
NNN EXPENSES	\$7,725	\$0
UTILITIES/JANITORIAL	\$5,150	\$0
RENTERS INSURANCE	\$500	-
Total Monthly Costs	\$30,542	\$17,910

MONTHLY OWNERSHIP BENEFITS

MONTHLY DEPRECIATION ESTIMATE	\$0
MONTHLY APPRECIATION	\$0
Total Ownership Benefits	\$0
Total Effective Monthly Cost	\$30,542

DID YOU KNOW?

You can buy this building effectively at the same monthly cost compared to leasing it.

PROPERTY VALUE AND OWNER'S EQUITY

Time Period	Property Value	Loan Balance	Equity
Year 5	\$3,783,636	\$2,934,214	\$849,422
Year 10	\$3,976,640	\$2,511,368	\$1,465,272
Year 15	\$4,179,488	\$1,926,649	\$2,252,839
Year 20	\$4,392,684	\$1,118,090	\$3,274,594
Year 25	\$4,616,755	\$0	\$4,616,755

BUY

Project Cost	\$3,600,000
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START UP COSTS

CASH DOWN PAYMENT OF 10.00%	\$360,000
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MONTHLY COST (EST) PER SF AMOUNT

MORTGAGE PAYMENT	\$21,877	\$1.27
OPERATING EXP./UTILITIES/JAN.	\$12,875	\$0.75
REPAIRS/RESERVES/OTHER	\$1,000	\$0.06
PROPERTY TAXES	\$3,450	\$0.20
INSURANCE	\$500	\$0.03
Total Monthly Costs	\$39,702	\$2.31

MONTHLY OWNERSHIP BENEFITS

MONTHLY DEPRECIATION ESTIMATE	\$6,154
MONTHLY APPRECIATION (1.00% ANNUALIZED)	\$3,000
Total Ownership Benefits	\$9,154
Total Effective Monthly Cost	\$30,548

REPLACEMENT COSTS

How expensive it is to build an industrial building today? What about how long it will take?

Don't pay and wait for construction. 5200-5234 Gateway Plaza Dr is a tremendous value at only a fraction of the construction cost below and is ready to be occupied today!

5200-5234 GATEWAY PLAZA DR

BUILDING SIZE (SF)	±17,167 SF			
TYPICAL LAND AREA @ ±25.00% FAR COVERAGE*	±68,668 SF			
Hard Costs	\$ per SF	Calculation	Total	Conversion to Building PSF
SITE / OFFICE SITE COSTS	\$20.00	Building SF	\$343,340	\$20.00
HARD CONSTRUCTION COSTS	\$135.00	Building SF	\$2,317,545	\$135.00
TENANT IMPROVEMENT COSTS	\$30.00	Building SF	\$515,010	\$30.00
SUBTOTAL			\$3,175,895	\$185.00
Land Costs				
GROSS LAND VALUE/SF	\$15.00	Land Area SF	\$1,030,020	\$60.00
SUBTOTAL LAND COSTS			\$1,030,020	\$60.00
Soft Costs				
ARCHITECTURE / ENGINEERING	\$5.00	Building SF	\$85,835	\$5.00
PERMITS / FEES	\$22.00	Building SF	\$377,674	\$22.00
LEASING / MARKETING	\$9.00	Building SF	\$154,503	\$9.00
LEGAL / TITLE INSURANCE	5.00%	Hard Costs	\$158,795	\$9.25
DEVELOPER FEE	5.00%	Hard Costs	\$158,795	\$9.25
OTHER COSTS	5.00%	Hard Costs	\$158,795	\$9.25
REAL ESTATE TAXES (2 YRS, PLANNING & CONST.)	1.10%	Land Costs	\$11,330	\$0.66
SUBTOTAL			\$1,105,726	\$64.41
Construction Loan				
CONSTRUCTION LOAN ESTIMATE	70% Loan to Value	\$4,205,915	\$2,944,141	—
CONSTRUCTION LOAN FEE	1.00%	Loan Amount	\$29,441	\$1.71
CONSTRUCTION LOAN INTEREST CARRY	7.5% Rate, 18 Months	Loan Amount	\$331,216	\$19.29
TOTAL ESTIMATED REPLACEMENT COST INCL TENANT IMPROVEMENTS			\$5,672,299	\$330.42

ABOUT BENICIA

Benicia is a small, affluent city of approximately 26,000 residents in Solano County at the northern edge of the San Francisco Bay Area, where the Carquinez Strait meets the junction of I-680 and I-780. Despite its modest size, Benicia punches well above its weight as a business location – offering exceptional freeway access to the broader Bay Area, a highly educated workforce, and a quality of life that consistently attracts and retains professional talent. The median household income exceeds \$125,000, placing it among Solano County’s most affluent communities and well above state and national medians, with over 42% of residents holding a bachelor’s degree or higher – supporting business operations ranging from light industrial and logistics to professional services and technology.

Benicia provides direct freeway access to the East Bay, Sacramento, Napa Valley, and the broader Northern California market, with I-80 reachable five miles west on I-780 or nine miles north on I-680, making it a natural hub for businesses requiring efficient distribution connectivity. The city’s character blends industrial heritage with small-town livability, anchored by a historic downtown, one of California’s earliest capitals, featuring a thriving arts community, waterfront parks, locally owned restaurants, and a walkable main street that makes Benicia a genuine destination where employees actually want to come to work.



Total Population of ±26,000



Median home value of \$810,000



Located in the Northern California county of Solano



High homeownership rate of 69.5%



Median household income of \$125,040



Median Age of 44.9 years old



Average household income of \$150,700



Easy access to I-680, I-780, I-80

BENICIA INDUSTRIAL MARKET

Benicia is home to one of the most strategically positioned industrial markets in Northern California – anchored by the Benicia Industrial Park, the largest industrial park in Solano County and a recognized Priority Production Area by the Association of Bay Area Governments.

THE BENICIA INDUSTRIAL PARK

Established in 1964 through the repurposing of lands from the former Benicia Arsenal, the Benicia Industrial Park encompasses over 3,000 acres with more than 7 million square feet of buildings, supporting operations for over 600 businesses primarily in manufacturing, warehousing, and logistics. The park generates approximately 60% of the local tax revenue collected by the City of Benicia, underscoring its central role in the regional economy. The business mix is deliberately diverse – spanning petrochemical, manufacturing, wholesale trade, transportation, clean technology, food and packaging suppliers, and a U.S. Government Publishing Office – which insulates the market from sector-specific downturns and ensures steady, broad-based demand for industrial space.

INFRASTRUCTURE & CONNECTIVITY

The Benicia Industrial Park’s competitive advantage is built on infrastructure that most industrial markets simply cannot replicate. The park sits at the junction of I-680 and I-780, with access to the Port of Benicia and Union Pacific Railroad service. The Port features a dockside water depth of 38 feet, a 2,400 lineal foot pier capable of berthing three vessels simultaneously, and on-terminal rail that can service 170 multilevel railcars simultaneously. For businesses requiring multi-modal

logistics capability – truck, rail, and maritime – Benicia offers a combination of assets found in few locations west of the Mississippi.

The Port of Benicia, located just 24 miles from the Golden Gate Bridge, handles bulk products including agricultural goods and motor vehicles, operated by Amports under a long-term lease. The combination of deep-water port access, direct freeway connectivity, and Union Pacific mainline service makes Benicia one of the most logistics-capable submarkets in the Northern California region.

MARKET FUNDAMENTALS

Recent assessments indicate low vacancy rates and sustained high occupancy – approximately 96% in key submarkets – reflecting robust demand and adaptive space utilization. Industrial accounts for the overwhelming majority of commercial real estate activity in Benicia, with 23 active industrial listings representing over 564,000 square feet currently available for lease across the market. Asking rents for industrial product in Benicia range from approximately \$11.00 to \$16.20 per square foot annually (NNN), with a market average around \$14.87 annually – competitive with comparable East Bay and Sacramento industrial submarkets while offering superior infrastructure and access.

The scarcity of available industrial land within the established park, combined with Benicia’s designation as a regional Priority Production Area, limits meaningful new supply – a structural dynamic that supports long-term value for existing industrial owners.

WHY BENICIA FOR AN OWNER/USER

For an owner-user, Benicia offers something increasingly rare in the Bay Area industrial market: the ability to control your real estate in a supply-constrained, logistics-capable submarket at a cost basis well below replacement. Land constraints, infrastructure investment requirements, and permitting timelines make new industrial development in established Bay Area markets prohibitively expensive – which means existing buildings in the Benicia Industrial Park trade at a persistent discount to true replacement cost while continuing to appreciate as land values tighten.

MARKET QUICK FACTS

TOTAL BUILDING INVENTORY	7M+ SF
ACTIVE BUSINESSES	400-600+
OCCUPANCY RATE	96%
PORT DISTANCE TO GOLDEN GATE	24 miles
FREEWAY ACCESS	I-680, I-780, I-90 (5 miles)
RAIL	Union Pacific
MAINLINE & SPURS PORT DEPTH	38’ dockside