

OFFERING MEMORANDUM

Industrial Owner-User Opportunity

\$1,980,000

2951 Middlefield Road, Redwood City, CA 94063

FEATURES

- SBA Financing (15% Down)
- Three (3) Roll-up Doors
- Parking

COMPASS
COMMERCIAL

Cameron D. Foster, SVP | 415.699.6168
cameron@camerondfoster.com
CA DRE 00972394

Nate Gustavson, SVP | 415.786.9410
nate@gustavsongroup.com
CA DRE 01898316

Eric Peterson | 408.835.9697
eric.peterson@compass.com
CA DRE 02214121



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eric.peterson@compass.com
CA DRE 02214121



EXCLUSIVELY LISTED

CAMERON D. FOSTER

Senior Vice President

415.699.6168

cameron@camerondfooster.com

CA DRE: 00972394

NATE GUSTAVSON

Senior Vice President

415.786.9410

nate@gustavsongroup.com

CA DRE: 01898316

ERIC PETERSON

Associate

408.835.9697

eric.peterson@compass.com

CA DRE: 02214121

1290 Howard Avenue, Suite 201
Burlingame, CA 94010

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The Offering Memorandum was prepared by Compass Commercial. It contains select information pertaining to the subject property and does not purport to be all inclusive or to contain all of the information which a prospective purchaser may desire. All financial projections are provided for general reference purposes only and are based on assumptions relating to the general economy, competition and other factors beyond control and, therefore, are subject to material change or variation. An opportunity to inspect the subject property will be made available to qualified prospective purchasers. In the Offering certain documents and other materials are described in summary form. The summaries do not purport to be complete nor, necessarily, accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to independently review all documents.

The Offering is subject to prior placement, errors, omissions, changes or withdrawal without notice and does not constitute a recommendation, endorsement or advice as to the value of the Property by Compass Commercial or the owner. Each prospective purchaser is to rely upon its own investigation, evaluation and judgment as to the advisability of purchasing the subject property described herein.

The owner and Compass Commercial expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offer to purchase the subject property and/or to terminate discussions with any party at any time with or without notice. The owner shall have no legal commitment or obligation to any interested party reviewing the Offering or making an offer to purchase the subject property unless a written agreement for the purchase of the subject property has been fully executed and delivered by the owner and such party and any conditions to the owner's obligations there under have been satisfied or waived and then only to the extent expressly provided for therein. Compass Commercial is not authorized to make any representations or agreements on behalf of the owner.

DO NOT DISTURB TENANTS.
PLEASE CONTACT LISTING AGENT FOR SHOWING INSTRUCTIONS.

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EXECUTIVE SUMMARY

Industrial Owner-User

Address	2951 Middlefield Road, Redwood City, California
County	San Mateo
APN	054-222-290
Zoning*	Medium High Density, Commercial Mixed-Use
Price	\$1,980,000
Year Built	1963
Square feet	±3,961
	Warehouse ±3,860sf
	Office ±100 sf
Lot Size (sqft)	±5,754sf
Ceiling Height	12-Feet
General Plan Use	Commercial Regional

** Unincorporated San Mateo County*

HIGHLIGHTS

- SBA Financing Available (15% Down)
- Corner Lot
- Three Roll-up Doors
- Security Camera System
- Gated Parking Area
- High 12-foot Ceilings
- 2.8 mi to HWY 101
- 4.2 mi to HWY 280
- 1.0 mi to El Camino Real



SBA FINANCING



January 26th, 2026

Nate Gustavson
Senior Vice President
Compass Commercial

RE: 2951 Middlefield Road, Redwood City, CA 94063

Dear Mr. Gustavson:

For discussion purposes only, I would like present the following as a possible loan structure for the acquisition of 2951 Middlefield Road by an owner-user under the Small Business Administration 7a program.

Loan Structure:

	DESCRIPTION	SBA 7a	Borrower	TOTALS
1	Real Estate Purchase	\$1,683,000	\$297,000	\$1,980,000
2	Appraisal Fee		\$3,500	\$5,000
3	Enviro Fee		\$2,500	\$500
4	Packaging Fee		\$2,500	\$2,500
5	SBA Gty Fee		\$44,834	\$44,834
6	Title & Escrow Fees		\$6,666	\$6,666
	TOTALS	\$1,683,000	\$357,000	\$2,040,000

Loan Amount: \$1,683,000 (85% TLV)

Terms: The term of the proposed loan is 25 years, fully amortized.

Rates & Fees: Prime (currently 6.75%) plus a spread of 1.25% for a note rate of 8.00%, quarterly adjusting.

SBA Guaranty Fee	\$44,834
Packaging Fee	\$2,500
Title & Escrow (estimate)	\$6,666
Appraisal (estimate)	\$3,500
Environmental (estimate)	\$2,500
Total Fees	\$60,000

Repayment: Principal and interest payments monthly of **\$12,989.67**

Prepayment 3-year prepayment penalty as follows:

Penalty: 5%, 3%, 1%

Sincerely,

Andrew Chambers

ANDREW CHAMBERS | VP SBA BUSINESS DEVELOPMENT OFFICER
75 RIVER STREET | SANTA CRUZ, CA 35060
M 707.293.5167 ACHAMBERS@WCCB.COM

PHOTOS



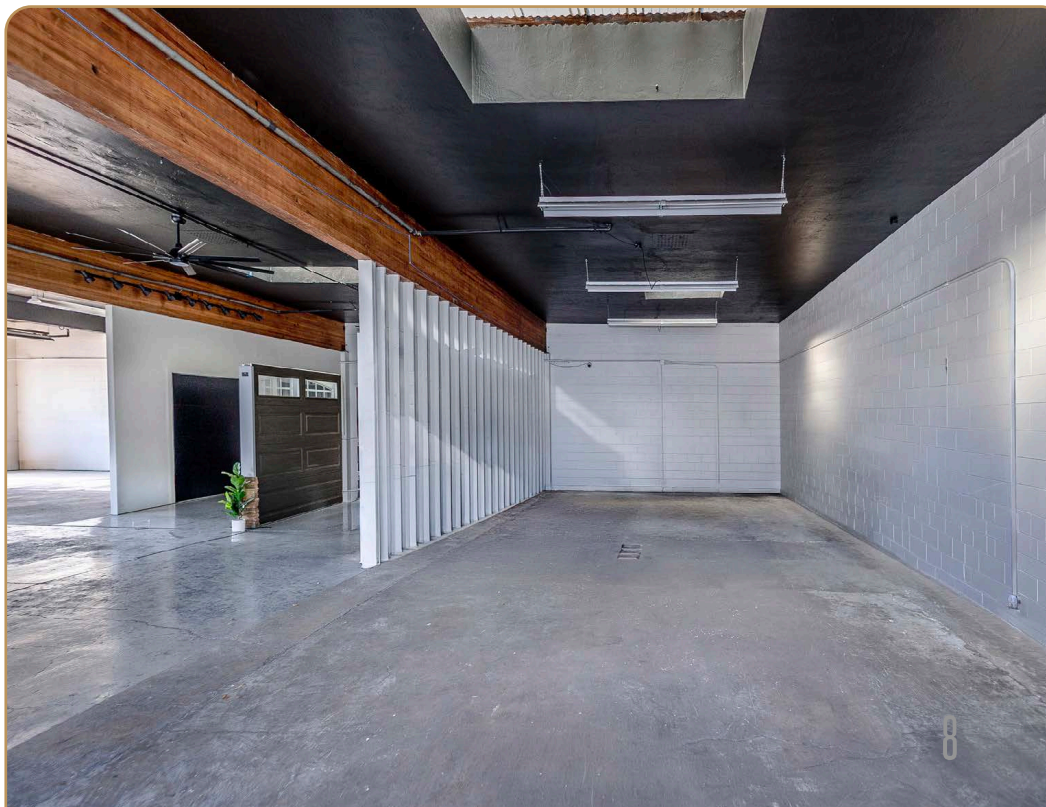
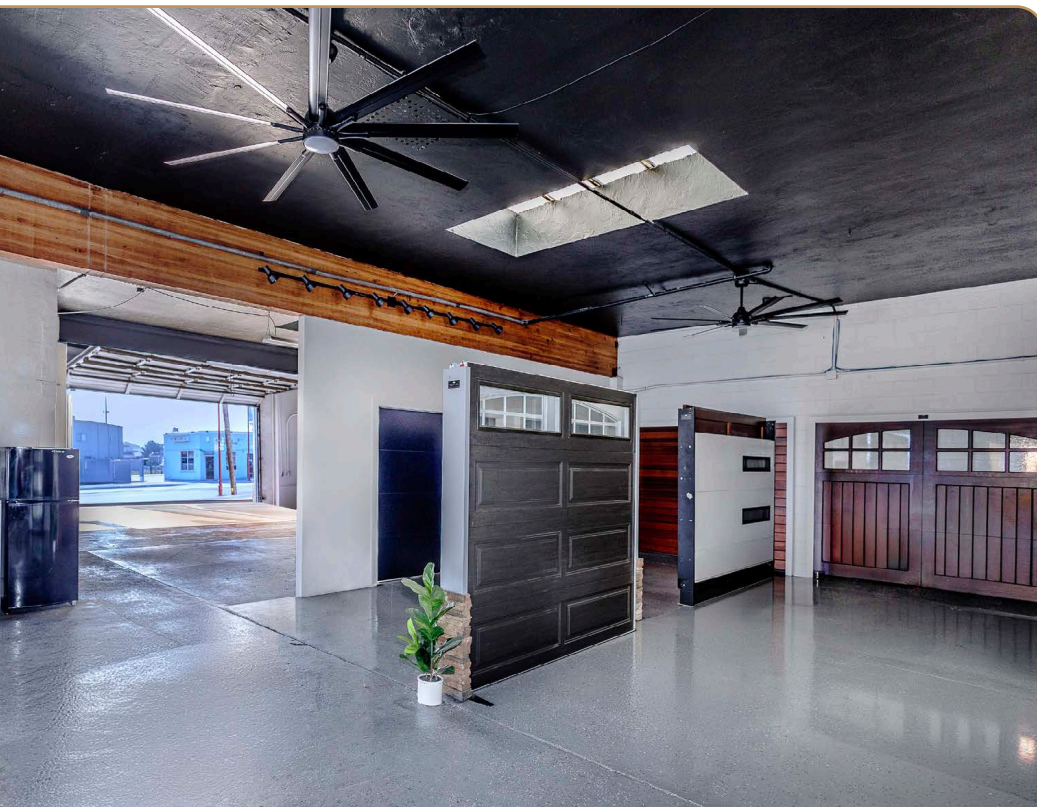
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EXIT

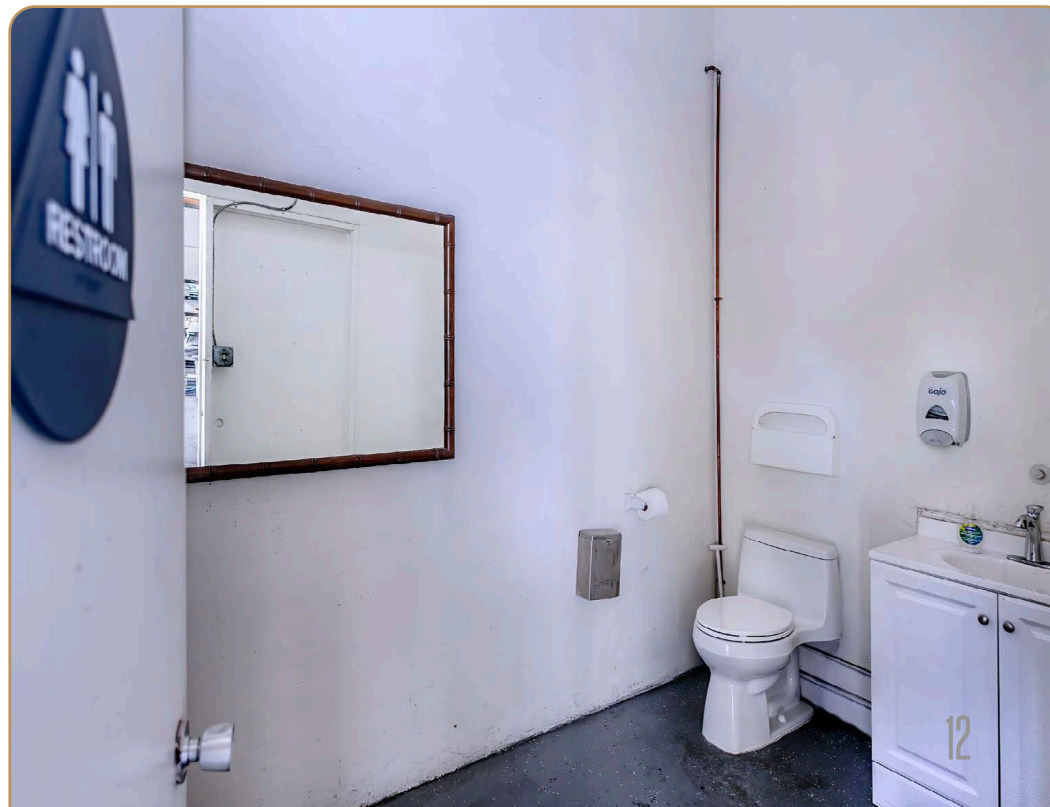
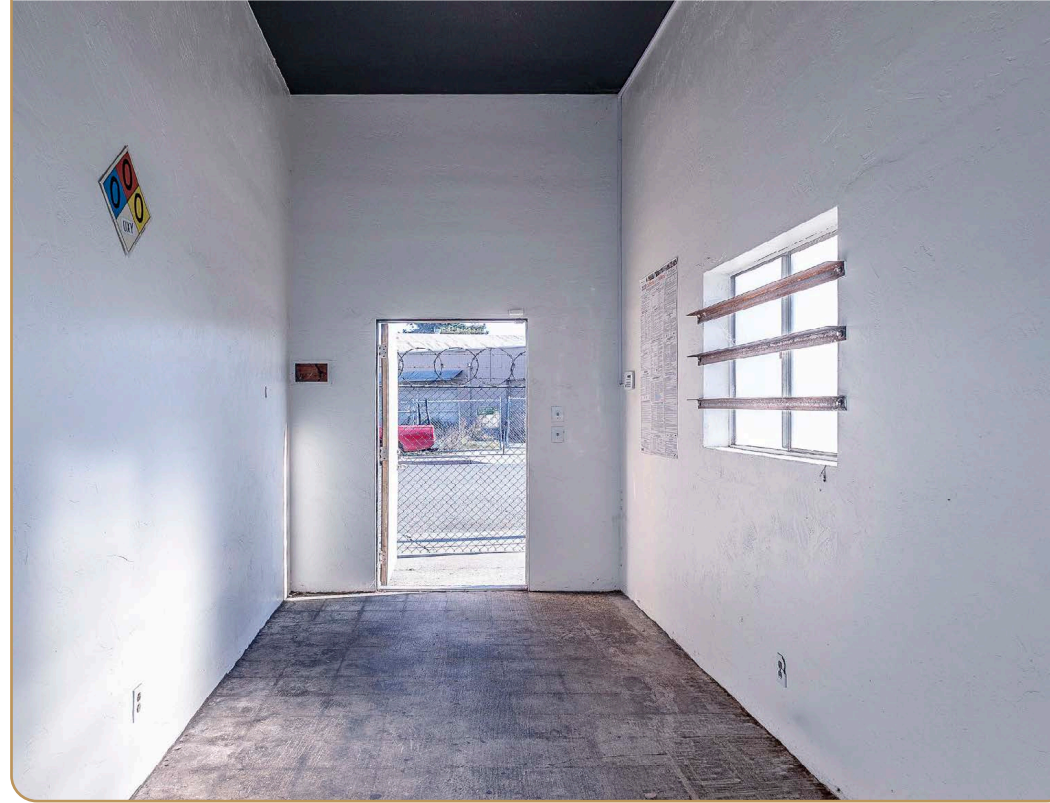
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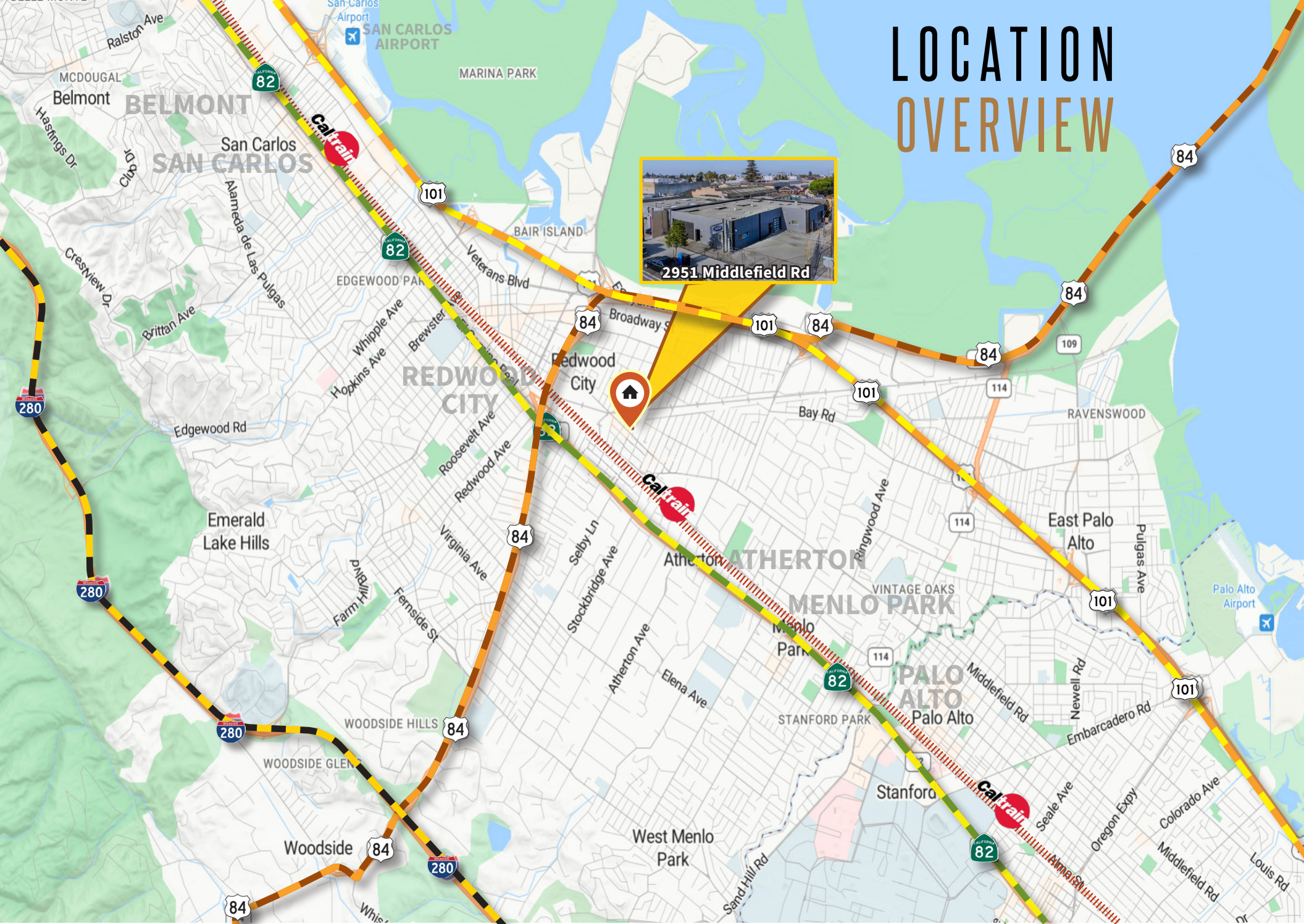
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LOCATION OVERVIEW



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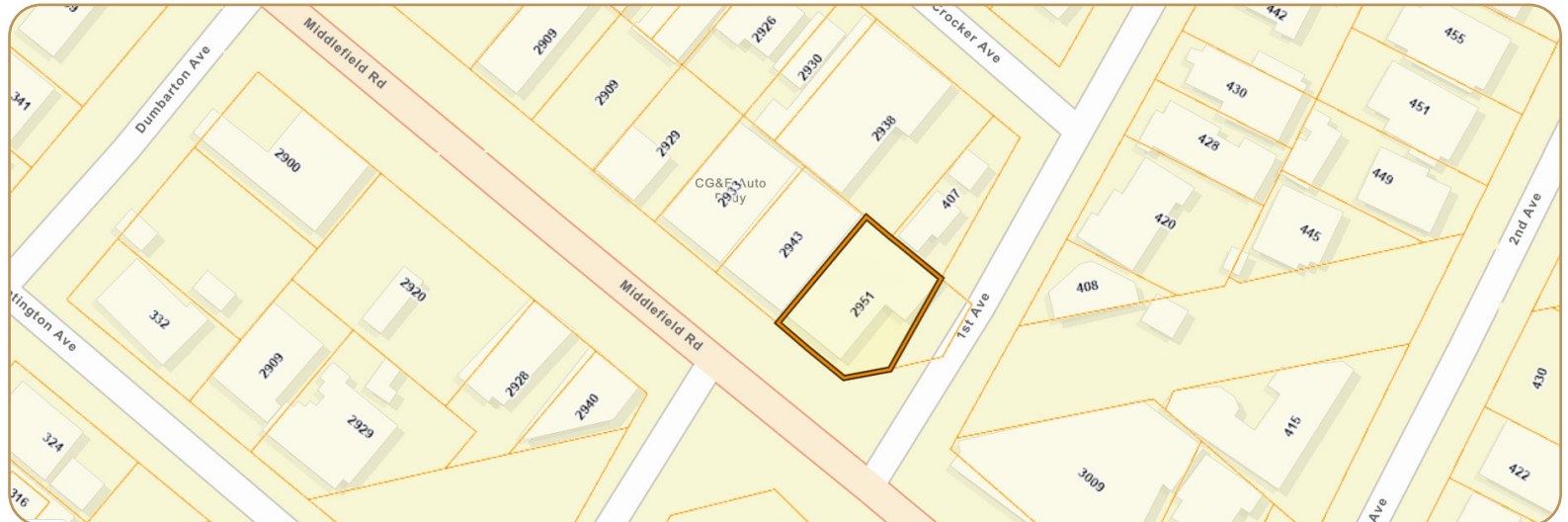
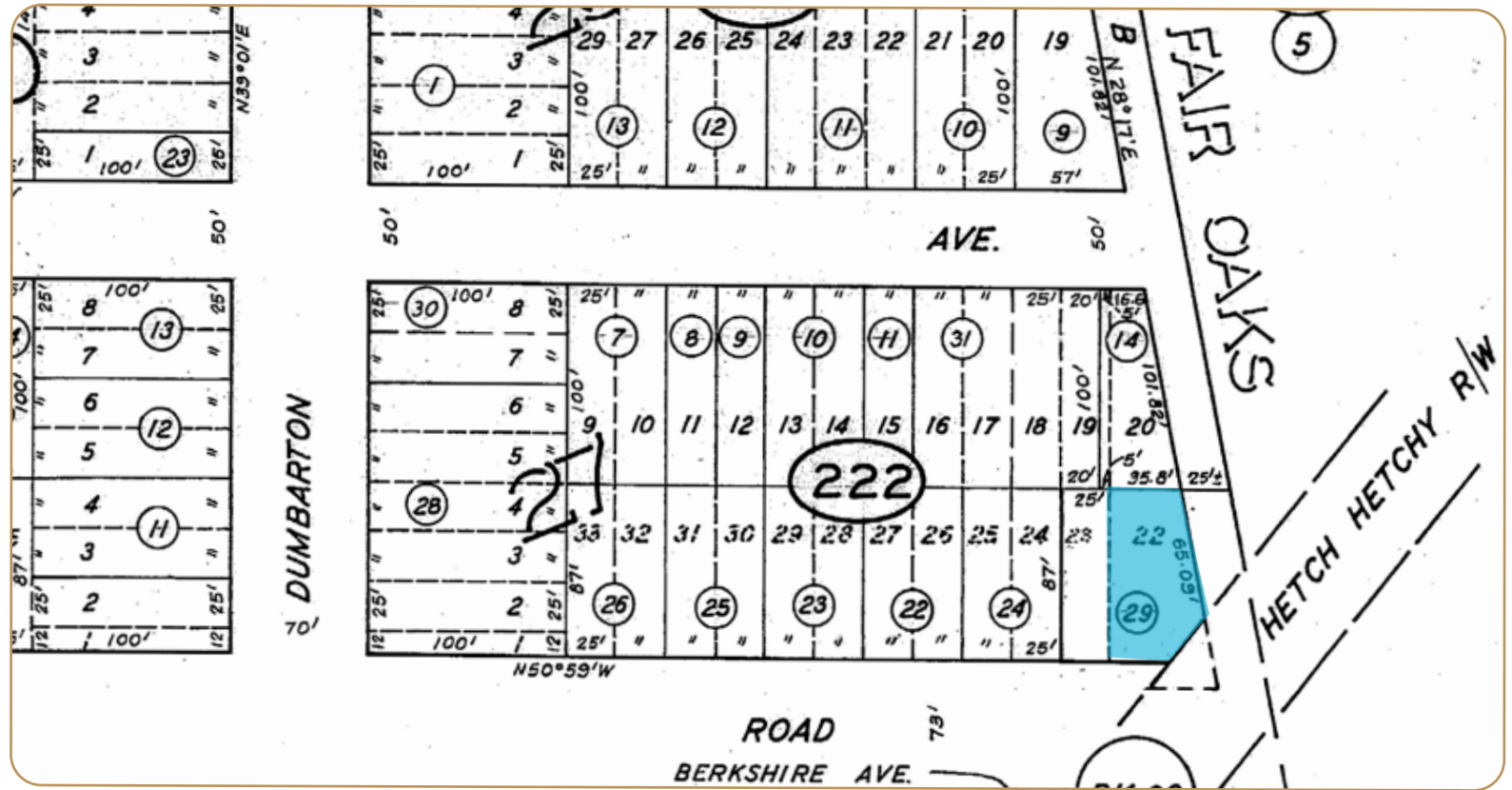
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TAX MAP

APN: 005-222-290



INVESTMENT ADVISORS



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Senior Vice President
PH: 415.699.6168
cameron@camerondfoster.com
CA DRE: 00972394



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Disclaimer

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Client Testimonial

English Version

We are very fortunate to have two professional realtors, Cameron and Nathan, representing us. Cameron and Nathan specialize in commercial real estate in the Bay Area, understand the market and analyze it. After listening to our ideas and fully understanding our needs, he helped us buy a suitable rental property in the location we wanted.

Their understanding of market conditions and their sensitivity to numbers left a deep impression on me from the first meeting. We have the peace of mind of knowing the reasonable value of each property, both during the property search and after closing.

Give two examples to illustrate their excellent negotiating ability: (1) In the case of competing bids from multiple buyers, they helped us grab the property at a price lower than the seller's asking price. (2) After that, we carefully checked the property building and the information provided by the seller, and helped us win great benefits from the seller.

Cameron and Nathan's professional knowledge and service spirit to maximize the interests of customers allowed us to successfully complete the property replacement under the condition of limited time in the Bay Area. I also learned a lot from it. They are not only my partners, but also my good teachers and helpful friends. I wholeheartedly recommend them.

– K.T., Burlingame

Mandarin Version

給說中文的朋友：

我們很慶幸可以找到Cameron跟Nathan這兩位專業地產經紀人代表我們。Cameron跟Nathan專精灣區商業地產，懂市場、會分析。在聽取我們的想法、充份了解我們的需要之後，在我們想要的地段幫我們買到了適合的出租物業。

他們對市場行情的了解、對數字的敏銳度，在第一次見面就讓我留下了深刻的印象。在尋找物業期間以及成交後，都讓我們因為能充份了解每個物業合理的價值而感到安心。

舉兩個例子說明他們出色的談判能力：(1) 在多個買家出價競爭的情況下，還是以低於賣家開價的價格，幫我們搶到了物業。(2) 之後，仔細了檢查物業建築以及賣家提供的資料，並幫我們向賣家爭取到了極大的利益。

Cameron跟Nathan的專業知識和為顧客爭取利益最大化的服務精神，讓我們得以在待在灣區的時間有限的情況下順利完成了物業置換。我也從中學到了很多。他們不只是我的合作夥伴，更是我的良師益友。我衷心的推薦他們。

– K.T., Burlingame