

DARLING HOMETOWN CAFE

FOR SALE



PROPERTY DETAILS

Brigham City, UT

OFFERED AT \$749,000

- Land, building, apartment and thriving business for sale
- Darling hometown cafe that's been serving Brigham City since 1929
- Here is your chance to own a piece of history and inherit loyal clientele



CARRIE CHRISTENSEN
cchristensen@newmarkmw.com
direct 435.339.4327
[View Profile](#)

**FULL SERVICE
COMMERCIAL REAL ESTATE**
335 East St George Blvd, Suite 202
St. George, UT 84770
Office 435.656.5500
www.newmarkmw.com



INVESTMENT OPPORTUNITY

Bert's Cafe

89 South Main Street

Brigham City, Utah 84302

INVESTMENT HIGHLIGHTS

97-Year Operating History • \$532K Revenue • Prime Main Street Location

Mixed-Use Property: Restaurant + Income-Producing Apartment

Asking Price: \$749,000

Building Size: ±3,000 SF | Lot Size: 0.10 Acres



Carrie Christensen, CCIM, SIOR | 435-339-4327

Broker | Newmark Mountain West

cchristensen@newmarkmw.com

Devin Hubbard | 801-725-8938

EXECUTIVE SUMMARY

Newmark Mountain West is pleased to present Bert's Cafe, a rare opportunity to acquire a profitable restaurant business with nearly a century of operating history, combined with an income-producing residential apartment in downtown Brigham City, Utah.

Property Overview

Address:	89 South Main Street, Brigham City, UT 84302
Asking Price:	\$749,000
Property Type:	Mixed-Use: Restaurant + Residential Apartment
Building Size:	±3,000 SF
Lot Size:	0.10 Acres
Zoning:	Downtown Commercial
Ownership:	Fee Simple

WHY INVEST IN BERT'S CAFE

1. Proven Business Performance

- 97 years of continuous operation since 1929



- **2025 gross revenue: \$532,380**
- **Estimated business NOI: \$150,000+**
- Strong gross margins: 45%+
- Loyal customer base built over nearly a century

2. Prime Downtown Location

- Historic Main Street location with high visibility
- Walking distance to Box Elder County Courthouse and government offices
- Strong breakfast and lunch traffic from downtown workers
- Brigham City population: ~19,600 with steady growth

3. Dual Income Streams

- **Owner-operator scenario: \$150,000+ estimated annual NOI from restaurant operations**
- **Passive investor scenario: \$74,000 annual NOI if restaurant space is leased (not operated)**
- Basement apartment provides additional \$14,400-\$18,000/year

4. Real Estate Value

- Property value alone: \$825K-\$900K (conservative estimate)
- **Asking price \$749K represents 9-17% discount to real estate value**
- **Operating business included at no additional cost**

2025 FINANCIAL PERFORMANCE

REVENUE COMPONENT	AMOUNT
Gross Sales (Dine Total)	\$432,796
Discounts & Comps	(\$30,112)
Refunds	(\$3,213)
Net Sales	\$472,513
Tips	\$22,281
Taxes	\$60,076



TOTAL GROSS REVENUE	\$532,380
----------------------------	------------------

Customer Metrics:

- Total Orders: 17,538
- Total Guests: 19,246
- Average Ticket: \$24.72 per order / \$26.83 per guest

ESTIMATED BUSINESS NOI: \$150,000+
Based on historical operations and current performance trends

PROPERTY DETAILS

- Mixed-use building: Restaurant + residential apartment
- Fully equipped commercial kitchen
- **All furniture, fixtures, and equipment included**
- Recent capital improvements: \$62,781 remodel (2020)
- Basement apartment with separate entrance
- Live/work opportunity or rental income potential

REAL ESTATE VALUE ANALYSIS

The property's real estate value alone exceeds the asking price, making this an exceptional opportunity:

COMPONENT	VALUE
Estimated Real Estate Value	\$825K - \$900K
Asking Price:	\$749,000
Estimated Built-In Equity:	\$75K - \$151K



You're acquiring valuable real estate PLUS a \$532K revenue business for \$749,000.

IDEAL BUYER PROFILES

This property appeals to multiple buyer types:

Owner-Operator

- Take over a turn-key restaurant with 97 years of goodwill
- Live downstairs, work upstairs (no commute, zero housing costs)
- **Estimated \$150,000+ annual NOI from business operations**

Investor / 1031 Exchange

- If not operating restaurant: lease to manager for 10-year term
- **Passive investor scenario (not operating) delivers \$74,000 annual NOI from rents**
- **9.9% cap rate on rental income alone**
- Qualified for 1031 exchange

Alternative Use Buyer

- Convert to different restaurant concept
- Redevelop into retail/office with residential above

PASSIVE INVESTOR SCENARIO (Not Operating Restaurant)

For investors who choose NOT to operate the restaurant themselves, the property can be leased to a restaurant operator. This passive investment scenario is an alternative to owner-operating the business. Rental income is generated from leasing both the restaurant space and basement apartment.

RENTAL INCOME DELIVERS \$74,000 ANNUAL NOI

9.9% Cap Rate on Rental Income Alone

Market Rent Analysis

SPACE	MONTHLY	ANNUAL
Restaurant Space	\$7,000	\$84,000
Apartment	\$1,200	\$14,400
Total Potential Gross Income:	\$8,200	\$98,400

Investment Pro Forma

INCOME & EXPENSES	ANNUAL
Potential Gross Income	\$98,400
Less: Vacancy & Collection Loss (5%)	(\$4,920)
Effective Gross Income	\$93,480
Operating Expenses:	
Property Taxes (est.)	(\$9,000)
Building Insurance	(\$4,800)
Repairs & Maintenance (2% of EGI)	(\$1,870)
Management Fee (4% of EGI)	(\$3,739)
Total Operating Expenses	(\$19,409)
NET OPERATING INCOME (NOI)	\$74,071

Investment Returns:

Purchase Price	\$749,000
Net Operating Income	\$74,071
CAPITALIZATION RATE (CAP RATE)	9.9%

Key Investment Metrics:

- **Cap Rate: 9.9% (strong for the market)**
- **Cash-on-cash return (20% down): ~16% annually**



- Debt service coverage ratio: ~1.4x

NEXT STEPS

To learn more about this investment opportunity:

- Schedule a property tour
- Meet current management team
- Submit Letter of Intent

This is a rare opportunity to acquire both valuable real estate and a proven business with nearly a century of operating history. Contact us today to schedule your tour.

FOR MORE INFORMATION

Carrie Christensen, CCIM, SIOR |
435-339-4327

Broker | Newmark Mountain West

Email: cchristensen@newmarkmw.com

CONFIDENTIALITY NOTICE

This offering memorandum contains confidential and proprietary information. By accepting this document, you agree to keep all information contained herein strictly confidential and to not disclose any information to third parties without prior written consent from Newmark Mountain West.