



20411 Santa Maria Ave

20411 Santa Maria Ave
Castro Valley CA 94546



Fiduciary Real Estate Services

Integrity · Experience · Honesty

20411 Santa Maria Ave

CONTENTS

01 Executive Summary
Investment Summary

02 Location
Location Summary
Local Business Map
Major Employers Map
Aerial View Map
Traffic Counts
Drive Times (Heat Map)

03 Property Description
Property Features
Property Images

04 Rent Roll
Multi-Family Unit Mix
Rent Roll
Lease Expiration

05 Financial Analysis
Income & Expense Analysis

06 Demographics
General Demographics
Race Demographics

07 Company Profile
Company Bio

*Exclusively Marketed
by:*

Logan Martinez
Fiduciary Real Estate
Services
(949) 377-3737
logan@fiduciaryrealestates
ervices.com
01960924

FR**ES**
Fiduciary Real Estate Services
Integrity · Experience · Honesty

20411 SANTA MARIA AVE

01 Executive Summary

Investment Summary

OFFERING SUMMARY

ADDRESS	20411 Santa Maria Ave Castro Valley CA 94546
COUNTY	Alameda
LAND ACRES	.29
LAND SF	12,600 SF
YEAR BUILT	1953
APN	84A-112-3-16

FINANCIAL SUMMARY

PRICE	\$1,450,000
OCCUPANCY	100%
NOI (2025)	\$86,567
CAP RATE (2025)	5.97%
GRM (2025)	14.98

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2026 Population	28,027	176,560	357,576
2026 Median HH Income	\$108,667	\$109,678	\$110,105
2026 Average HH Income	\$139,788	\$141,538	\$143,026

Summary

- Thank you for your interest in our listing. Please allow 7-10 days for attorney review.
- There are no inspection reports and no court approval required at this time.

- There is no offer date and we do have offers. We submit the offers as they come in.
- The entire parking area is an easement.
- We have not seen the interiors. We are scheduling that for later this week.
- We have not seen the interiors. We are scheduling that for later this week.
- We will be scheduling a showing for offers that meet the seller's threshold.

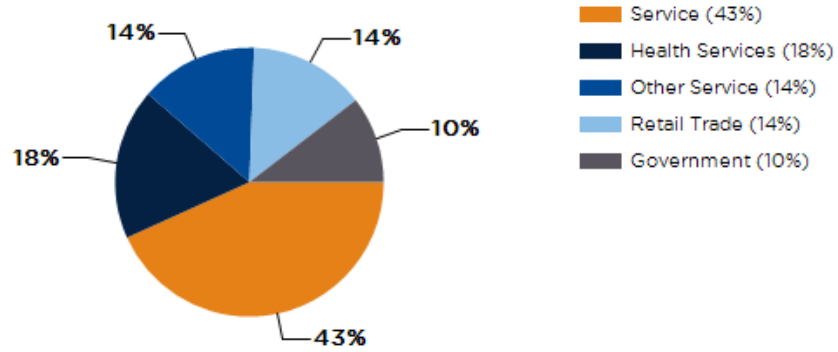
20411 SANTA MARIA AVE

02

Location

- Location Summary
- Local Business Map
- Major Employers Map
- Aerial View Map
- Traffic Counts
- Drive Times (Heat Map)

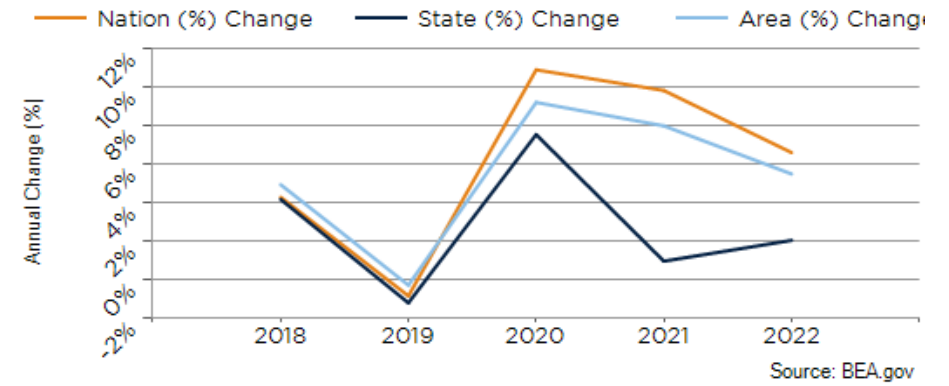
Major Industries by Employee Count

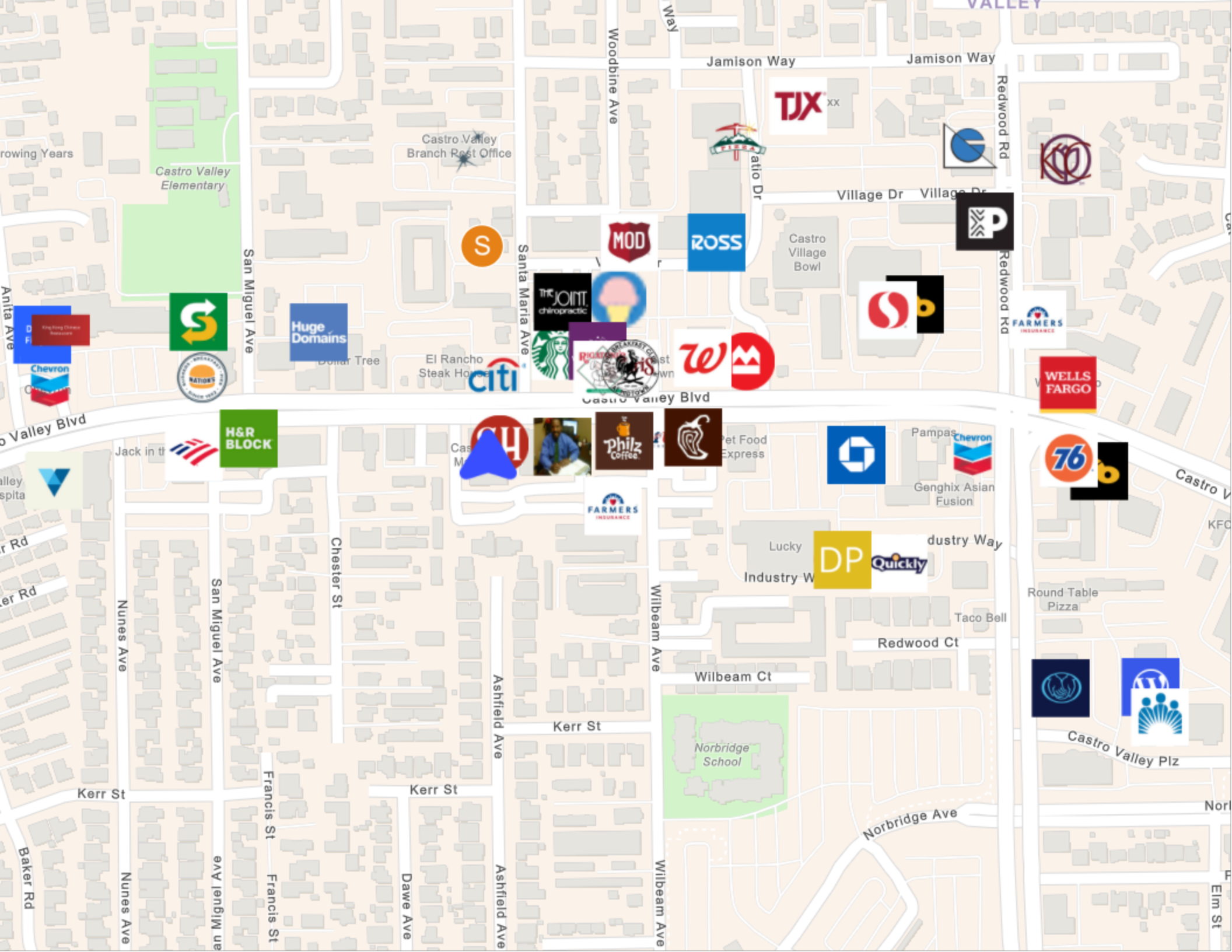


Largest Employers

Castro Valley Unified School District	1,000
Carefield Castro Valley	100
CV Sanitary District	50
CV Sanitary District	50
CV Sanitary District	50
CV Sanitary District	50
Castro Valley Library	20
Dress Up Consignment Boutique	5

Alameda County GDP Trend





Castro Valley Elementary

Castro Valley Branch Post Office



El Rancho Steak House



Jack in the

Castro Valley



Pet Food Express

Pampas

Genghix Asian Fusion

Lucky Industry W



dusty Way

Round Table Pizza

Redwood Ct

Taco Bell

Wilbeam Ct



Castro Valley Plz

Kerr St

Kerr St

Kerr St

Norbridge Ave

Nor

Baker Rd

Nunes Ave

San Miguel Ave

Francis St

Dawe Ave

Ashfield Ave

Wilbeam Ave

Elm St

rowing Years

Anita Ave

o Valley Blvd

alley splita

r Rd

er Rd

Nunes Ave

San Miguel Ave

Chester St

Ashfield Ave

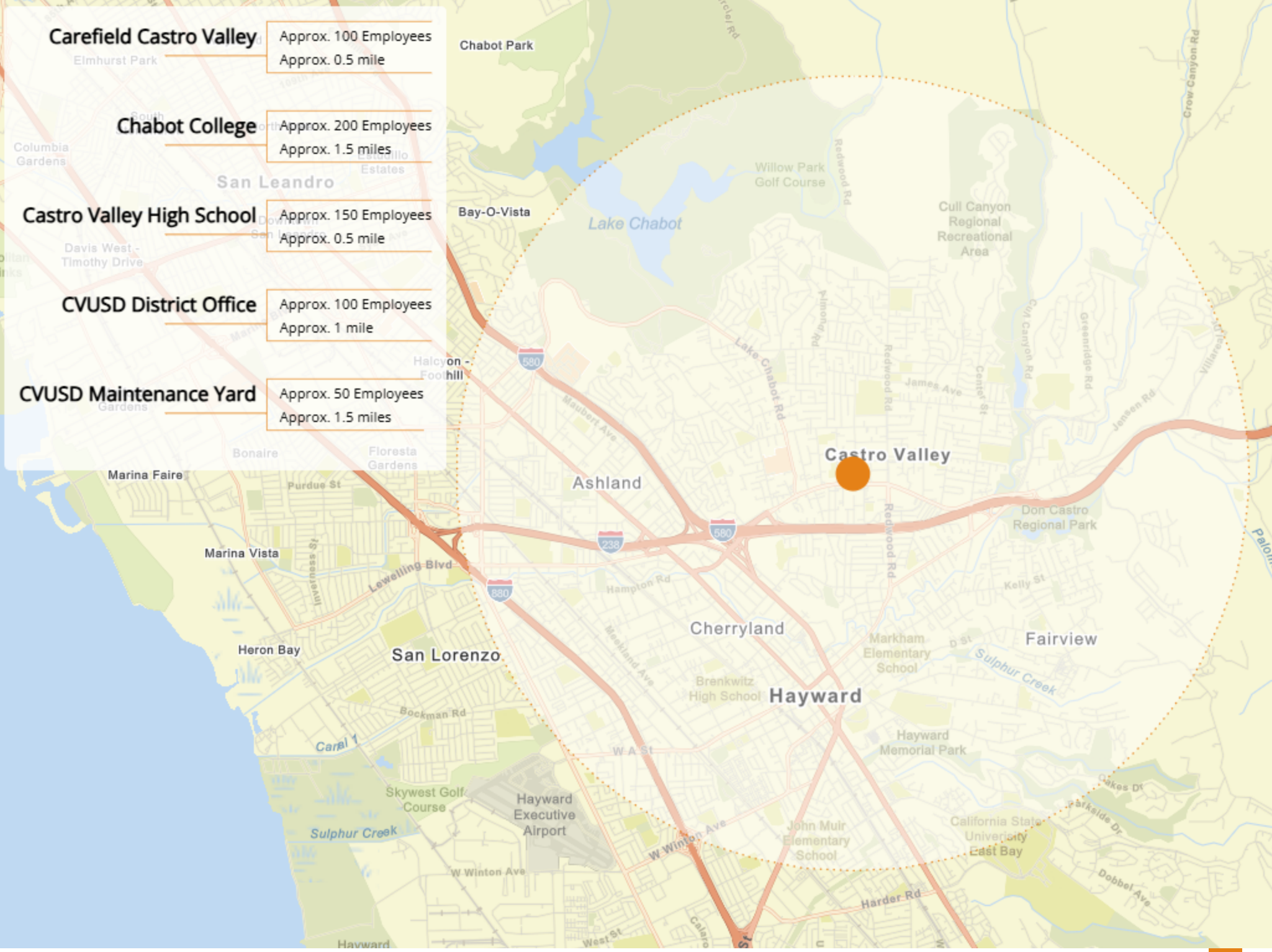
Wilbeam Ave

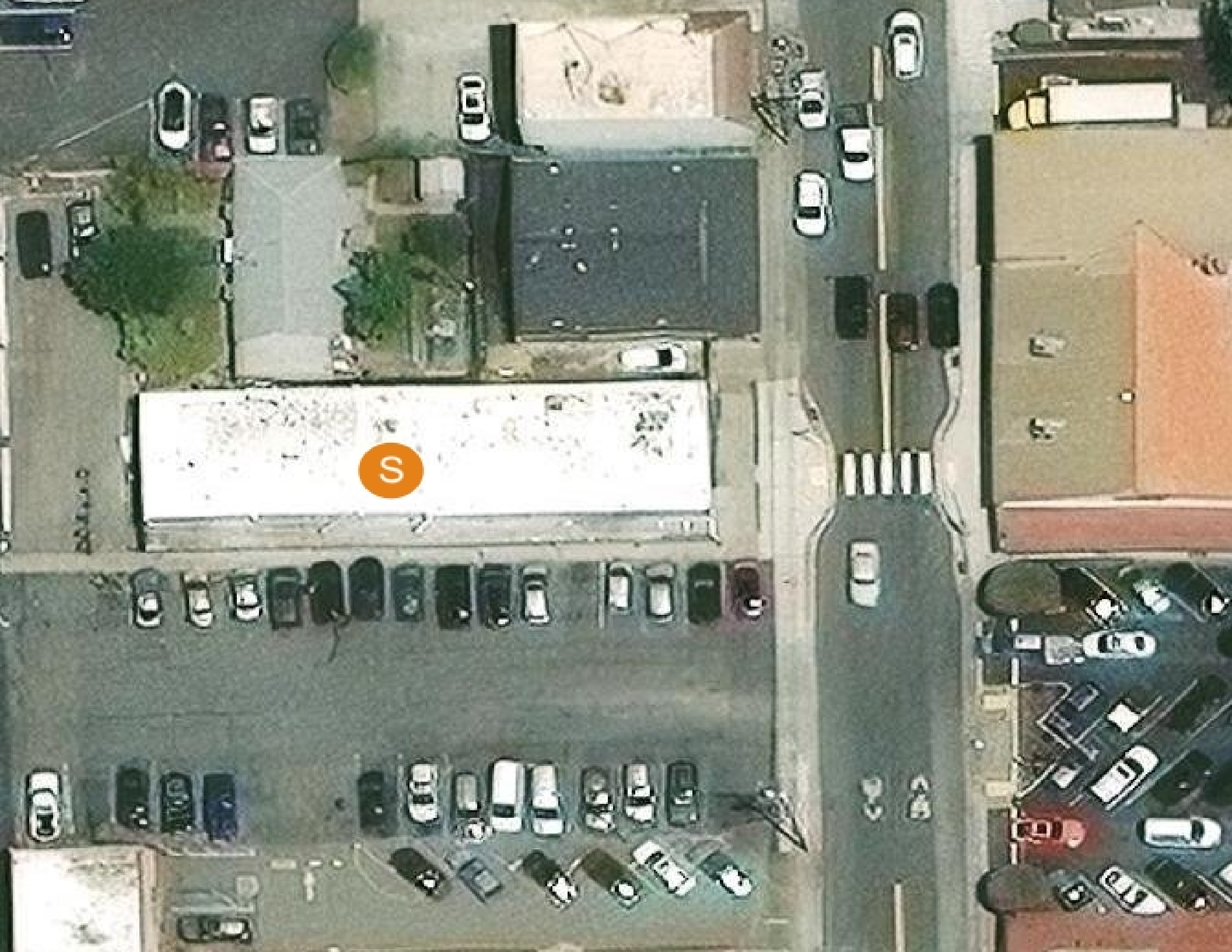
Castro V

KFC

Nor

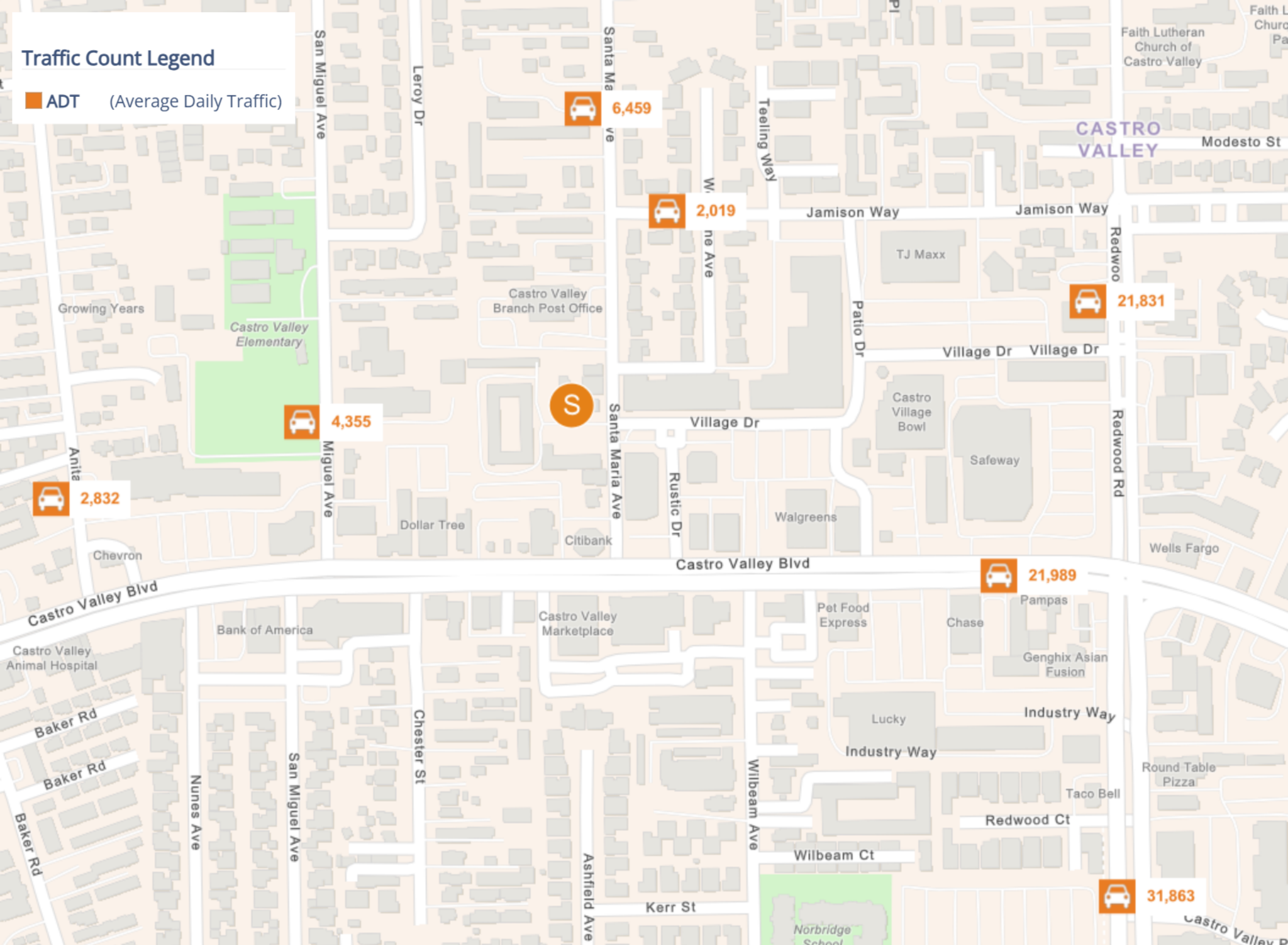
F

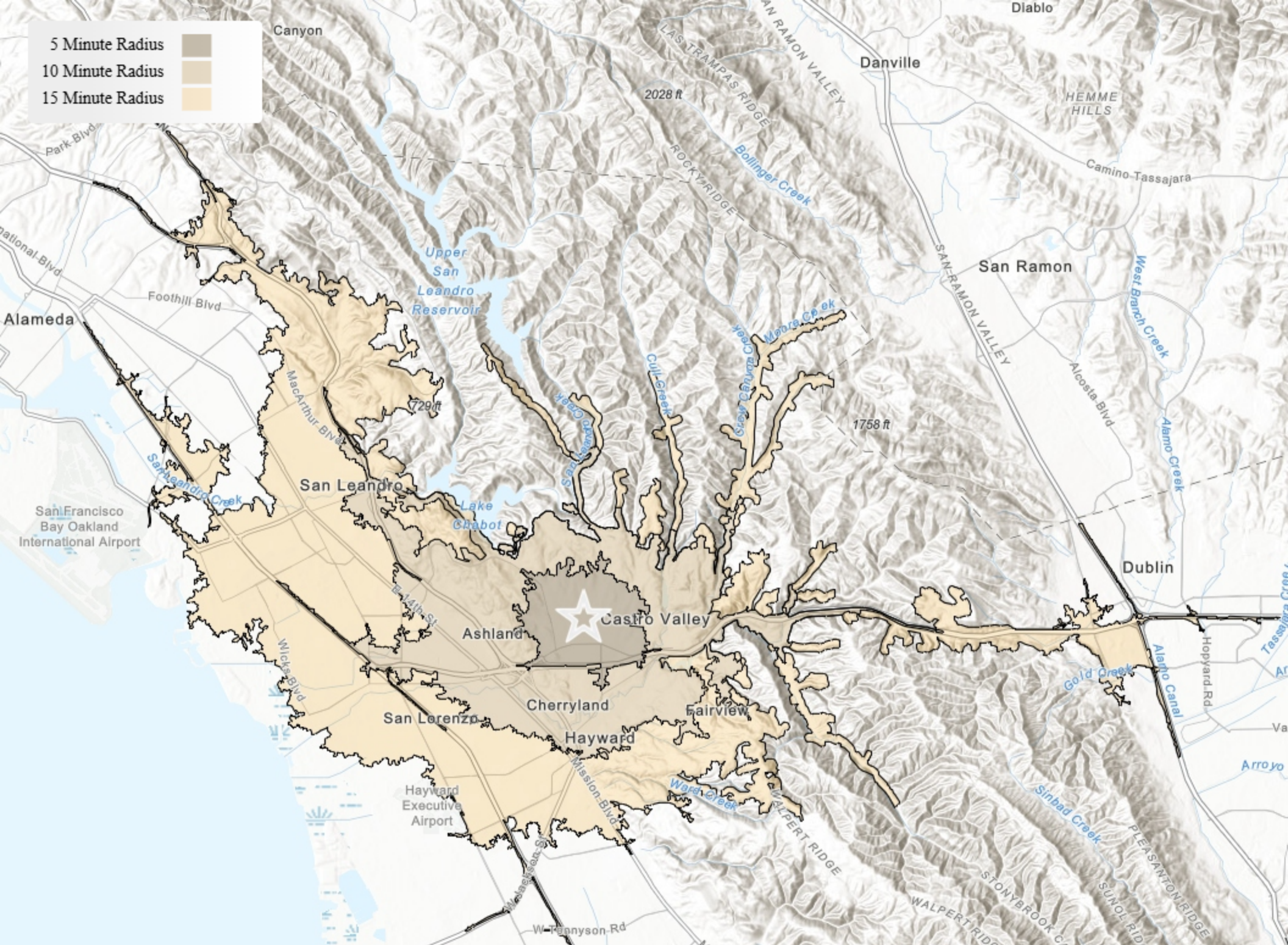


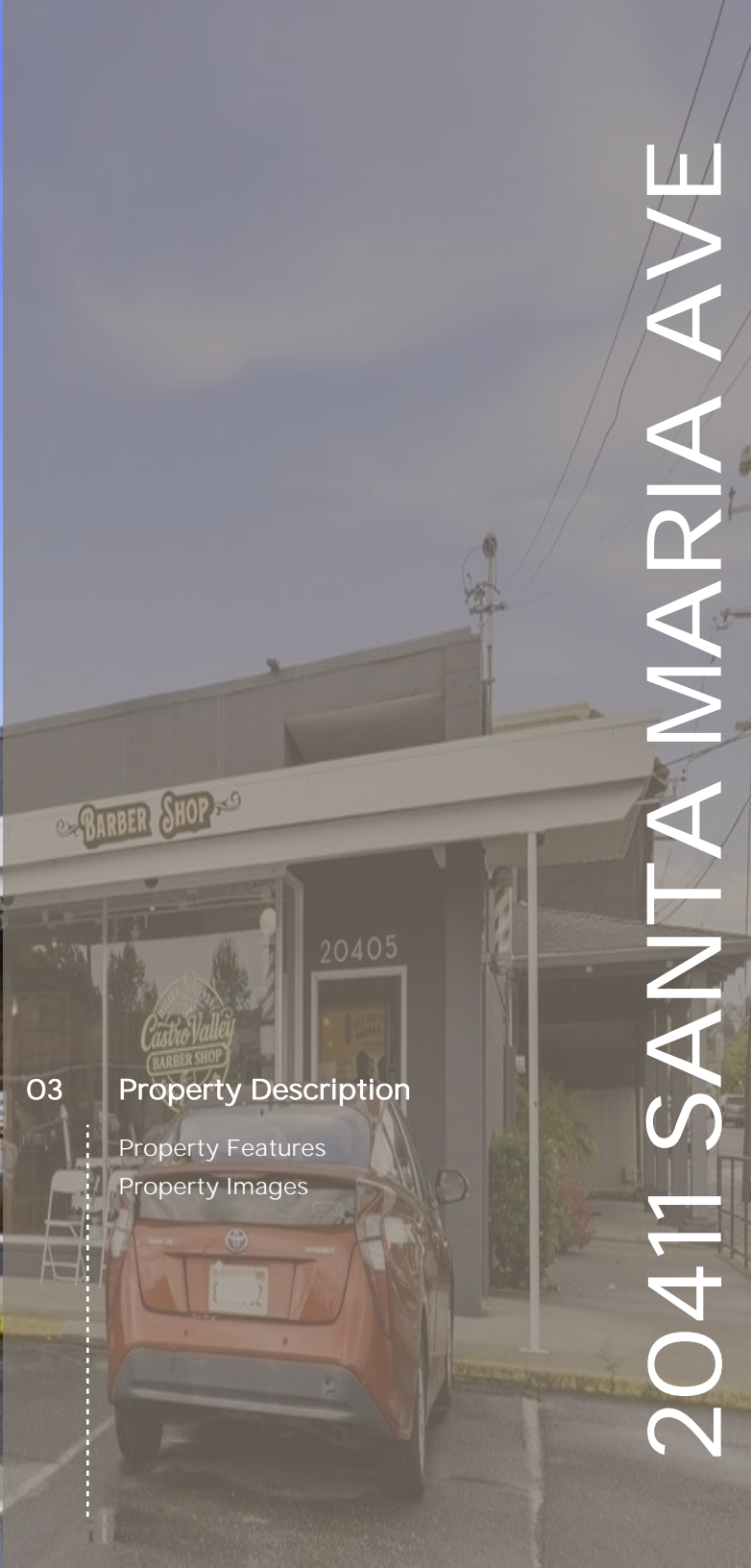


Traffic Count Legend

ADT (Average Daily Traffic)







- 03 Property Description
- Property Features
- Property Images

GLOBAL

NUMBER OF UNITS	7
LAND SF	12,600
LAND ACRES	.29
# OF PARCELS	1
YEAR BUILT	1953
NUMBER OF BUILDINGS	2
NUMBER OF STORIES	1

MULTI-FAMILY VITALS

NUMBER OF UNITS	2
CURRENT OCCUPANCY	100.00%

COMMERCIAL VITALS

NUMBER OF UNITS	5
CURRENT OCCUPANCY	100.00%





04

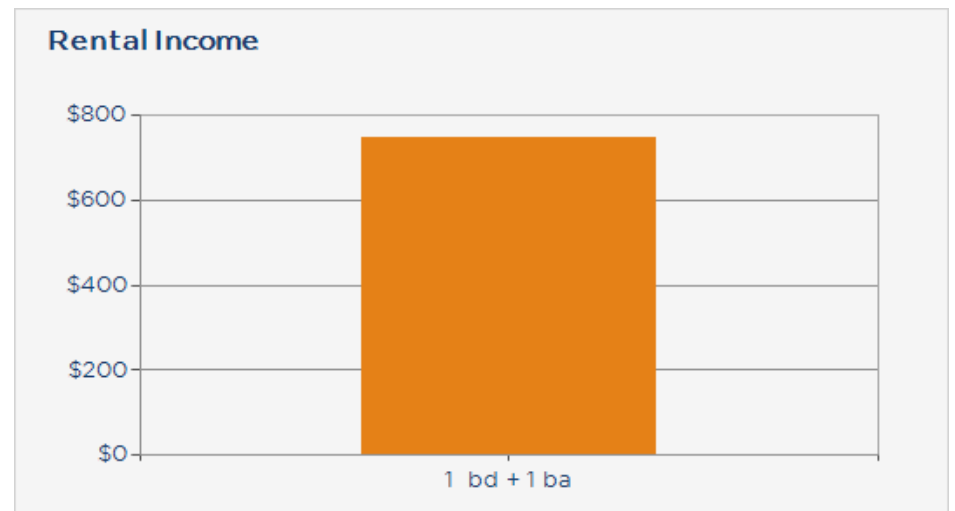
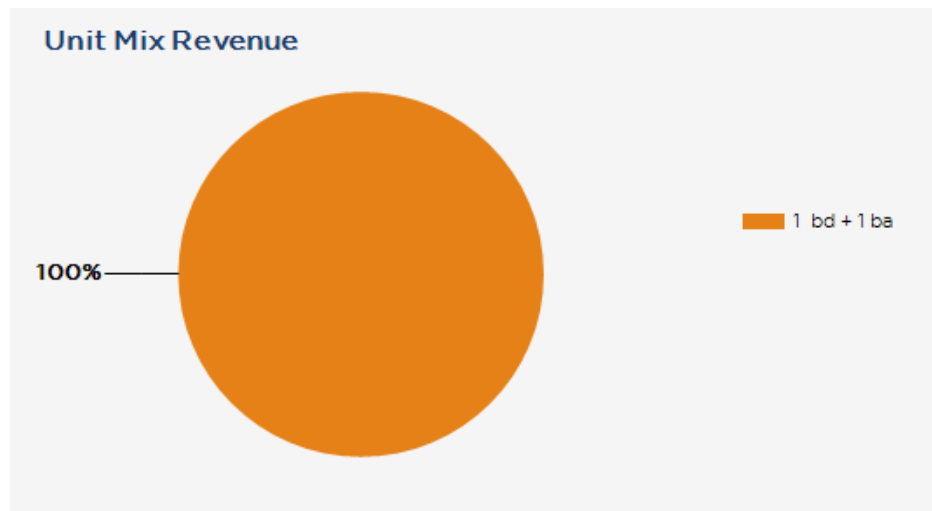
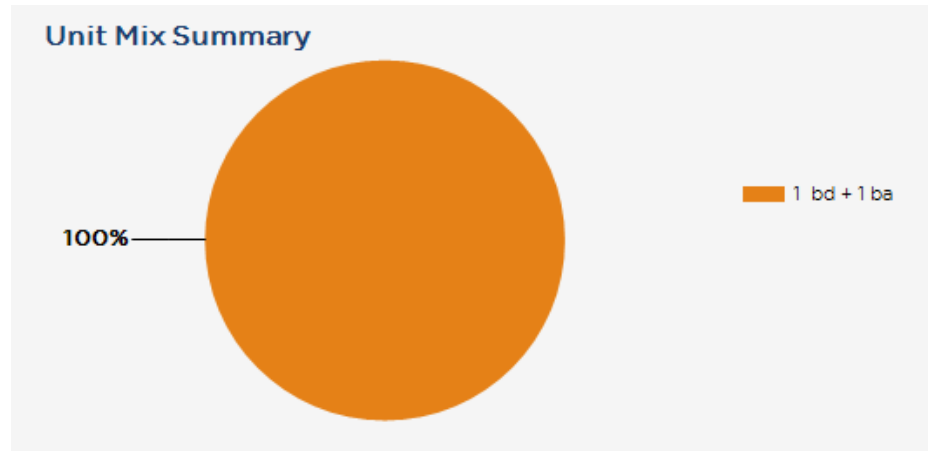
Rent Roll

Multi-Family Unit Mix

Rent Roll

Lease Expiration

Unit Mix	# Units	Current Rent	Monthly Income
1 bd + 1 ba	2	\$750	\$1,500
Totals/Averages	2	\$750	\$1,500



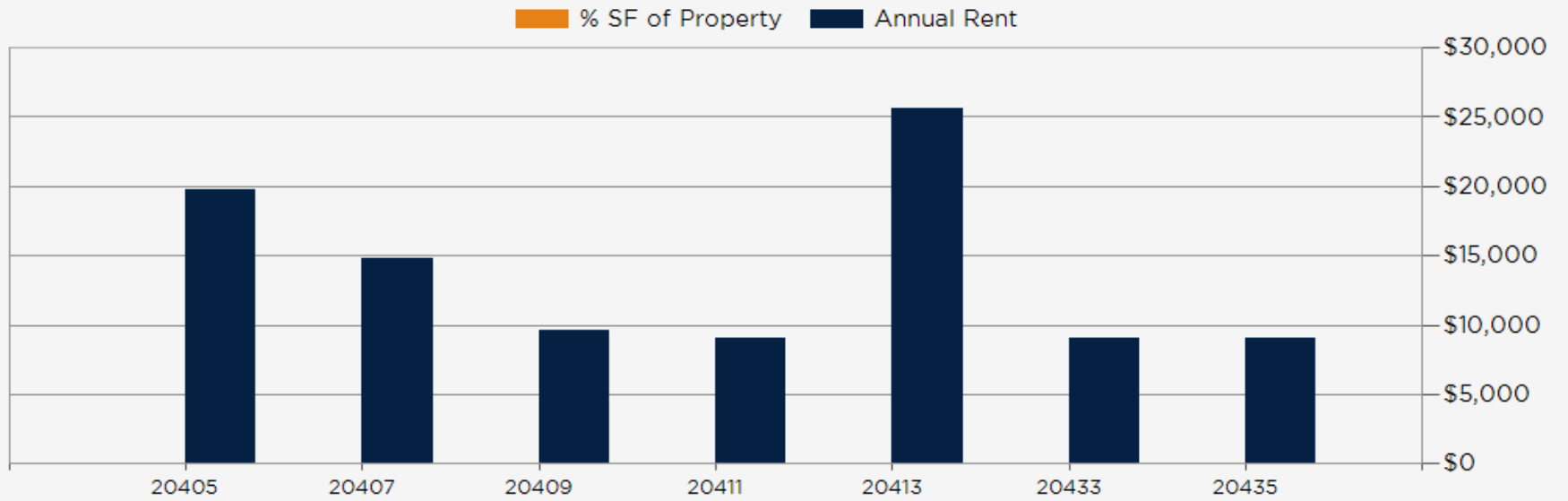
RESIDENTIAL

Unit	Unit Mix	Current Rent	Move-in Date
20433	1 bd + 1 ba	\$750.00	08/01/2023
20435	1 bd + 1 ba	\$750.00	08/01/2023
Totals / Averages		\$1,500.00	

COMMERCIAL

Suite	Tenant Name	Square Feet	% of NRA	Lease Term		Begin Date	Rental Rates			PSF	CAM Revenue (Annual)	Lease Type	Options/Notes
				Lease Start	Lease End		Monthly	PSF	Annual				
20405	Castro Valley Barber Shop		0.00%	11/18/25	12/31/30	CURRENT	\$1,650		\$19,800				
20407	Markovich Estate Sales		0.00%	05/01/22		CURRENT	\$1,232		\$14,784				MTM
20409	Emerald Gate Studios		0.00%	04/01/22		CURRENT	\$800		\$9,600				MTM
20411	Dress Up Consignment		0.00%	05/01/22		CURRENT	\$750		\$9,000				MTM, vacating at the end of June
20413	Splish Splash Laundromat		0.00%	07/01/22	08/31/27	CURRENT	\$2,132		\$25,584				
Totals:							\$6,564		\$78,768				

Tenant SF Analysis



Commercial Lease Expiration Summary



05

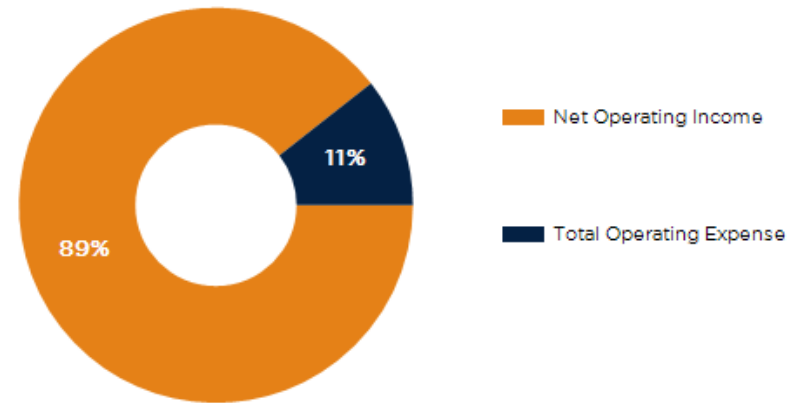
Financial Analysis

Income & Expense Analysis

REVENUE ALLOCATION

2025

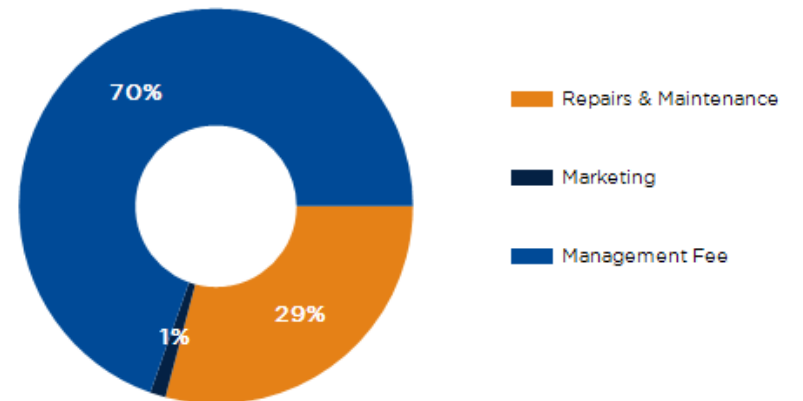
INCOME	2025
Residential Rent	\$18,000
Commercial Rent	\$78,812
Effective Gross Income	\$96,812
Less Expenses	\$10,245
Net Operating Income	\$86,567



EXPENSES	2025
Management Fee (\$)	\$7,129
Repairs & Maintenance	\$2,985
Marketing	\$131
Total Operating Expense	\$10,245
% of EGI	10.58%

DISTRIBUTION OF EXPENSES

2025



Disclaimer: These numbers are provided as assumptions and are not guaranteed. Broker and/or Seller shall bear no responsibility if actual outcomes vary.

20411 SANTA MARIA AVE

06

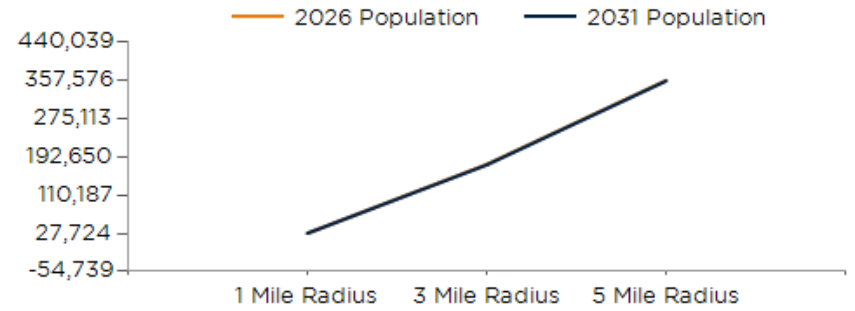
Demographics

General Demographics

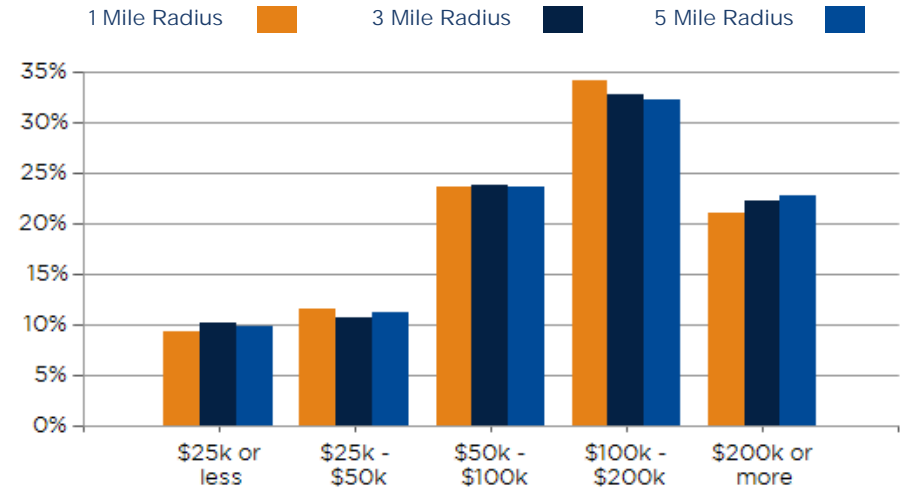
Race Demographics

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	24,784	155,004	315,161
2010 Population	25,197	159,597	323,843
2026 Population	28,027	176,560	357,576
2031 Population	27,724	175,455	356,377
2026 African American	1,913	17,280	33,924
2026 American Indian	350	2,738	5,265
2026 Asian	8,264	45,872	107,787
2026 Hispanic	6,724	65,243	128,423
2026 Other Race	3,027	39,238	78,581
2026 White	10,208	44,491	78,616
2026 Multiracial	4,078	24,560	46,987
2026-2031: Population: Growth Rate	-1.10%	-0.65%	-0.35%

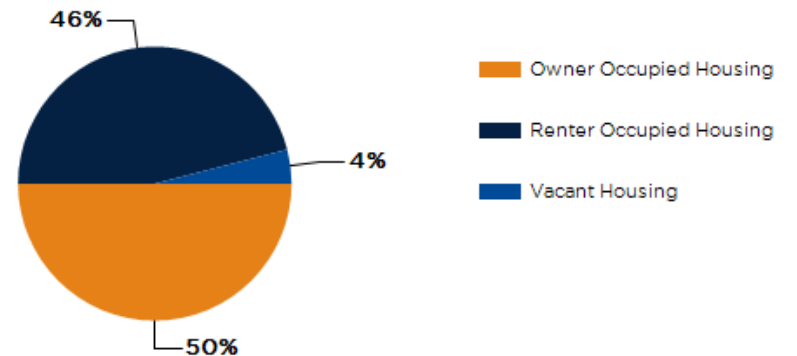
2026 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	621	3,974	7,330
\$15,000-\$24,999	331	2,088	4,337
\$25,000-\$34,999	414	2,205	4,954
\$35,000-\$49,999	760	4,198	8,226
\$50,000-\$74,999	1,300	7,416	14,013
\$75,000-\$99,999	1,088	6,639	13,825
\$100,000-\$149,999	2,208	12,044	23,210
\$150,000-\$199,999	1,251	7,369	14,782
\$200,000 or greater	2,140	13,142	26,830
Median HH Income	\$108,667	\$109,678	\$110,105
Average HH Income	\$139,788	\$141,538	\$143,026



2026 Household Income



2026 Own vs. Rent - 1 Mile Radius

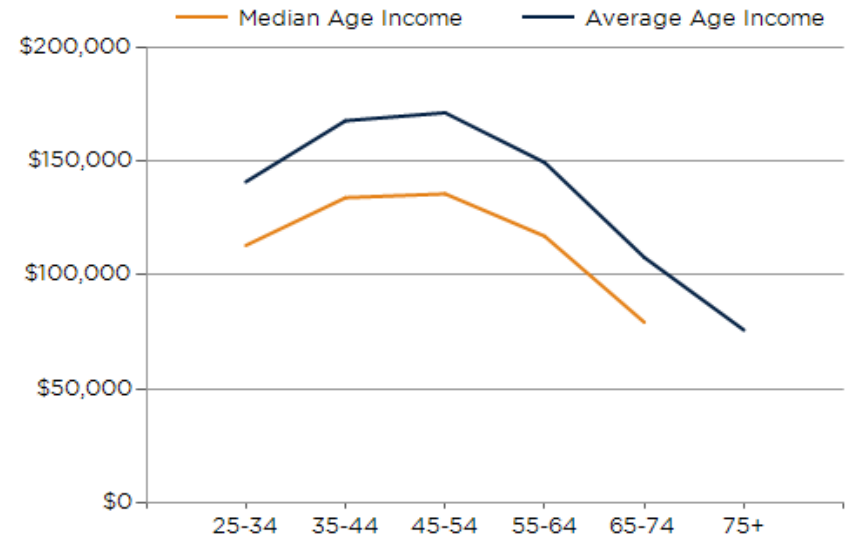
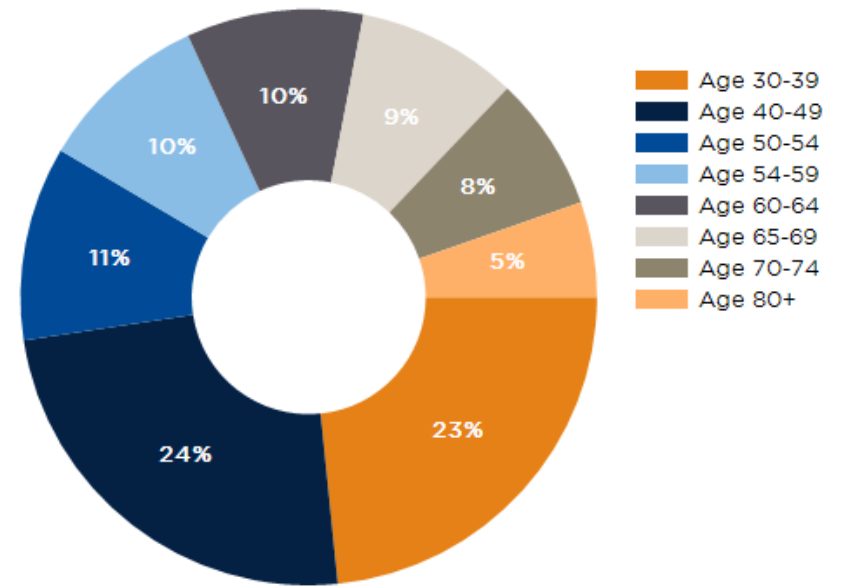


Source: esri

2026 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2026 Population Age 30-34	1,807	13,907	28,468
2026 Population Age 35-39	2,181	14,046	28,177
2026 Population Age 40-44	2,175	13,495	26,661
2026 Population Age 45-49	1,951	11,528	22,800
2026 Population Age 50-54	1,859	10,977	22,315
2026 Population Age 55-59	1,639	10,239	21,140
2026 Population Age 60-64	1,690	10,088	21,242
2026 Population Age 65-69	1,543	9,365	19,682
2026 Population Age 70-74	1,289	7,624	15,800
2026 Population Age 75-79	911	5,313	11,388
2026 Population Age 80-84	553	2,863	6,307
2026 Population Age 85+	713	2,990	6,298
2026 Population Age 18+	22,146	139,133	284,446
2026 Median Age	41	39	39
2031 Median Age	42	40	41

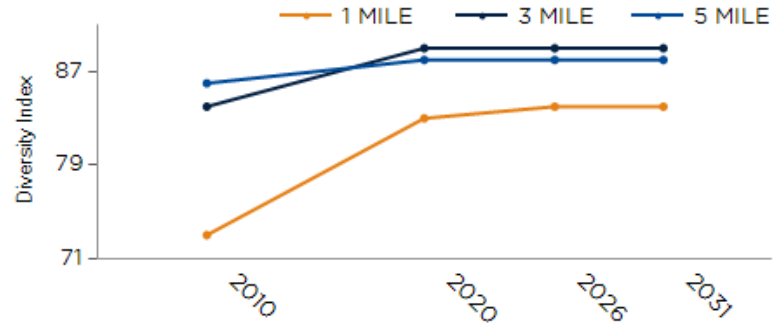
2026 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$113,084	\$107,845	\$109,172
Average Household Income 25-34	\$141,122	\$135,145	\$137,974
Median Household Income 35-44	\$134,109	\$129,370	\$133,345
Average Household Income 35-44	\$168,030	\$162,690	\$166,261
Median Household Income 45-54	\$135,818	\$132,656	\$136,893
Average Household Income 45-54	\$171,538	\$167,767	\$170,980
Median Household Income 55-64	\$117,162	\$119,942	\$122,565
Average Household Income 55-64	\$149,608	\$153,489	\$156,773
Median Household Income 65-74	\$79,220	\$90,877	\$90,192
Average Household Income 65-74	\$107,821	\$121,552	\$120,715
Average Household Income 75+	\$75,830	\$83,985	\$81,444

Population By Age

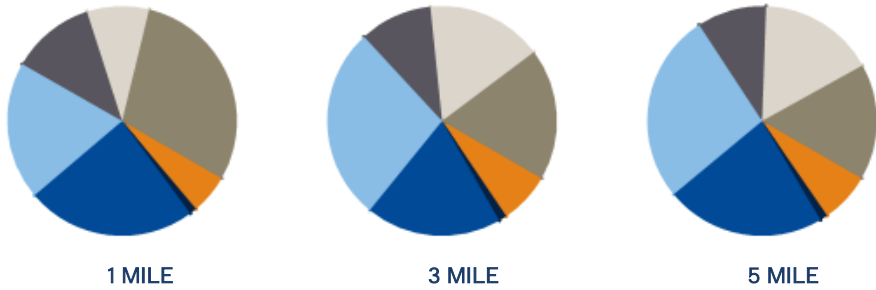


DIVERSITY INDEX	1 MILE	3 MILE	5 MILE
Diversity Index (+5 years)	84	89	88
Diversity Index (current year)	84	89	88
Diversity Index (2020)	83	89	89
Diversity Index (2010)	73	84	86

POPULATION DIVERSITY



POPULATION BY RACE

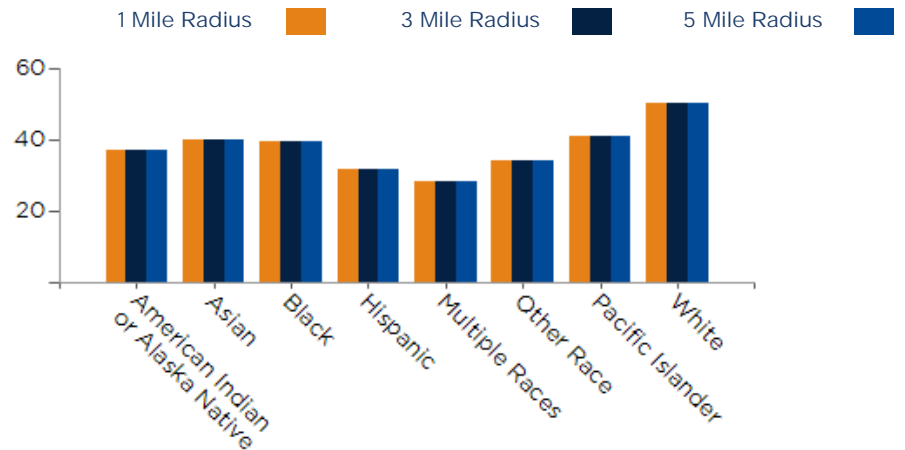


2026 POPULATION BY RACE	1 MILE	3 MILE	5 MILE
African American	6%	7%	7%
American Indian	1%	1%	1%
Asian	24%	19%	22%
Hispanic	19%	27%	27%
Multiracial	12%	10%	10%
Other Race	9%	16%	16%
White	30%	19%	16%

2026 MEDIAN AGE BY RACE

	1 MILE	3 MILE	5 MILE
Median American Indian/Alaska Native Age	37	36	36
Median Asian Age	40	41	41
Median Black Age	40	39	39
Median Hispanic Age	32	32	32
Median Multiple Races Age	28	31	32
Median Other Race Age	34	32	33
Median Pacific Islander Age	41	36	37
Median White Age	50	49	50

2026 MEDIAN AGE BY RACE



07 Company Profile

Company Bio

Team Biographies



TERESA GORMAN

*Senior Broker and Attorney
DRE: 00969257*

A widely respected trust & estate attorney, Teresa ensures legal compliance on all transactions.



BAILEY MARTINEZ

*Senior Associate
DRE: 02030819*

After graduating from Stanford University, Bailey joined FRES as a specialist in commercial properties.

RUBEN MARTINEZ

*Senior Broker
DRE: 01027549*

With 30 years of real estate experience, Ruben serves as the point of contact for all clients.



LOGAN MARTINEZ

*Broker Associate
DRE: 01960924*

Logan utilizes his business degree from NYU to analyze market trends and provide property valuations.



CONFIDENTIALITY and DISCLAIMER

The information contained in the following offering memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Fiduciary Real Estate Services and it should not be made available to any other person or entity without the written consent of Fiduciary Real Estate Services.

By taking possession of and reviewing the information contained herein the recipient agrees to hold and treat all such information in the strictest confidence. The recipient further agrees that recipient will not photocopy or duplicate any part of the offering memorandum. If you have no interest in the subject property, please promptly return this offering memorandum to Fiduciary Real Estate Services. This offering memorandum has been prepared to provide summary, unverified financial and physical information to prospective purchasers, and to establish only a preliminary level of interest in the subject property.

The information contained herein is not a substitute for a thorough due diligence investigation. Fiduciary Real Estate Services has not made any investigation, and makes no warranty or representation with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCBs or asbestos, the compliance with local, state and federal regulations, the physical condition of the improvements thereon, or financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property.

The information contained in this offering memorandum has been obtained from sources we believe reliable; however, Fiduciary Real Estate Services has not verified, and will not verify, any of the information contained herein, nor has Fiduciary Real Estate Services conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Prospective buyers shall be responsible for their costs and expenses of investigating the subject property.

Exclusively Marketed by:

Logan Martinez

Fiduciary Real Estate Services

(949) 377-3737

logan@fiduciaryrealestateservices.com

01960924

