



# 3032 SONOMA BLVD

Vallejo, CA 94590

**Retail  
Investment Opportunity**

Offering Memorandum



# MATTHEWS™

# EXCLUSIVELY LISTED BY



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## Table of Contents

- 01** Property Overview
- 02** Financial Overview
- 03** Tenant Overview
- 04** Market Overview

# PROPERTY OVERVIEW

3032 Sonoma Blvd  
Vallejo, CA 94590



# INVESTMENT HIGHLIGHTS

## Property Highlights

- **Relocation Site:** In November 2024, Genuine Parts Company acquired BWS Auto & Truck Parts and moved operations to this location with a brand new 7-year lease.
- **Annual Rent Increases:** The lease features 2% annual increase throughout the initial lease term and each of the two, 5-year option periods.
- **Signalized Corner Location:** The property is ideally positioned at the intersection of three roads. Sonoma Boulevard, Couch St & Mississippi St combine for over 25,000 vehicles passing by daily.
- **Local Synergy:** Napa benefits from 15 auto service-related businesses operating within a 1-mile radius of the building, providing significant opportunities within their wholesale business model.
- **Strong North Bay Area Demographics:** The subject property features a population of over 155,000 residents within a 5-mile radius and an average household income over \$105,000.
- **Corporate Guarantee W/ Investment Grade Credit Rating Tenant:** Genuine Parts Company (GPC), established in 1928 and headquartered in Atlanta, Georgia, is a Fortune 200 corporation and leading global distributor of automotive and industrial replacement parts, along with value-added solutions. GPC's currently has a capitalization of approximately \$17.8 billion and investment-grade credit ratings of BBB- from S&P and Baa1 from Moody's.





37 ± 73,000 VPD



29



37



± 25,200 VPD

± 155,000 VPD



± 67,000 VPD



Google Earth

**3032 Sonoma Blvd**  
Vallejo, CA 94590

**±11,855 SF**

GLA

**1940**

Year Built

**±25,200**

Vehicles Per Day (Sonoma Blvd)

**NN**

Lease Type

**±26,906 SF**

Lot Size



# FINANCIAL OVERVIEW

3032 Sonoma Blvd  
Vallejo, CA 94590



# FINANCIAL SUMMARY

**\$2,080,000**

List Price

**7.50%**

Cap Rate

**\$156,000**

Annual Rent

**2% Annual**

Rental Increases

## Property Details

Tenant Trade Name	Napa Auto Parts (Genuine Parts Company)
Type of Ownership	Fee Simple
Lease Guarantor	Genuine Parts Company - Corp Guarantee
Lease Type	NN
Roof/Structure	Lessor
Original Lease Term	7 Years
Rent Commencement Date	11/28/24
Lease Expiration Date	11/31/2031
Term Remaining on Lease	±5.5 Years
Increase	2% Annually
Options	Two, Five Year Options
Maintenance Obligations	Roof, Structure, Parking Lot, Foundation, & HVAC Expenses Over \$1,000 Annually

## Annualized Operating Data

Date	Monthly Rent	Annual Rent	Increases	Cap Rate
<b>Current</b>	<b>\$13,000.00</b>	<b>\$156,000.00</b>	<b>2.00%</b>	<b>7.50%</b>
Year 3	\$13,260.00	\$159,120.00	2.00%	7.65%
Year 4	\$13,525.20	\$162,302.40	2.00%	7.80%
Year 5	\$13,795.70	\$165,548.40	2.00%	7.96%
Year 6	\$14,071.62	\$168,859.44	2.00%	8.12%
Year 7	\$14,353.05	\$172,236.60	2.00%	8.28%

# TENANT SUMMARY

**Year Founded**  
1928

**Headquarters**  
Atlanta, GA

**Ownership Status**  
Genuine Parts Company  
(NYSE: GPC)

**Employees**  
60,000+

**Locations**  
10,700+

**Subsidiaries**  
NAPA Auto Parts &  
Motion Industries

**Annual Revenue**  
\$24 Billion



## Tenant Overview

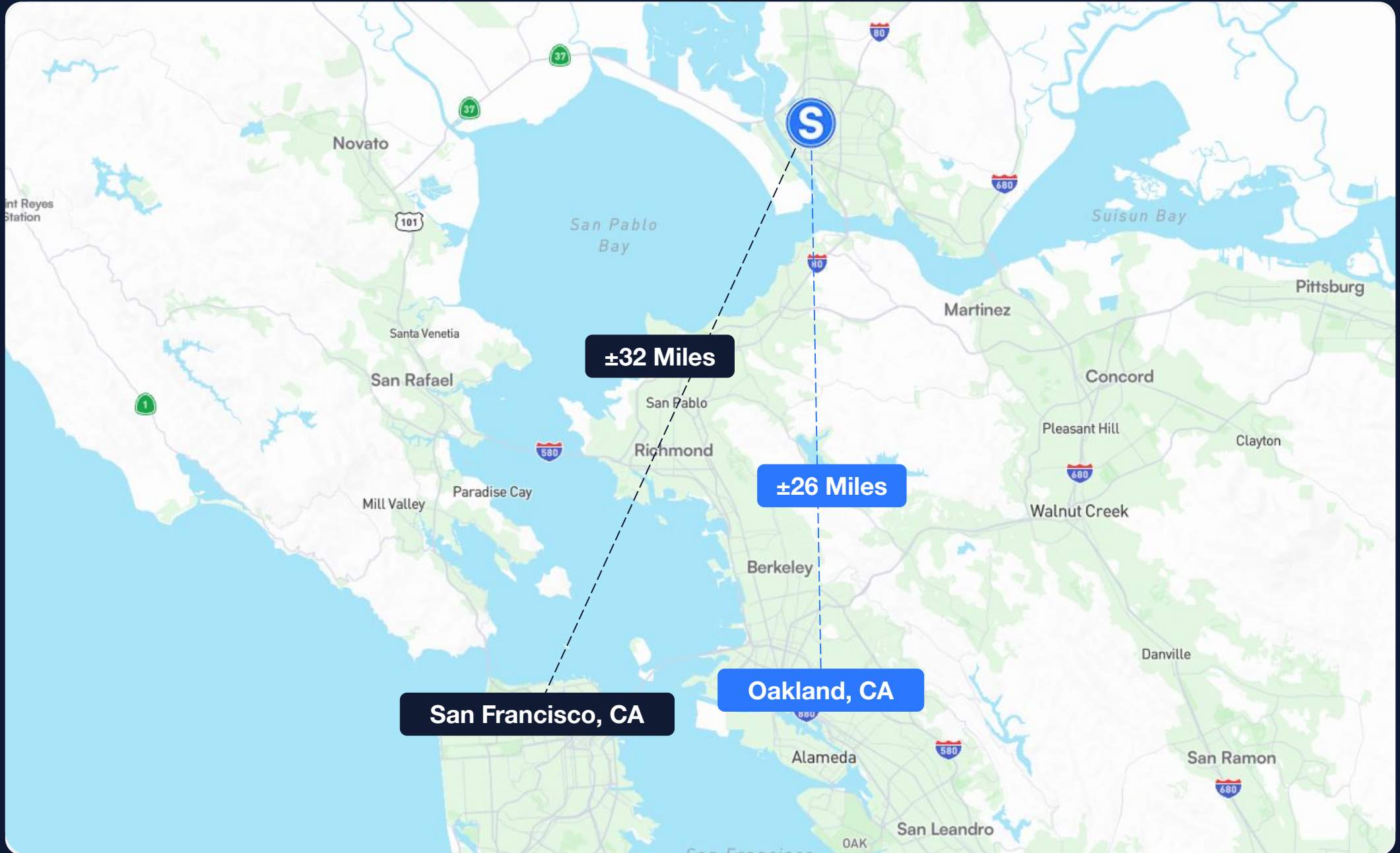
Genuine Parts Company (NYSE: GPC) is a long-established, global service provider of automotive and industrial replacement parts and value-added solutions with a nearly century-long operating history and strong brand recognition across essential aftermarket distribution channels. The Company's diversified business model, broad geographic footprint, and industry-leading market positions in both automotive and industrial segments underscore its relevance to investors seeking stable, defensive retail-wholesale exposure. With a track record of consistent dividend payment growth and strategic portfolio expansion, Genuine Parts Company's operations are deeply embedded across North America, Europe, and Australasia, supporting resilient demand for maintenance, repair, and operations (MRO) products.

## Why Invest in Genuine Parts Company?

- **Defensive, Essential Service Business Model:** Genuine Parts Company operates within the non-discretionary automotive aftermarket and industrial MRO sectors, providing mission-critical replacement parts that support vehicle maintenance and industrial uptime. Demand for maintenance and repair services remains consistent across economic cycles, positioning the Company as a resilient and defensive tenant.
- **Established Market Leadership & Brand Equity:** Through its flagship NAPA Auto Parts brand and Motion Industries platform, GPC maintains leading market positions across North America and international markets. Its nearly century-long operating history reinforces brand recognition, supplier relationships, and customer loyalty—key drivers of durable cash flow.
- **Scale, Diversification & Global Footprint:** With more than 10,000 locations across multiple continents and a workforce exceeding 60,000 employees, the Company benefits from significant operational scale and geographic diversification. This broad footprint enhances revenue stability and reduces concentration risk for investors.
- **Publicly Traded, Dividend-Focused Enterprise:** As a NYSE-listed company (GPC) and long-standing dividend payer with a history of annual dividend increases, Genuine Parts Company demonstrates a strong commitment to shareholder returns, disciplined capital allocation, and financial stewardship—attributes that appeal to net lease and institutional real estate investors.

# MARKET OVERVIEW

3032 Sonoma Blvd  
Vallejo, CA 94590



# Vallejo, CA

## Market Demographics



**126,000**  
Total Population

**\$82,000**  
Median HH Income

**45,000**  
# of Households

**58%**  
Homeownership Rate

**38**  
Median Age

**\$520,000**  
Median Property Value

## Local Market Overview

Vallejo is a strategically positioned North Bay community within the San Francisco Bay Area, benefiting from its proximity to Napa County, Marin County, and downtown San Francisco. With direct access to Interstate 80, Highway 37, and regional ferry service to San Francisco, the city functions as an attainable residential and retail alternative to higher-cost Bay Area submarkets. Household growth has stabilized in recent years as affordability continues to attract working professionals, healthcare employees, and public-sector workers seeking access to major employment hubs without core metro pricing.

Retail demand in Vallejo is supported by a dense residential base, consistent commuter traffic, and tourism tied to Six Flags Discovery Kingdom and the Napa Valley gateway corridor. Sonoma Boulevard serves as a primary north-south commercial artery with established neighborhood retail, quick-service restaurants, automotive uses, and daily-needs tenants. The city's continued downtown waterfront improvements and residential infill development contribute to strengthening consumer fundamentals and long-term spending stability.

Demographics			
Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	22,011	104,761	151,771
Current Year Estimate	22,068	106,596	155,087
2020 Census	21,239	106,495	158,182
Growth Current Year-Five-Year	-0.26%	-1.72%	-2.14%
Growth 2020-Current Year	3.90%	0.10%	-1.96%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	9,011	37,092	53,488
Current Year Estimate	8,870	37,008	53,608
2020 Census	8,501	36,650	53,720
Growth Current Year-Five-Year	1.59%	0.23%	-0.22%
Growth 2020-Current Year	4.34%	0.98%	-0.21%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$92,392	\$112,588	\$127,785

# SAN FRANCISCO, CA

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Total Population  
**827,000+**

Annual Visitors  
**23 Million+**

Tourism Economic Impact  
**\$9.3 Billion**

Regional GDP  
**\$1.3 Trillion**





## San Francisco's human-capital-rich workforce underpins multifamily rental demand.

Central Bay Area location combined with transit connectivity and high-wage sectors drive the city's appeal.

### Economic Drivers

The metro supports a mix of tech, life sciences, hospitality and professional services, anchored by key employers and major research institutions. The property's SoMa location offers direct access to employment nodes, transit corridors and amenities that appeal to young professionals and renters.

### Primary Industries

- Technology/Software
- Life sciences/biotech
- Hospitality/tourism
- Professional/business services

### Top Employers



### Recent Developments

- Expansion of Mission Bay campus facilities and UCSF research buildings
- Caltrain electrification and station upgrades
- Shipyard / India Basin redevelopment initiatives
- Enhancement of the Central SoMa / PIXAR adjacent campus infill
- Recent transit-oriented development approvals in Dogpatch / Eastern SoMa

### Summary

San Francisco's regional economy remains both deep and diversified, with robust tiers of high-value services and innovation sectors that cushion against cyclical swings. Limited land availability and constrained permitting processes reinforce supply-side barriers, sustaining competitive tension between demand and new product delivery.

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2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

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If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™. or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

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