



HYUNDAI

DEALERSHIP FOR SALE

800 W MAIN STREET | SANTA MARIA, CA 93458



Marcus & Millichap

BRANDON MICHAELS
GROUP



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EXCLUSIVELY LISTED BY

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An aerial photograph of a commercial area. In the foreground, there is a parking lot with several cars, including a red car and a white car. A large palm tree is on the left. A building with a sign that says "HYUNDAI" is visible. In the background, there are more buildings, including one with a sign that says "MELISSA". A street with a utility pole and power lines runs through the center. The overall scene is brightly lit, suggesting a sunny day.

TABLE OF CONTENTS

06
EXECUTIVE SUMMARY
SECTION 1

14
AREA OVERVIEW
SECTION 2

16
FINANCIAL ANALYSIS
SECTION 3



S RAILROAD AVE

MAIN STREET (18,418 UPD)



EXECUTIVE SUMMARY

The Brandon Michaels Group of Marcus & Millichap, as Exclusive Advisor, is pleased to present 800 W Main Street, a 12,080 square foot Hyundai car dealership situated on a 1.17-acre city block of land (50,964 SF) bounded by Main Street, Benwiley Avenue, S Railroad Avenue, and W Church Street in the Santa Maria submarket of Santa Barbara County, CA.

800 W Main Street is 100% occupied by Hyundai of Santa Maria, an authorized dealer of Hyundai vehicles serving Santa Maria and Santa Barbara and San Luis Obispo Counties. Hyundai of Santa Maria is on a three (3) year NNN lease currently paying \$35,000.00 per month (\$420,000 annually) with 3% annual rent bumps. The tenant has two (2) five-year options to extend their lease.

Hyundai of Santa Maria is a full-service dealership offering a variety of both new and pre-owned vehicles to its patrons. The dealership can hold up to 150 cars on the lot and also leases the adjacent parking lot, one parcel east of the subject property, as additional parking for its vehicles. In 2023, the dealership sold 697 cars of which 287 cars were new and 410 were used. Patrons of the dealerships can make use of the dealership's in-house financing for a convenient and seamless car buying experience as well as its on site servicing department for all ongoing servicing needs via the dealership's eight (8) service bays. The average annual revenue for service and parts is approximately \$2 million.

While Hyundai of Santa Maria has been under current ownership for less than one (1) year, both the dealership and operator have a track record of success. Hyundai has successfully operated at 800 W Main St in Santa Maria for more than twenty (20) years while the current operator has a more than sixty (60) year track record owning more than 20-30 dealerships. The current operator of Hyundai of Santa Maria presently has four (4) dealerships in Santa Maria with a vested interest and tie to the community.

The subject property benefits from outstanding visibility along W Main Street, a primary east-west corridor in Santa Maria with traffic counts exceeding 18,000 vehicles per day and positioned alongside complementary automotive uses. The property enjoys approximately 180 feet of frontage along W Main Street. 800 W Main Street is just 0.8 miles west of the Santa Maria Town Center, a more than 550,000 square foot regional shopping mall with major tenants like Macy's, Crunch Fitness, Sky Zone, and Regal Edwards Cinema.

\$4,500,000

PRICE

12.080 SF

BUILDING SF

50,964 SF

LOT SIZE

\$373

PRICE/SF (BLDG)

\$88

PRICE/SF (LAND)

9.33%

CURRENT CAP RATE

9.61%

CAP RATE 2025

100%

OCCUPANCY

C-2

ZONING

W MAIN STREET & DEPOT STREET

CROSS STREETS

18,418 VPD

TRAFFIC COUNTS

HYUNDAI OF SANTA MARIA

TENANT

NNN

LEASE TYPE

5/8/2024

LEASE START



1.17 ACRE CAR DEALERSHIP

OCCUPIED BY HYUNDAI OF SANTA MARIA

- ☑ **Rare Auto Dealership Location** – A 12,080 square foot car dealership situated on a 1.17-acre city block of land (50,964 SF)
- ☑ **Nearby Hyundai Dealer Competition** – The next nearest Hyundai dealership is more than 30 miles away
- ☑ **Monthly Rent** – Currently paying \$35,000.00 per month (\$420,000 annually) with 3% annual rent bumps
- ☑ **NNN Lease** – Hyundai of Santa Maria is on a NNN lease
- ☑ **Remaining Lease Term** – A three (3) year lease with two (2) five-year options to extend
- ☑ **Highly Trafficked Corridor** – Traffic counts along W Main Street, a primary east-west corridor in Santa Maria, exceed 18,000 vehicles per day





FULL-SERVICE DEALERSHIP SERVING SANTA BARBARA AND SAN LUIS OBISPO COUNTIES

- ☑ **New and Pre-Owned Sales** – The dealership offers a variety of both new and pre-owned sedans, SUVs, and electric vehicles to its patrons. In 2023, the dealership sold 697 cars of which 287 cars were new and 410 were used
- ☑ **High Vehicle Capacity** – The dealership can park up to 150 cars on the lot and also leases the adjacent parking lot, one parcel east of the subject property, as additional parking for its vehicles
- ☑ **In Housing Financing & Service Department** – Patrons of the dealerships can make use of the dealership's in-house financing for a convenient and seamless car buying experience as well as its on site servicing department for all ongoing servicing needs via the dealership's eight (8) service bays. The average annual revenue for service and parts is approximately \$2 million
- ☑ **Great Street Visibility**– Outstanding visibility along W Main Street with approximately 180 feet of frontage

GROWING SANTA MARIA, CA SUBMARKET

PROXIMATE TO NUMEROUS AMENITIES

- ☑ **Central Coast Location** – Santa Maria is approximately 120 miles northwest of Los Angeles and 175 miles south of San Francisco, at the border of Santa Barbara and San Luis Obispo Counties
- ☑ **Growing Nearby Development** – More than 1,000 units have been delivered in Santa Maria in the last 5 years
- ☑ **Proximate to Major Highway** – 1.6 miles from the 101 Freeway via Main Street, allowing direct access to both Northern and Southern California
- ☑ **Served by the Santa Maria Airport** – Santa Maria Airport is just 4.0 miles to the south, a regional airport with commercial flights by Allegiant Airlines





STRONG UNDERLYING DEMOGRAPHICS

- ☑ **Dense Nearby Population** - Population of more than 30,700 people within one mile of the subject property, 104,600 people within three miles, and 120,700 people within five miles
- ☑ **Average Household Incomes** - Immediate submarket boasts a strong average household income within one, three, and five miles is \$68,800, \$88,400, and \$91,900, respectively
- ☑ **Median Household Incomes** - Median income within one, three, and five miles \$56,600, \$74,200, and \$77,000, respectively
- ☑ **Household Density** - There are over 6,900 households within one mile of the subject property, and over 27,100 households within three miles
- ☑ **High Median Home Values** - The median home value in the immediate area is \$368,400
- ☑ **Businesses and Consumer Spending** - More than 1,300 businesses within a 1-mile radius of the property with a combined annual spending of \$216 million





HYUNDAI

Hyundai Motor America, the North American subsidiary of Hyundai Motor Company, was established in 1986 and serves as the primary distributor of Hyundai vehicles in the United States. Headquartered in Fountain Valley, California, Hyundai Motor America is dedicated to providing innovative, reliable, and affordable vehicles that meet the diverse needs of American consumers. The company offers a comprehensive lineup of vehicles including sedans, SUVs, electric vehicles, and an expanding line of hydrogen fuel cell vehicles.



N Vision 74
Hyundai Hydrogen Powered Performance



Ioniq 5 N
High-Performance Ioniq



Santa Fe Hybrid
The Epicly Capable Hybrid SUV



NEXO Fuel Cell
Hydrogen Powered SUV



Ioniq 6
A Breakthrough Electric Sedan



Santa Cruz
SUV Versatility & Truck Utility

SANTA MARIA, CALIFORNIA

Santa Maria, located in California's Central Coast region, is nestled in the picturesque Santa Maria Valley, surrounded by rolling hills and vineyards. Approximately 120 miles northwest of Los Angeles and 175 miles south of San Francisco, it serves as a convenient hub for both urban and coastal exploration. The city enjoys a Mediterranean climate, featuring mild, wet winters and warm, dry summers, promoting outdoor activities year-round.

Santa Maria is well-connected by major transportation routes, primarily through U.S. Route 101, which runs north-south and links the city to nearby locales such as San Luis Obispo and Santa Barbara. State Route 135 provides additional access to the nearby coastal town of Guadalupe. For air travel, Santa Maria Public Airport (SMX) offers regional flights, making it a convenient option for residents and visitors alike.

The city boasts a variety of attractions and points of interest. The Santa Maria Valley Wine Country is renowned for its diverse vineyards and wineries, particularly celebrated for its Pinot Noir and Chardonnay. Historic landmarks, such as the Santa Maria Inn, which has been hosting guests since 1917, showcase Spanish Mission architecture and a rich history. The Santa Maria

Fairpark is a central venue for community events, including the popular Santa Maria Valley Strawberry Festival. Families can enjoy outdoor activities at Pioneer Park, which features picnic areas and playgrounds, while Oso Flaco Lake, located a short drive away, offers scenic trails for birdwatching and photography.

Culturally, Santa Maria has a rich heritage with significant Hispanic influences, celebrated through annual events and local fiestas. The downtown area is vibrant, featuring a mix of local shops, restaurants, and art galleries. Educationally, the city is served by several school districts and is home to Santa Maria High School and Allan Hancock College, which provides various vocational and academic programs.



CENTRAL COAST REGION



**SANTA MARIA
WINE COUNTRY**
10.4 MILES



**PISMO
BEACH**
19.9 MILES







**VANDENBERG
SPACE FORCE BASE**
20.8 MILES



**SAN LUIS
OBISPO**
32.2 MILES

DEMOGRAPHICS

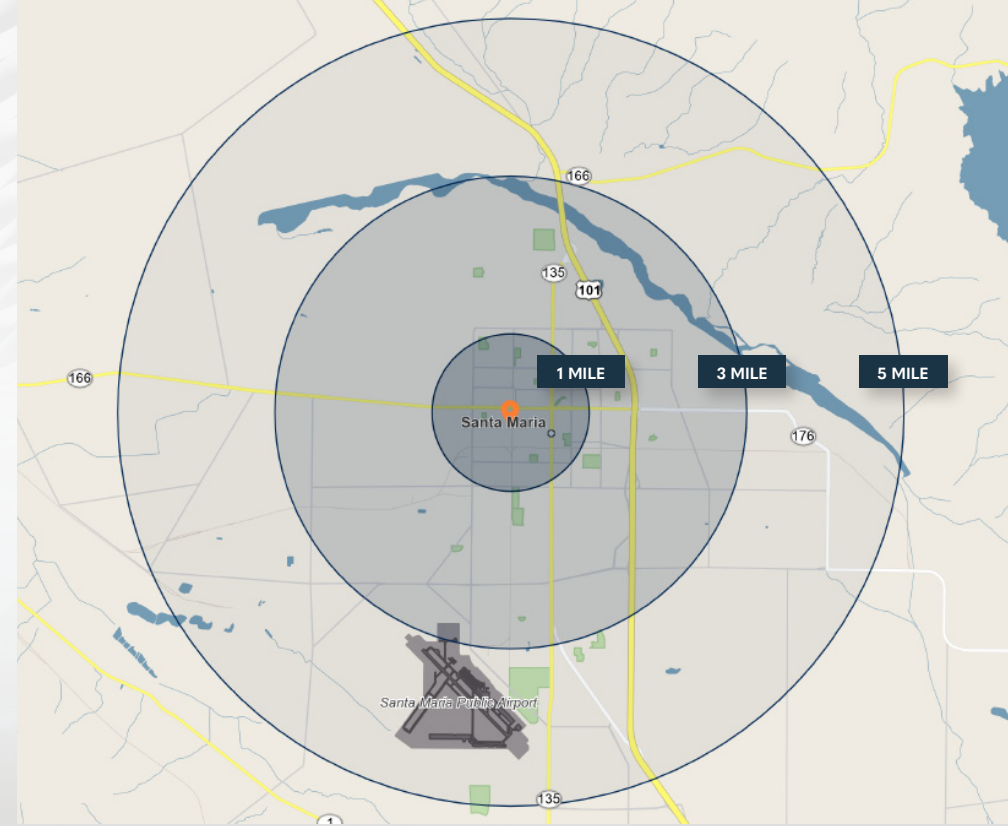
SANTA MARIA, CA

	DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
	Population	30,904	100,836	118,041
	Households	7,489	29,154	35,211
	Average Household Income	\$64,031	\$85,359	\$89,291
	Median Household Income	\$45,088	\$64,339	\$68,634

DEMOGRAPHICS

BY RADIUS

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
Population	30,904	100,836	118,041
Households	7,489	29,154	35,211
Average Household Size	4.1	3.5	3.4
Daytime Population	25,099	101,413	124,750
Owner Occupied Households	3,200	31,500	73,400
Per Capita Income	\$15,465	\$24,032	\$25,866
Average Household Income	\$64,031	\$85,359	\$89,291
Median Household Income	\$45,088	\$64,339	\$68,634
Median Age	25.4	28.9	30.0



RENT ROLL

TENANT INFORMATION

TENANT	SF	%	LEASE START	LEASE EXP.	INCREASES	OPTIONS	RENT	RENT/SF	TERM REMAINING	LEASE TYPE	2025 RENT	2025 RENT/SF	2025 LEASE TYPE
Hyundai of Santa Maria*	12,080	100.00%	5/9/2024	5/8/2027	3% Annually	2 x 5yr	\$35,000.00	\$2.90	2.58 Year(s)	NNN	\$36,050.00	\$2.98	NNN
	12,080	100%					\$35,000.00	\$2.90	2.58 Year(s)		\$36,050.00	\$2.98	

STRENGTH OF OPERATOR*

Operator	Single Purpose Entity
Track Record of Experience	60 Year Dealership Ownership Experience, Owned 20-30 Dealerships, Currently Owns 4 Other Dealerships in Santa Maria



OPERATING EXPENSES

OPERATING EXPENSES*	PER YEAR	PER SF
Property Taxes @ 1.25%	\$56,250	\$4.66/SF
Management	\$16,800	\$1.39/SF
Insurance	\$9,664	\$0.80/SF
Utilities	\$4,228	\$0.35/SF
Trash Removal	\$4,228	\$0.35/SF
Grounds Maintenance	\$3,020	\$0.25/SF
Repairs & Maintenance	\$10,268	\$0.85/SF
TOTAL EXPENSES	\$104,458	\$8.65
EXPENSES/SF/MONTH		\$0.72

*Not actual operating expenses. Expenses are based off industry standard averages.

OPERATING DATA

	CURRENT	2025
Scheduled Lease Income:	\$420,000	\$432,600
CAM Reimbursement:	\$104,458	\$104,962
Effective Gross Income:	\$524,458	\$537,562
Expenses:	\$104,458	\$104,962
NET OPERATING INCOME:	\$420,000	\$432,600





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