

FOR SALE

763-771 Bridgeway
SAUSALITO, CA

Office & Retail
Investment opportunity

Higher Level Commercial Real Estate
70 Mitchell Blvd., Suite 202
San Rafael, CA 94903
www.hlcre.com

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DISCLOSURE STATEMENT

No warranty or representation, express or implied, is made as to the accuracy of the information contained herein, and same is submitted subject to errors, omissions, change of price, rental or other conditions, withdrawal without notice, and to any special listing conditions by our principals. The prospective purchaser/lessee should independently verify all information. 11/24/26

INFORMATION/FEATURES

LOCATION:	763 - 771 Bridgeway Sausalito CA 94965
APN:	065-071-01
TOTAL BUILDING SQUARE FEET: **(Includes Parking, Laundry & Storage)**	9,580 +/- sq. ft. (Lasertech is source)
ELEVATOR:	Yes
TOTAL SQ. FT OF LAND:	13,500 +/- sq. ft.
YEAR CONSTRUCTED:	1957 +/-
TYPE OF CONSTRUCTION:	Steel Frame
ROOF:	2004/Penthouse-2010
FIRE SPRINKLERS:	Yes
HEATING AND AIR CONDITIONING:	Yes
ZONING:	CC Central Commercial
FLOOD ZONE DESIGNATION:	X



OFFERING SUMMARY

NEW! ASKING PRICE

$4,995,000 ~~$6,000,000~~

PRICE PER SQ. FT.

$521.40

TOTAL BUILDING SQ. FT.

9,580 +/-

CAP RATE

5.25%

HIGHLIGHTS

TROPHY LOCATION

HIGH FOOT TRAFFIC

WATER VIEWS

GREAT MIX OF OFFICE & RETAIL

FULLY LEASED

SAUSALITO HISTORY

For over 3,000 years before white settlers arrived, the Coast Miwok Native Americans lived along what is now Sausalito. They were peaceful hunter-gatherers, and their shell mounds, artifacts, and burial sites still lie beneath the modern town. In 1775, Spanish explorers arrived in San Francisco Bay aboard the San Carlos, naming the area "Saucito" (little willow) after the small willow trees along the stream banks. This name later evolved into "Sausalito."

In 1838, William Richardson, an English seaman married to the daughter of the Commandante of El Presidio, received a land grant covering much of southern and western Marin County. He built a hacienda near present-day Caledonia Street, and in his honor, the bay was named Richardson's Bay. However, Richardson lost his holdings, and in 1868, the Sausalito Land and Ferry Company bought most of the land, subdividing it into lots with stunning views and attracting buyers from San Francisco via ferry.

Sausalito developed into a bustling transportation hub, with wealthy San Franciscans living in grand summer homes and British expatriates settling in ornate Victorian mansions on the central hills. The town was also home to a vibrant working-class culture along Water Street (now Bridgeway), with Portuguese boatbuilders, Chinese shopkeepers, Italian and German merchants, and railroad workers. During Prohibition, Sausalito became a base for bootleggers and rumrunners, with speakeasies and contraband-laden trucks regularly moving through town.



With the completion of the Golden Gate Bridge in 1937, train and ferry services were discontinued, and Sausalito seemed destined to become a quiet backwater. However, during World War II, a major shipyard was established on the northern waterfront, rapidly increasing the population to 30,000. The Marinship yard operated around the clock, producing 93 Liberty Ships and tankers for the war effort before closing in 1945.

After the war, Sausalito became a haven for artists, writers, musicians, and other free spirits, drawn by the town's beauty and affordable rents. This influx of creative individuals, including Sterling Hayden, Alan Watts, Shel Silverstein, Otis Redding, Jean Varda, Sally Stanford, and the bohemian community that gathered at the legendary Valhalla, gave Sausalito its distinctive artistic character. The town was alive with art, music, and counter-culture energy, and famous spots like Zack's, Juanita's, No Name Bar, and the Trident became centers of entertainment.

In 1970, passenger ferries returned, and Sausalito became a popular destination for visitors to the Bay Area. Today, the town's harbors host a variety of pleasure craft from around the world, and Sausalito balances its artistic heritage with thriving industries in technology, media, and finance.

Though Sausalito has changed over time, its diversity and vibrant spirit have remained constant. The town continues to be a place with a rich history and a bright future.








Soxalito
771

PROPERTY OVERVIEW

763-771 Bridgeway is a fully occupied, seven-tenant retail and office building in downtown Sausalito, on the city's main commercial street. Three storefronts face Bridgeway at street level, with four office suites on the floors above, several with views of the Bay.

The building has 8,727 rentable square feet, measured by Lasertech in May 2026 under the BOMA standard, on a parcel of about 13,500 square feet zoned Central Commercial (CC). The steel-frame building dates to about 1957 and has an elevator, fire sprinklers and HVAC. The roof was replaced in 2004 and the penthouse level in 2010.

The tenants combine established local retailers (Hook, Bacchus & Venus and Soxilito) with professional and medical offices upstairs. Several have been in the building since 2013–2017.

The offering is a rare chance to own a multi-tenant building with Bridgeway frontage, in one of Marin County's most visited downtowns.

LOCATION OVERVIEW

Sausalito sits at the north end of the Golden Gate Bridge, minutes from San Francisco, and is one of the Bay Area's best-known waterfront towns. Bridgeway is its commercial center: a walkable stretch of shops, galleries and waterfront restaurants used by residents year-round and by visitors arriving by car, bike and ferry.

The property is a short walk from the Sausalito ferry terminal, which has Golden Gate Ferry and Blue & Gold Fleet service to San Francisco. A public parking lot is directly across the street, which matters to retail customers and office tenants in a town where parking is scarce.

Beyond tourism, Sausalito has an affluent local base. The median household income is $173,030 and the median home value is $1,858,900, which supports year-round spending at downtown businesses.



INCOME & EXPENSES

INCOME		
Gross Scheduled Rental Income	$	391,128
Reimbursed NNN Expenses		23,646
Less: Vacancy Allowance (2%)		(7,823)
Gross Operating Income	**$**	**406,951**

OPERATING EXPENSES		
PG&E	$	1,819
AT&T		2,830
Water		2,225
Fire Alarm		4,482
HVAC		5,246
Elevator		4,987
Janitorial & Landscaping		11,318
Insurance – Building & Liability		5,559
Insurance – Flood		8,923
Management Fee, Offsite (4% of Gross Scheduled Rent)		15,645
Repairs & Maintenance (3% of Gross Scheduled Rent)		11,734
Business License		821
Est. New Taxes – Real Property (1% of Price)		49,950
Est. New Taxes – Voter-Approved Add-Ons (%)		7,193
Est. New Taxes – Direct Assessments ($)		11,886
Total Operating Expenses	**$**	**144,618**

NET OPERATING INCOME	$	262,333



NOTE:

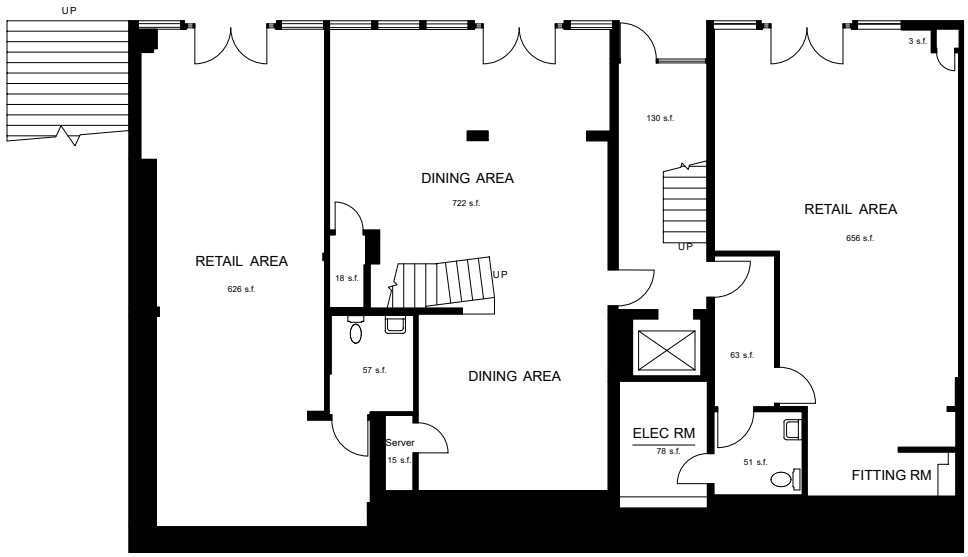
Current Rent Roll available to qualified Buyers/Agents upon execution of Non-Disclosure Agreement.

TO OBTAIN A NON-DISCLOSURE AGREEMENT FOR SIGNATURE, PLEASE CONTACT:

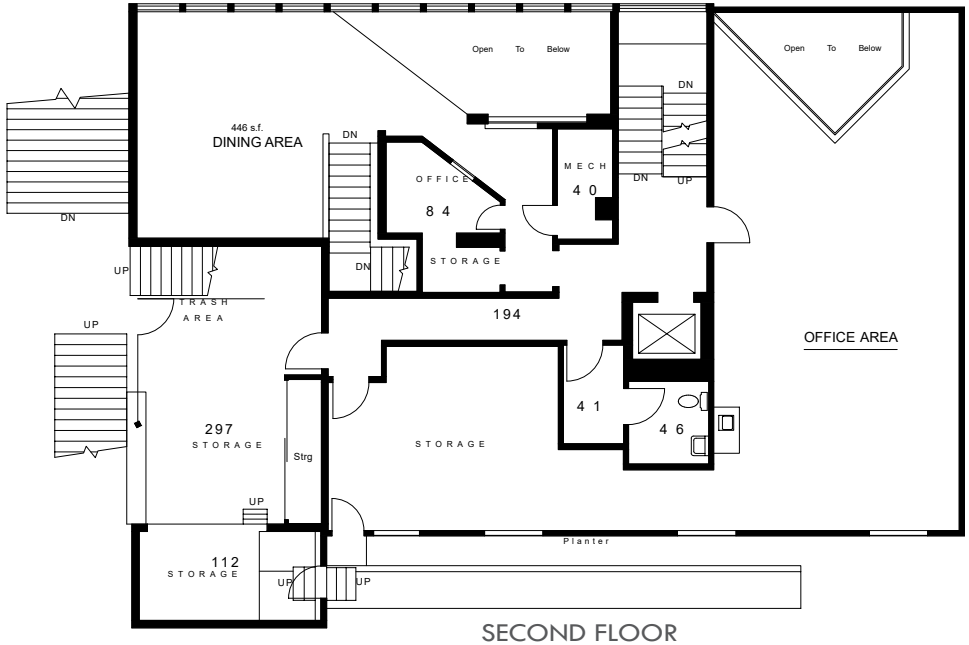
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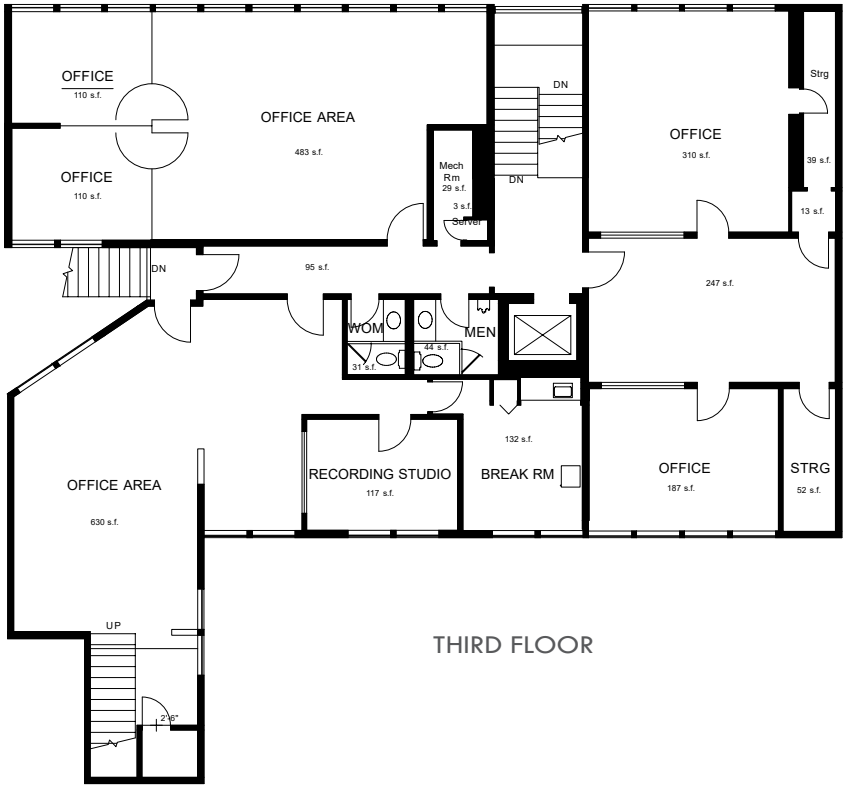




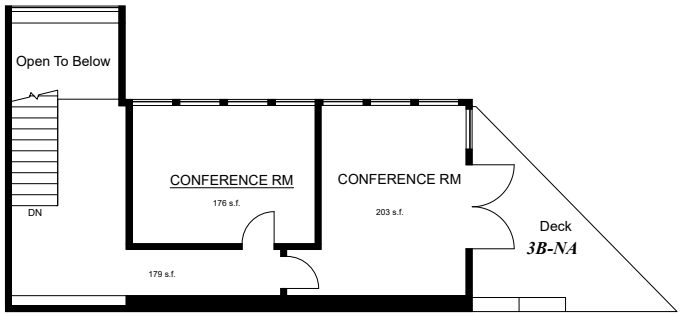
FIRST FLOOR



SECOND FLOOR



THIRD FLOOR



FOURTH FLOOR





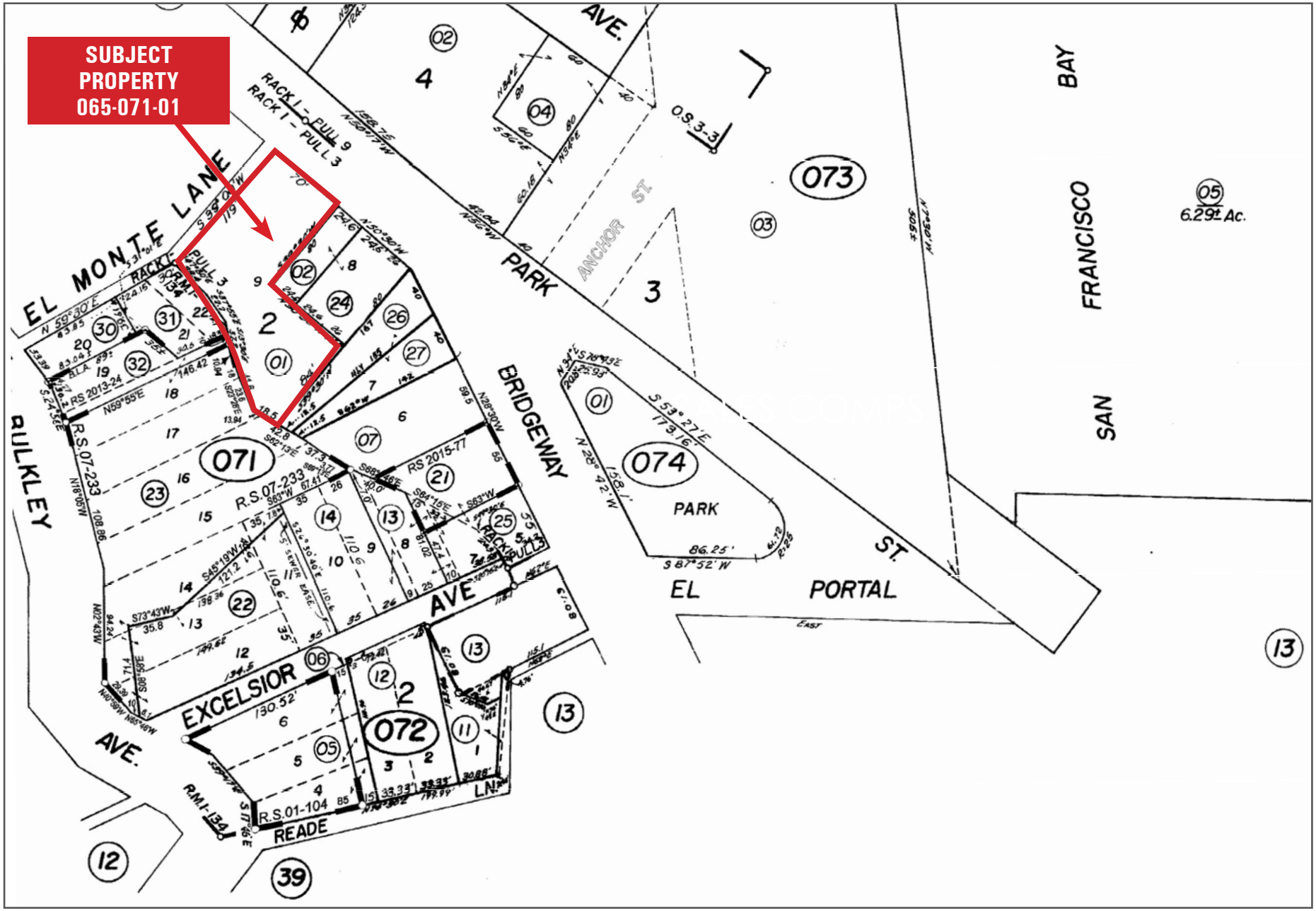

BACCHUS
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Wine Bar · Tasting Room
Retail Sales · Wine Club
BACCHUS
& VENUS
Wine Bar · Tasting Room
769
• california's
finest wines





Click here to View in Google Maps

ASSESSOR'S PARCEL MAP





SPECIAL FLOOD HAZARD AREA (SFHA)	Out
COMMUNITY PARTICIPATION STATUS	R - Regular
DISTANCE TO 100 YR. FLOOD PLAIN	303 Ft.
COMMUNITY NUMBER - MAP PANEL & SUFFIX	060182-0526E
FLOOD ZONE CODE	X
PANEL DATE	3/16/2016
COUNTY	Marin
ORIGINAL PANEL FIRM DATE	9/30/1980
FIPS CODE	06041
COASTAL BARRIER RESOURCE AREA	Out
COMMUNITY NAME	Sausalito, City of
LETTER OF MAP AMENDMENT (LOMA)	N/A

RECENT SOUTHERN & CENTRAL MARIN SALES • SUBJECT SHOWN AT ASKING PRICE

#	PROPERTY	CITY	SALE DATE	SALE PRICE	BLDG SF	PRICE / SF	YEAR BUILT	LOT SF	TYPE
S	763-771 Bridgeway	Sausalito	Asking	$4,995,000	9,580	$521.40	1957	13,500	Multi-tenant retail & office (7 suites)
1	668 Bridgeway	Sausalito	9/3/2026	$2,600,000	4,101	$633.99	1914	3,049	Storefront retail · owner-user
2	715 Bridgeway	Sausalito	6/4/2024	$2,750,000	4,600	$597.83	1926	4,356	Retail (former bank) · vacant
3	138-144 Throckmorton Ave	Mill Valley	10/15/2025	$5,264,000	9,300	$566.02	1910	6,534	Downtown retail · investment
4	1660 Tiburon Blvd	Tiburon	6/9/2025	$4,779,000	8,250	$579.27	1975	15,682	Multi-tenant office · investment
5	499-503 Magnolia Ave	Larkspur	9/21/2026	$3,345,000	4,556	$734.20	1906	7,492	Retail/residential · investment
6	638 San Anselmo Ave	San Anselmo	4/22/2025	$3,419,000	4,586	$745.53	1950	21,780	Downtown retail · investment
	Comparable Average			$3,692,833	5,899	$642.81			

1 668 BRIDGEWAY
Sausalito, CA



Sale Date	9/3/2026
Sale Price	$2,600,000
Building SF	4,101 SF
Price / SF	$633.99
Year Built	1914
Lot Size	3,049 SF

2 715 BRIDGEWAY
Sausalito, CA



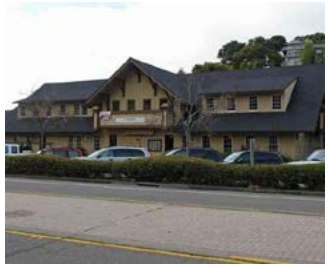
Sale Date	6/4/2024
Sale Price	$2,750,000
Building SF	4,600 SF
Price / SF	$597.83
Year Built	1926
Lot Size	4,356 SF

3 138-144 THROCKMORTON AVE
Mill Valley, CA



Sale Date	10/15/2025
Sale Price	$5,264,000
Building SF	9,300 SF
Price / SF	$566.02
Year Built	1910
Lot Size	6,534 SF

4 1660 TIBURON BLVD
Tiburon, CA



Sale Date	6/9/2025
Sale Price	$4,779,000
Building SF	8,250 SF
Price / SF	$579.27
Year Built	1975
Lot Size	15,682 SF

5 499-503 MAGNOLIA AVE
Larkspur, CA



Sale Date	9/21/2026
Sale Price	$3,345,000
Building SF	4,556 SF
Price / SF	$734.20
Year Built	1906
Lot Size	7,492 SF

6 638 SAN ANSELMO AVE
San Anselmo, CA



Sale Date	4/22/2025
Sale Price	$3,419,000
Building SF	4,586 SF
Price / SF	$745.53
Year Built	1950
Lot Size	21,780 SF

COMMERCIAL REAL ESTATE - MARIN COUNTY

Commercial real estate in Marin County is thriving in certain areas, particularly in high-foot-traffic retail sectors such as Mill Valley, San Anselmo, and Sausalito. The office market was significantly impacted by COVID-19 and the shift to a remote workforce, though updated properties in premium locations have continued to lease. Businesses are drawn to the region for its unique combination of scenic beauty, affluent communities, and proximity to San Francisco. Office and retail spaces in premium locations, such as downtown areas and waterfront properties, are highly sought after, driving tenant demand. Commercial properties in Marin are a solid investment, often appreciating in value and offering attractive returns for investors.

With a growing emphasis on local businesses and retail experiences, demand for well-located office and retail space continues to rise. While the commercial market faced challenges due to rising interest rates in 2023, the current trend toward more stable rates is making office and retail properties increasingly appealing to investors. Marin remains one of the few markets where prime properties can still be secured with favorable returns, making it a prime destination for commercial real estate investments.

COMMERCIAL REAL ESTATE - SAUSALITO

Sausalito is one of the most sought-after commercial locations in the Bay Area. With its stunning waterfront views, Mediterranean climate, and close proximity to San Francisco, Sausalito provides an ideal setting for businesses aiming to capture both local and tourist traffic. Known for its vibrant mix of local shops, galleries, and offices, the demand for retail and office space remains high.

The office vacancy rate in Sausalito is 12%, while retail space vacancies are as low as 3%. Well-located properties attract tenants quickly, often at premium rates, making Sausalito a prime destination for businesses seeking a prestigious address with excellent foot traffic and visibility.




SAUSALITO, CA
RESIDENTS
POPULATION
7,075
MEDIAN AGE
47.7
MEDIAN HOUSEHOLD INCOME
$173,030
PER CAPITA INCOME
$141,034
MEDIAN HOME VALUE
$1,858,900
VISITORS & ACCESS
ANNUAL FERRY RIDERS AT THE SAUSALITO TERMINAL
500,000+
FERRY TO THE SAN FRANCISCO FERRY BUILDING
30 minutes
ANNUAL HOTEL, RESTAURANT AND BAR SALES IN SAUSALITO
$153M
BRIDGEWAY TRAFFIC COUNT
22,520

HL Commercial Real Estate (HLCRE) was founded in 1980 and is a full-service commercial brokerage and property management firm based in San Rafael, California. For more than four decades, HLCRE has been a trusted advisor to investors, business owners, and property developers throughout Marin County and the greater Bay Area.

The firm's expertise spans office, retail, industrial, multifamily, mixed-use, and land transactions, representing clients in sales, leasing, and investment acquisitions.

With more than $3.8 billion in completed transactions, HLCRE combines deep local knowledge with a sophisticated understanding of regional and statewide markets. The team's approach is built on integrity, insight, and long-term relationships—ensuring every client receives thoughtful advice and diligent execution.

- Sales
- Leases
- Seller/Landlord Representation
- Buyer/Tenant Representation
- Property Management
- Tax Deferred Exchanges

For clients seeking experience, professionalism, and a personalized approach to commercial real estate, HL Commercial Real Estate offers a proven record of performance and partnership. For a free evaluation or service description, please contact us.





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