



**FOR SALE**

8 Circle Rd.  
SAN RAFAEL, CA

Single-Tenant  
Healthcare Investment



**HL Commercial Real Estate**  
70 Mitchell Blvd., Suite 202  
San Rafael, CA 94903  
[www.hlcre.com](http://www.hlcre.com)

**CONTACT:**

**BOB KNEZ**  
(415) 446-4220  
[bob@hlcre.com](mailto:bob@hlcre.com)  
DRE LIC # 00640535

**JOE MORRISON**  
(415) 366-0022  
[joe@hlcre.com](mailto:joe@hlcre.com)  
DRE LIC # 02067309

# DISCLOSURE STATEMENT



## DISCLOSURE STATEMENT

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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. 3.3.26

INFORMATION/FEATURES

LOCATION: 8 Circle Road  
San Rafael, CA 94903

APN: 179-191-05

TOTAL BUILDING SQUARE FEET: 5,910 +/- sq. ft.

TOTAL SQ. FT OF LAND: 50,007 +/- sq. ft.

YEAR CONSTRUCTION: 1999 +/- (Renovated 2004)

TYPE OF CONSTRUCTION: Wood Frame

ROOF: 1999

STORIES: 1

FIRE SPRINKLERS: Yes

HEATING AND AIR CONDITIONING: Yes

FLOOD ZONING DESIGNATION: X

ZONING: AZ-B45  
(Tenant has a conditional use permit)



OFFERING SUMMARY

ASKING PRICE  
**\$4,850,000**

PRICE PER SQ. FT.  
**\$820.64**

TOTAL BUILDING SQ.FT.  
**5,910**

CAP RATE  
**5.84 %**

SHOWINGS

**By Appointment Only**  
**DO NOT DISTURB OCCUPANTS**

HIGHLIGHTS

**LONG TERM LEASE**  
**IN-PLACE TENANT SINCE 2021**  
**LARGE 1.15 ACRE LOT**  
**POTENTIAL SB9 LOT SPLIT**  
**ACCREDITED TENANT**

## SAN RAFAEL HISTORY

San Rafael is located 17 miles north of San Francisco. Population is 58,948 (+/-) and the median income is \$81,673. San Rafael is in the center of Marin County. It boasts a wide variety of big box retail (Home Depot, Best Buy, Target) many major car dealerships, including Volkswagen, Toyota, Honda and BMW. It has a large regional shopping center known as Northgate Shopping Center, various neighborhood shopping centers and an older downtown shopping district. There are three major office and industrial areas: Northgate Industrial Park, East San Rafael Retail and, the "Canal" Neighborhood.

Centuries ago San Rafael was once the home of several Coast Miwok peoples. The village identified as Awani-wi, was near downtown San Rafael. In 1817, four years before Mexico gained independence from Spain, four Spanish Franciscan priests founded Mission San Rafael Arcángel, in what is now downtown San Rafael. After the Mexican-American War, in 1853, the territory which Alta California was part of was annexed by the United States. The San Francisco and North Pacific Railroad reached San Rafael in 1879. The city was linked to the national rail network later in 1888.

San Rafael was incorporated as a city in July of 1913.



## PROPERTY OVERVIEW

8 Circle Rd is a 5,910+/- square foot single-family residence situated on an expansive 1.15-acre lot in San Rafael. Originally built in 1999 and significantly expanded in 2004 with a 3,634+/- square foot rear addition, the property has been thoughtfully configured to support healthcare operations while offering luxury residential amenities. The home features six private patient bedrooms, multiple private offices for staff and nurses, and two kitchen areas, including a primary kitchen operated daily by an onsite executive chef. A dedicated dining area, wood-burning fireplace, and multiple lounge, game, and TV areas create comfortable communal gathering spaces. The residence wraps around a private swimming pool on three sides, establishing a central outdoor amenity, and is complemented by a horseshoe driveway that provides convenient access and parking. The large lot also includes a small working farm with goats, sheep, and egg-producing chickens, all maintained by the current tenant, who has continuously operated at the property since 2021.

## LOCATION OVERVIEW

8 Circle Rd is nestled on a quiet, leafy stretch of Circle Road in the well-regarded Rafael Meadows/Los Ranchitos neighborhood in the unincorporated area of San Rafael, a premier residential enclave in Marin County known for its blend of rural charm and proximity to urban conveniences. The neighborhood is characterized by spacious lots and attractive homes set against rolling terrain with views of hills and open space, offering a tranquil, semi-country feel while still just minutes from everyday amenities. Residents enjoy easy access to local shops, restaurants, parks, and trails, with downtown San Rafael and Terra Linda both nearby for additional dining, retail, and service options. Excellent schools serve the area, and Highway 101 is readily accessible for commuting north toward Sonoma County or south to the Golden Gate Bridge and San Francisco. This unique location combines privacy and natural beauty with connectivity and community resources, making it one of Marin's most sought-after residential settings.





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 INCOME & EXPENSES
 

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GROSS SCHEDULED RENTAL INCOME	\$	360,000
<b>GROSS OPERATING INCOME</b>	<b>\$</b>	<b>360,000</b>
<b>ANNUAL ESTIMATED OPERATING EXPENSES</b>		
Estimated Insurance	\$	11,594
Reserves (Roof/Structural)	\$	7,000
New Taxes - Real Property (1% of price)	\$	48,500
New Taxes - Real Property (% add ons)	\$	6,475
New Taxes - Real Property (\$ add ons)	\$	3,357
<b>TOTAL ESTIMATED OPERATING EXPENSES</b>	<b>\$</b>	<b>76,926</b>
<b>NET INCOME</b>	<b>\$</b>	<b>283,074</b>

*Note: : Above Income and Expense distribution is not guaranteed. Buyer to investigate, verify and satisfy itself prior to close of escrow.*

RENT SCHEDULE						
TENANT NAME	SQ. FT. +/-	YEAR	TERM YEARS	MONTHLY RENT	ANNUAL RENT	ANNUAL INCREASES
Heartwood Detox	5,910	1	11/1/2025 - 10/31/2026	\$30,000.00	\$360,000	
		2	11/1/2026 - 10/31/2027	\$30,000.00	\$360,000	
		3	11/1/2027 - 10/31/2028	\$30,600.00	\$367,200	2%
		4	11/1/2028 - 10/31/2029	\$31,212.00	\$374,544	2%
		5	11/1/2029 - 10/31/2030	\$31,836.24	\$382,035	2%
		6	11/1/2030 - 10/31/2031	\$32,472.96	\$389,676	2%
		7	11/1/2031 - 10/31/2032	\$33,122.42	\$397,469	2%
		8	11/1/2032 - 10/31/2033	\$33,784.87	\$405,418	2%
		9	11/1/2033 - 10/31/2034	\$34,460.57	\$413,527	2%
		10	11/1/2034 - 10/31/2035	\$35,149.78	\$421,797	2%
<i>Option Period</i>			<i>11/1/2035 - 10/31/2040</i>	<i>Renewal Option at Fair Market Rent</i>		

## ABOUT TENANT

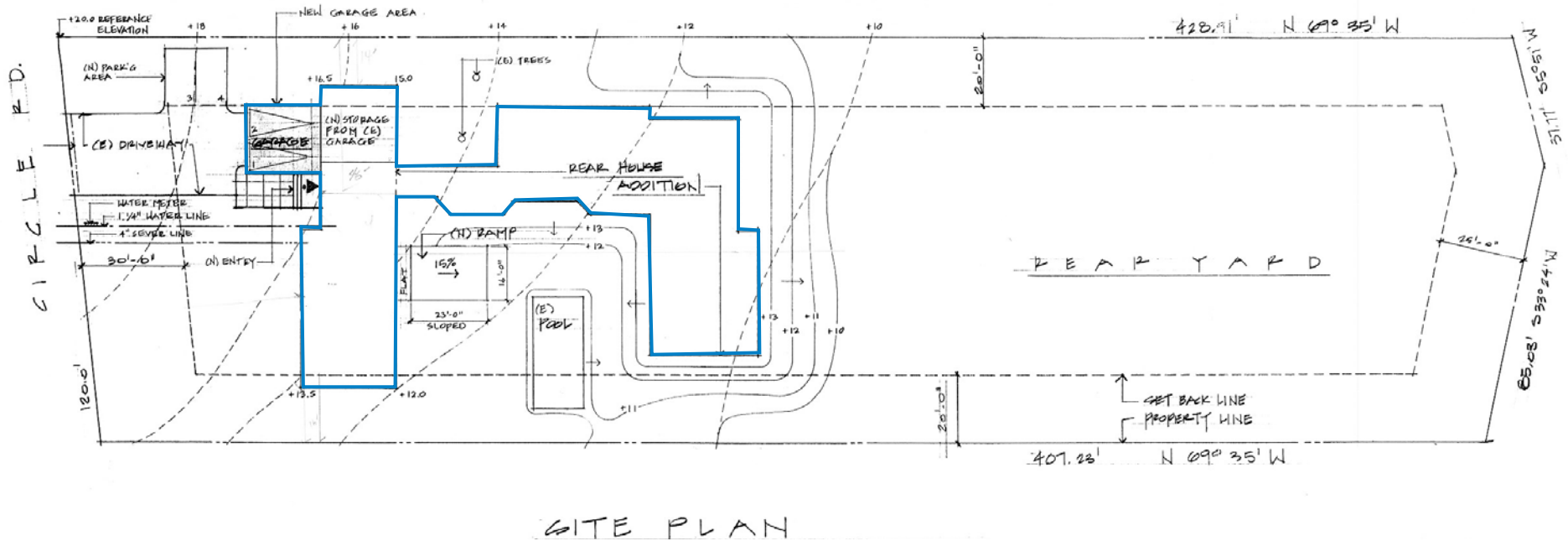
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- Tenant operating at the subject property since 2021
- High barrier-to-entry use due to regulatory licensing and local approvals
- Tenant, Heartwood Detox, is a privately held behavioral healthcare operator specializing in medically supervised detox services, with an established local presence operating two Marin County locations.

### Heartwood Detox

[\(link to Tenant website\)](#)





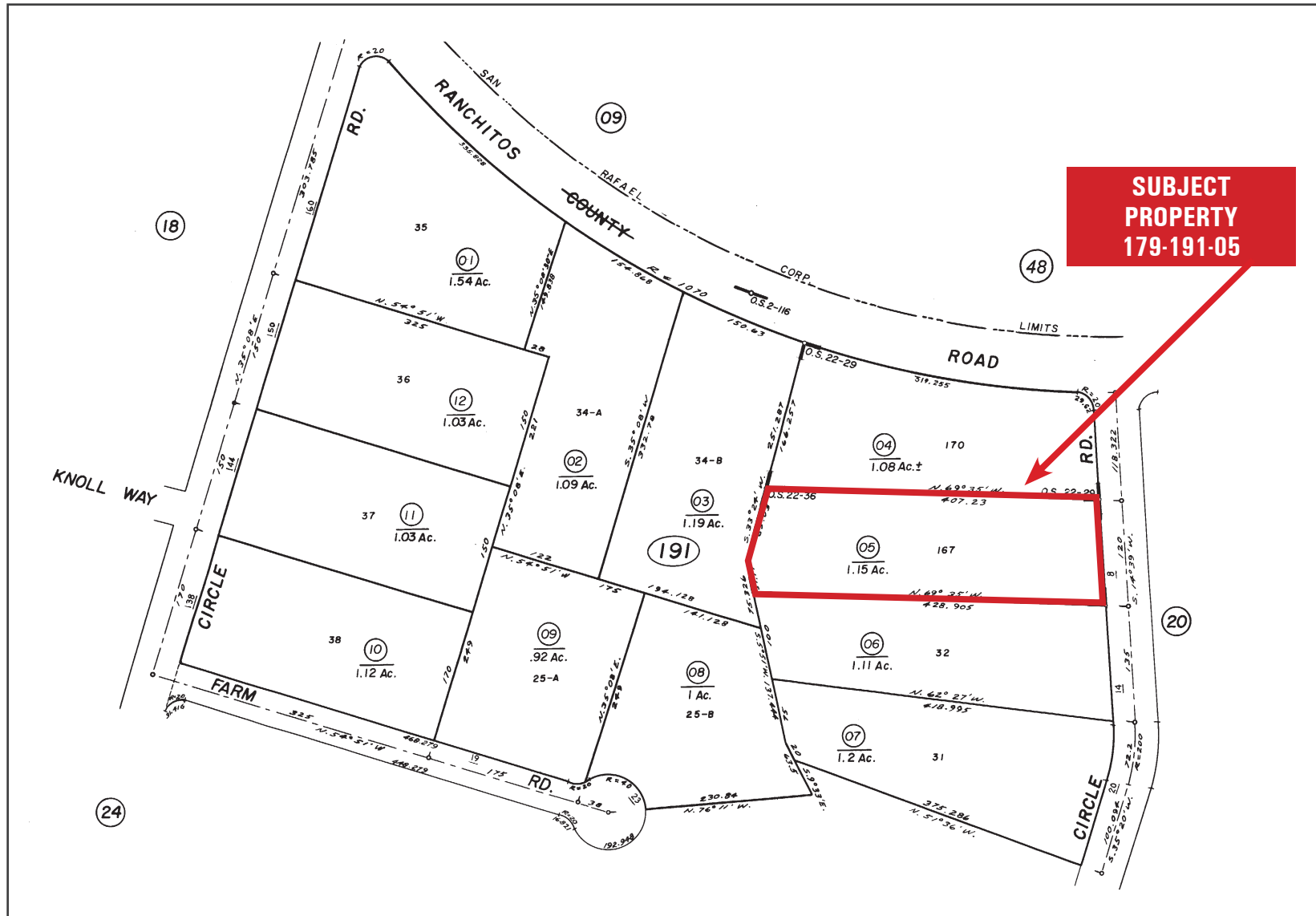
GITE PLAN

Not to Scale, for Illustration Only

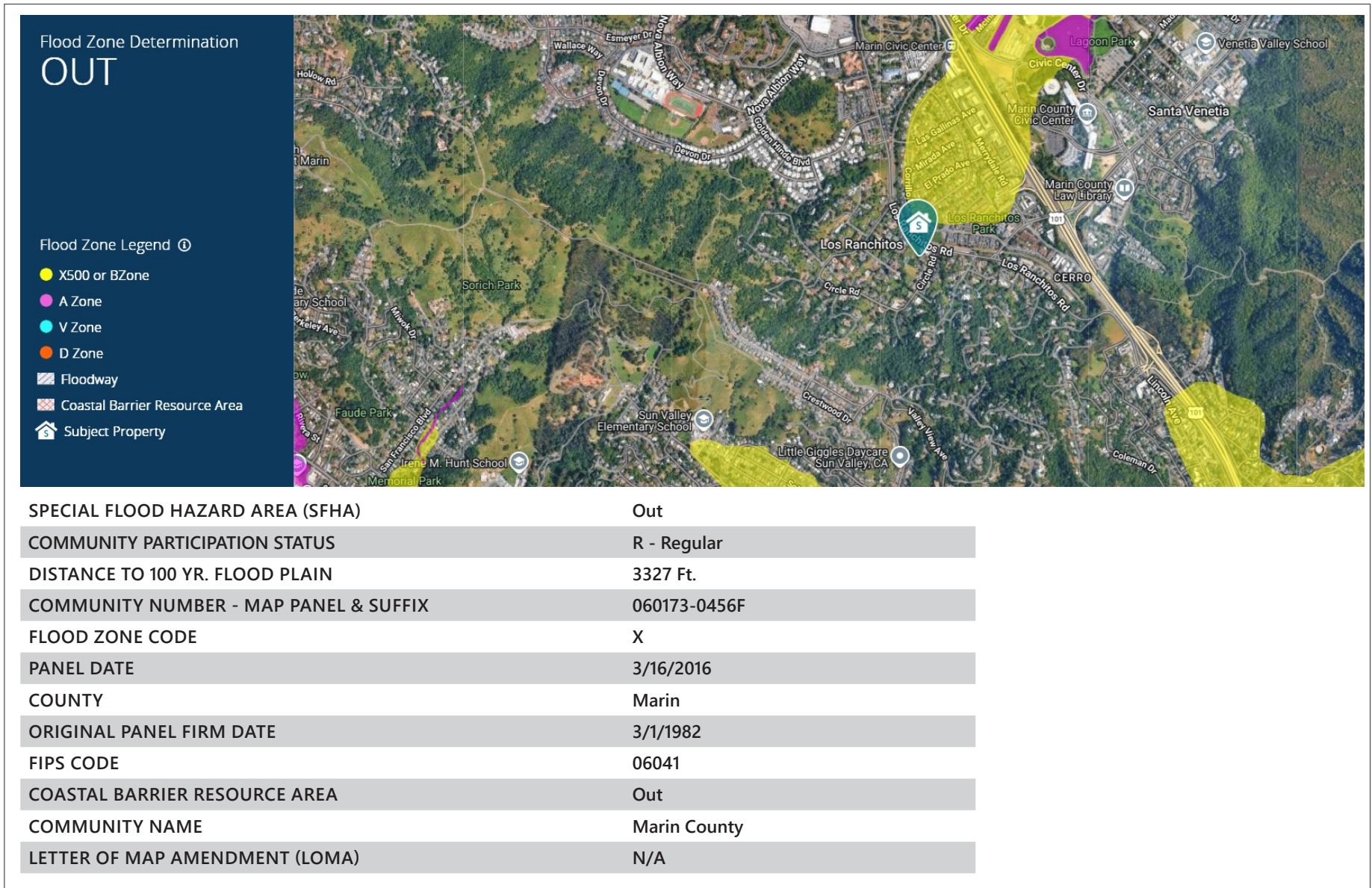




[CLICK HERE TO VIEW IN GOOGLE MAPS](#)



**SUBJECT  
PROPERTY  
179-191-05**



## SALES COMPARABLES

	SALE DATE	SALE PRICE	PROPERTY ADDRESS	PROPERTY CITY	BLDG SF	\$ PER SF	TYPE	BUILT
	<b><i>SUBJECT</i></b>	<b><i>\$4,850,000</i></b>	<b><i>8 CIRCLE ROAD</i></b>	<b><i>SAN RAFAEL</i></b>	<b><i>5,910</i></b>	<b><i>\$820.64</i></b>	Residential	<b><i>1999</i></b>
1.	7/31/2025	\$2,709,000	27 Ranch Rd.	San Rafael	2,819	\$960.98	Residential	1955
2.	4/26/2024	\$3,620,000	144 Circle Rd.	San Rafael	4,306	\$841.00	Residential	1951
3.	11/14/2025	\$3,330,000	48 Ranch Rd.	San Rafael	3,726	\$893.72	Residential	1959
4.	10/17/2025	\$1,296,000	12 Indian Rd.	San Rafael	1,224	\$1,058.82	Residential	1955
5.	5/28/2025	\$1,450,000	122 Ridgewood Dr.	San Rafael	1,456	\$995.88	Residential	1957
6.	1/30/2025	\$4,425,000	44 Circle Rd.	San Rafael	4,448	\$994.83	Residential	1950

1. 27 Ranch Rd  
San Rafael, CA 94903

Price: \$2,709,000  
Type: Residential  
Square Feet: 2,819  
Price Per Sq. Ft.: \$960.98



4. 12 Indian Rd  
San Rafael, CA 94903

Price: \$1,296,000  
Type: Residential  
Square Feet: 1,224  
Price Per Sq. Ft.: \$1,058.82



2. 144 Circle Rd.  
San Rafael, CA 94903

Price: \$3,620,000  
Type: Residential  
Square Feet: 4,306  
Price Per Sq. Ft.: \$841.00



5. 122 Ridgewood Dr  
San Rafael, CA 94901

Price: \$1,450,000  
Type: Residential  
Square Feet: 1,456  
Price Per Sq. Ft.: \$995.88



3. 48 Ranch Rd  
San Rafael, CA 94903

Price: \$3,330,000  
Type: Residential  
Square Feet: 3,726  
Price Per Sq. Ft.: \$893.72



6. 44 Circle Rd.  
San Rafael, CA 94903

Price: \$4,425,000  
Type: Residential  
Square Feet: 4,448  
Price Per Sq. Ft.: \$995.00



# SAN RAFAEL, CA

POPULATION  
**60,988**

MEDIAN AGE  
**42.8**

MEDIAN HOUSEHOLD INCOME  
**\$106,071**

NUMBER OF EMPLOYEES  
**30,416**

MEDIAN PROPERTY VALUE  
**\$975,500**



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. For a free evaluation or service description, please contact us.



**Joe Morrison**  
 (415) 366-0022  
[joe@hlcre.com](mailto:joe@hlcre.com)  
 Lic#: 02067309



**Bob Knez**  
 (415) 446-4220  
[bob@hlcre.com](mailto:bob@hlcre.com)  
 Lic#: 00640535



**Higher Level Commercial Real Estate**

70 Mitchell Blvd., Ste. 202  
 San Rafael, CA 94903  
[www.hlcre.com](http://www.hlcre.com)

