

Specializing in Restaurant Real Estate Since 1985  
Fourth 2010 925-736-8200 [www.jbackrestaurants.com](http://www.jbackrestaurants.com)



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## Newsletter Fourth Quarter 2010



**Jeff Back Broker**

### How I Sell Restaurants

I am celebrating my 25<sup>th</sup> year as a restaurant broker and have closed approximately 320 restaurant transactions. I grew up in the restaurant business and have been working around restaurants since I was a kid. After graduating from the University of Denver with a degree in Hotel and Restaurant Management, I worked in several management positions including being the president of Charley Brown's restaurants for 5 years during which time that company went from 9 to 23 restaurants.

I have personal contacts and clients that go back literally over 20 years. I work every deal myself and apply my experience to every deal to make sure things go smoothly. I think that understanding the business and having a good track record for success is the reason many people decide to list with me. I utilize all of my resources including Newsletters, multiple internet sites, my own internet site, and my large data base of clients.

If you are interested in selling your restaurant, I would like an opportunity to present my services for your consideration. I offer free MARKET VALUE VALUATIONS for the opportunity to present my services for your consideration of a listing. I am frequently hired as an expert witness to do these valuations, so this is a good opportunity for you to see what your restaurant is worth from an expert. I have many references of satisfied clients and would be happy to discuss your needs and objectives.

## New Listings!

| Location  | Description  |
|---|--|
| San Ramon   | This is a perfect size Italian Restaurant in the heart of San Ramon near high end residential customers and within Bishop Ranch office park area for daytime customers. This restaurant can be taken to the next level with an experienced Italian food operator and serve this very upscale community. Base rent: \$3,478.14. An Italian restaurant has been operating here for over 20 years. Bishop Ranch office park location. Asking: \$ 59,000   |
| Waterfront –Oakland   | Lease this waterfront restaurant with fantastic views of the bay. Built on pylons with a great outdoor deck. Fully equipped NO BUY OUT. \$8,000 + square feet. Call for details.   |
| Lafayette –   | Café with full kitchen located in the heart of downtown Lafayette.   |
| Pizza Albany  | This profitable pizza restaurant had a major remodel in 2002 with all new kitchen, bathrooms, etc. The restaurant is highly profitable: Estimated annualized net is approximately \$100,625 for working owner. Currently being run absentee. Lease expires September 2019. \$2,700 monthly rent. Size: 1,200 SF. Asking:   |
| Vallejo Pizza Take out and Delivery                         | Located near American Canyon, this takeout pizza business has been owned by the same family since 1997. A recent death in the family causes sale. The rent is only \$835 monthly. Equipment includes 60 QT Mixer Univex; 20 QT Mixer 2 Baker Pride ovens; sandwich table; maple wood work table and more. Net averages \$1,000 to \$2,000 monthly. Asking \$27,000   |
| Montclair section of Oakland                                | This is a very cute cafe with beer and wine service located in the upscale section of Montclair. The restaurant has approximately 65 seats a full kitchen and small bar for beer and wine service. The restaurant is currently Italian but since the building is freestanding, it can be any type of food. The rent is \$4,809.65 monthly all inclusive. Asking \$99,000   |
| Berkeley Ideal Downtown location                            |  |
| Livermore Downtown  | This restaurant has a full kitchen and bar in downtown Livermore with over \$450,000 spent on build out. Very modern decor with bar and seating for 49 inside + 34 outside seats in enclosed patio. Owner will consider financing to a qualified buyer. Asking \$269,000   |
| Pacific Grove “Old Bath House Restaurant”                   | Famous water front restaurant in Pacific Grove. Lease: \$5,000 versus 7% of sales + NNN. 3,405 SF. + 570 SF Deck. Dinner Only + day time banquets.   |
| Landmark Restaurant Bar established 1978<br>Point Richmond  | This restaurant was established in 1978 and it is being offered by the original owners. It is located in a building built in 1910 in Point Richmond just minutes from the Richmond/San Rafael Bridge. Total seating is 263 including a beautiful banquet room. High gross sales with a great lease: \$7,500 monthly VS 6%. High net. Asking \$479,000.   |
| South Bay Steak House                                       | This Is A high cash flow Beautiful Steakhouse Located In The South Bay Of The San Francisco Bay Area. It Is 6,500 SF Annual Revenue Approx. \$1,400,000 There Is A Rectangular Bar Surrounded By Dining On Different Levels. Beautiful Dark Wood Paneling Banquet Room. Annual cash flow \$100,000 can be increased \$40 to \$50 K for owner working as manager. Asking: \$299,000   |
| Santa Clara Freestanding Building<br>Established 30 + years | This is a well established freestanding restaurant, bar and banquet room restaurant. It has a very strong trade name in the community having been established approximately 32 years. The restaurant has been in this location since 1999. The building was built from the ground up to the exacting standards of the owner. It has a fabulous kitchen and production area, beautifully decorated dining room and bar and a approximately 2,500 SF banquet room for parties up to 180 people. Ample parking. The total building is approximately 9,500 SF Monthly rent \$11,875. Adjusted net: \$200,000. Asking: \$595,000. |

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| <p><b>Citrus Heights</b><br/><b>Breakfast and Lunch</b></p> | <p>This is a breakfast lunch cafe that is well located in a busy section of Sacramento. The restaurant is very well appointed with nice booths, and modern decor and a good functioning open kitchen. The restaurant is small enough to control but large enough with 48 seats to expand to dinner. Currently American food with an established trade name. Size: 1900 SF (approx) Rent including NNN is \$2,400 monthly. 5 year lease + (1) 5 year option. Asking \$79,000</p> |
| <p><b>48 License Bar Martinez</b></p>                       |   |
| <p><b>Stockton Breakfast Lunch Dinner</b></p>               | <p>This restaurant has been in business in this location for approximately 40 years under the same trade name. The current rent is \$7,125 per month. Financial statements and tax returns are available to a qualified buyer. The restaurant seats approximately 120 people and has a full kitchen and beer and wine license and is open for breakfast, lunch and dinner. This is a very well established profitable restaurant. Asking \$349,000</p>                          |
| <p><b>Roseville</b></p>                                     | <p>This is a fully equipped restaurant located in Roseville/Granite Bay in a prime location. Asset sale; the name is not included in the sale. Restaurant has a sales history of \$1.4 Million annually. Asking \$79,000</p>  |
| <p><b>South San Francisco Cafe</b></p>                      | <p>Established 20 years with same owner. Currently Filipino but can be converted to any concept. Full Kitchen located on El Camino \$2,023 rent. Asking \$65,000</p>  |
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***JEFFREY BACK BIOGRAPHY***

**Jeffrey Back has been involved in the restaurant industry for the past 30 years. In 1985, Mr. Back joined Grubb & Ellis commercial real estate company as a restaurant real estate specialist, and in 1988, Mr. Back founded J. Back & Associates Restaurant Real Estate, as the Bay Area's first real estate brokerage company to specialize exclusively in restaurant real estate. Mr. Back has handled over 300 restaurant real estate transactions primarily in Northern California.**

**Prior to founding J. Back & Associates, Mr. Back was President of Charlie Brown's Restaurants, a division of Restaurant Associates, Inc., for 5 years. Previous to that, he was responsible for the operating development and rollout of a prototype restaurant group financed by Holiday Inn's. Mr. Back also held several management positions with Lawry's Restaurants throughout California. Mr. Back graduated with a BSBA degree from the University of Denver where he majored in Hotel & Restaurant Management.**

***Please visit our web site [www.jbackrestaurants.com](http://www.jbackrestaurants.com)***  
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