

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



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## Newsletter Second 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 evaluations for the opportunity to present my services for your consideration of a listing. I have many references of satisfied clients and would be happy to discuss your needs and objectives.

# New Listings!

Location	Description
Danville Café	This is a fully equipped restaurant in a very busy shopping center in the upscale community of Danville. Located with a parking lot in front for easy access in downtown Danville .Only 2 years old, this restaurant was opened as an East Coast franchise that has not worked well on the West Coast. Substantial improvements were put in including a hood, grease trap handicap bathroom and much more. The seller is quite motivated. No Pizza or Mexican because of other tenants. Can convert to other concepts. A new lease is available. Asking: \$39,000 SOLD
Pinole Pizza Take out Delivery Price Reduction!!	There has been a pizza, take out, delivery and eat in restaurant in this location for over the past 15 years. The location enjoys great frontage and visibility to a very busy street leading into the main shopping district of this community with easy access to residential customers. The restaurant is well set up and fully equipped. The shopping center has ample parking in front of the store for easy in and out access and has been remodeled with a modern frontage. The restaurant is across the street from an extremely busy brand new grocery shopping center. The rent is \$1,602.00 monthly + NNN. This is a great opportunity for an experienced pizza operator. Asking: \$39,000
Antioch NO BUYOU!!!	This is a freestanding restaurant on a pad of a Safeway shopping center at a busy intersection of Antioch. The restaurant is now closed but is being offered for <u>lease only</u> at a reduced starting rent of only 5,000 monthly (including NNN charges). The restaurant is approximately 3,200 SF + a simi covered patio. There is ample parking and the restaurant can be set up as any concept. This is a great opportunity. No buy out price.
Mountain View Wood Fire Café	This Is A Very Charming Bistro In The Heart Of Mountain View With A Wood Fired Oven In The Dining Room And A Full Hood Kitchen In The Back. The Restaurant Is Approximately 1,100 SF With 32 Seats Inside And 4 Tables Outside with potential to add more. The Restaurant Is Currently Mediterian But Can Be Converted. Profitable But Can Be Converted To Any Concept. Base Rent: \$3,044 Asking: \$99,000
Castro Street Mountain View	This Is An Ethnic Restaurant Centrally Located On The One Of The Most Desirable Streets On The Peninsula And In Mt. View. This Restaurant Has Been In Continuous Operation By The Same Owner Since 1990 And Now They Desire To Sell. There Is A Full Kitchen In Approximately 1,600 SF. Base Rent Is\$ 6,424.00 Monthly With Approximately 8 Years Left On The Lease. This Restaurant Can Be Converted To Any Concept. Can't Beat A Castro Street Location For Foot Traffic And Synergism From Other High Quality Restaurants. Asking \$149,000 SOLD
Pleasanton	Located next to Oracle's East Bay Headquarters. Open kitchen with strong end cap location. Various foods served. Long counter with table and booth seating + outside patio. Price Reduction: Asking \$125,000 ESCROW
El Sorbrante	Asian restaurant fully equipped well located in shopping center in center of town. Seller is also landlord and will provide an excellent lease at \$1,600 monthly. Seating for 49 + beer and wine license. Can convert any concept. Asking: \$85,000.
Pleasanton Downtown	First Class American Bistro established 1997 with great downtown location with outside seating. SOLD
Roseville	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
<b>South San Francisco Cafe</b>	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
<b>Serramonte Mall Quick Serve with own seating</b>	This is a Vietnamese quick serve restaurant with its own seating adjacent to the food court. Seller does not specialize in this type of cooking and is motivated to find an experienced operator who understands Vietnamese cooking. Rent subsidy available.  Asking only \$50,000. ESCROW
<b>Campbell Sell Including Real Estate, Joint Venture, or Lease</b>	This is a great opportunity to acquire a landmark restaurant in downtown Campbell for very little capital as a joint venture partner, purchase the property or lease with a tenant improvement allowance. Call for details.
<b>San Rafael</b>	This Breakfast, Lunch cafe has been in business since 1989 and has been owned by the Seller since 2002. This is a cafe with 33 seats + 4 barstools and 6 seats outside. It is located in the upscale community of San Rafael near office workers, city office workers, and great residential. This is a cute cafe and the perfect size for a working owner. Lease: Rent 2,000 monthly. Working owner can wait tables for extra income as tips. Asking: \$149,000
<b>South Bay Steak House</b>	This Is A high cash flow Beautiful Steakhouse Located In The South Bay Of The San Francisco Bay Area. It Is 6,500 SF And Has Annual Revenue Of Approximately \$1,400,000 There Is A Rectangular Bar Surrounded By Dining On Different Levels. Beautiful Dark Wood Paneling Banquet Room That Is Used For Weddings And Private Meetings. Good Solid Business. Annual cash flow\$100,000 can be increased \$40 to \$50 K for owner working as manager. Asking: \$299,000
<b>Landmark Restaurant Bar established 1978</b>	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. Sales average close to \$2.0 million with a great lease: \$7,500 monthly VS 6%. High net. Asking \$479,000.
<b>Restaurant &amp; Inn Santa Cruz Area</b>	Purchase an established profitable Restaurant and Inn across from the ocean just 10 minutes from downtown Santa Cruz. The opportunity includes a restaurant, full bar (with full liquor license and live music permit) & Inn. A major remodel was done in 2005 to the restaurant, kitchen and Inn. There are three parcels consisting of approximately 32,511 sq. ft. of land including 190 lineal ft. of frontage directly on Highway One. Between San Francisco and Big Sur, this is the largest commercial frontage on the Pacific Coast Highway. There is a separate parcel for dedicated parking. The main building which houses the restaurant, bar, meeting rooms and 8 guest rooms, is approximately 10,316 sq. ft. There is also a separate single family home and caretaker's studio unit to produce more income. The current lender has indicated an interest in providing a new loan to a qualified buyer. This is a great opportunity to purchase a profitable business with upside potential in a highly desirable location directly across from the ocean. Asking: \$3,700,00

### ***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 275 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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