



## PROPERTY DESCRIPTION

Do Not Visit Site Until You Speak With Broker. Please No Speaking with Employees/Ownership & Do Not Loiter on Property.

Exclusively Listed and Presented By: The Gas Broker™

**This Sale Includes: 120 E. Clark Ave., Orcutt, CA (Leased to Yogurt Shop)**

The Gas Broker is proud to offer this opportunity to acquire a high cash flow business with real estate included in Old Town Orcutt, CA. Founded during the early 1900s oil boom, Orcutt grew into a trade and shipping hub. Today, it's a charming destination to eat, drink, and shop, with multiple tasting rooms, unique boutiques, art galleries, and year-round events; all in the heart of the Santa Maria Valley.

This existing 76 branded gas station includes a garage (+/- 915 SF) which specializes in smog and oil changes, a small snack shop with potential to expand into the building (+/- 1,000 SF potential) and also includes 120 E. Clark Avenue (+/- 1,032 SF) in which a lease was just signed with a local yogurt shop operator for \$3,000/month in additional rental income (the Tenant is currently building out the space).

This high margin local business generated net income of +/- \$528,000 in 2024, which does not include the new rental income being generated. Best of all the fuel supply contract with (76) is set to expire March 31, 2026, allowing a new operator the opportunity to rebrand the station and receive cash incentives or even operate the station unbranded.

## Chandler J. Kelley

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This information has been obtained from sources deemed to be reliable; however, its accuracy has not been verified, and no guarantee, warranty, or representation is made regarding its completeness or reliability. Any statements, projections, opinions, assumptions, or estimates provided are for illustrative purposes only and do not constitute a representation of the actual or future performance of the business. Prospective buyers are strongly encouraged to conduct their own thorough and independent investigation, with the assistance of their advisors, to assess the suitability and viability of the business for their specific needs and circumstances.

## OFFERING SUMMARY

Sale Price	\$3,499,999
Estimated Inventory	+/- \$45,000
Real Estate	Included in Sale
Fuel Brand	76 (Contract Expiring!)
Fuel Supply Expiration	March 31, 2026
Store Brand	Unbranded
Property	± +/- 16,553 SF
Building Size	± 2,965 SF
Operator Type	Owner-User
Seller's Discretionary Earnings	+/- \$528,000

**PROPERTY INFORMATION**

Real Estate	Included in Sale
Street Address	100 East Clark Avenue
City, State, Zip	Santa Maria, CA 93455
County	Santa Barbara
APN #	105-092-001 & 105-092-002
Zoning	GC
Lot Size	16,553 SF
Building Size	2,965 SF
USTs (Storage Tanks)	12K (Reg) 12K (Diesel) 6K (Prem) 540 Gal Waste Oil (Double-Wall - Installed 1989)
Lease Term	5 Year Initial Term (Yogurt Shop)
Lease Options	(1) 5 Year Option
Current Rent	\$3,000/mon (1st Nine Months at \$1,000/mon)
Fuel Brand	76 (Contract Expiring!)
Fuel Contract Expiration	March 31, 2026
Right of First Refusal	Yes
Store Brand	Unbranded
Alcohol License	No
Tobacco License	Yes
Lottery License	No
# of Pumps (MPDs)	3 with 6 Fueling Positions
MPD Specifics	Gilbarco Encore
Point of Sale / Back Office	Gilbarco
Beverage Coolers	4 Door Standalone Coolers
Hours of Operation	5:30 am - 9 pm
# of Employees	Store (5) Garage (4)
Electric Vehicle (EV) Charging	No

**SALES / REVENUE**

Fuel Volume	+/- 50,000 Gallons
Fuel Margin	+/- \$1.02 per Gallon
Store Sales	+/- \$18,000/Mon (with Propane)
Auto Repair	+/- \$55,000/Mon
Rental Income	\$3,000/Mon (120 E. Clark - Yogurt Shop)
Annual Gross Profit	+/- \$1,400,000
Seller's Discretionary Earnings (SDE)	+/- \$528,000



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**CHANDLER J. KELLEY**

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## PROFESSIONAL BACKGROUND

The Gas Broker stands as California's top-ranked brokerage specializing in the sale of owner-user gas stations. Founded with a commitment to elevate professionalism in an industry known for its fast-paced, high-stakes environment, The Gas Broker is built on the core principles of integrity, reliability, and performance.

Our firm focuses exclusively on the sale of gas stations, convenience stores, car washes, and retail-based assets throughout the state of California. With a growing footprint, The Gas Broker is now expanding services into neighboring West Coast markets, including Nevada, Arizona, and Washington. At the heart of The Gas Broker's success is founder Chandler J. Kelley, whose mission has always been to bring trust, transparency, and structure to a sector that is often perceived as complex and aggressive. Gas station transactions are some of the most intricate in the commercial real estate world — involving franchise approvals, strict financing requirements, environmental compliance, license and permit transfers, as well as bulk sale provisions. Chandler and his team specialize in making these multifaceted deals seamless for buyers and sellers alike.

With over a decade of experience and more than \$250 million in closed transaction volume in just the past few years, Chandler has earned a reputation for delivering results and building lasting client relationships. The Gas Broker has cultivated an extensive network of industry connections and has earned the trust of both first-time buyers and seasoned investors by consistently delivering honest advice, strategic guidance, and unparalleled market expertise.

Whether you are acquiring your first gas station or expanding an established portfolio, The Gas Broker is the trusted partner you want on your team — committed to helping you navigate the complexities of the marketplace and achieve your investment goals.

## THE GAS BROKER | RECENT TRANSACTIONS



**Los Angeles County**  
\$4,550,000



**Orange County**  
\$2,300,000



**San Bernardino County**  
\$8,600,000



**Riverside County**  
\$3,700,000

- **Los Angeles County** | Mobil | \$3,500,000
- **Santa Clara County** | Independent | \$1,600,000
- **San Diego County** | Shell | \$6,000,000
- **Los Angeles County** | Independent | \$5,900,000
- **Orange County** | Shell | \$600,000
- **Monterey County** | Independent | \$4,000,000
- **Los Angeles County** | Shell | \$5,900,000

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