



# Cottage Mart

3602 TIETON DRIVE, YAKIMA, WA 98902

GAS STATION /  
CONVENIENCE STORE  
PROPERTY FOR SALE  
\$1,950,000

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## EXCLUSIVELY LISTED BY

**Matthew Russell**

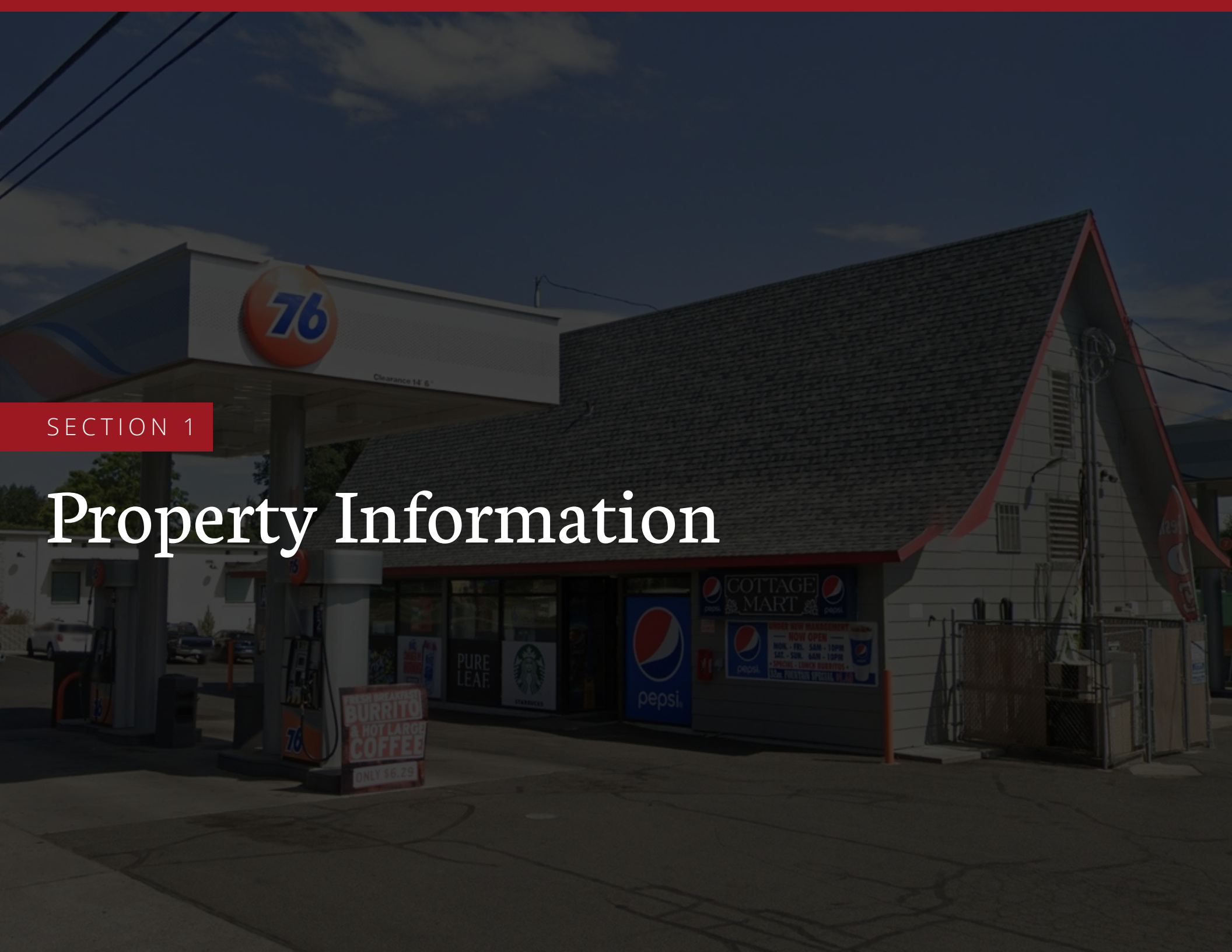
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SECTION 1

# Property Information



# Property Summary



## Property Description

Introducing a well-located, turnkey gas station and convenience store in Yakima, WA, delivering consistent performance and stable cash flow. The station generated nearly \$1.6M in gross receipts in 2025 with over 152,000 gallons sold across unleaded, premium, and diesel fuels, supported by a diversified revenue mix and efficient operations. Strong margins position this property as an attractive opportunity for both owner-operators and passive investors seeking a reliable, recession-resistant business in a high-traffic corridor.

## Property Highlights

- Prime location on a high-visibility, high-traffic corridor
- Branded 76 station, benefiting from strong consumer recognition
- Eight fueling positions under two modern canopies
- Full remodel in 2023 including HVAC, lighting, walk-in coolers
- \$1.6M in gross receipts in 2025; balanced mix of fuels and in-store sales
- Turnkey operational profile, easy to evaluate for lenders and buyers

## Offering Summary

<b>Sale Price:</b>	\$1,950,000
<b>Lot Size:</b>	0.35 Acres
<b>Building Size:</b>	1,792 SF
<b>NOI:</b>	\$167,952
<b>Cap Rate:</b>	9.34%

Demographics	0.3 Miles	0.5 Miles	1 Mile
<b>Total Households</b>	427	1,318	6,637
<b>Total Population</b>	1,222	3,504	16,402
<b>Average HH Income</b>	\$93,270	\$97,159	\$91,575

# Property Description



## Location Description

Discover the vibrant potential of Yakima, WA, as you consider the location of this remarkable property. Situated amid the dynamic retail landscape, the area boasts a thriving mix of local businesses, popular national retailers, and bustling street retail environments. Embrace the charming appeal of downtown Yakima, renowned for its trendy boutiques, inviting cafes, and lively atmosphere. Engage with the community at the bustling Yakima Farmers' Market, offering an array of fresh produce and artisanal goods. Explore the nearby cultural hotspots, such as the Yakima Valley Museum and the Capitol Theatre, which draw a steady flow of visitors. Experience the undeniable allure of this prime retail location, ripe for investment and poised for success.

## Exterior Description

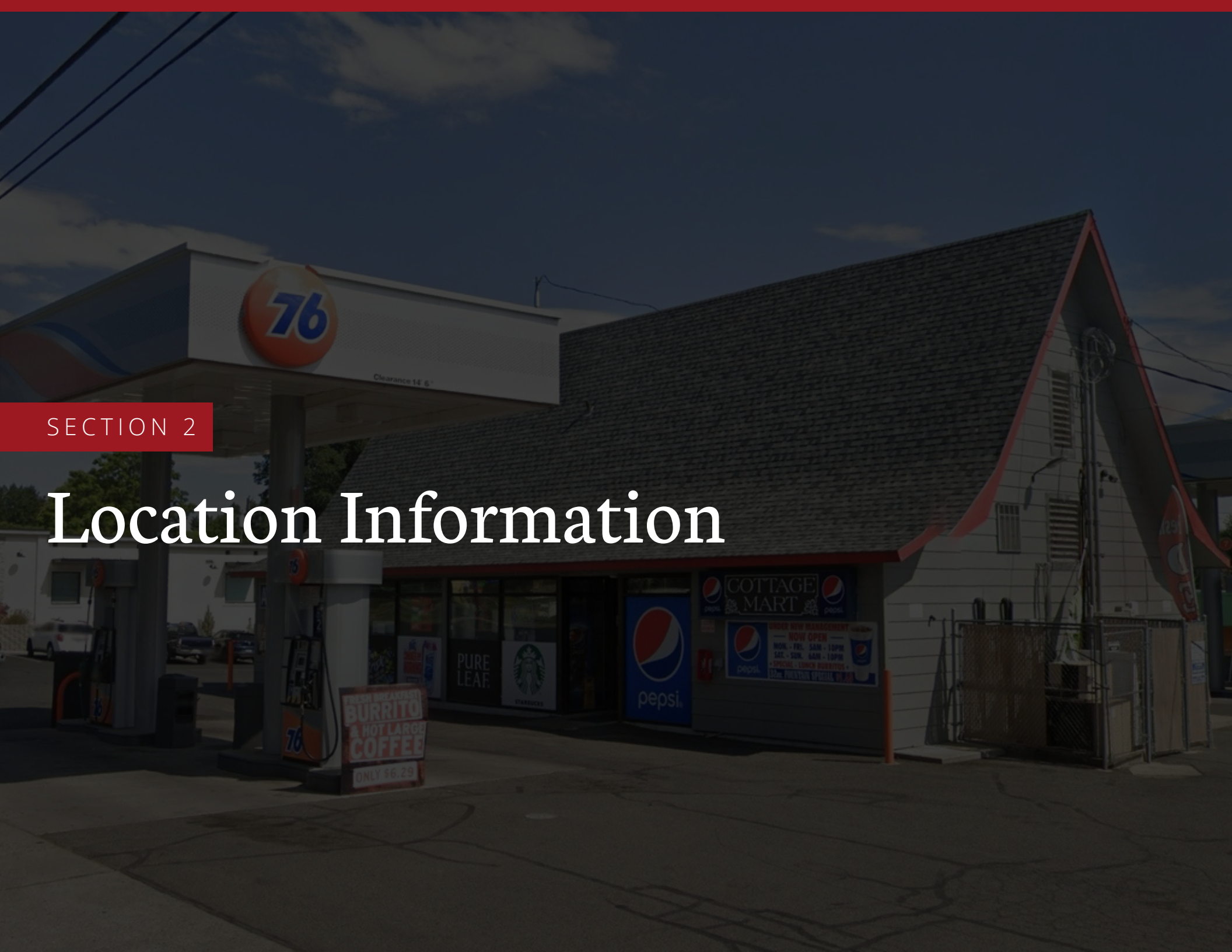
The station presents a clean, high-visibility exterior anchored by the iconic 76-branded canopies, with two full canopies covering eight well-spaced fueling positions that allow smooth traffic flow and quick in-and-out access. The Cottage Mart convenience store features a distinctive pitched roof and bright storefront signage, creating strong curb appeal and clear visibility from the street. Large promotional displays and branded beverage signage reinforce steady foot traffic, while the corner-lot layout and steady stream of passing vehicles highlight the property's position in a high-traffic corridor. The site's configuration, branding, and fueling capacity support a balanced mix of unleaded, premium, and diesel sales, making it an efficient and attractive stop for both local residents and commuters.

## Interior Description

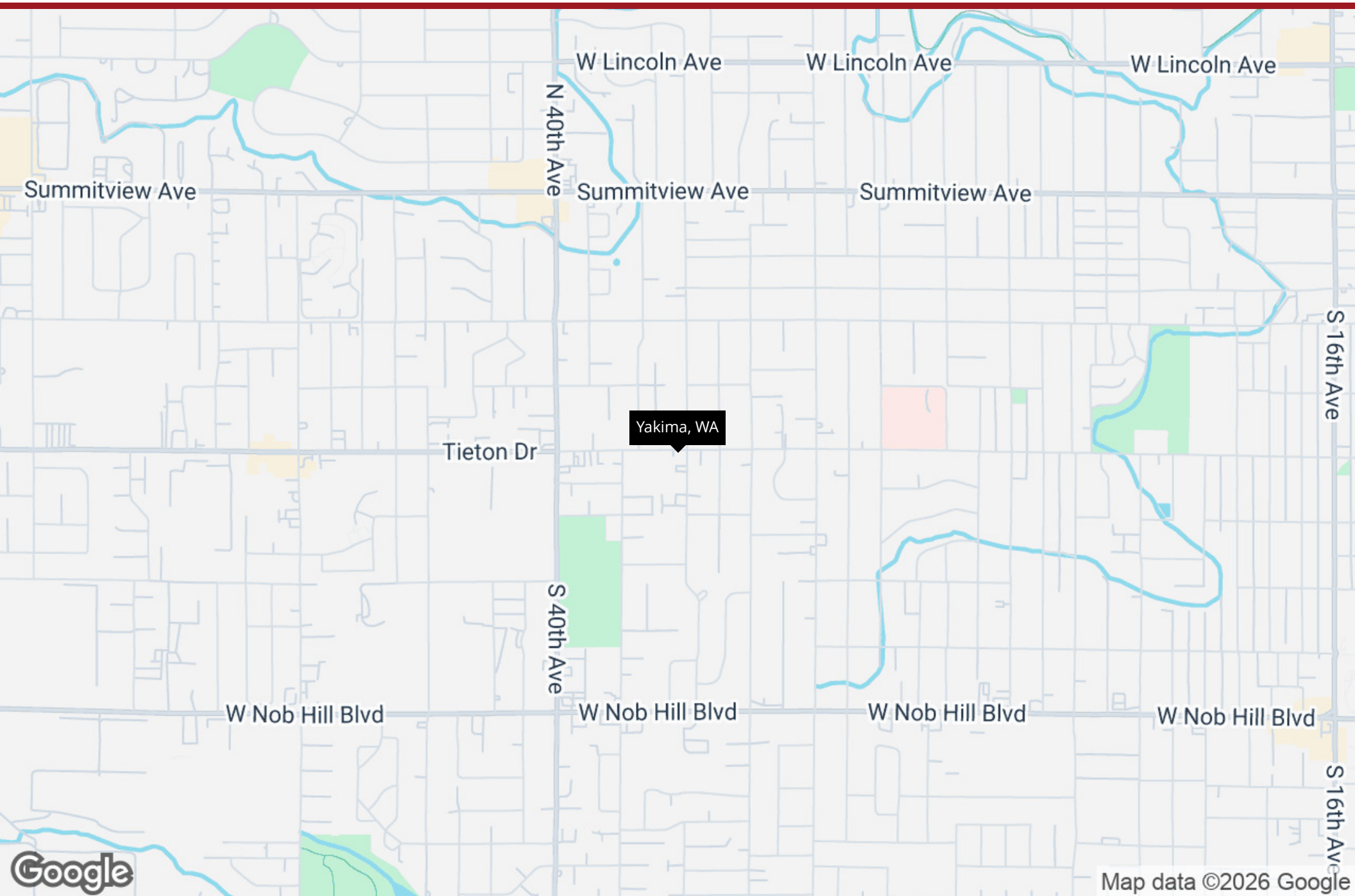
The interior offers a clean, modern retail environment within a 1,792-square-foot building originally constructed in 1976 and fully remodeled in 2023. The renovation introduced new HVAC, upgraded LED lighting, fresh paint, and contemporary flooring, creating a bright and comfortable shopping experience. A new walk-in cooler and walk-in freezer support strong beverage and food sales, while the refreshed layout improves customer flow and product visibility. The result is a turnkey, up-to-date convenience store that aligns with modern retail expectations and requires no near-term capital investment.

SECTION 2

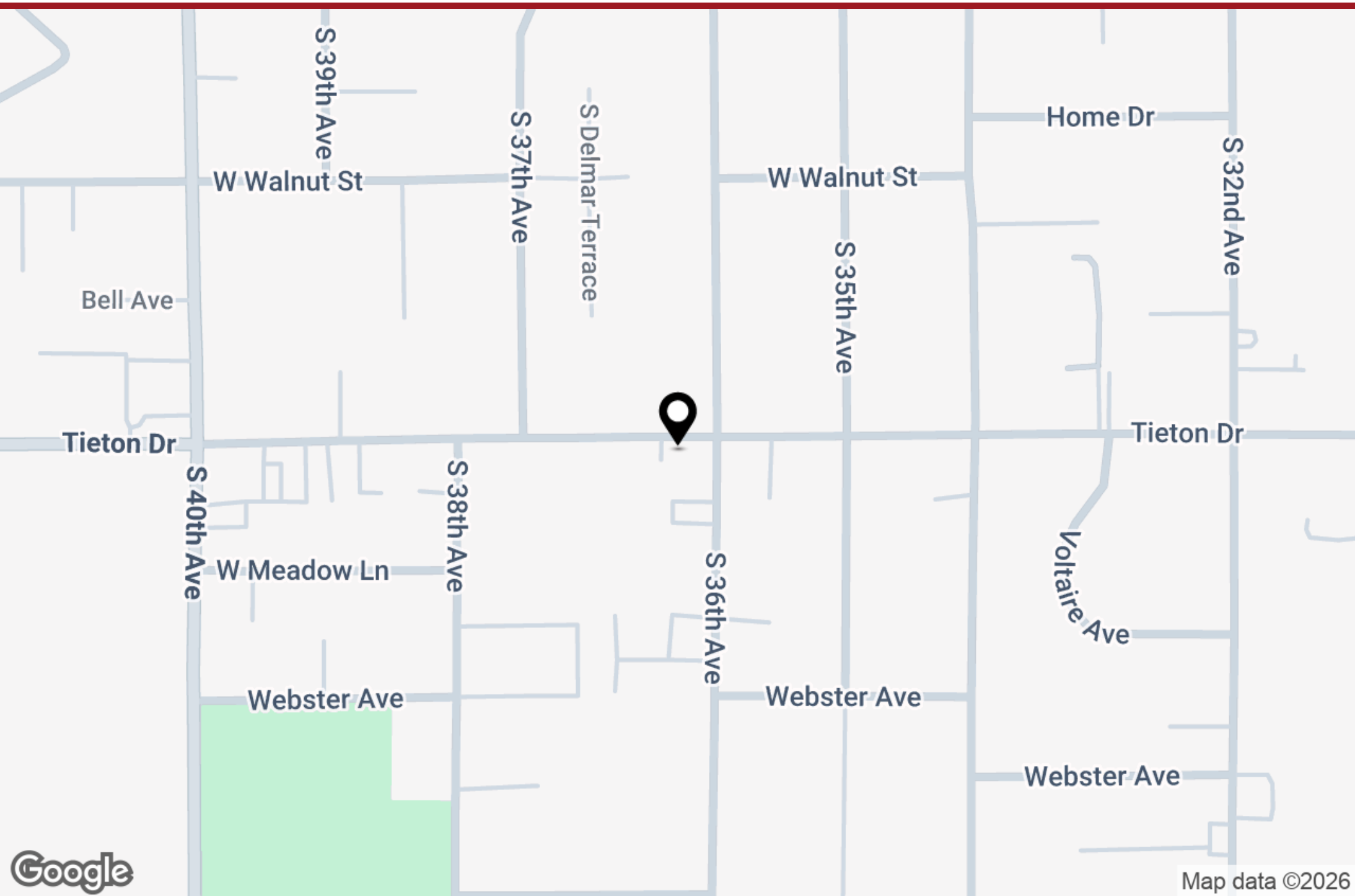
# Location Information



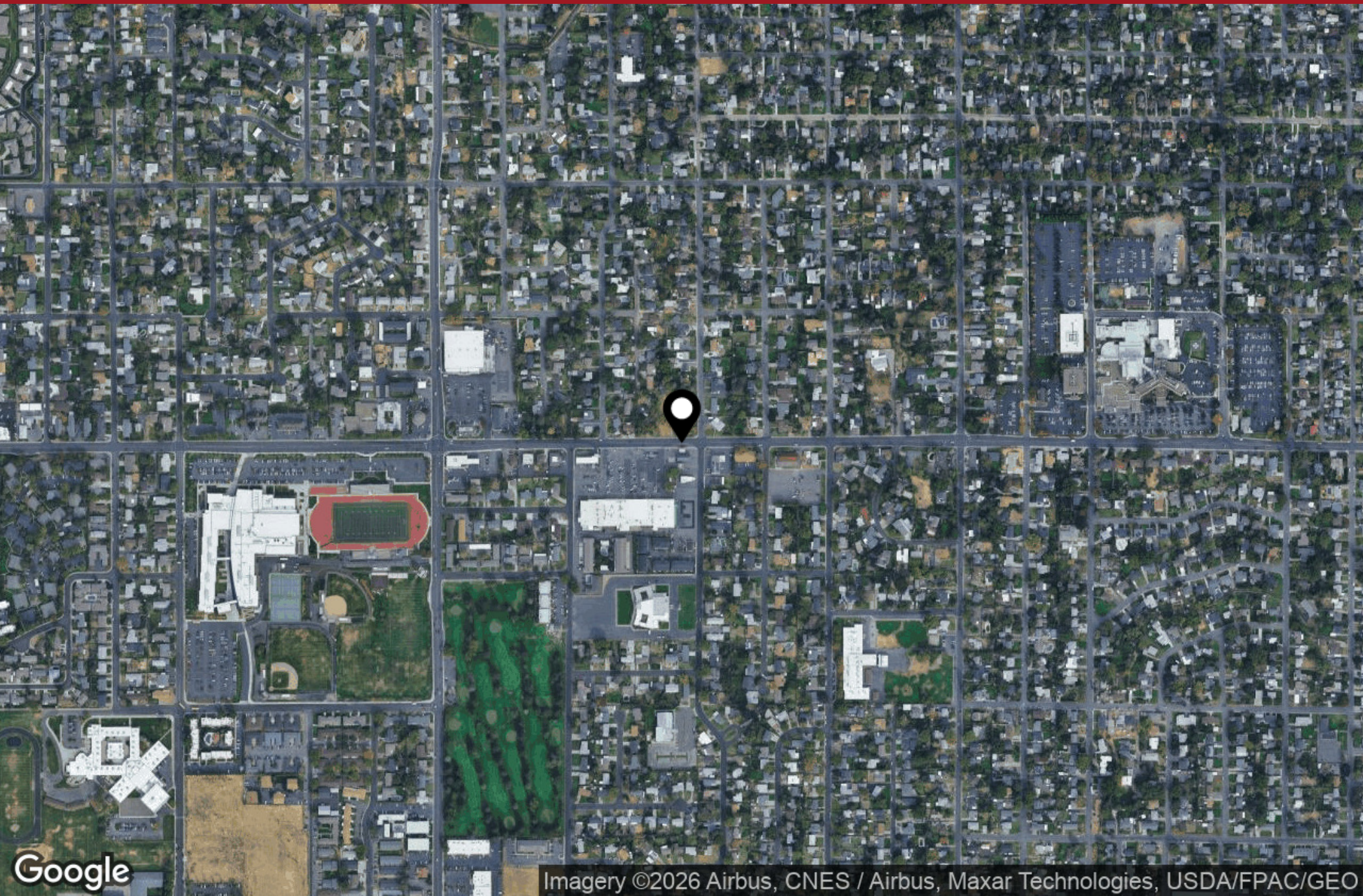
# Regional Map



# Location Map



# Aerial Map



SECTION 3

# Financial Analysis



# Fuel Sales

## Cottage Mart Fuel Sales: Gallons

	<u>2023</u>	<u>2024</u>	<u>2025</u>
Unleaded	121,321	102,338	99,824
Premium	65,222	38,556	35,665
Deisel	24,558	17,327	16,594
<b>Total</b>	<b>211,101</b>	<b>158,221</b>	<b>152,083</b>

## Cottage Mart Fuel Sales: Sales

	<u>2023</u>	<u>2024</u>	<u>2025</u>
Unleaded	625,706	438,687	425,393
Premium	336,379	165,276	151,984
Deisel	126,657	74,275	70,714
<b>Total</b>	<b>1,088,742</b>	<b>678,238</b>	<b>648,091</b>

## Cottage Mart Fuel Sales: Cost

	<u>2023</u>	<u>2024</u>	<u>2025</u>
Unleaded	519,694	383,637	377,228
Premium	279,387	144,536	134,776
Deisel	105,197	64,954	62,705
<b>Total</b>	<b>904,278</b>	<b>593,127</b>	<b>574,709</b>

The station's financial profile has evolved as market conditions shifted, reflecting both broader economic forces and local competitive dynamics. Post-COVID volatility in fuel prices, per-gallon margins, and household disposable income created natural fluctuations in performance as consumer behavior and operating costs adjusted. At the same time, the opening of a nearby Walmart within a few miles introduced a new retail draw to the area, contributing to the softening of 2024 and 2025 sales as customer traffic patterns redistributed. Together, these factors explain the station's changing financial trajectory while still underscoring the durability of its core demand base.

# Income & Expenses

Income Summary	2022 Tax Returns, Cash Basis	2023 Tax Returns, Cash Basis	2024 Tax Returns, Cash Basis	2025 P&Ls, Cash Basis
Gross Income	\$2,163,108	\$2,206,283	\$1,605,932	\$1,593,265
Expenses Summary	2022 Tax Returns, Cash Basis	2023 Tax Returns, Cash Basis	2024 Tax Returns, Cash Basis	2025 P&Ls, Cash Basis
COGS	\$1,712,934	\$1,716,673	\$1,133,614	\$1,121,932
Salaries and Wages	\$150,848	\$170,817	\$183,373	\$175,496
Repairs and Maintenance	\$19,056	\$17,608	\$23,023	\$49,289
Taxes and Licenses	\$15,301	\$12,048	\$36,570	\$32,858
Interest	\$0	\$0	\$0	\$0
Depreciation	\$0	\$0	\$0	\$0
Advertising	\$256	\$0	\$0	\$0
Other deductions	\$82,559	\$80,871	\$31,162	\$45,737
Operating Expenses	\$1,980,954	\$1,998,017	\$1,407,742	\$1,425,312
Net Operating Income	\$182,154	\$208,266	\$198,190	\$167,953

Financials are direct from tax returns and P&Ls provided by the sellers. Officer Compensation, Interest and Depreciation were removed from the above. Net Operating Income is Seller's Discretionary Income.

# Financial Summary

Investment Overview	2022 Tax Returns, Cash Basis	2023 Tax Returns, Cash Basis	2024 Tax Returns, Cash Basis	2025 P&Ls, Cash Basis
Price	\$1,950,000	\$1,950,000	\$1,950,000	\$1,950,000
Price per SF	\$1,088	\$1,088	\$1,088	\$1,088
CAP Rate	9.34%	10.68%	10.16%	8.61%
Cash-on-Cash Return (yr 1)	15.78%	22.48%	19.89%	12.14%
Total Return (yr 1)	\$89,309	\$115,421	\$105,345	\$75,108
Debt Coverage Ratio	1.51	1.73	1.64	1.39

Operating Data	2022 Tax Returns, Cash Basis	2023 Tax Returns, Cash Basis	2024 Tax Returns, Cash Basis	2025 P&Ls, Cash Basis
Gross Income	\$2,163,108	\$2,206,283	\$1,605,932	\$1,593,265
Operating Expenses	\$1,980,954	\$1,998,017	\$1,407,742	\$1,425,312
Net Operating Income	\$182,154	\$208,266	\$198,190	\$167,953
Pre-Tax Cash Flow	\$61,541	\$87,653	\$77,577	\$47,340

Financing Data	2022 Tax Returns, Cash Basis	2023 Tax Returns, Cash Basis	2024 Tax Returns, Cash Basis	2025 P&Ls, Cash Basis
Down Payment	\$390,000	\$390,000	\$390,000	\$390,000
Loan Amount	\$1,560,000	\$1,560,000	\$1,560,000	\$1,560,000
Debt Service	\$120,613	\$120,613	\$120,613	\$120,613
Debt Service Monthly	\$10,051	\$10,051	\$10,051	\$10,051
Principal Reduction (yr 1)	\$27,768	\$27,768	\$27,768	\$27,768

Loan assumes SBA 504 loan at 80% LTV, 6.00% blended interest, 25 year amortization.

SECTION 4

# Demographics



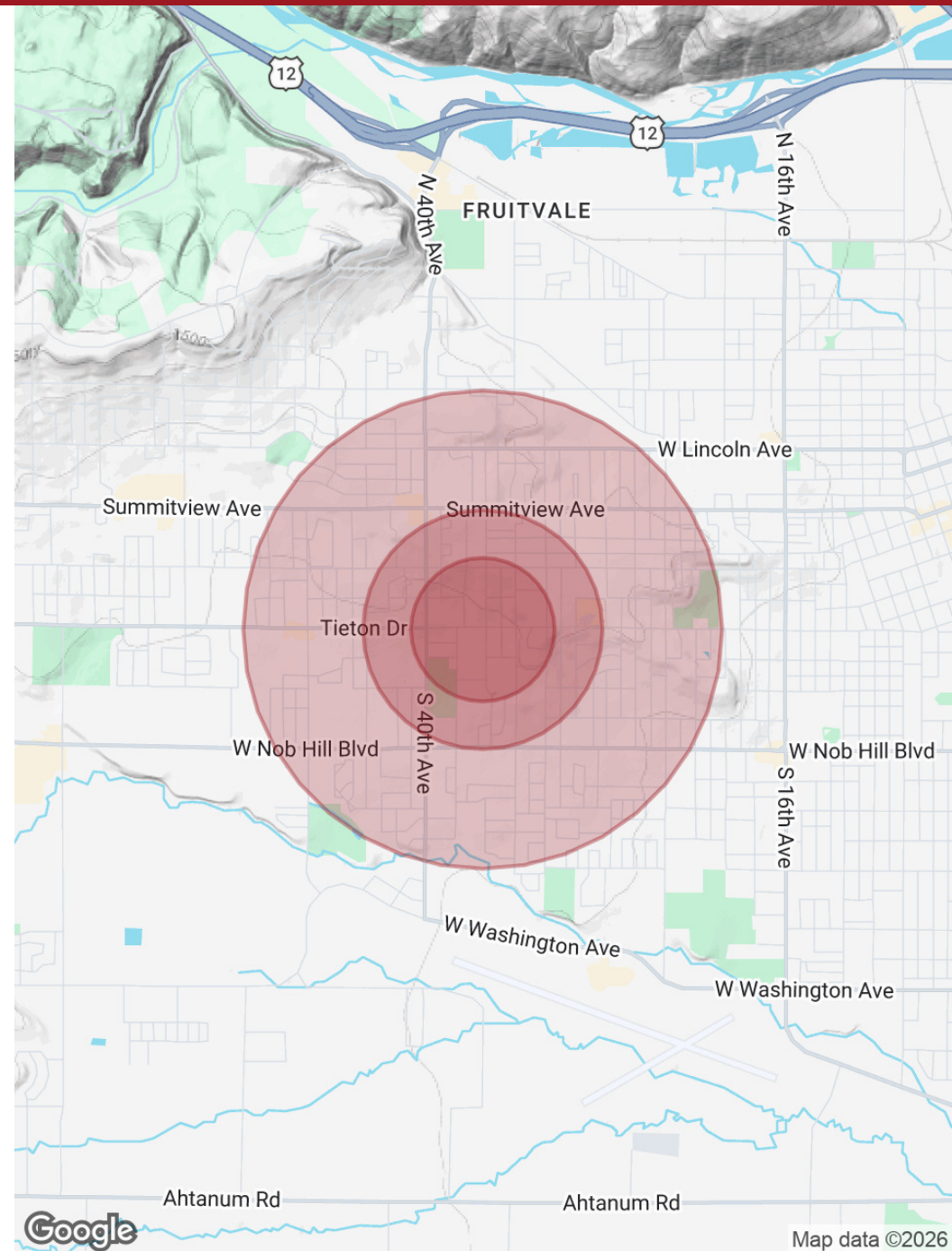
# Demographics Map & Report

Population	0.3 Miles	0.5 Miles	1 Mile
Total Population	1,222	3,504	16,402
Average Age	39	40	41
Average Age (Male)	38	39	39
Average Age (Female)	40	41	43

Households & Income	0.3 Miles	0.5 Miles	1 Mile
Total Households	427	1,318	6,637
# of Persons per HH	2.9	2.7	2.5
Average HH Income	\$93,270	\$97,159	\$91,575
Average House Value	\$294,654	\$310,239	\$335,668

Demographics data derived from AlphaMap





SECTION 5

# Advisor Bios

# Advisor Bio 1



**Matthew Russell**

mrussell@aaifg.com

Direct: **517.455.1976**

## Professional Background

Matt brings over 20 years of expertise in commercial lending, finance, and strategic operations, with a proven ability to drive efficiencies, enhance profitability, and implement innovative processes. As the co-founder and leader of AAI Financial Group since 2017, Matt has built a robust firm specializing in commercial lending, real estate brokerage, business brokerage, and direct private lending. Under his leadership, AAI Financial Group has originated over \$574 million in loans, delivering tailored financial solutions to business clients nationwide. Visit AAI Financial Group for more details on their services. In addition to AAI Financial Group, Matt owns and operates a property management firm, further expanding his footprint in real estate and investment management.

Matt's strategic vision has consistently strengthened organizations during periods of growth and recovery, leaving a lasting impact on their operational and financial success. Previously, Matt held key leadership roles, including serving as CFO and Chief Lending Officer at Solarity Credit Union in Yakima, WA, and as CFO for credit unions in San Antonio, TX, and Lansing, MI. These roles honed his skills in financial strategy, budgeting, and operational management, which he now applies to his commercial lending and real estate ventures.

Matt holds an MBA from Michigan State University and a BBA in Finance with a minor in Business Administration from Western Michigan University. Deeply committed to community service, he currently serves on the Heritage Heights Board of Directors in Chelan, WA, and has previously held roles as President of the Yakima Humane Society and Treasurer for multiple charitable organizations. In his free time, Matt enjoys golfing, supporting Michigan State sports, cooking, traveling, and spending quality time with his family.

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## Advisor Bio 2



**Dan Tilley**

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### Professional Background

With over three decades of commercial real estate expertise in the Pacific Northwest, Daniel Tilley brings unmatched experience to every transaction. Based in Central Washington, he specializes in comprehensive commercial real estate services including acquisitions, sales, leasing, and development across multiple sectors:

- Industrial & Agricultural Properties - From cold storage facilities to processing warehouses
- Retail & Restaurant Development - Including site selection and build-to-suit projects
- Medical & Professional Office Space - Supporting both owners and tenants
- Land Development - Specializing in project-specific site selection and mixed-use developments

As a trusted advisor in Eastern and Central Washington, Daniel has successfully handled diverse commercial transactions ranging from business opportunities and multi-tenant properties to complex industrial developments. His deep understanding of the local market and extensive background in property redevelopment makes him an invaluable partner for investors, business owners, and developers alike. Dan also speaks Spanish.

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# AAI Financial Group: Commercial Lending Capabilities

Text Headline

AAI Financial Group (AAIFG) is our dedicated capital advisory arm that specializes in assisting clients to obtain financing for commercial properties. We are committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources providing the most competitive rates and terms.

We utilize our relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, and agency lenders to provide our clients with a wide range of financing options.

Our dedicated, knowledgeable advisors work to understand you and your goals, gather all of the documents required, provide advice and manage the process from beginning to end while overcoming the challenges of financing.

## Team

Dedicated back-office support team to focus on real estate and financing transactions.

## Capital Access

Access to local, regional and nationwide lenders.

## Efficiency

Company wide operating system servicing real estate and financing utilizing the same team members throughout the transaction.