



# Investment Property For Sale Multi-Tenant Building



5430 Commerce Blvd  
Rohnert Park, CA 94928



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**ADDRESS:**

**5430 Commerce Blvd, Rohnert Park, CA 94928**

*Building*

*Financial*

BUILDING SIZE..... 17,495+/- SF

PRICE: \$3,200,000

LOT SIZE ..... 1 Acre (43,560 SF)

PRICE PER SF: \$182

ZONING ..... IL

GROSS INCOME: \$

PARKING ..... Sixty five plus

NOI: \$224,794

CAP RATE: 7.0%

DEBT COVERAGE: 1.58

*The Opportunity*

Multi tenant retail and office property with marqui freeway frontage on Commerce Blvd. Property is located across the street from the New Multi Media Billboard with easy freeway access and visibility from Hwy 101 North or South and within a short distance of the new Graton Casino. North bound traffic count is 109,000 and South bound traffic is 93,000 cars per day.

The best illustration as to market value of the freeway frontage of this property is found in the monthly rates to rent advertising space on the billboard is \$6,500 per month NB and \$6,000 per month SB with a 12 week minimum commitment.

Great tenants, excellent income property.



**PROVEN LOCATION**

Situated in dense retail market (see aerial )

**FREEWAY VISIBILITY** Highway 101 & Rohnert Park Expwy.

North Bound Daily Traffic Count: 109,000

South Bound Daily Traffic Count: 93,000

**PROPERTY UPGRADES**

New exterior and interior painting

**EXCELLENT TENANTS**

The Natural Mattress Store, Breakaway Bikes, Kids Cuts, EDC Technologies, MD Insurance, and more

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## New Multi Media Billboard



## Excellent Tenants

- **The Natural Mattress Store:** Their newest store opening soon in our Rohnert Park location. The Natural Mattress Store has six Bay Area locations and is locally owned and operated. They have locations in Palo Alto, Walnut Creek, San Francisco, San Rafael and Los Gatos. Their Organic mattresses called Eco Cloud are also made locally. They also offer an assortment of natural bedding and natural material bed frames. [www.thenaturalmattressstore.com](http://www.thenaturalmattressstore.com)
- **Breakaway Bikes:** Locally owned and operated since 2006. They offer a full service sales and repair facility serving all of Northern California. [www.breakawaybikes.org](http://www.breakawaybikes.org)
- **Kids Cuts:** In business over 20 years Kids Cuts offers hair cutting services for primarily children. They employ three stylists that all specialize in offering a unique and relaxing environment for children. Kids enjoy the “Under the sea” theme. Kids Cuts was voted Best Hair Salon May 2012 by Patch readers. [www.kidscutsrohnertpark.com](http://www.kidscutsrohnertpark.com)
- **MG Insurance Co:** Family owned and operated since 1988. MG Insurance offers auto, home and business insurance. Their motto is Honesty, Integrity and Perseverance. They offer quality insurance solutions at an affordable price. [www.mginsrp.com](http://www.mginsrp.com)
- **Express Printing:** Family owned and operated business specializing in offset printing at competitive prices. Using vegetable based inks, low voc solvents, and a state of the art, ecologically friendly digital plate system that uses a fraction of the chemistry than that of conventional systems. They also offer a wide array of recycled papers to choose from. [www.expressprinting@worldsystems.com](mailto:www.expressprinting@worldsystems.com)
- **EDC Technologies:** Started in 1985 EDC partners multi-family apartments, property management and hotels and the natural gas utilities offering energy efficiency, conservation and monitoring to hot water systems. They provide services all over the United States and Hawaii providing online monitoring systems for a proactive approach to hot water conservation. [www.savegas.com](http://www.savegas.com)
- **Animal Healing Arts:** Offers Holistic Animal Care. Lisa Pesch, DVM has been practicing for 16 years and is now branching out into her own practice providing acupuncture, chiropractics, homeopathy, herbal medicine and nutritional counseling. [www.healingpetsnaturally.com](http://www.healingpetsnaturally.com)

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**ROHNERT PARK (SONOMA COUNTY)**

Rohnert Park is located at the southwestern gateway to the Sonoma County wine country, one of California’s premier Wine Country regions, about 45 miles north of San Francisco and the Golden Gate Bridge. Rohnert Park had a 2010 census population of 40,971. This city straddles U.S. Highway 101 about 5 miles south of Santa Rosa (county seat of Sonoma County) and just a short drive away from the scenic Sonoma Coast and the world famous Napa Valley. Rohnert Park is one of the first master-planned bedroom communities in the U.S.

The City is surrounded by farms and grazing land where nationally sought after organic and high quality produce, fruits, cheeses and wine are grown and produced.

Rohnert Park is a sports and recreation destination in Sonoma County’s Wine Country. It has more public and private recreational facilities and opportunities per capita than any other city in the North San Francisco Bay.

Rohnert Park is also home to Sonoma State University, a public liberal arts college affiliated with the California State University system.

**DEMOGRAPHICS**

<b>Population</b>	<b>1 Mile</b>	<b>3 Miles</b>	<b>5 Miles</b>
2000 Population	14,311	53,886	76,271
2010 Population	14,471	53,988	79,451
2015 Population (Projection)	14,387	53,387	79,303
<b>2010 Income</b>			
2010 Average Household Income	\$64,746	\$77,703	\$78,032
2010 Median Household Income	\$58,973	\$65,222	\$64,519



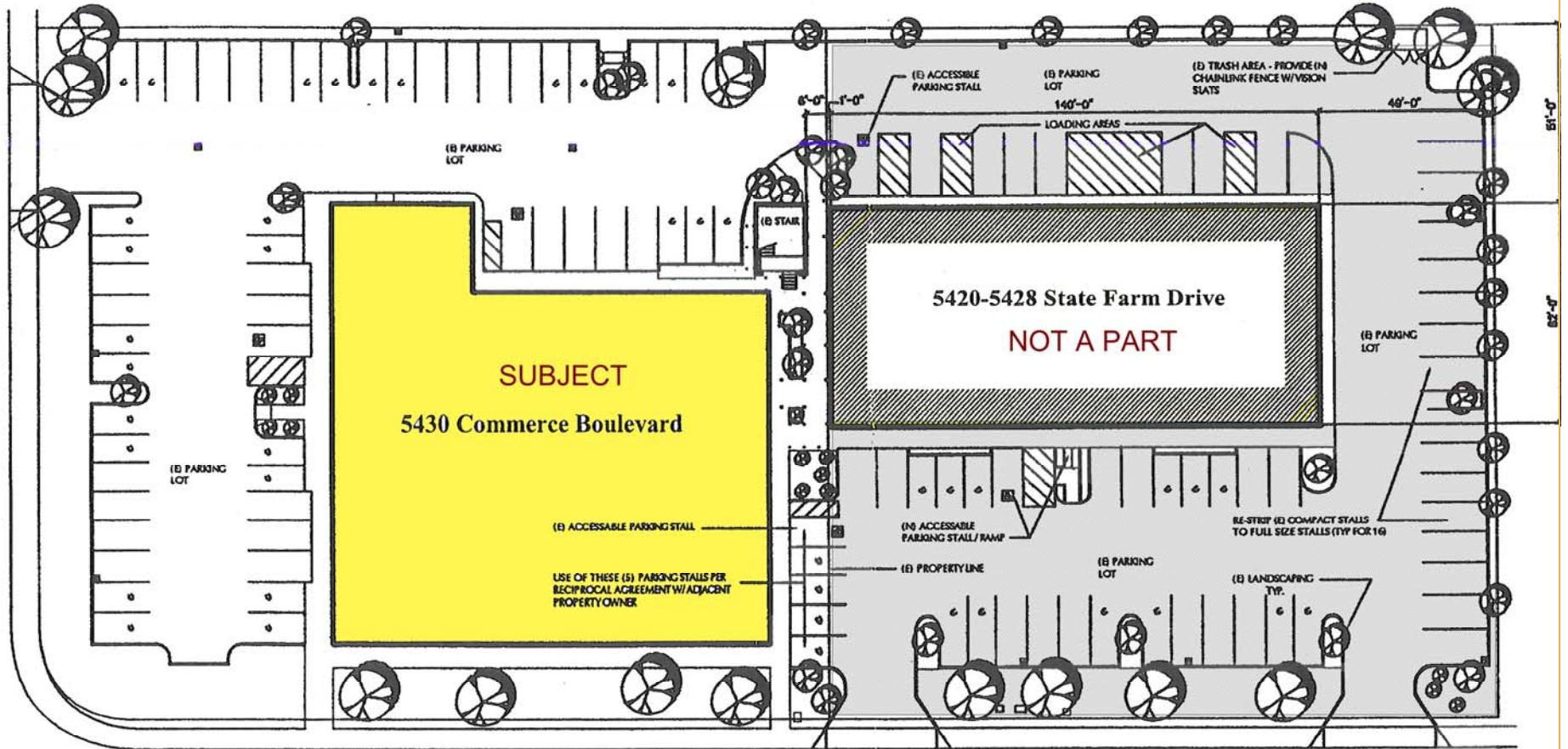
**TOP EMPLOYERS IN SONOMA COUNTY**

<b>Employer</b>	<b># of Employees (Approx.)</b>
St. Joseph Health System	2,775
Kaiser Permanente	2,437
Sonoma Development Center	1,777
Safeway	1,615
Agilent Technologies	1,400
Sonoma State University	1,000



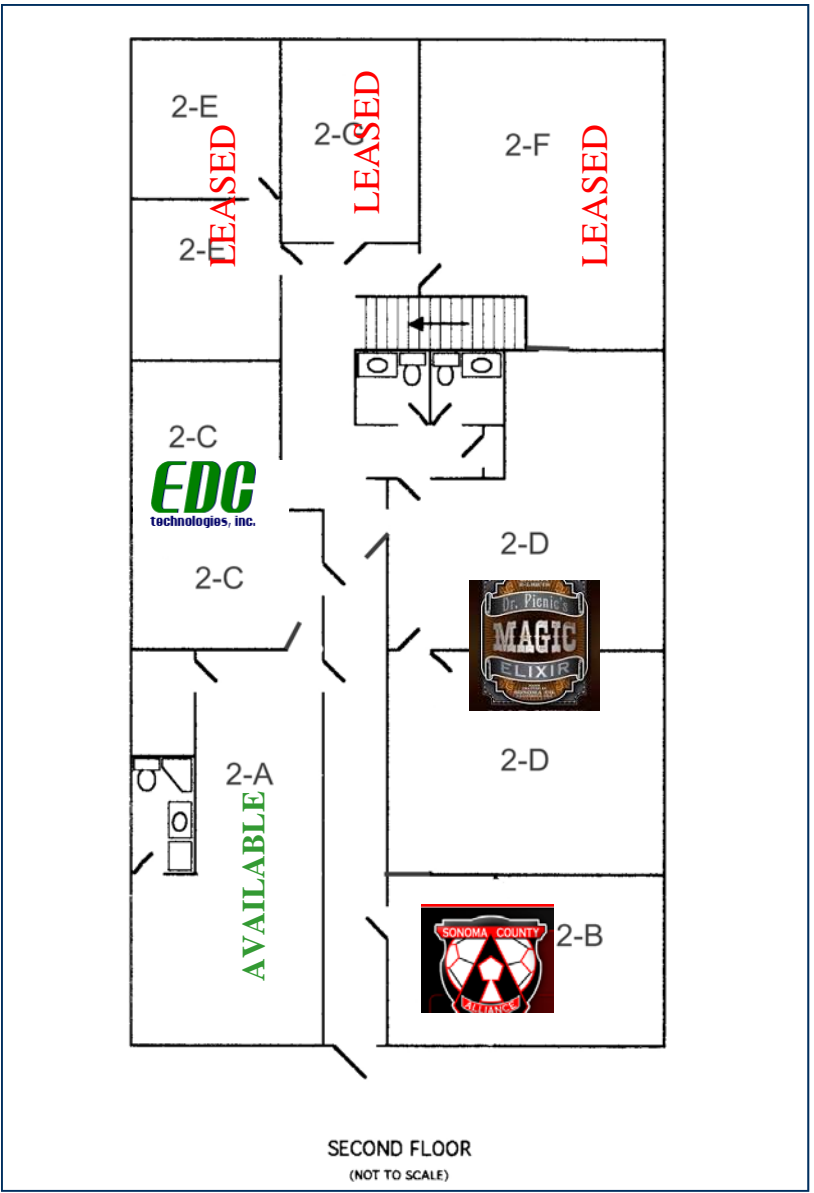
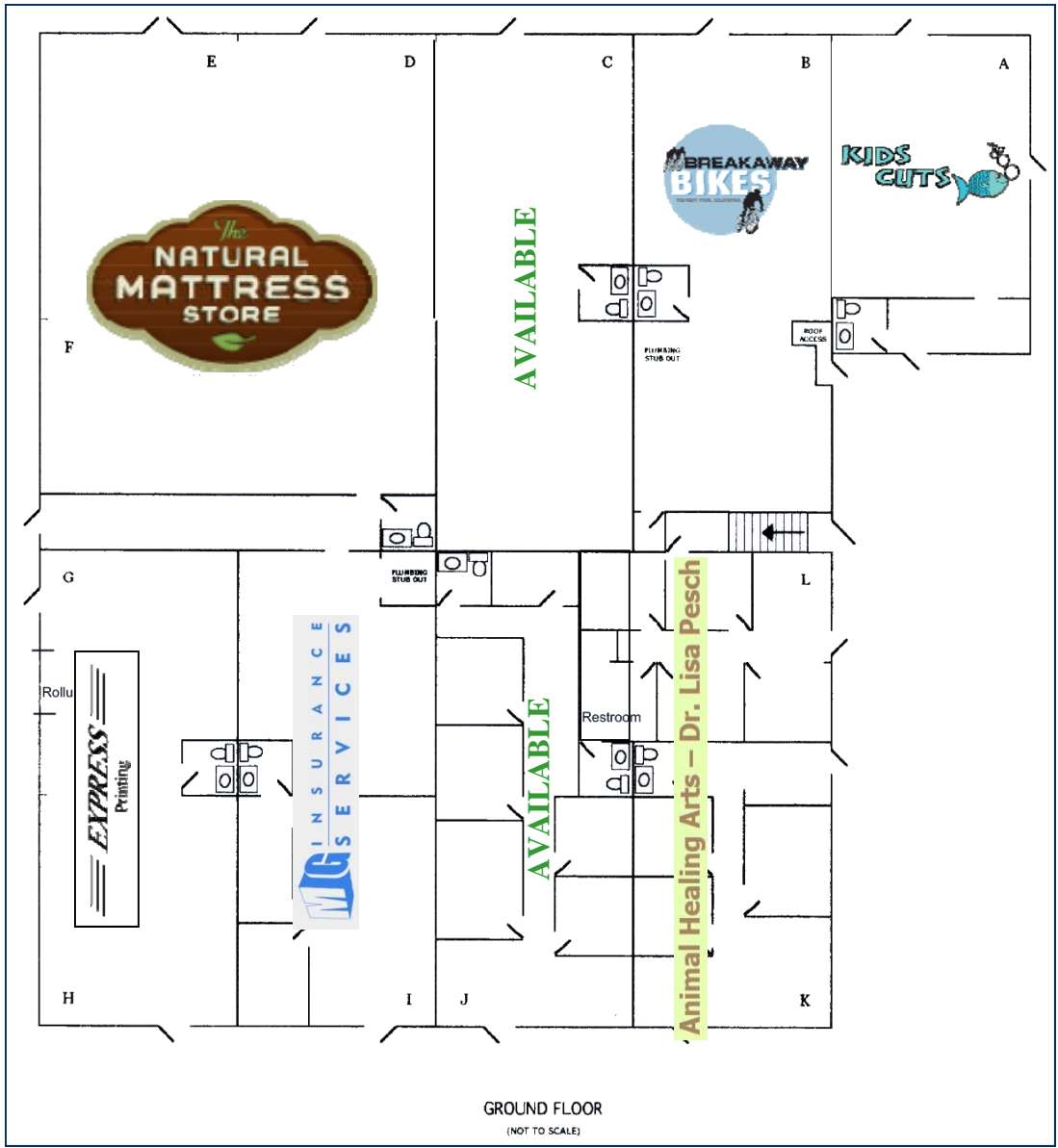
### Site Plan of Project

Commerce Blvd.



State Farm Drive







# COUNTY ASSESSOR'S PARCEL MAP

TAX RATE AREA 143-02  
7-006

- Parcel Map No. 12  
REC. 06-12-75 IN BK. 223, MAPS, PGS. 06-06
- Parcel Map No. 21  
REC. 12-03-76 IN BK. 244, MAPS, PGS. 03-03
- Parcel Map No. 40  
REC. 12-14-77 IN BK. 262, MAPS, PGS. 45-45
- Parcel Map No. 52  
REC. 08-16-78 IN BK. 273, MAPS, PGS. 36-36
- Parcel Map No. 56  
REC. 11-03-78 IN BK. 278, MAPS, PGS. 33-33
- Parcel Map No. 57  
REC. 11-14-78 IN BK. 278, MAPS, PGS. 40-40
- Parcel Map No. 67  
REC. 11-21-79 IN BK. 290, MAPS, PGS. 34-35
- Parcel Map No. 70  
REC. 09-12-80 IN BK. 312, MAPS, PGS. 17-18
- Parcel Map No. 71  
REC. 06-05-80 IN BK. 307, MAPS, PGS. 11-12
- Parcel Map No. 76  
REC. 08-04-81 IN BK. 325, MAPS, PGS. 07-08
- Parcel Map No. 78  
REC. 09-09-80 IN BK. 312, MAPS, PGS. 24-25
- Parcel Map No. 79  
REC. 06-12-81 IN BK. 323, MAPS, PGS. 20-20

- Parcel Map No. 87  
REC. 11-29-84 IN BK. 353, MAPS, PGS. 02-03
- Parcel Map No. 89  
REC. 12-29-83 IN BK. 353, MAPS, PGS. 24-25
- Parcel Map No. 95  
REC. 10-29-85 IN BK. 374, MAPS, PGS. 42-43
- Parcel Map No. 96  
REC. 08-07-84 IN BK. 361, MAPS, PGS. 07-08
- Parcel Map No. 103  
REC. 05-23-86 IN BK. 385, MAPS, PGS. 07-08
- Parcel Map No. 114  
REC. 01-05-90 IN BK. 448, MAPS, PGS. 22-25
- Parcel Map No. 120  
REC. 10-05-88 IN BK. 425, MAPS, PGS. 27-28
- Parcel Map No. 158  
REC. 04-30-96 IN BK. 550, MAPS, PGS. 21-23
- Parcel Map No. 159  
REC. 09-23-98 IN BK. 553, MAPS, PGS. 38-40



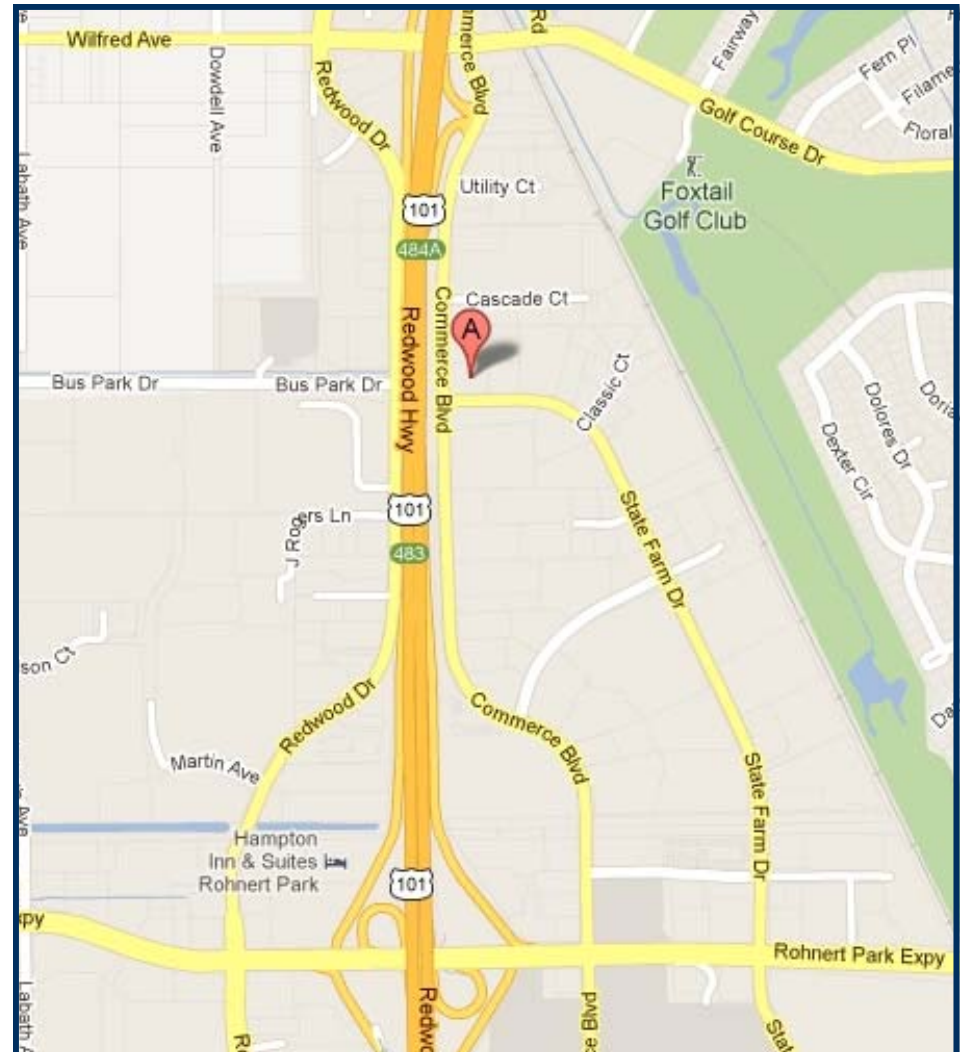
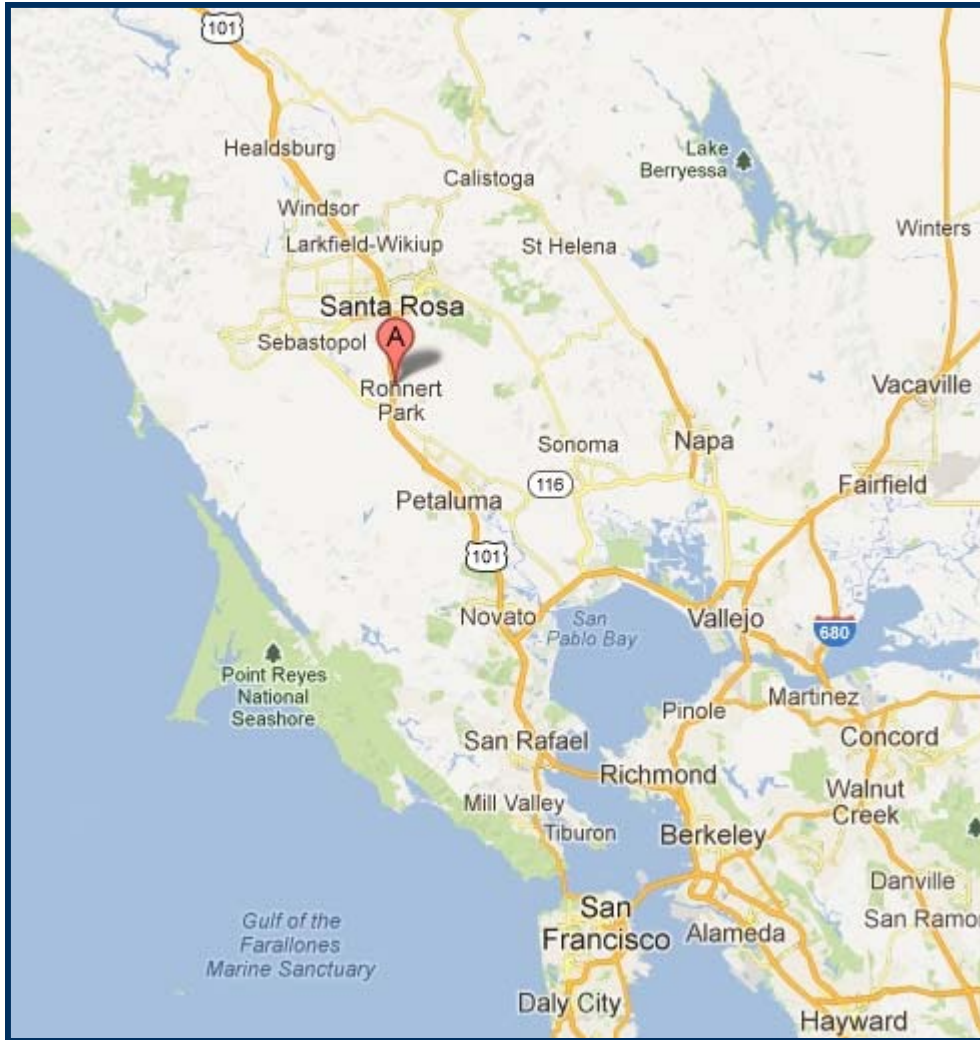
5430 Commerce Blvd

NOTE: This map was prepared for Assessment purposes only and does not indicate either parcel legality or a valid building site. No liability is assumed for the accuracy of the data delineated. The contours are based on the information supplied to the Assessor (i.e. recorded survey maps, recorded deeds, prior assessment maps, etc.)

NOTE: Assessor's parcels do not necessarily constitute legal lots. To verify legal parcel status, check with the appropriate city or county community development or planning division.

- REVISED
- 04-23-97=81-RL
  - 03-07-00=5 BE-RM
  - 02-24-05=Adj.-RM
  - 03-31-08=R/S-BC
  - 04-14-08=SRE-NL
  - 01-28-11=MT/S-HS
  - 01-23-12=Carr.-BC







FINANCIAL ANALYSIS CONTAINED ON FOLLOWING PAGES

# Investment Summary & Highlights

## 5430 Commerce Blvd

Rohnert Park, CA 94928

### Financial:

Price	\$	3,200,000
Price per Sq. Ft.	\$	182.91
Gross Operating Income	\$	308,018
Total Operating Expenses	\$	83,224
Net Operating Income (Yr. 1)	\$	224,794
Cap Rate (Yr. 1)		7.0%
Cap Rate (5 Yr. Avg.)		7.3%
Pre-Tax Cash-on-Cash (Yr. 1)		7.2%
Pre-Tax Cash-on-Cash (5 Yr. Avg.)		8.0%
Acquisition Cost Estimate	\$	10,000

### New Loan:

Loan Points	\$	20,800
Cash Invested	\$	1,150,800
Estimated NEW Loan Amt.	\$	2,080,000
NEW Loan LTV		65%
Interest Rate		4.75%
Term		25
Annual Debt Service	\$	142,301
Debt Coverage Ratio		1.58

### Analysis Assumptions:

Vacancy Factor		5%
Income Escalator		2%
Expense Escalator		2%

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# Rent Roll

Income	Unit Sq. Ft.	Start Date End Date	% of Building	Base \$/Sq. Ft. CAM\$/Sq. Ft.	Monthly Rent & CAMs	Comments
<b>Ground Floor</b>						
1-A Kids Cuts	1,000	9/1/2011	5.72%	\$ 1.19	\$ 1,188	
CAM 1-A		8/31/2016		\$ 0.41	\$ 410	
1-B Breakway Bikes	1,500	10/1/2001	8.57%	\$ 1.65	\$ 2,475	
CAM 1-B		2/28/2017		\$ 0.41	\$ 615	
1-C (Vacant) (PROFORMA)	1,650		9.43%	\$ 1.55	\$ 2,558	
CAM 1-C (PROFORMA)				\$ 0.41	\$ 677	
1-DEF The Natural Mattress Store	4,100	7/1/2014	23.44%	\$ 1.40	\$ 5,740	Lessee has two sixty month options.
CAM 1_DEF		6/30/2019		\$ 0.41	\$ 1,681	
1-GH Express Printing	1,500	12/1/2001	8.57%	\$ 1.21	\$ 1,811	
CAM 1-GH		12/31/2015		\$ 0.21	\$ 315	
1-I MG Insurance	800	1/1/2005	4.57%	\$ 1.25	\$ 1,000	
CAM 1-I		12/31/2016		\$ 0.41	\$ 328	
1-J (Vacant) (PROFORMA)	1,200		6.86%	\$ 1.25	\$ 1,500	
CAM 1-J				\$ -	\$ -	
1-K Animal Healing Arts	1,000	4/15/2014	5.72%	\$ 1.22	\$ 1,215	
CAM 1-K		4/30/2016		\$ -	\$ -	
1-L Three Star Massage	800	6/1/2011	4.57%	\$ 1.41	\$ 1,126	
CAM 1-L		5/31/2016		\$ -	\$ -	
<b>Second Floor Office</b>						
2-A (Vacant) (PROFORMA)	595		3.40%	\$ 1.25	\$ 745	
2-B So. Co. Soccer Alliance (TBD)	392	5/20/2009 5/31/2016	2.24%	\$ 0.99	\$ 388	
2-C EDC Technologies	388	12/1/2013 11/30/2014	2.22%	\$ 1.25	\$ 485	
2-D Walsh & Reimer LLC	997	6/15/2014 4/30/2017	5.70%	\$ 0.80	\$ 987	
2-E Hector Murva	410	6/15/2014 6/30/2015	2.34%	\$ 0.99	\$ 406	
2-F Shadee Gonzales	619	6/15/2014 12/31/2014	3.54%	\$ 0.85	\$ 526	
2-G Joel Reynolds	204	Monthly	1.17%	\$ 0.85	\$ 173	
3-A Breakaway Bikes - Storage Area	340	3/1/2014 2/28/2017	1.94%	\$	\$ 100	
<b>GBA:</b>	17,495		100.00%	Base Rent/Mo.:	\$ 22,423	
				Monthly CAM:	\$ 4,026	
				Other Income: PG & E reimbursements:	\$ 571	
				Monthly Gross Income:	\$ 27,019	

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# Annual Property Operating Data

<b>Name</b>	<b>5430 Commerce Blvd</b>		
<b>Location</b>	<b>Rohnert Park, CA 94928</b>		
<b>Type of Property</b>	Retail	<b>Purchase Price</b>	3,200,000
<b>Size of Property</b>	17,495 (Sq. Ft./Units)	<b>Acquisition Costs</b>	\$10,000.00
<b>No. of Units</b>	16	<b>Loan Points</b>	20,800.00
<b>Purpose</b>	Investment Evaluation	<b>Cash Invested</b>	1,150,800
		#Pmts.	
<b>Assessed/Appraised Values</b>		<b>Potential No. 1</b>	Balance    Payment    /Yr.    Interest    Term
<b>Land</b>	20%    \$    640,000	<b>1st</b>	\$2,080,000    \$11,858    12    4.75%    25
<b>Improvements</b>	80%    \$    2,560,000	<b>2nd</b>	
<b>Personal Property</b>	\$ -		
<b>Total</b>	100%    \$    3,200,000	<b>Potential No. 2</b>	
		<b>1st</b>	
<b>Adjusted Basis as of</b>	2-Aug-14    \$    3,200,000	<b>2nd</b>	

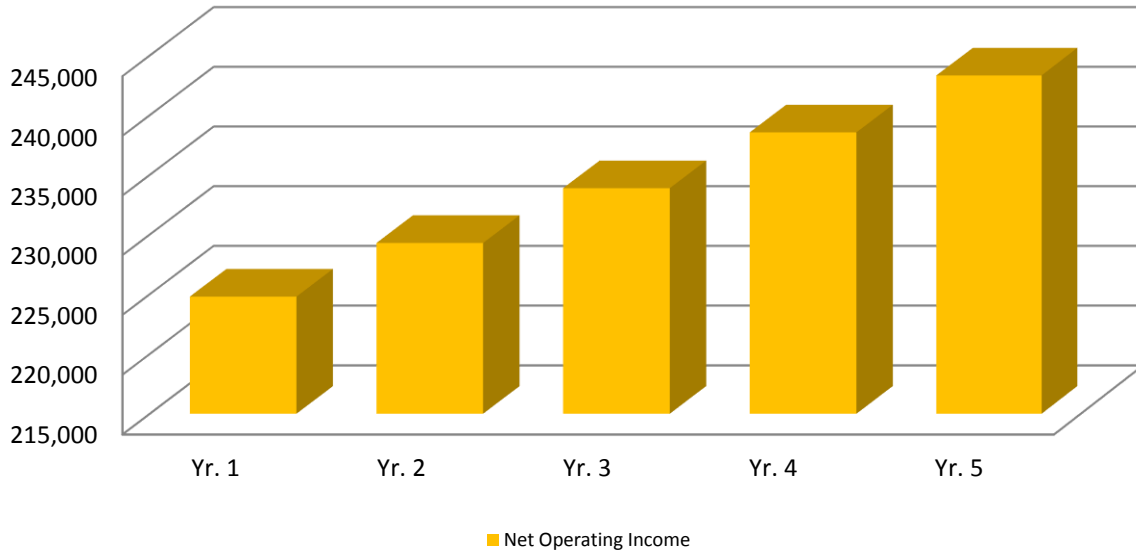
ALL FIGURES ARE ANNUAL	\$/SQ FT or \$/Unit	%			COMMENTS/FOOTNOTES
		of GOI			
1 <b>POTENTIAL RENTAL INCOME</b>			269,071		SEE Rent Roll
2 Plus: Other Income (affected by vacancy)			55,158		CAM Reimbursement
3 Less: Vacancy & Cr. Losses	(	5%	of	16,211 )	
4 <b>EFFECTIVE RENTAL INCOME</b>					
5 Plus: Other Income (not affected by vacancy)					
6 <b>GROSS OPERATING INCOME</b>			308,018		
<b>OPERATING EXPENSES:</b>					
7 Real Estate Taxes			35,840		Based upon 1.12% of purchase price.
8 Personal Property Taxes					
9 Property Insurance			2,988		Based on current costs
10 Off Site Management			6,000		Based on current costs
11 BLANK					
12 Day Porter Service			900		Based on current costs
13 BLANK					
14 Fire Alarm Monitor and Phone			1,692		Based on current costs
15 Repairs & Maintenance (Building)			7,000		Based on current costs
16 Utilities:					
17 <i>Water &amp; Sewer</i>			4,800		Based on current costs
18 <i>Garbage</i>			6,984		Based on current costs
19 <i>PG&amp;E</i>			6,000		Based on current costs
20 Janitorial			1,800		Based on current costs
21 Supplies			600		Based on current costs
22 Landscaping			2,460		Based on current costs
23 BLANK					
24 BLANK					
25 BLANK					
26 BLANK					
27 Reserves for Improvements		2.0%	6,160		Lender Requirement
28					
29					
30					
31 TOTAL OPERATING EXPENSES	\$		0.40	83,224	31%    Expenses as a % of GOI
32 <b>NET OPERATING INCOME</b>				224,794	7.0%    Cap Rate
33 Less: Annual Debt Service				142,301	1.58    Debt Coverage Ratio
34 Less: Funded Reserves					
35 Less:					11.89    Gross Rent Multiplier
36 Less:					
37 <b>CASH FLOW BEFORE TAXES</b>				\$82,492	7.2%    Cash-on-Cash or ROI

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# Charts and Key Ratios

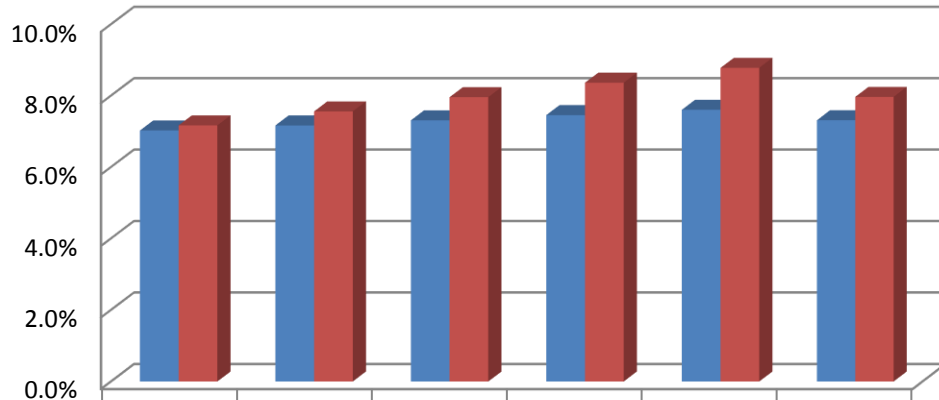
**5430 Commerce Blvd**  
Rohnert Park, CA 94928

## Net Operating Income



■ Net Operating Income

## Key Ratios



	Yr. 1	Yr. 2	Yr. 3	Yr. 4	Yr. 5	5 Yr Avg.
■ Cap Rate	7.0%	7.2%	7.3%	7.5%	7.6%	7.3%
■ Cash-on-Cash BEFORE Tax	7.2%	7.6%	8.0%	8.4%	8.8%	8.0%

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# Cash Flow Worksheet

Property Name 5430 Commerce Blvd.  
 Prepared For Investment Evaluation  
 Prepared By William M. Severi, CCIM  
 Date Prepared 2-Aug-14

Purchase Price \$ 3,200,000.00  
 Acquisition Costs \$ 10,000.00  
 Loan Points \$ 20,800.00  
 Cash Invested \$ 1,150,800.00

Mortgage Data			Cost Recovery Data	
	1st Mortgage	2nd Mortgage	Improvements	Personal Property
Amount	2,080,000		Value	2,560,000
Interest Rate	4.75%		C. R. Method	SL
Term	25		Useful Life	39
Payments/Year	12	12	In Service Date	1/1/2014
Periodic Payment	\$ 11,858	-	Recapture	
Annual Debt Service	142,301	-	(All/None/Excess)	
LTV	65%		Investment Tax	
			Credit (\$\$ or %)	

1st Mortgage

2nd Mortgage

## Taxable Income

Year :	2014	2015	2016	2017	2018
1 Potential Rental Income	269,071	274,453	279,942	285,541	291,252
2 +Other Income affected by vacancy	55,158	56,261	57,386	58,534	59,705
3 -Vacancy & Credit Losses	16,211	16,536	16,866	17,204	17,548
4 =Effective Rental Income	308,018	314,178	320,462	326,871	333,409
5 +Other Income not affected by vacancy					
6 =Gross Operating Income	308,018	314,178	320,462	326,871	333,409
7 -Operating Expenses	83,224	84,889	86,587	88,318	90,085
8 =NET OPERATING INCOME	<b>224,794</b>	<b>229,289</b>	<b>233,875</b>	<b>238,553</b>	<b>243,324</b>
9 -Interest - 1st Mortgage	97,840	95,682	93,419	91,045	88,557
10 -Interest - 2nd Mortgage					
11 -Cost Recovery - Improvements	65,641	65,641	65,641	65,641	65,641
12 -Cost Recovery - Personal Property					
13 -					
14 -					
15 =Real Estate Taxable Income	61,312	67,967	74,816	81,866	89,126
16 Tax Liability (Savings) at 30.0%	18,394	20,390	22,445	24,560	26,738

## Cash Flow

17 NET OPERATING INCOME (Line 8)	224,794	229,289	233,875	238,553	243,324
18 <b>Cap Rate</b>	<b>7.0%</b>	<b>7.2%</b>	<b>7.3%</b>	<b>7.5%</b>	<b>7.6%</b>
19 -Annual Debt Service	142,301	142,301	142,301	142,301	142,301
20 Funded Reserves					
21 Capital Improvements					
22 =CASH FLOW BEFORE TAXES	82,492	86,988	91,574	96,251	101,023
23 <b>Cash-on-Cash BEFORE Tax</b>	<b>7.2%</b>	<b>7.6%</b>	<b>8.0%</b>	<b>8.4%</b>	<b>8.8%</b>
24 -Tax Liability (Savings) (Line 16)	18,394	20,390	22,445	24,560	26,738
25 +Investment Tax Credit					
26 =CASH FLOW AFTER TAXES	\$64,099	\$66,598	\$69,129	\$71,692	\$74,285
<b>Cash-on-Cash AFTER Tax</b>	<b>5.57%</b>	<b>5.79%</b>	<b>6.01%</b>	<b>6.23%</b>	<b>6.46%</b>

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