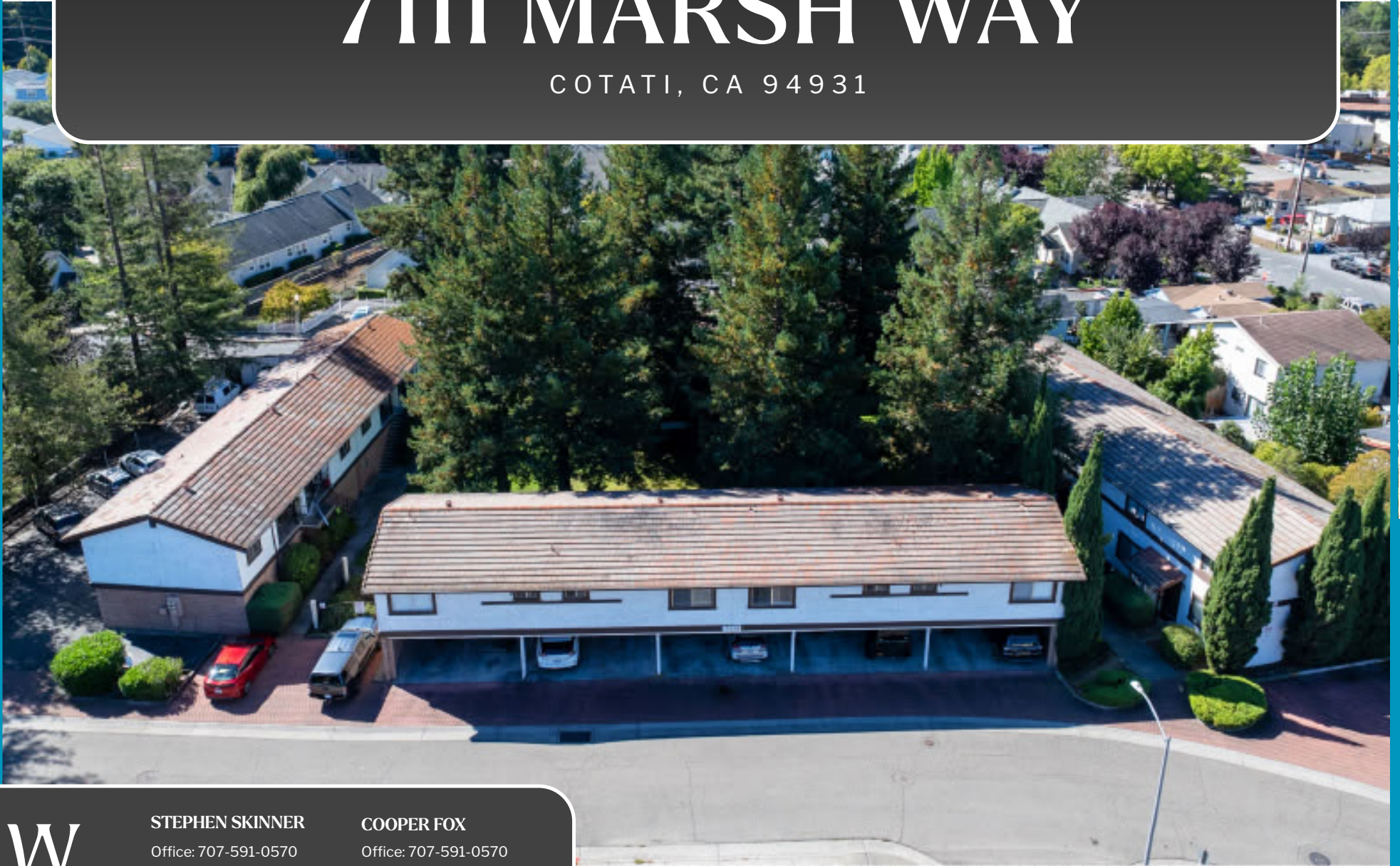


FOR SALE

# 7111 MARSH WAY

COTATI, CA 94931



**STEPHEN SKINNER**

Office: 707-591-0570  
Cell: 707-694-1619  
SSkinner@wrealestate.net  
CALDRE #02020207

**COOPER FOX**

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**20-Unit Multifamily Property For Sale**

# OFFERING SUMMARY



**W Commercial** is pleased to present **7111 Marsh Way** for sale — a twenty-unit, garden-style apartment complex featuring private covered parking. The property has been diligently maintained, reflecting strong pride of ownership and consistent tenant appeal. At an asking price of \$197,500 per door, the offering provides investors with strong intrinsic value and a rare opportunity to acquire a well-performing asset in Sonoma County at a below-replacement cost basis. In-place rents remain significantly below market, creating clear potential for income growth and long-term appreciation.



**SALE PRICE**  
\$3,950,000



**PRICE PER UNIT**  
\$197,500



**NET OPERATING INCOME**  
\$199,163



**CAP RATE**  
5.03%



**PROFORMA CAP RATE**  
7.00%

# PROPERTY HIGHLIGHTS

## UNIT MIX

<b>TOTAL UNIT COUNT</b>	20 UNITS
<b>1 BED - 1 BATH</b>	6 UNITS
<b>2 BED - 1 BATH</b>	14 UNITS
<b>AVERAGE UNIT SIZE</b>	760 SF



7111 Marsh Way is a well-maintained, twenty-unit, garden-style apartment community located in the heart of Cotati, California. The complex reflects strong pride of ownership, with consistent upkeep and attention to detail evident throughout the grounds. Ownership has completed numerous capital improvements in recent years, including roof replacements within the last five years and ongoing interior renovations as units have turned over. Many units feature updated finishes such as new flooring, appliances, and bathroom fixtures, enhancing both tenant appeal and long-term value.



**LOT SIZE**  
0.84 Acres



**BUILDING SIZE**  
26,268 SF



**BUILT**  
1973



**UNITS**  
20



**ZONING**  
N-U  
(Neighborhood Urban)



**RENT/USE RESTRICTIONS:**  
NO



**PARKING**  
30 Total 20-carport  
10-Surface



**POWER**  
Individually Metered



**HVAC**  
Heater



**GAS**  
Yes



**SPRINKLERS**  
No



**LAUNDRY**  
On-Site

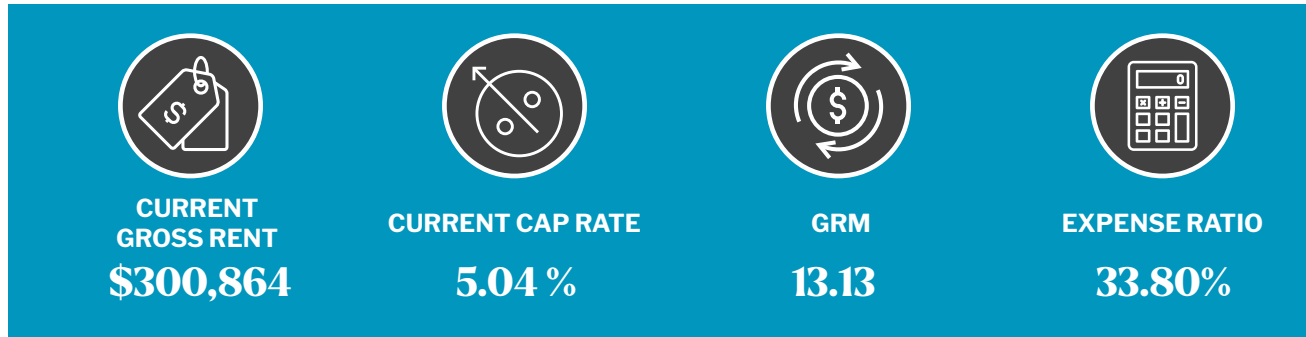
# RENT ROLL



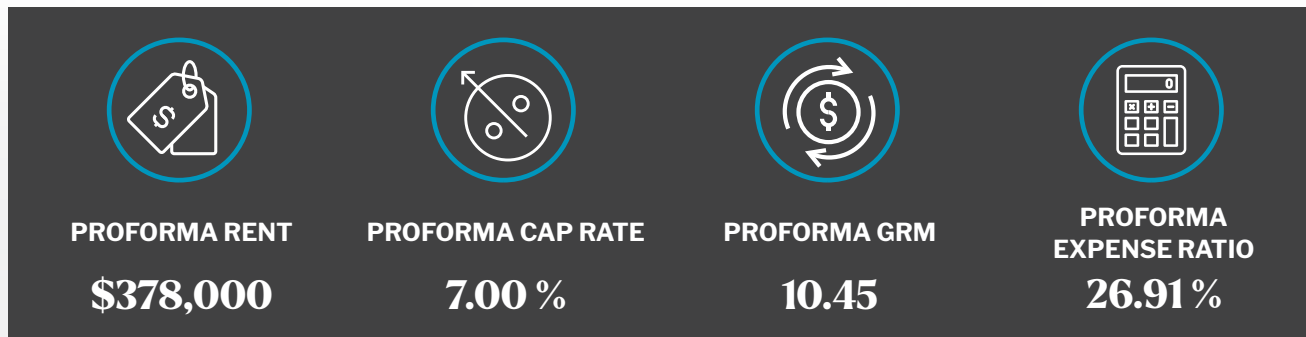
Unit	Floor Plan	Current Rent	Market- Rent	Lease Start	Lease End	Term Remaining
1	1 Bed 1 bath	\$1,125.00	\$1,400.00	10/1/24	10/1/25	MM
2	1 Bed 1 bath	\$1,100.00	\$1,400.00	9/1/23	9/1/25	MM
3	1 Bed 1 bath	\$1,025.00	\$1,400.00	5/1/23	5/1/24	MM
4	1 Bed 1 bath	\$1,050.00	\$1,400.00	2/1/26	1/31/27	11
5	1 Bed 1 bath	\$1,250.00	\$1,400.00	2/1/17	2/1/18	MM
6	1 Bed 1 bath	\$1,025.00	\$1,400.00	10/6/25	10/1/26	7
7	2 Bed 1 Bath	\$1,250.00	\$1,650.00	11/1/17	11/1/18	MM
8	2 Bed 1 Bath	\$1,250.00	\$1,650.00	1/12/20	2/1/21	MM
9	2 Bed 1 Bath	\$1,045.00	\$1,650.00	7/9/16	7/1/17	MM
10	2 Bed 1 Bath	\$950.00	\$1,650.00	8/21/04	9/1/05	MM
11	2 Bed 1 Bath	\$1,345.00	\$1,650.00	3/1/24	3/1/25	MM
12	2 Bed 1 Bath	\$1,600.00	\$1,650.00		Pending	
13	2 Bed 1 Bath	\$1,600.00	\$1,650.00		Pending	
14	2 Bed 1 Bath	\$1,350.00	\$1,650.00	11/1/15	11/1/26	12
15	2 Bed 1 Bath	\$1,328.00	\$1,650.00	6/10/19	7/1/20	MM
16	2 Bed 1 Bath	\$1,376.00	\$1,650.00	11/1/16	11/1/17	MM
17	2 Bed 1 Bath	\$1,270.00	\$1,650.00	6/6/20	6/1/21	MM
18	2 Bed 1 Bath	\$1,383.00	\$1,650.00	1/25/08	2/1/09	MM
19	2 Bed 1 Bath	\$1,350.00	\$1,650.00	8/1/25	8/1/26	5
20	2 Bed 1 Bath	\$1,400.00	\$1,650.00	2/1/26	1/31/27	11

# FINANCIALS

## CURRENT



## PROFORMA



## Annualized Operating Data Expense Breakdown

Expense	Per Year
Property Taxes @ 1.25%	\$49,375.00
Insurance	\$7,523.00
Common Area Utility	\$4,112.00
Landscaping	\$4,100.00
Trash	\$7,946.00
Repairs/ Maintenance	\$10,000.00
Water/Sewer	\$18,645.00
<b>Total</b>	<b>\$101,701.00</b>

## Current Income & Expense

Gross Income	\$300,864.00
Expenses	(\$101,701.00)
<b>Net Operating Income</b>	<b>\$199,163.00</b>

# SITE PLAN



7111 Marsh Way  
Cotati, CA 94913

Parcel ID:  
144-360-053



# KEY BUSINESSES

- Superburger Hamburger
- The Tradewinds Bar
- Spancky's Bar
- Cotati Coffee Company
- Café Salsa
- Redwood Café Cotati
- Mombos Pizza
- Old Redwood Highway
- Cotati Market
- Cotati Plaza
- Grapevine Shopping Center
- Peets Cofffe
- Walgreens



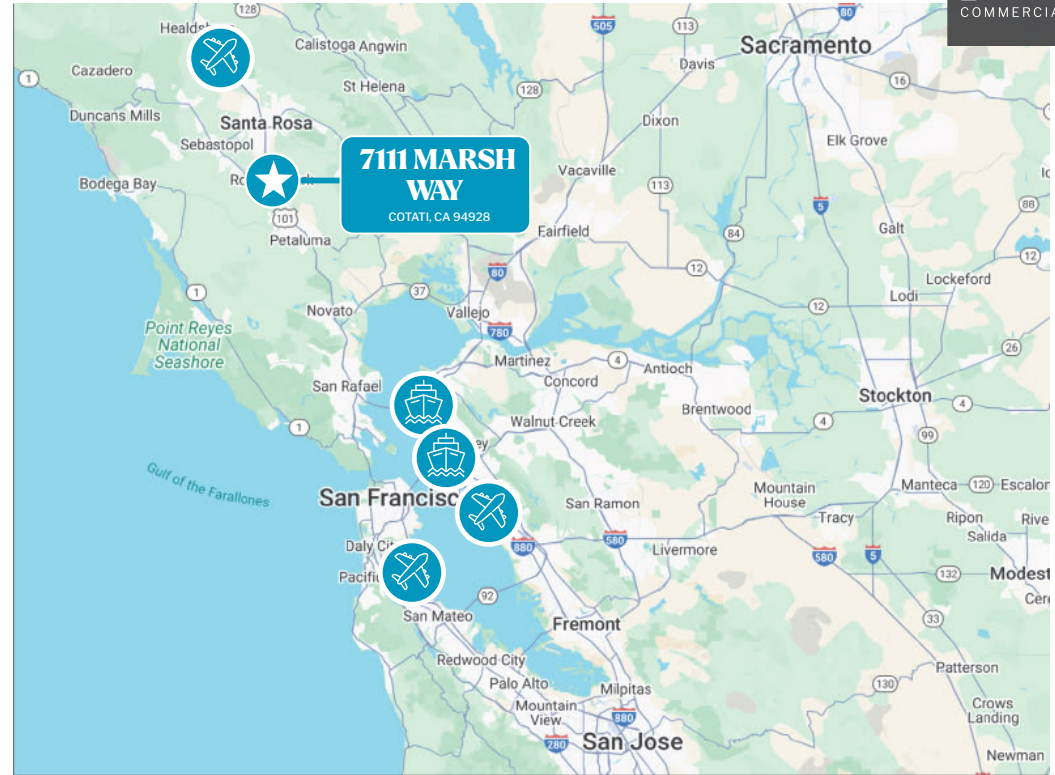
# KEY BUSINESSES

- SMART Station
- Sonoma State University
- Chevron
- Olivers Market
- Acme Hamburger
- United Postal Services
- Papa John's Pizza
- Starbucks
- Your Pets Market
- Energy Health Club
- Somo Village (Old Caz Brewery, Sally Tomatoes)



# DEMOGRAPHICS

	1 MILE	3 MILES	5 MILES
POPULATION	17,244	55,893	72,006
AVERAGE HOUSEHOLD INCOME	\$105,179	\$112,228	\$113,595
HOUSEHOLDS	6,490	21,446	27,194
MEDIAN HOUSEHOLD INCOME	\$86,300	\$89,603	\$90,813
MEDIAN AGE	39	39	40
OWNER/RENTER OCCUPIED	54%   46%	54%   46%	56%   44%
EMPLOYMENT	17,264	55,699	71,345



**CITIES**

San Francisco	48 miles
Oakland	51 miles
Sacramento	91 miles
San Jose	93 miles

**AIRPORTS**

STS – Charles M. Schulz–Sonoma County Airport	16 miles
SFO – San Francisco International Airport	61 miles
OAK – Oakland International Airport	61 miles

**PORTS**

Port of Richmond	42 miles
Port of Oakland	52–53 miles

**SMART (Commuter Rail)**

Cotati SMART Station (980 E Cotati Ave)	0.8 mile walk; 1.1 mile drive
Rohnert Park SMART Station (900 Enterprise Dr)	2.4 mile drive

**BUS HUBS & KEY STOPS**

Cotati Hub (La Plaza Park – Old Redwood Hwy & W Sierra Ave)	0.4 mi walk
E Cotati Ave & Santero Way (by SMART/Intermodal)	0.9 mile walk
E Cotati Ave & Ryan Ln	1.1 miles

**PARK & RIDE**

Cotati Park & Ride (Redwood Dr / Hwy 116)	1.7 mile drive
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# ABOUT COTATI, CA

Cotati, CA is a small city located in Sonoma County, California. The city has a thriving commercial real estate industry that supports the local economy. Cotati's commercial real estate market is diverse, with properties ranging from small retail spaces to large office buildings and warehouses.

One of the main factors driving the commercial real estate industry in Cotati is the city's strategic location. Cotati is situated in close proximity to major cities like San Francisco and Oakland, making it an attractive location for businesses looking to expand their operations in Northern California. Additionally, Cotati has a strong transportation infrastructure, with easy access to major highways and the Sonoma County Airport.

The retail sector is a significant component of Cotati's commercial real estate market. The city has several shopping centers and plazas that are home to national chain stores, local boutiques, and restaurants. These retail spaces provide essential goods and services to both the local community and visitors to the area.

The office market in Cotati is also strong, with several professional and medical office buildings located throughout the city. These spaces cater to a range of industries, including healthcare, finance, and technology. The city's thriving business community and proximity to major urban centers make it an attractive location for companies looking to establish a presence in the region.

In addition to retail and office spaces, Cotati's commercial real estate market includes industrial and warehouse properties. The city has several industrial parks that are home to manufacturing and distribution companies, as well as logistics and transportation firms. These properties provide employment opportunities and support the local economy. Overall, Cotati's commercial real estate industry is an important contributor to the city's economy. The diverse mix of retail, office, and industrial spaces provides opportunities for businesses of all sizes and industries to establish and grow their operations in the region. With its strategic location and strong transportation infrastructure, Cotati is poised for continued growth and development in the years to come.



2024 POPULATION  
**7,562**



AVERAGE AGE  
**40.2**



AVERAGE HOUSEHOLD INCOME  
**\$92,933**

# ABOUT W COMMERCIAL

W Commercial Real Estate is a renowned brokerage firm based in Northern California, delivering a full spectrum of commercial real estate services. Our offerings include leasing, sales, and acquisitions, all tailored to address the diverse needs of our clients.

Our in-house marketing team utilizes an advanced platform to spotlight property opportunities in the marketplace. Leveraging cutting-edge technology, we identify potential buyers and tenants specific to each property, ensuring comprehensive marketing coverage locally, regionally, and nationally.

Our business is built on a foundation of integrity and deep market knowledge. We pride ourselves on delivering exceptional results, informed by our extensive expertise in the commercial real estate industry. W Commercial Real Estate is dedicated to exceeding client expectations through innovative strategies and unparalleled service.





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WAY**  
COTATI, CA 94913  
**FOR SALE**





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