

For Sale

104 N. Main Street, Sebastopol, CA
Great Owner/User or Investment Opportunity



Ground Floor Retail and Second Floor Offices/Personal Services
Possible Redevelopment to Mixed Use Retail/Residential



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ICON PROPERTIES
COMMERCIAL

Property Summary

Price:	\$1,050,000
Building Size:	Approximately 4,342 ± SF
Lot Size:	Approximately 2,288 ± SF
Description:	Two Story Mixed-Use Building with 4 short-term leases in place
Parcel Number:	004-243-021
Zoning:	CD - Downtown Commercial
Location:	Corner of Hwy. 12 (Bodega Hwy.) and Main Street. Highest visibility corner in Sebastopol.
Parking:	No onsite required in the Downtown Core
Year Built:	1932
Building Upgrades:	Roof was replaced in 2021. New hardwood floors in 2nd floor common area hallway and Suite A. Second floor restroom has new fixtures and paint.

Location

The building is at the intersection of Hwy. 12 (Bodega Hwy) and Main Street, figuratively referred to as "Main and Main". It is the highest visibility corner in Sebastopol, with high average daily traffic counts. This location offers retailers tremendous street exposure and pedestrian traffic at the center of the bustling Downtown Central District.

This location is surrounded by retail, restaurants, offices, residential properties and personal service businesses. The convenience of parking and access from multiple directions at the center of business activity makes this a fantastic opportunity for a variety of business types.

The City of Sebastopol is also supportive of the conversion of commercial buildings to mixed-use (commercial and residential), in the Downtown district.

Zoning: CD- Central Core. The CD District is intended to create, preserve, and enhance the downtown area as the historic retail core of Sebastopol. This district provides for a range of uses, including office, retail, restaurant, service, and other commercial uses, while allowing for residential growth, including mixed-use and affordable housing development, with the intent of increasing the vibrancy of the City's central downtown area.

Parking: This location is part of the Downtown parking area, with free street parking in front of the building and additional convenient neighborhood parking.

Rent Roll

Tenant	Suite	Monthly Rent	Term
*Music to My Ears	1 st Floor & Suites C, D/D	\$3750	M to M
Therapist	2 nd Floor Suite A	\$850	M to M
Vacant	2 nd Floor Suite B	\$700 (proforma)	
Attorney	2 nd Floor Suite E	\$675	M to M
Current Monthly Rental Income		\$5,975.00	
Annual Projected Gross Income		\$71,700	
Projected Expenses 2026		\$24,530 (Including taxes adjusted for sale at \$1,000,000)	
Net Income		\$47,170	

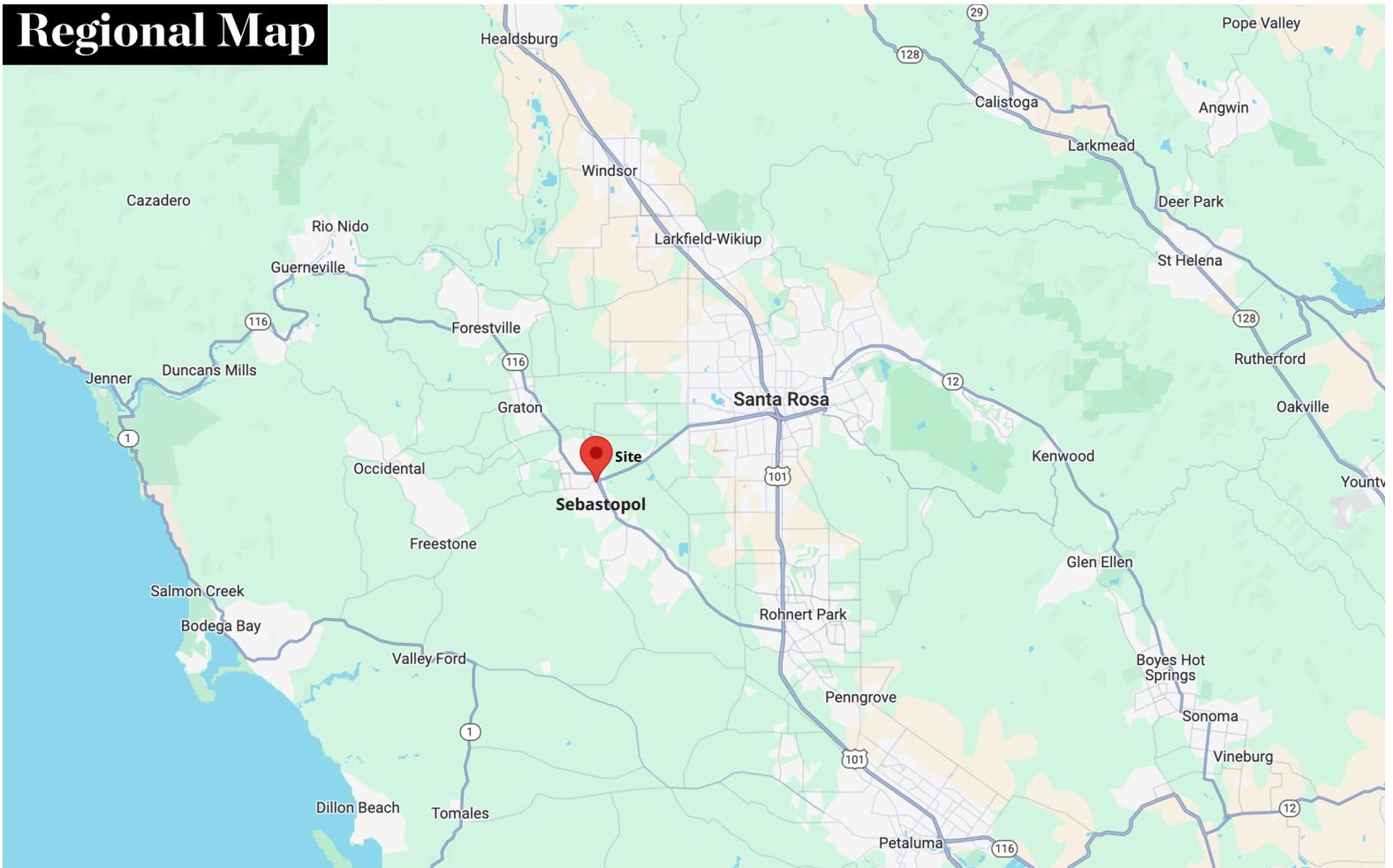
Cap Rate is 4.7% on asking price. This is \$230 per sf.

*Theatre group is paying well below market rent for the ground floor and two second floor offices.

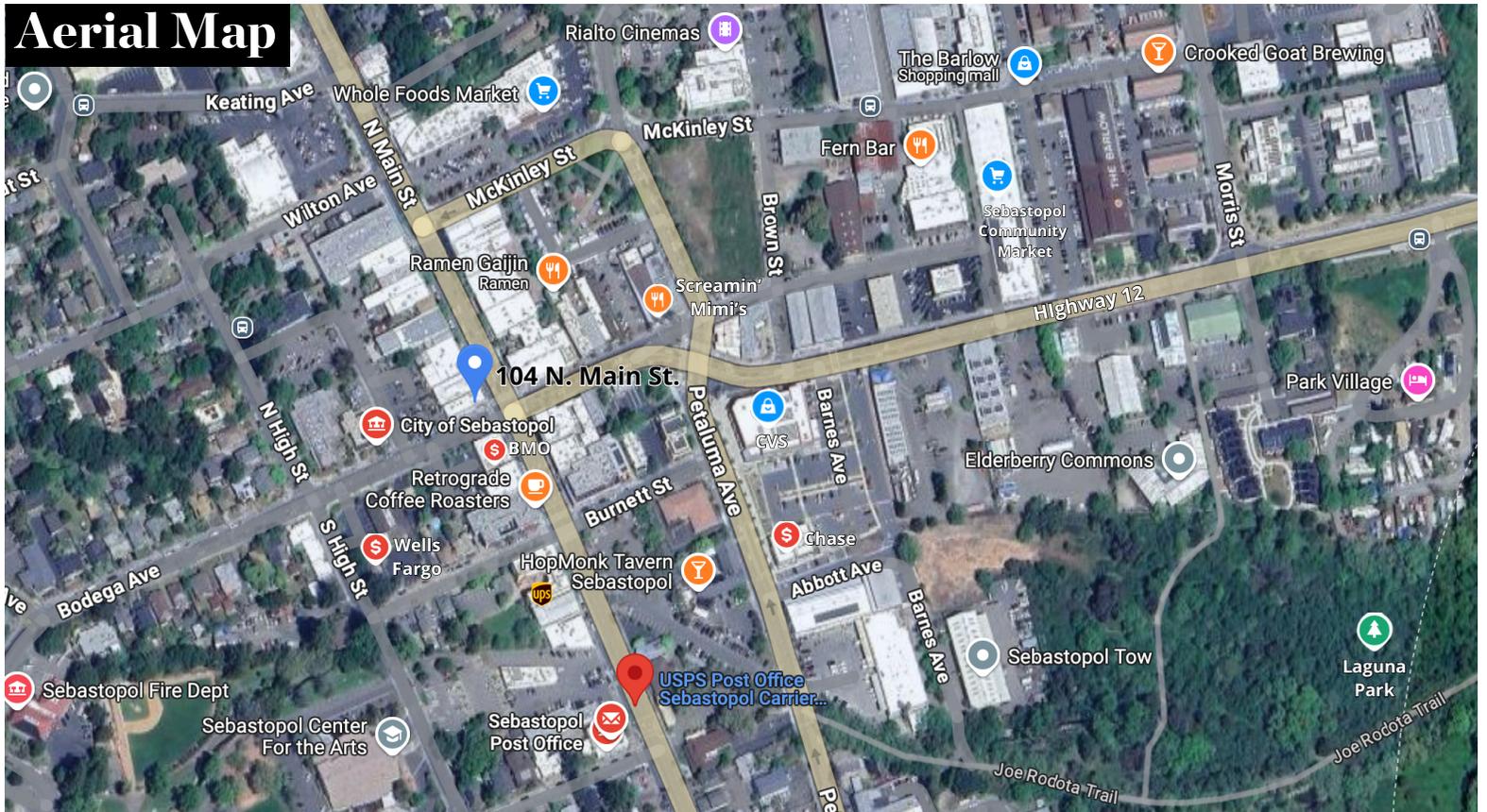
Suite B has been occupied for many years at \$675-700 per month. Now vacant with new paint, carpet.



Regional Map



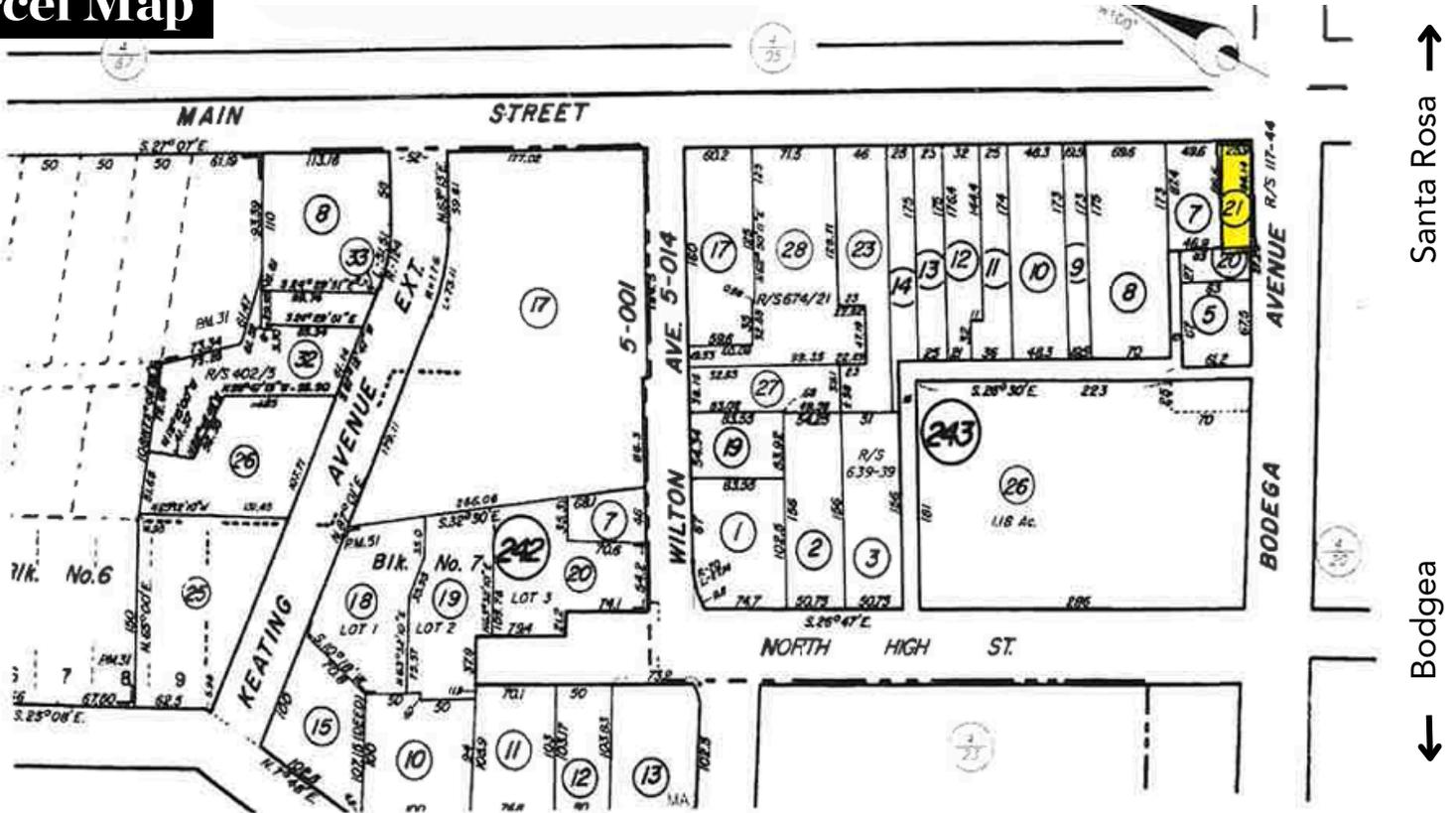
Aerial Map



Street Map



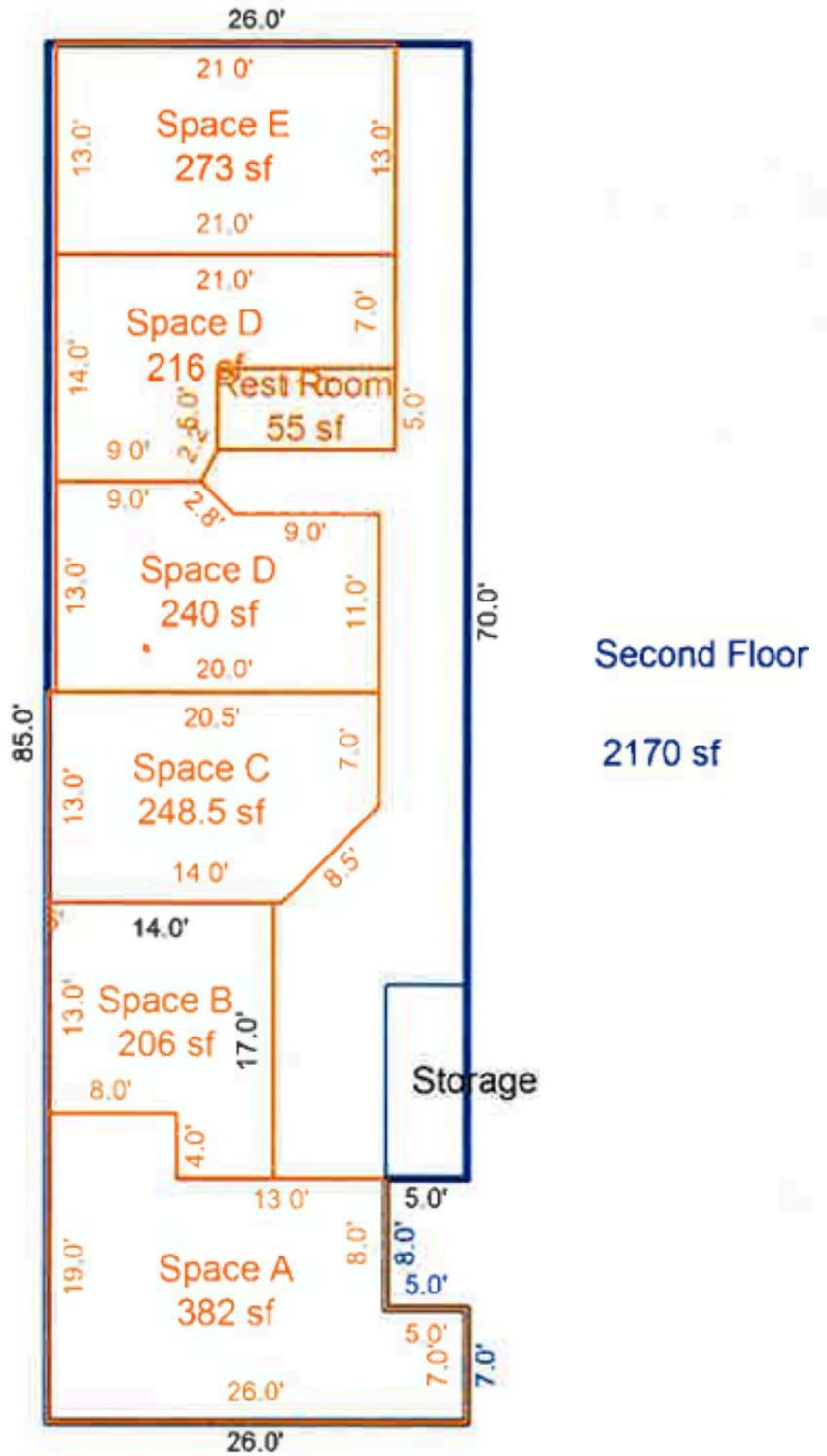
Parcel Map



↑ Santa Rosa

↓ Bodega

Floor Plans



Sebastopol - CA

A Vibrant Blend of Charm and Community

Sebastopol is 56 miles north of San Francisco in California, on Gravenstein Highway (CA-116) and Luther Burbank Memorial Highway (CA-12), 7 miles west of Santa Rosa and the Sonoma County Administration Center. It lies 13 miles east of Bodega Bay and the Pacific coastline, 10 miles from the Russian River recreation region. It is 102 miles from the State Capitol of Sacramento and 405 miles north of Los Angeles. Elevation ranges from 65 to 250 feet in the rolling hills.

Nestled in the heart of Sonoma County, Sebastopol offers the perfect balance of small-town charm, natural beauty, and modern amenities. Known for its relaxed, bohemian vibe, this quaint yet thriving community is a haven for those seeking a lifestyle rooted in creativity, sustainability, and connection to nature.

Surrounded by rolling hills, vineyards, and orchards, Sebastopol is a nature lover's dream. The area boasts easy access to hiking and biking trails, such as the Joe Rodota Trail and Ragle Ranch Park, while the nearby Russian River and Sonoma Coast provide opportunities for kayaking, fishing, and beach days. Springtime transforms the landscape into a sea of vibrant yellow as apple orchards and wild mustard bloom, giving the area a distinct rural charm.

Sebastopol's eclectic downtown is a hub for unique experiences. Locals and visitors alike enjoy boutique shops, farm-to-table restaurants, art galleries, and the popular Barlow—a lively outdoor marketplace featuring artisan goods, craft breweries, and live music. Known for its deep environmental roots, the town is also a leader in eco-conscious living, with an emphasis on farmers' markets, organic farming, and sustainability.

Sebastopol offers a strong sense of community, where residents take pride in local events like the Gravenstein Apple Fair and the weekly farmers' market. Families appreciate the area's excellent schools, which focus on both academic achievement and environmental education, along with several Waldorf and Montessori programs.

While Sebastopol is in the heart of Sonoma wine country, it has retained its laid-back, artistic vibe, setting it apart from nearby towns like Healdsburg or Santa Rosa. Just 20 minutes from the stunning Sonoma Coast and about an hour north of San Francisco, the town offers the best of both worlds—peaceful rural living with access to big-city amenities.

Sebastopol isn't just a place to live—it's a lifestyle. Whether you're looking for a family-friendly neighborhood, a hobby vineyard, or a quiet retreat to call your own, Sebastopol welcomes you to experience the beauty, creativity, and community spirit that define this unique corner of Northern California.

Links:

Sebastopol Chamber of Commerce — www.sebastopol.org

City of Sebastopol — www.cityofsebastopol.gov

Sonoma County Economic Development Board — www.sonomaedb.org

Press Democrat Newspaper — www.PressDemocrat.com

North Bay Business Journal — www.NBBJ.com

Disclaimer: This building information is provided by sources deemed to be reliable, and Corcoran Icon Properties is not responsible for the accuracy of this information.