

801 4TH STREET & 818 5TH STREET

VALUE-ADD / OWNER-USER OFFICE BUILDING
GROUND FLOOR LEASED TO COLUMBIA BANK

Marcus & Millichap



SANTA ROSA, CALIFORNIA 95404

OFFERING MEMORANDUM

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Activity ID #ZAF0020074

Marcus & Millichap

801 4TH ST

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01

PROPERTY INFORMATION

Offering Summary
Investment Highlights
Property Photos
Second Floor Interior Photos
Tenant Profiles
Regional Map
Local Map
Financial Details

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OFFERING SUMMARY

801 4TH ST



Listing Price
\$2,850,000



Pro Forma Cap Rate
7.44%



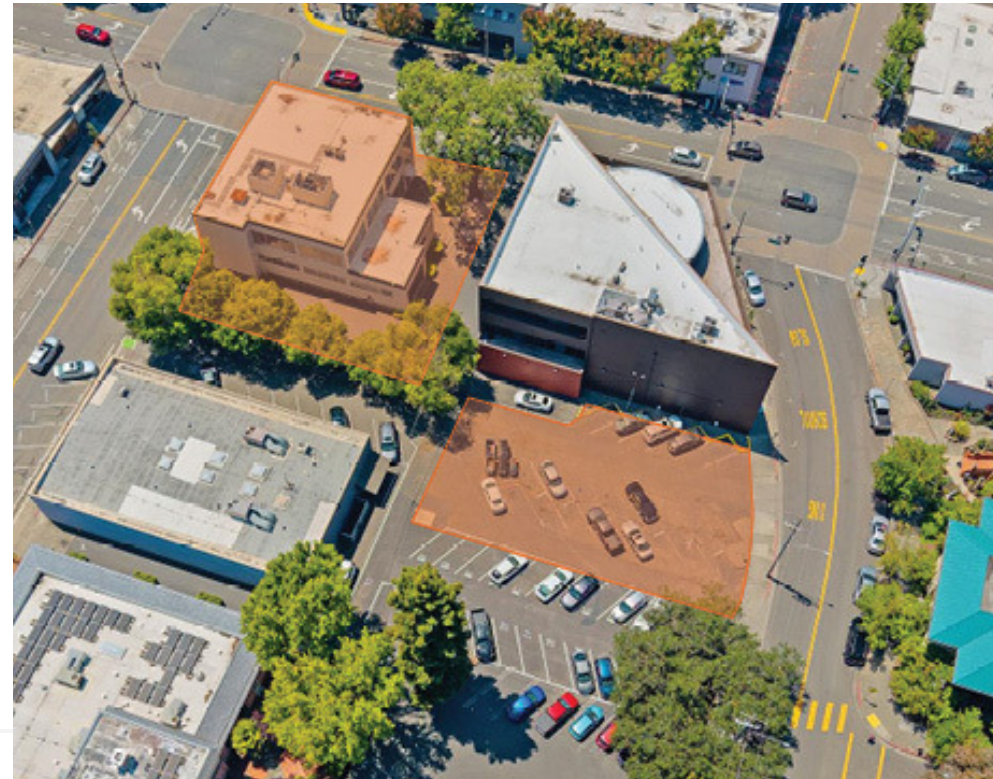
Price/SF
\$300.00

FINANCIAL

Listing Price	\$2,850,000
Price/SF	\$300.00
Occupancy	53%

OPERATIONAL

Net Rentable Area	9,500 SF
Lot Size	0.5 Acres (21,780 SF)
Year Built	1957
APNs	009-054-031-000 & 009-054-034-000
Parking Spaces / Parking Ratio	35 / 3.68



801 4TH STREET & 818 5TH STREET

801 4th St, Santa Rosa, CA 95404

INVESTMENT OVERVIEW

801 Fourth Street represents a rare opportunity to acquire a well-located, two-story office building in the heart of Downtown Santa Rosa, anchored by a newly extended lease with Columbia Bank on the entire ground floor. The property comprises approximately 9,500 square feet and includes an adjacent 8,700± square foot parking lot with approximately 35 on-site spaces, an exceptionally valuable amenity in the downtown core. The first floor contains approximately 5,050 rentable square feet, fully leased to Columbia Bank through September 30, 2030, with two additional three-year extension options that could extend occupancy through 2036.

The entire second floor, comprising approximately 4,450 square feet, is currently vacant and configured with multiple private offices, conference room, bullpen area, large kitchen, elevator access, and abundant natural light. This vacancy creates a compelling value-add opportunity for an investor to lease the space to an owner-user or traditional office tenant, thereby materially increasing net operating income and overall asset value.

Located at the prominent corner of Fourth and E Streets, just two blocks from Courthouse Square, the property benefits from excellent visibility, walkability, and direct access to Downtown Santa Rosa's restaurants, professional services, government offices, and retail amenities. The combination of secure in-place income, substantial upside through lease-up of the second floor, and a prime downtown location with abundant parking positions 801 Fourth Street as an attractive investment for private investors, family offices, and owner-users seeking both stability and appreciation potential.

INVESTMENT HIGHLIGHTS

Ground floor fully leased to Columbia Bank through September 30, 2030, two additional three-year extension options

Columbia Bank is a publicly traded regional financial institution and one of the largest banks in the Pacific Northwest

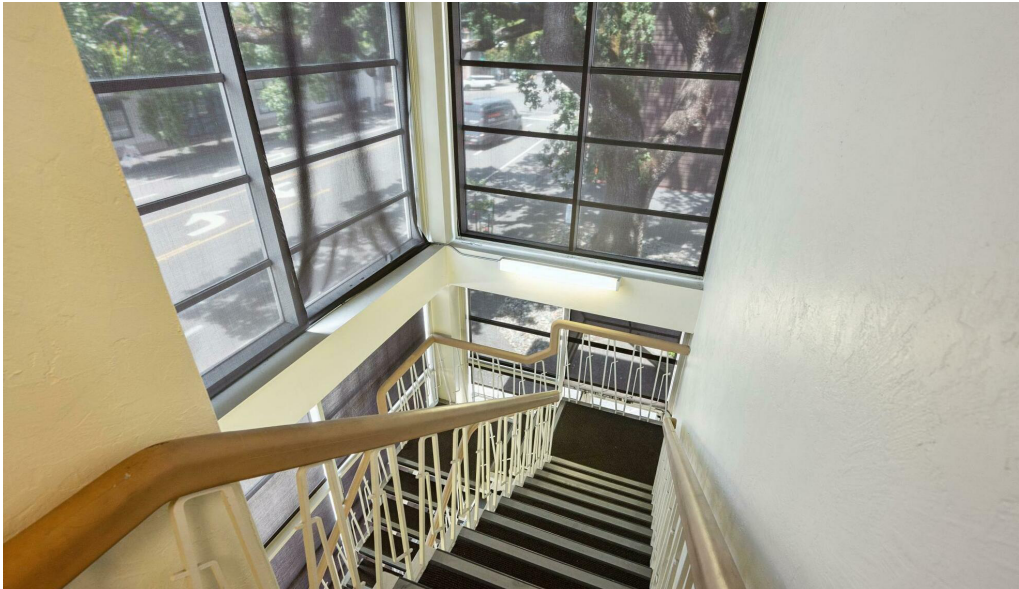
Entire second floor of approximately 4,450 SF is vacant, potential to substantially increase NOI and value

35 on-site parking spaces, rare amenity for a downtown Santa Rosa office building

Corner location on highly visible Fourth Street corridor

801 4TH STREET & 818 5TH STREET

PROPERTY PHOTOS



801 4TH STREET & 818 5TH STREET

SECOND FLOOR INTERIOR PHOTOS



801 4TH STREET & 818 5TH STREET

TENANT PROFILE



COLUMBIA BANK

TENANT HIGHLIGHTS

- **Publicly Traded, Investment-Grade Institution** — Columbia Banking System (Nasdaq: COLB) is a publicly traded regional bank with over \$50 billion in total assets, providing exceptional financial transparency and covenant-grade tenancy security.
- **Dominant Regional Footprint** — Operating approximately 300+ branch locations across eight western states — Arizona, California, Colorado, Idaho, Nevada, Oregon, Utah, and Washington — Columbia Bank ranks as the largest bank headquartered in the Pacific Northwest.
- **Strong Financial Performance** — Company reported approximately \$1.92 billion in total revenue and \$534 million in net income for 2024, reflecting a 53% year-over-year increase in net income and demonstrating consistent earnings growth.
- **Substantial Balance Sheet** — With over \$5.1 billion in shareholders' equity and a well-capitalized regulatory status, Columbia Bank maintains a fortress balance sheet that underscores its long-term stability as a credit tenant.

TENANT OVERVIEW

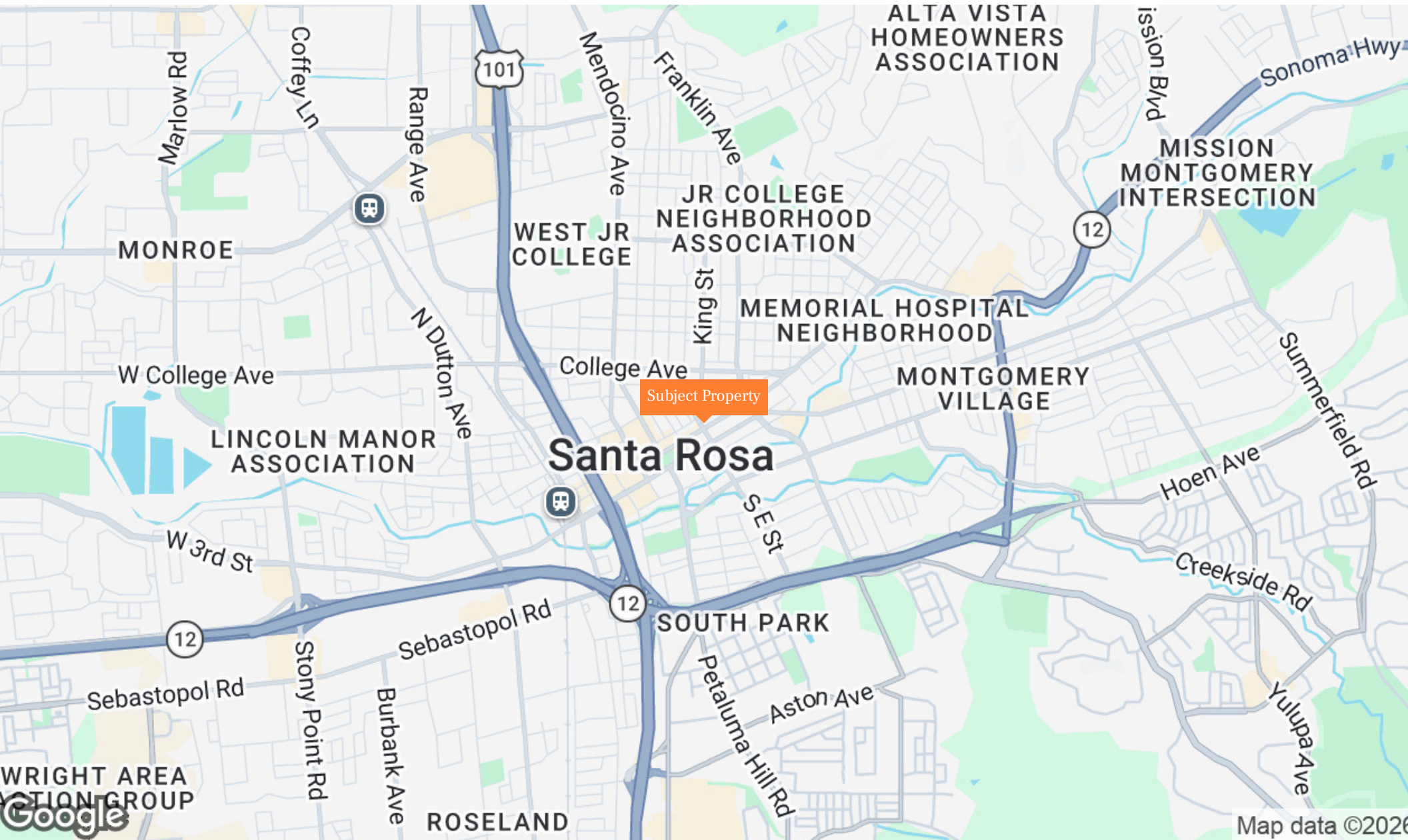
Company:	Columbia Bank (subsidiary of Columbia Banking System, Inc.)
Founded:	1993 (Columbia Banking System; banking roots to 1953 via Umpqua Bank merger)
Locations:	~300+ branches across AZ, CA, CO, ID, NV, OR, UT, and WA
Total Revenue (2024):	~\$1.92 Billion
Net Income (2024):	~\$534 Million
Net Worth:	~\$5.1 Billion Shareholder's Equity (as of Dec. 31, 2024)
Lease Rate:	\$2.83 per Sq Ft / Month
Headquarters:	Tacoma, Washington (Columbia Banking System); Lake Oswego, Oregon (Umpqua Bank/Columbia Bank)
Website:	www.columbiabankingsystem.com

RENT SCHEDULE

LEASE YEARS	ANNUAL RENT	ESCALATIONS
Oct 1, 2025 – Sep 30, 2026	\$166,650.00	-
Oct 1, 2026 – Sep 30, 2027	\$171,649.56	+3.0%
Oct 1, 2027 – Sep 30, 2028	\$176,799.00	+3.0%
Oct 1, 2028 – Sep 30, 2029	\$182,103.00	+3.0%
Oct 1, 2029 – Sep 30, 2030	\$187,566.00	+3.0%

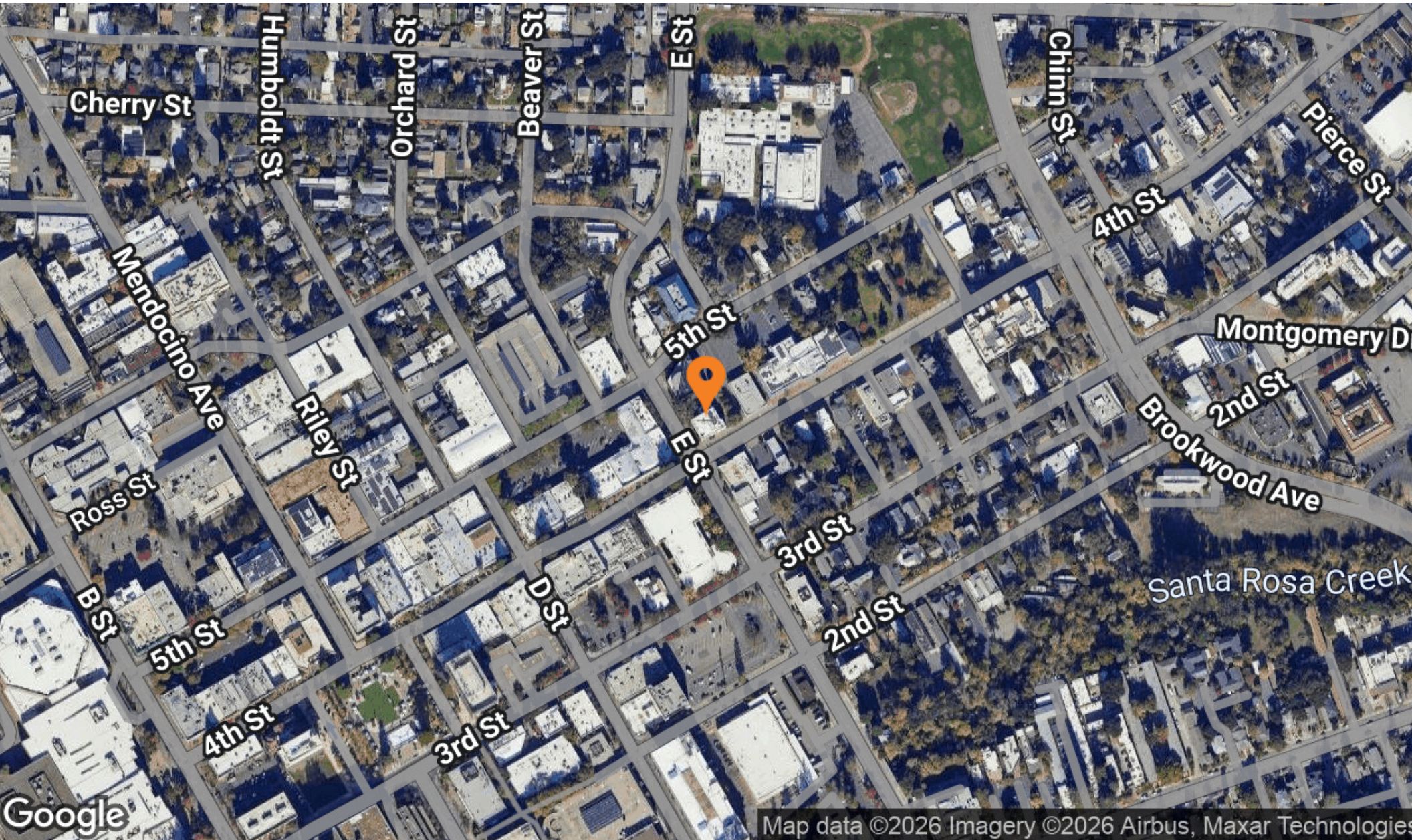
801 4TH STREET & 818 5TH STREET

REGIONAL MAP



801 4TH STREET & 818 5TH STREET

LOCAL MAP



Map data ©2026 Imagery ©2026 Airbus, Maxar Technologies

801 4TH STREET & 818 5TH STREET

FINANCIAL DETAILS

SUMMARY

Price	\$2,850,000
Down Payment	\$570,000
Down Payment %	20%
Number of Suites	2
Price Per SqFt	\$300.00
Rentable Built Area (RBA)	9,500 SF
Lot Size	0.5 Acres
Year Built/Renovated	1957
Occupancy	53.16%

RETURNS

	Current	Pro Forma
CAP Rate	5.27%	7.44%
Cash-on-Cash	-2.51%	8.35%
Debt Coverage Ratio	0.91	1.29

Financing	1st Loan
Loan Amount	\$2,280,000
Loan Type	New
Interest Rate	5.29%
Amortization	25 Years
Year Due	2031

Loan information is subject to change. Contact your Marcus & Millichap Capital Corporation representative.

Loan quote considers an owner-user buyer to occupy the second floor.

Contact Ash Patel - (415) 625-2169 for more information.

OPERATING DATA

INCOME

		Current		Pro Forma
Scheduled Base Rental Income		\$171,648		\$269,391
Total Reimbursement Income	14.1%	\$24,254	31.5%	\$84,738
Other Income		\$0		\$0
Potential Gross Revenue		\$195,902		\$354,129
General Vacancy	0.0%	\$0	10.0%	(\$35,413)
Effective Gross Revenue		\$195,902		\$318,716
Less: Operating Expenses	23.3%	(\$45,625)	33.4%	(\$106,538)
Net Operating Income		\$150,277		\$212,178
Tenant Improvements		\$0		\$0
Leasing Commissions		\$0		\$0
Capital Expenditures		\$0		\$0
Cash Flow		\$150,277		\$212,178
Debt Service		(\$164,600)		(\$164,600)
Net Cash Flow After Debt Service	-2.51%	(\$14,323)	8.35%	\$47,578
Principal Reduction		\$45,071		\$47,514
Total Return	5.39%	\$30,747	16.68%	\$95,092

OPERATING EXPENSES

	Current	Pro Forma
CAM	\$0	\$60,000
Insurance	\$10,000	\$10,200
Real Estate Taxes	\$35,625	\$36,338
Management Fee	\$0	\$0
Other Expenses - Non Reimbursable	\$0	\$0
Total Expenses	\$45,625	\$106,538
Expenses/Suite	\$22,813	\$53,269
Expenses/SF	\$4.80	\$11.21



SECTION 2

02



SALE COMPARABLES

Sale Comps Map
Sale Comps Summary
Sale Comps
Price per SF Chart

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801 4TH ST & 818 5TH ST

SALE COMPS MAP

SALE COMPS MAP

★ 801 4th Street & 818 5th Street

A 4010 Montecito Ave.

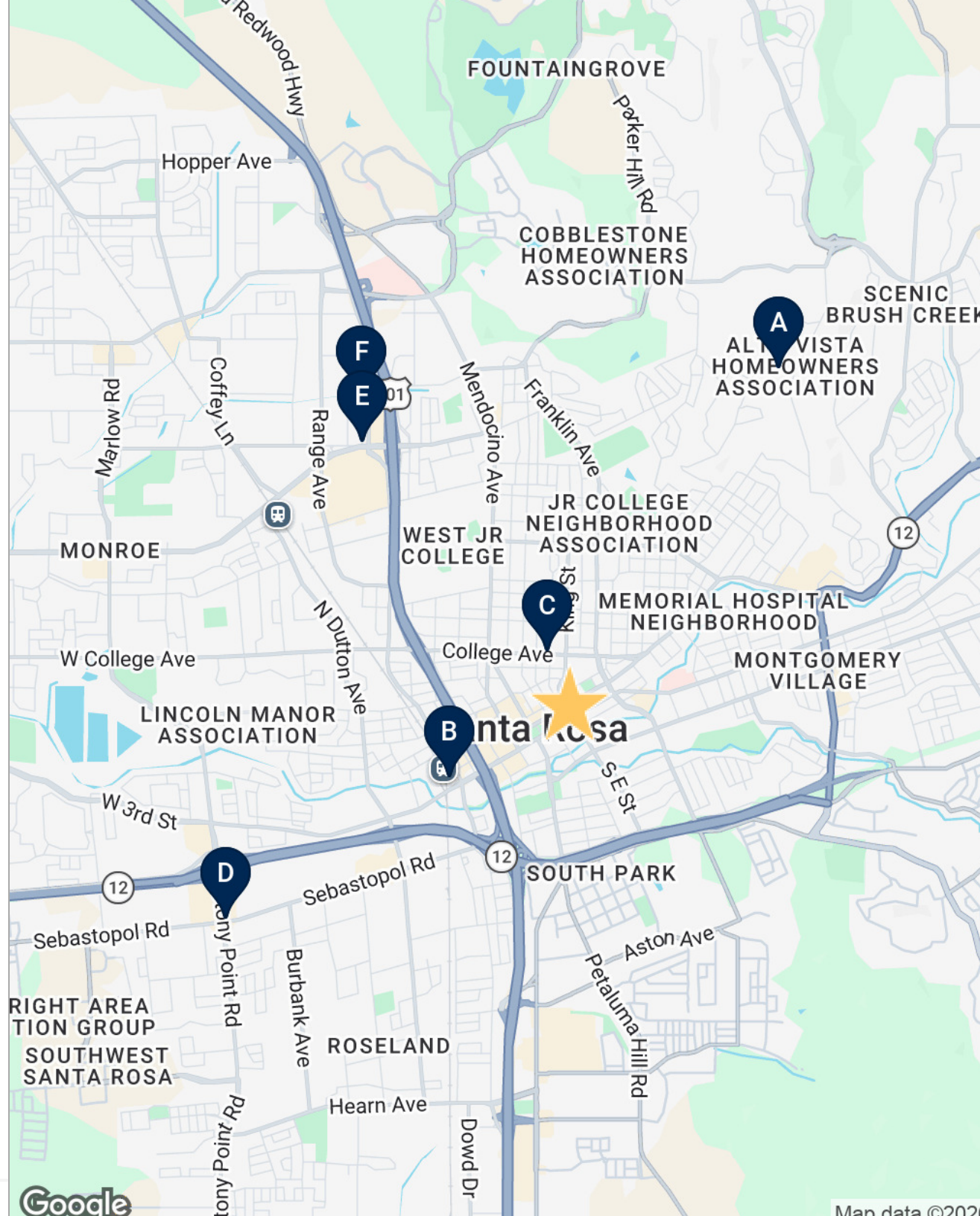
B 10 4th St

C 825 College Ave

D 1995 Sebastopol Rd








E 1125 W Steele Ln

F 2655 Cleveland Ave



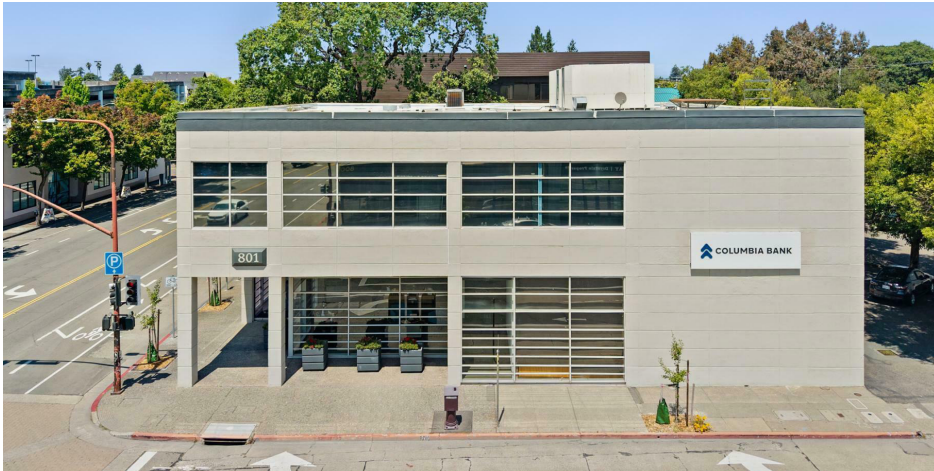
801 4TH STREET & 818 5TH STREET

SALE COMPS SUMMARY

	SUBJECT PROPERTY	PRICE	NET RENTABLE AREA	PRICE/SF	LOT SIZE	CLOSE
	801 4th Street & 818 5th Street 801 4th St Santa Rosa, CA 95404	\$2,850,000	9,500 SF	\$300.00	0.5 AC	On Market
	SALE COMPARABLES	PRICE	NET RENTABLE AREA	PRICE/SF	LOT SIZE	CLOSE
	4010 Montecito Ave. 4010 Montecito Ave Santa Rosa, CA 95409	\$1,150,000	2,868 SF	\$400.98	-	On Market
	10 4th St 10 4th St Santa Rosa, CA 95401	\$3,500,000	9,802 SF	\$357.07	0.27 AC	On Market
	825 College Ave 825 College Ave Santa Rosa, CA 95404	\$1,295,000	4,297 SF	\$301.37	0.29 AC	On Market
	1995 Sebastopol Rd 1995 Sebastopol Rd Santa Rosa, CA 95407	\$3,500,000	7,500 SF	\$466.67	0.53 AC	On Market
	1125 W Steele Ln 1125 W Steele Ln Santa Rosa, CA 95403	\$2,200,000	6,696 SF	\$328.55	0.44 AC	On Market
	2655 Cleveland Ave 2655 Cleveland Ave Santa Rosa, CA 95403	\$1,675,000	5,073 SF	\$330.18	0.45 AC	12/18/2025
	AVERAGES	\$2,220,000	6,039 SF	\$364.14	0.4 AC	-

801 4TH STREET & 818 5TH STREET

SALE COMPS



★ 801 4th Street & 818 5th Street
801 4th St, Santa Rosa, CA 95404

Listing Price:	\$2,850,000	Net Rentable Area:	9,500 SF
Price/SF:	\$300.00	Occupancy:	53%
Property Type:	Office	Year Built/Renovated:	1957/-
Lot Size:	0.5 Acres	COE:	On Market



▲ 4010 Montecito Ave.
4010 Montecito Ave Santa Rosa, CA 95409

Listing Price:	\$1,150,000	Net Rentable Area:	2,868 SF
Price/SF:	\$400.98	Occupancy:	-
Property Type:	Office	Year Built/Renovated:	1944/-
Lot Size:	Acres	COE:	On Market

In contract. \$300,000 of recent improvements that includes foundation work, newer decks, newer ducting, newer electrical panels, new solar panels, newer updated ADA. \$400/SF

801 4TH STREET & 818 5TH STREET

SALE COMPS



B 10 4th St
10 4th St Santa Rosa, CA 95401

Listing Price:	\$3,500,000	Net Rentable Area:	9,802 SF
Price/SF:	\$357.07	Occupancy:	-
Property Type:	Office	Year Built/Renovated:	1903/-
Lot Size:	0.27 Acres	COE:	On Market

Building was converted to office and retail uses, and features 5 onsite parking spaces. DOM 298



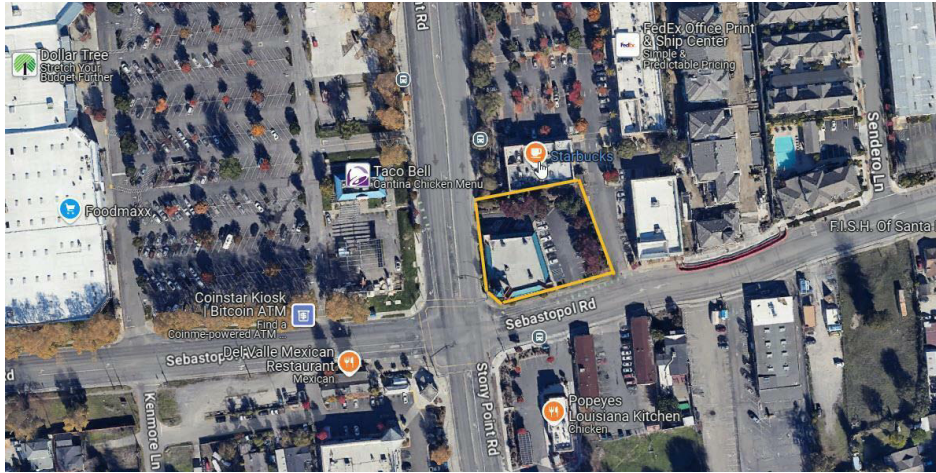
C 825 College Ave
825 College Ave Santa Rosa, CA 95404

Listing Price:	\$1,295,000	Net Rentable Area:	4,297 SF
Price/SF:	\$301.37	Occupancy:	-
Property Type:	Office	Year Built/Renovated:	1922/-
Lot Size:	0.29 Acres	COE:	On Market

The building features a shared reception area and two common kitchenettes, one on each floor, for tenant convenience. Three restrooms are available, including two accessible restrooms located on the ground floor. Tenants enjoy access to multiple balconies and patios off their suites, as well as a spacious private parking lot in the rear of the property. DOM 40

801 4TH STREET & 818 5TH STREET

SALE COMPS



D 1995 Sebastopol Rd
1995 Sebastopol Rd Santa Rosa, CA 95407

Listing Price:	\$3,500,000	Net Rentable Area:	7,500 SF
Price/SF:	\$466.67	Occupancy:	-
Property Type:	Office	Year Built/Renovated:	1995/-
Lot Size:	0.53 Acres	COE:	On Market

Fantastic Exposure for Retail Business. Over 50,000 cars per day. Multiple regional and national tenants nearby. DOM 273



E 1125 W Steele Ln
1125 W Steele Ln Santa Rosa, CA 95403

Listing Price:	\$2,200,000	Net Rentable Area:	6,696 SF
Price/SF:	\$328.55	Occupancy:	-
Property Type:	Office	Year Built/Renovated:	1976/-
Lot Size:	0.44 Acres	COE:	On Market

Excellent parking with 20 spaces (2.94/1000 +/-) in private paved lot on this nearly half acre parcel. Can also be leased for \$2.00 p/sf gross, Great owner-user or possible development opportunity. DOM 282

801 4TH STREET & 818 5TH STREET

SALE COMPS



2655 Cleveland Ave

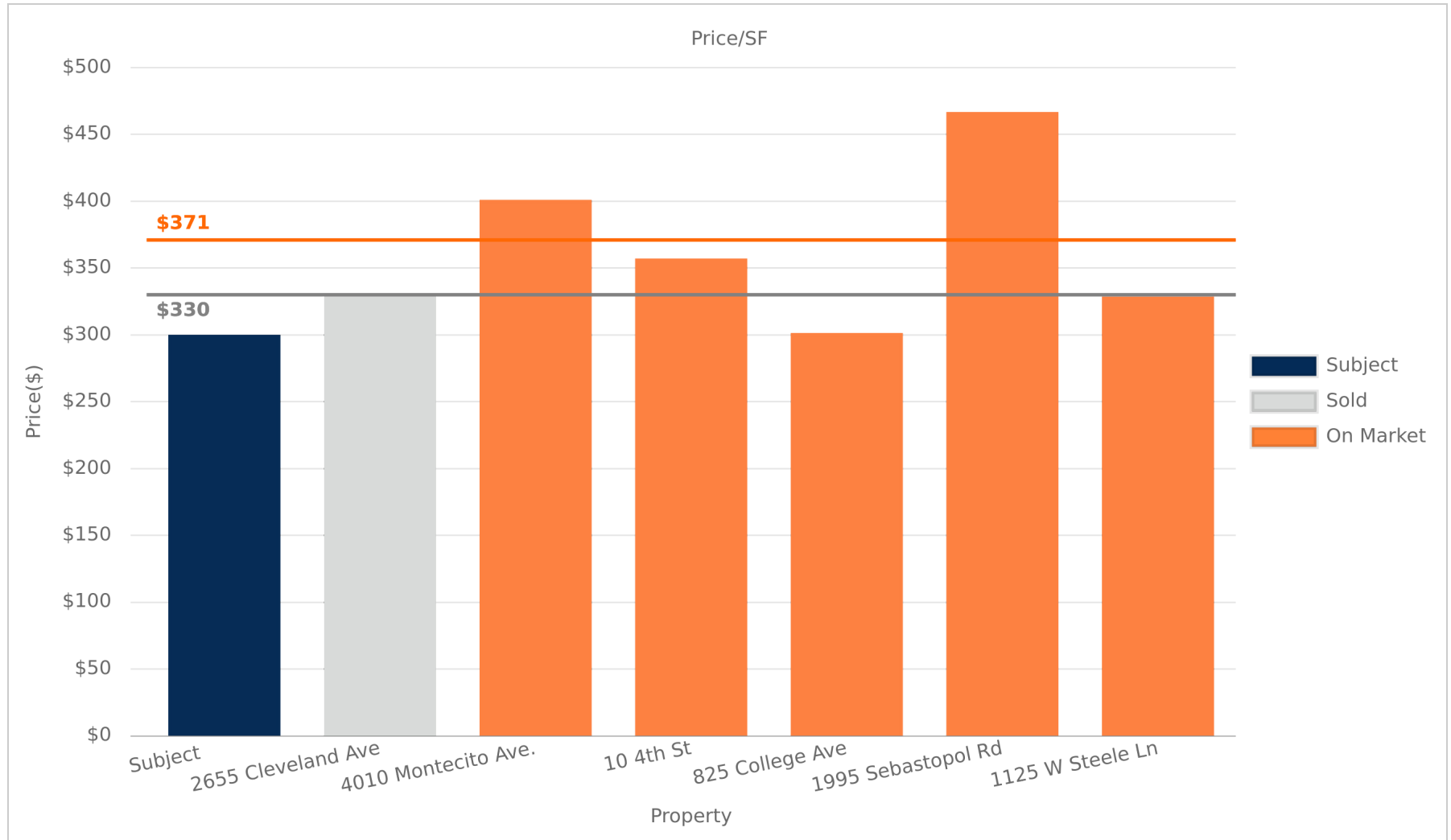
2655 Cleveland Ave Santa Rosa, CA 95403

Sale Price:	\$1,675,000	Net Rentable Area:	5,073 SF
Price/SF:	\$330.18	Occupancy:	100%
Property Type:	Office	Year Built/Renovated:	1973/-
Lot Size:	0.45 Acres	COE:	12/18/2025

Proforma 5.0% CAP.

801 4TH STREET & 818 5TH STREET

PRICE PER SF CHART



SECTION 3

03

MARKET OVERVIEW

Market Overview
Demographics

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801 4TH STREET & 818 5TH STREET

MARKET OVERVIEW

SONOMA COUNTY

Sonoma County is situated along the Pacific Coast, less than an hour north of San Francisco and west of Sacramento. Miles of Pacific Ocean shoreline, more than 400 wineries, craft breweries, abundant beautiful scenery and numerous restaurants draw thousands of tourists to the area each year. Many visitors arrive via Highway 101, which traverses the county, or land at Charles M. Schulz-Sonoma County Airport, just northwest of Santa Rosa. Santa Rosa is the county seat, as well as the commercial and economic hub of the North Bay area.

ECONOMY

- Tourism, agriculture and wine, high-tech manufacturing, craft beverages, and retail trade are major economic drivers of the county's economy. Big employers in the technology and manufacturing segment include Keysight Technologies, Medtronic and Aabalat Fine & Rare Wines.
- Among the significant companies in the tourism sector are Graton Resort and Casino, Jackson Family Wines, and River Rock Casino.
- Sonoma County is well known for growing wine grapes. Other important agricultural commodities produced in the region include milk, poultry, livestock, nursery products and vegetables.

QUICK FACTS



POPULATION

487K

Growth 2024-2029*
2.6%



HOUSEHOLDS

195K

Growth 2024-2029*
2.6%



MEDIAN AGE

44.0

U.S. Median:
39.0

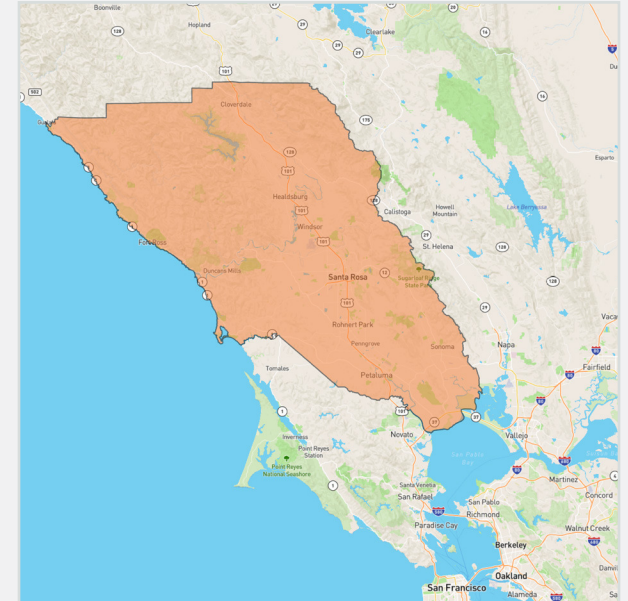


MEDIAN HOUSEHOLD INCOME

\$103,600

U.S. Median:
\$76,100

* Forecast



METRO HIGHLIGHTS



AFFLUENT HOUSEHOLDS

The median household income in the metro is significantly higher than the national benchmark, supporting discretionary spending at retailers.



HEALTH CARE

Santa Rosa Memorial Hospital and Sutter Santa Rosa Regional Hospital are among the largest employers in the county.



HIGHER EDUCATION

Sonoma County is home to Santa Rosa Junior College and Sonoma State University. Together, these institutions have an enrollment of roughly 22,000 students.

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

801 4TH STREET & 818 5TH STREET

DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2030 Projection			
Total Population	18,981	146,337	199,189
2025 Estimate			
Total Population	18,599	142,074	193,953
2020 Census			
Total Population	18,562	141,525	193,697
2010 Census			
Total Population	18,670	138,768	190,785
Daytime Population			
2025 Estimate	22,701	137,333	185,633
HOUSEHOLDS			
	1 Mile	3 Miles	5 Miles
2030 Projection			
Total Households	8,344	56,430	76,430
2025 Estimate			
Total Households	8,217	54,831	74,459
Average (Mean) Household Size	2.3	2.6	2.6
2020 Census			
Total Households	7,972	51,777	70,702
2010 Census			
Total Households	7,826	50,618	69,994
HOUSEHOLDS BY INCOME			
	1 Mile	3 Miles	5 Miles
2025 Estimate			
\$200,000 or More	8.8%	12.1%	14.3%
\$150,000-\$199,999	9.6%	11.6%	12.5%
\$100,000-\$149,999	19.4%	20.3%	20.3%
\$75,000-\$99,999	13.8%	13.7%	13.3%
\$50,000-\$74,999	17.4%	16.0%	14.8%
\$35,000-\$49,999	9.7%	9.1%	8.5%
\$25,000-\$34,999	5.9%	5.2%	4.8%
\$15,000-\$24,999	5.9%	4.8%	4.7%
Under \$15,000	9.3%	7.3%	6.8%
Average Household Income	\$101,011	\$113,230	\$120,888
Median Household Income	\$79,399	\$92,474	\$99,441
Per Capita Income	\$45,050	\$44,150	\$46,896

POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2025 Estimate Total Population	18,599	142,074	193,953
Under 20	20.1%	23.6%	23.2%
20 to 34 Years	22.1%	20.2%	19.2%
35 to 49 Years	21.9%	21.2%	20.8%
50 to 59 Years	11.9%	11.9%	12.2%
60 to 64 Years	6.3%	6.0%	6.2%
65 to 69 Years	5.9%	5.4%	5.7%
70 to 74 Years	5.2%	4.7%	4.9%
Age 75+	6.6%	7.1%	7.8%
Median Age	40.0	39.0	41.0
Population by Gender			
2025 Estimate Total Population	18,599	142,074	193,953
Male Population	49.0%	49.4%	49.4%
Female Population	51.0%	50.6%	50.6%
Travel Time to Work			
Average Travel Time to Work in Minutes	23.0	25.0	25.0

801 4TH STREET & 818 5TH STREET

DEMOGRAPHICS



POPULATION

In 2025, the population in your selected geography is 193,953. The population has changed by 1.66 percent since 2010. It is estimated that the population in your area will be 199,189 five years from now, which represents a change of 2.7 percent from the current year. The current population is 49.4 percent male and 50.6 percent female. The median age of the population in your area is 41.0, compared with the U.S. average, which is 40.0. The population density in your area is 2,467 people per square mile.



HOUSEHOLDS

There are currently 74,459 households in your selected geography. The number of households has changed by 6.38 percent since 2010. It is estimated that the number of households in your area will be 76,430 five years from now, which represents a change of 2.6 percent from the current year. The average household size in your area is 2.6 people.



INCOME

In 2025, the median household income for your selected geography is \$99,441, compared with the U.S. average, which is currently \$78,171. The median household income for your area has changed by 65.39 percent since 2010. It is estimated that the median household income in your area will be \$115,759 five years from now, which represents a change of 16.4 percent from the current year.

The current year per capita income in your area is \$46,896, compared with the U.S. average, which is \$41,680. The current year's average household income in your area is \$120,888, compared with the U.S. average, which is \$103,571.



EMPLOYMENT

In 2025, 100,606 people in your selected area were employed. The 2010 Census revealed that 56.6 percent of employees are in white-collar occupations in this geography, and 20 percent are in blue-collar occupations. In 2025, unemployment in this area was 4.0 percent. In 2010, the average time traveled to work was 24.00 minutes.



HOUSING

The median housing value in your area was \$702,132 in 2025, compared with the U.S. median of \$333,538. In 2010, there were 38,121.00 owner-occupied housing units and 31,873.00 renter-occupied housing units in your area.



EDUCATION

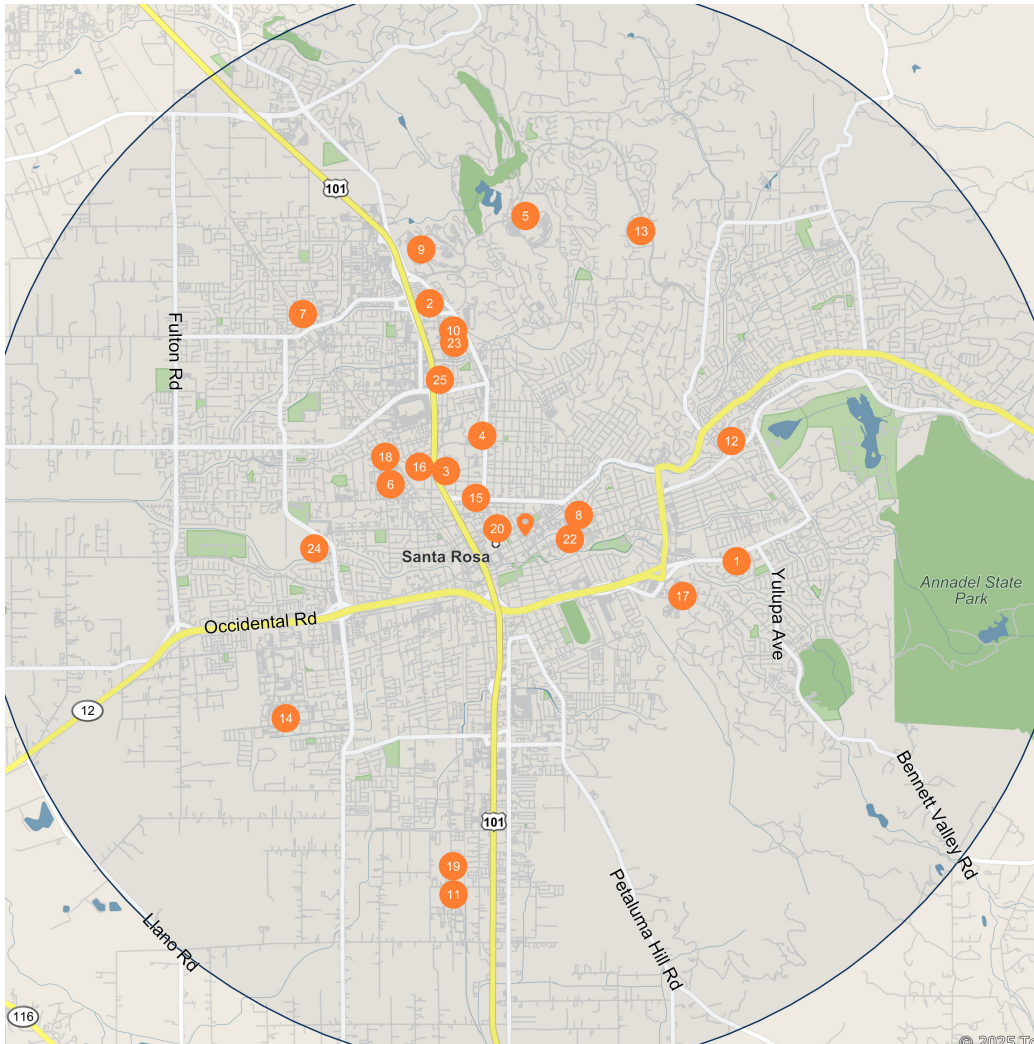
The selected area in 2025 had a lower level of educational attainment when compared with the U.S. averages. 32.0 percent of the selected area's residents had earned a graduate degree compared with the national average of only 13.7 percent, and 9.8 percent completed a bachelor's degree, compared with the national average of 21.2 percent.

The number of area residents with an associate degree was higher than the nation's at 15.7 percent vs. 8.8 percent, respectively.

The area had fewer high-school graduates, 3.1 percent vs. 26.1 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 26.2 percent in the selected area compared with the 19.6 percent in the U.S.

801 4TH STREET & 818 5TH STREET

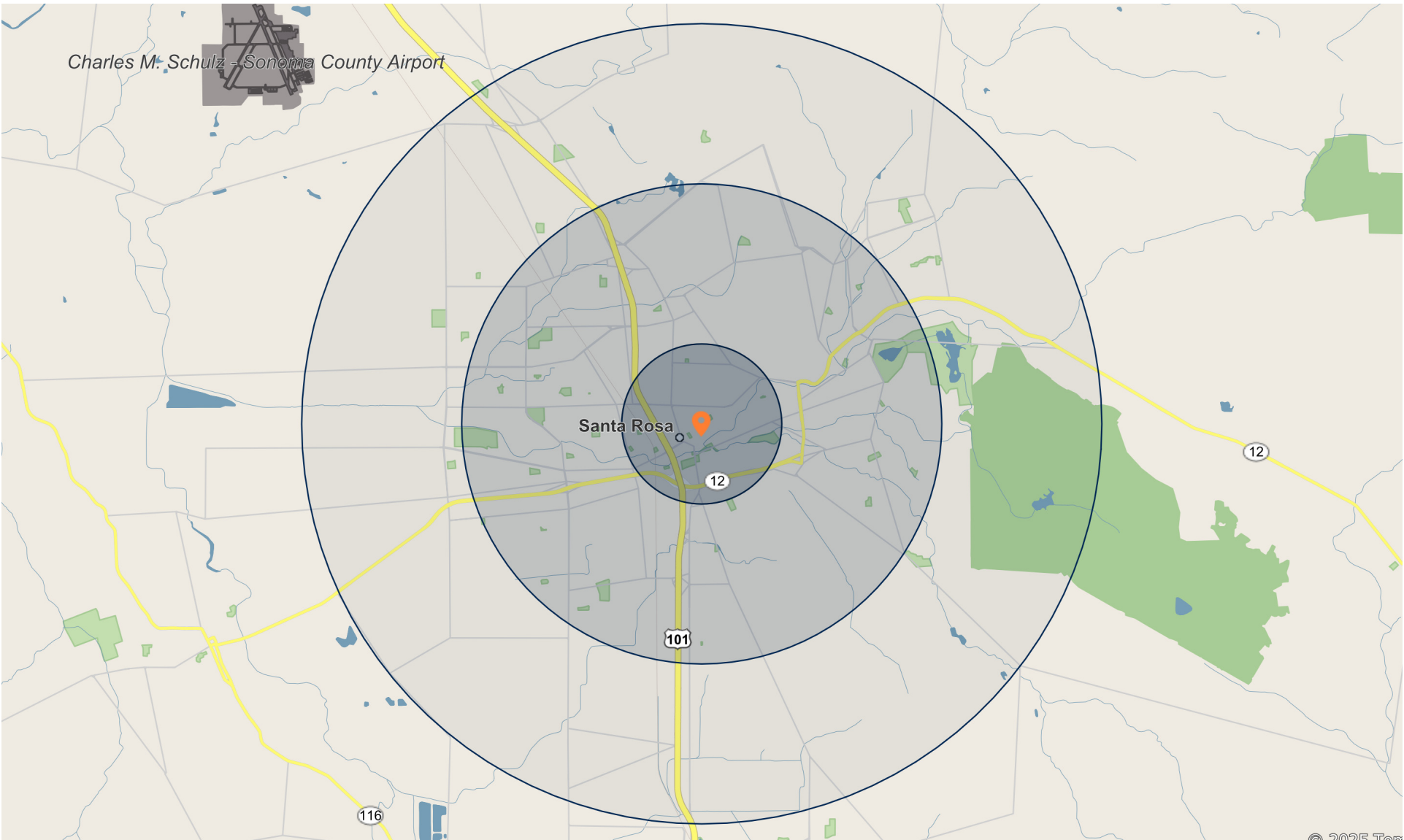
DEMOGRAPHICS



Major Employers		Employees
1	Sisters of St Joseph Orange-	5,024
2	Kaiser Foundation Hospitals-Kaiser Prmnnte Snta Rosa Med C	2,474
3	Santa Rosa City School Dist-Santa Rosa City Schools	1,700
4	Sonoma Cnty Junior College Dst-SANTA ROSA JUNIOR COLLEGE	1,500
5	Keysight Technologies Inc-Keysight	1,370
6	Federted Indans Grton Rncheria-	776
7	Tapetech Tool Company-	633
8	St Joseph Hlth Nthrm Cal LLC-SANTA ROSA MEMORIAL HOSPITAL	633
9	Permanente Medical Group Inc-	632
10	County of Sonoma-Sonoma County Sheriff Coroner	600
11	Recology Sonoma Marin-	450
12	Ensign Group Inc-Park View Gardens	429
13	Tekberry Inc-	400
14	Optical Coating Laboratory LLC-Ocli	400
15	St Joseph Home Care Network-	372
16	First Alarm SEC & Patrol Inc-	337
17	State Compensation Insur Fund-Santa Rosa District Office	330
18	Boys & Girls CLB Sonoma-Marin-	305
19	Mv Transportation Inc-	283
20	Santa Rosa Press Democrat Inc-Press Democrat The	270
21	County of Sonoma-Sonoma County Dept Hlth Svcs	258
22	Santa Rosa City of-Police Department	250
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801 4TH STREET & 818 5TH STREET

DEMOGRAPHICS



801 4TH ST

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