

DEVELOPMENT OPPORTUNITY

7675 OLD REDWOOD HWY

COTATI, CA

LOWE'S

HIGHLY VISIBLE CORNER LOT OFF US 101
GROWING AFFLUENT AREA IN
SONOMA COUNTY

DEVELOPMENT
OPPORTUNITY

Brand New Hotel
and Mixed-Use
Retail Development
Coming Soon

0.30 ACRES

Marcus & Millichap
NNN DEAL GROUP

OFFERING MEMORANDUM

ACTUAL SITE

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Marcus & Millichap
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DEVELOPMENT OPPORTUNITY

7675 OLD REDWOOD HWY

INVESTMENT SUMMARY

7675 OLD REDWOOD HWY, COTATI, CA 94931

PRICE: \$700,000

PROPERTY SUMMARY

Site Address	7675 OLD REDWOOD HWY, COTATI, CA 94931
County	SONOMA
Parcel No. (APN)	144-060-014-000
Zoning	COMMERCIAL
Land Use Category	VACANT LAND
County Use Code	0101 (VACANT COMMERCIAL LAND W/ UTILITIES)
Lot Size (Acres)	0.3
Lot Size (SF)	13,138
Opportunity Zone	NO
Flood Zone	NO



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INVESTMENT HIGHLIGHTS



PRIME SIGNALIZED CORNER LOCATION WITH EXCEPTIONAL VISIBILITY

Highly exposed .3 acre corner parcel, offering strong street frontage, excellent traffic exposure, and prominent signage potential ideal for retail users



STRATEGIC U.S. HWY 101 ACCESSIBILITY

Located right off Highway 101, the site benefits from steady regional commuter and visitor traffic traveling throughout Sonoma County and the greater North Bay



ADJACENT MIXED-USE HOSPITALITY DEVELOPMENT

Brand new hotel and retail plaza has started construction next door and is expected to introduce visitor traffic and drive additional retail demand for complementary uses



EXPANDING GROWTH CORRIDOR

Cotati continues to experience residential and mixed-use development activity, supporting growing population and increasing demand for neighborhood retail



TRANSIT-ORIENTED COMMUNITY MOMENTUM

Local planning initiatives focused around the retail corridor aim to create a more walkable, higher-density residential and retail environment, positioning Cotati for sustained long-term growth



LIMITED INFILL RETAIL DEVELOPMENT OPPORTUNITIES

Small commercial development sites within Cotati's core remain scarce, enhancing the subject property's competitive positioning for pad retail, quick-service, or neighborhood-serving concepts



AFFLUENT SURROUNDING DEMOGRAPHICS

Area is supported by strong household incomes, stable residential neighborhoods, and proximity to major Sonoma County employment centers, providing a dependable built-in customer base



BETWEEN NORTH BAY REGIONAL COMMUTER HUBS

Positioned between Santa Rosa and Petaluma, the area benefits from commuter flow and spillover retail demand from two of Sonoma County's primary population centers





Technology Middle School

Technology High School

NORTHBAY
SOURDOUGH DELI

MR. Ranchito
mexican cuisine

Walgreens

COZZY

Peet's Coffee

DEVELOPMENT
OPPORTUNITY

OLD REDWOOD HWY - 24,000 VPD

GRAVENSTEIN WAY - 23,600 VPD

ST JOSEPH WAY

101

US 101 / REDWOOD HWY - 108,000 VPD

101

Brand New Hotel
and Mixed-Use
Retail Development
Coming Soon



 **MEZZELUNA**
Savor Greece in Every Bite

COZZY

Walgreens

 Peet's Coffee

ST JOSEPH WAY

**Brand New Hotel
and Mixed-Use
Retail Development
Coming Soon**

**DEVELOPMENT
OPPORTUNITY**

Mr. Ranchito
mexican cuisine

OLD REDWOOD HWY - 24,000 VPD

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101

101



Burger King



DEVELOPMENT OPPORTUNITY

Brand New Hotel and Mixed-Use Retail Development Coming Soon



US 101 / REDWOOD HWY - 108,000 VPD

GRAVENSTEIN WAY - 23,600 VPD

OLD REDWOOD HWY - 24,000 VPD



COZZY

Walgreens

Peets Coffee

Brand New Hotel and Mixed-Use Retail Development Coming Soon



GRAVENSTEIN WAY - 23,600 VPD

101

US 101 / REDWOOD HWY - 108,000 VPD

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DEVELOPMENT OPPORTUNITY

OLD REDWOOD HWY - 24,000 VPD



Burger King



US 101 / REDWOOD HWY - 108,000 VPD



GRAVENSTEIN WAY - 23,600 VPD

DEVELOPMENT OPPORTUNITY

Brand New Hotel and Mixed-Use Retail Development Coming Soon

ST JOSEPH WAY

OLD REDWOOD HWY - 24,000 VPD





SONOMA STATE UNIVERSITY



Credo High School

Lawrence E. Jones Middle School



Rancho Cotate High School

Monte Vista Elementary School

THE UPS STORE
ANYTIME FITNESS

Evergreen Elementary School

Domino's

Walmart
Neighborhood Market



Starbucks, Chipotle Mexican Grill, CVS pharmacy, Panera Bread, Safeway, O'Reilly Auto Parts, Verizon, Ross, Orangetheory Fitness, 24 Fitness

PAPA JOHN'S

Walmart, Dollar Tree, The Home Depot, Sally Beauty, Arby's, Burger King, Taco Bell

DEVELOPMENT OPPORTUNITY



Public Storage

US 101 / REDWOOD HWY - 108,000 VPD

Chick-fil-A

Carl's Jr.

Olive Garden

COSTCO WHOLESALE

ExtraSpace Storage

Jeep Speed Shop

LOWE'S

IN-N-OUT BURGER

Ashley HOMESTORE

Target, Dollar Tree, Chuck E. Cheese, PetSmart, Starbucks, Panda Express, T-Mobile, FedEx, Office Depot

BORNTOWN RESTAURANT

LOCATION OVERVIEW

COTATI, CA

Cotati is a centrally located Sonoma County community positioned along the US-101 corridor between Santa Rosa and Petaluma, allowing retailers to capture both local residents and steady North Bay commuter traffic. The city is distinguished by its rare hexagonal downtown plaza, creating a walkable destination environment that supports restaurants, boutique retail, and frequent community events that draw regional visitors and reinforce consistent foot traffic. Visitors are attracted to Cotati's lively festival scene, weekly farmers markets, live music venues, and its proximity to Sonoma County wineries, coastal recreation, and nearby Sonoma State University, all of which contribute to consistent daytime and weekend visitation.

Recent growth initiatives are further strengthening Cotati's retail outlook, including the Cotati Village mixed-use development that will add new housing and neighborhood commercial space, as well as a planned 153-room hotel and market hall project along Old Redwood Highway that will introduce the city's first full-service lodging option and new gathering space for dining and events. Together, expanding residential density, tourism infrastructure, and limited retail supply position Cotati as an appealing opportunity for neighborhood retail and service concepts seeking visibility, population growth, and a community-oriented setting within Sonoma County.



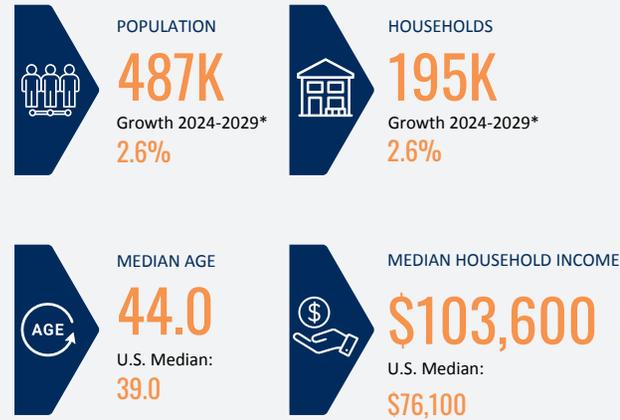
SONOMA COUNTY

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.

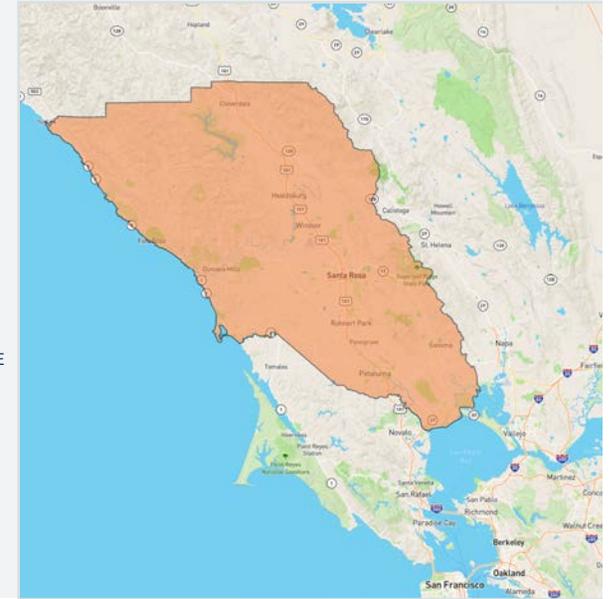
ECONOMY

- 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



* 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

DEMOGRAPHICS / COTATI, CA

POPULATION	1 MILE	3 MILES	5 MILES
2030 Projection	16,703	60,145	79,395
2025 Estimate	16,147	58,145	76,937
Growth 2025 - 2030	3.44%	3.44%	3.19%
2010 Census	15,903	53,621	71,771
2020 Census	16,157	58,163	77,418
Growth 2010 - 2020	1.60%	8.47%	7.87%

Growth 2010 - 2020	1 MILE	3 MILES	5 MILES
2030 Projections	6,837	23,486	30,690
2025 Estimate	6,626	22,724	29,774
Growth 2025 - 2030	3.18%	3.36%	3.07%
2010 Census	6,144	20,139	26,655
2020 Census	6,222	21,260	28,016
Growth 2010 - 2020	1.26%	5.57%	5.11%

2025 EST. HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
\$200,000 or More	8.82%	13.34%	13.46%
\$150,000 - \$199,999	9.67%	12.05%	12.21%
\$100,000 - \$149,999	19.87%	21.25%	20.75%
\$75,000 - \$99,999	15.30%	14.38%	14.58%
\$50,000 - \$74,999	16.32%	13.85%	14.17%
\$35,000 - \$49,999	8.07%	8.59%	8.09%
\$25,000 - \$34,999	6.89%	5.81%	5.75%
\$15,000 - \$24,999	5.81%	4.44%	4.57%
\$10,000 - \$14,999	4.72%	2.86%	2.93%
Under \$9,999	4.54%	3.44%	3.50%
2025 Est. Average Household Income	\$102,008	\$121,005	\$120,189
2025 Est. Median Household Income	\$83,694	\$99,081	\$97,971
2025 Est. Per Capita Income	\$41,733	\$47,521	\$46,873

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
2025 Estimated Population by Age	16,147	58,145	76,937
Under 4	5.6%	5.0%	5.0%
5 to 14 Years	10.8%	9.7%	10.2%
15 to 17 Years	3.7%	3.4%	3.6%
18 to 19 Years	2.3%	3.3%	3.1%
20 to 24 Years	7.5%	8.5%	7.9%
25 to 29 Years	7.7%	7.9%	7.5%
30 to 34 Years	8.2%	8.9%	8.3%
35 to 39 Years	8.3%	7.1%	7.1%
40 to 49 Years	12.9%	12.0%	12.2%
50 to 59 Years	12.4%	11.9%	12.2%
60 to 64 Years	6.1%	6.0%	6.2%
65 to 69 Years	5.2%	5.5%	5.7%
70 to 74 Years	3.9%	4.4%	4.6%
Age 75+	5.5%	6.2%	6.3%
2025 Median Age	37.0	38.0	39.0

2025 Population 25 + by Education Level	1 MILE	3 MILES	5 MILES
Elementary (0-8)	3.28%	2.31%	3.17%
Some High School (9-11)	3.64%	3.61%	4.21%
High School Graduate (12)	26.11%	22.04%	22.04%
Some College (13-15)	27.16%	25.94%	25.37%
Associates Degree Only	9.63%	10.81%	10.50%
Bachelors Degree Only	18.62%	23.01%	22.09%
Graduate Degree	9.20%	10.79%	10.77%

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