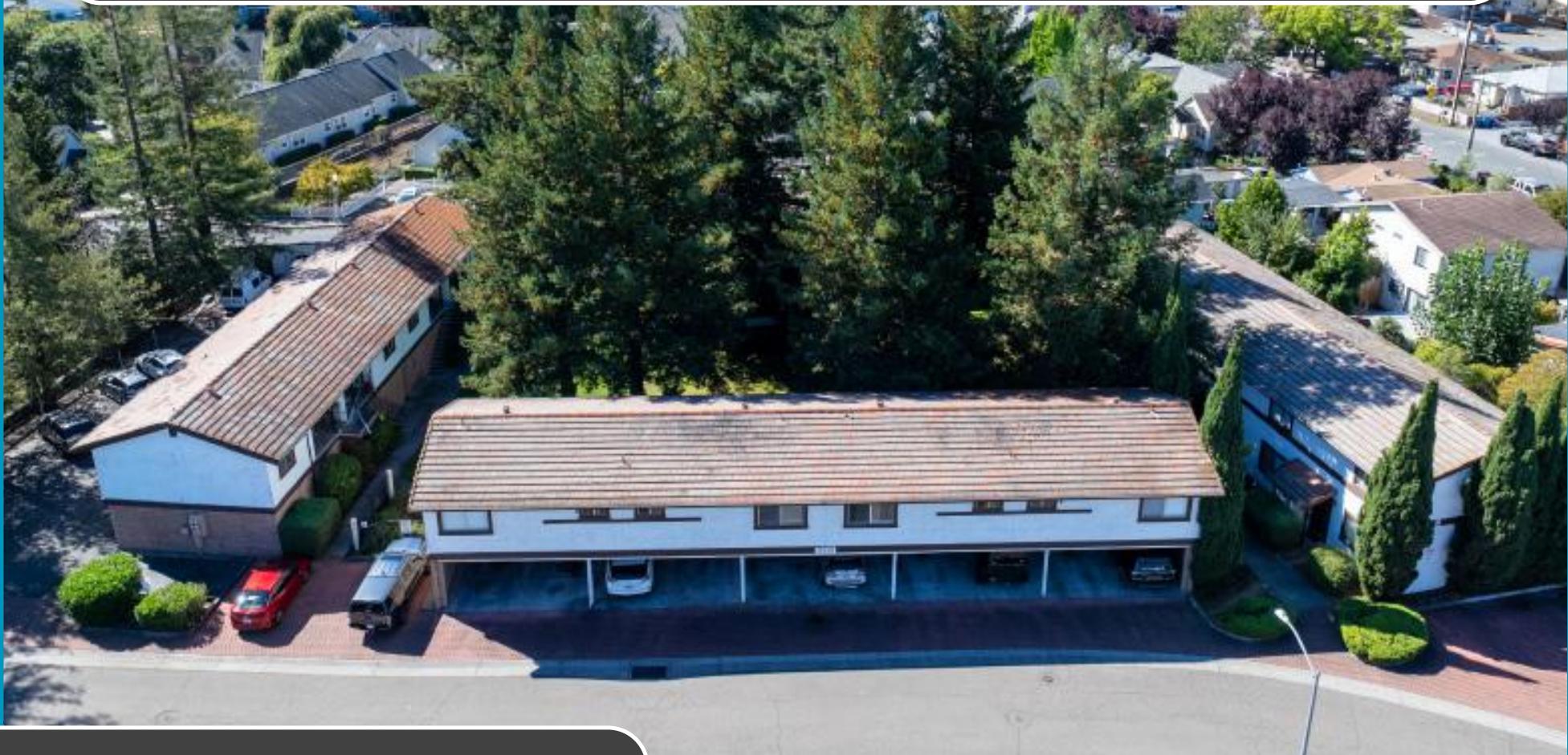


FOR SALE

7111 MARSH WAY

COTATI, CA 94931



STEPHEN SKINNER
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Cell: 707-694-1619
SSkinner@wrealestate.net
CALDRE #02020207

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CALDRE #022080397

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 \$225,000 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
\$4,500,000



PRICE PER UNIT
\$225,000



**NET OPERATING
INCOME**
\$180,103.00



CAP RATE
4.00%



**PROFORMA
CAP RATE**
6.29%

PROPERTY HIGHLIGHTS

UNIT MIX

TOTAL UNIT COUNT	20 UNITS
1 BED - 1 BATH	6 UNITS
2 BED - 1 BATH	14 UNITS
AVERAGE UNIT SIZE	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	\$1,025.00	\$1,400.00	10/1/24	10/1/25	MM
2	1 Bed 1 bath	\$1,000.00	\$1,400.00	9/1/23	9/1/25	MM
3	1 Bed 1 bath	\$1,000.00	\$1,400.00	5/1/23	5/1/24	MM
4	1 Bed 1 bath	\$995.00	\$1,400.00	4/15/24	5/1/25	MM
5	1 Bed 1 bath	\$1,025.00	\$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	11
7	2 Bed 1 Bath	\$1,025.00	\$1,650.00	11/1/17	11/1/18	MM
8	2 Bed 1 Bath	\$1,025.00	\$1,650.00	1/12/20	2/1/21	MM
9	2 Bed 1 Bath	\$1,095.00	\$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	\$1,245.00	\$1,650.00	3/1/24	3/1/25	MM
12	2 Bed 1 Bath	\$1,245.00	\$1,650.00	4/28/12	5/1/13	MM
13	2 Bed 1 Bath	\$1,350.00	\$1,650.00	9/1/25	9/1/26	10
14	2 Bed 1 Bath	\$1,350.00	\$1,650.00	11/1/15	11/1/26	12
15	2 Bed 1 Bath	\$1,250.00	\$1,650.00	6/10/19	7/1/20	MM
16	2 Bed 1 Bath	\$1,295.00	\$1,650.00	11/1/16	11/1/17	MM
17	2 Bed 1 Bath	\$1,145.00	\$1,650.00	6/6/20	6/1/21	MM
18	2 Bed 1 Bath	\$1,295.00	\$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	9
20	2 Bed 1 Bath	\$1,245.00	\$1,650.00	10/1/23	10/1/26	11

FINANCIALS

CURRENT



CURRENT RENT

\$180,103



CURRENT CAP RATE

4.00%



GRM

16.35



EXPENSE RATIO

34.56%

Annualized Operating Data

Expense Breakdown

Expense Per Year

Property Taxes @ 1.25% \$56,250.00

Insurance \$7,523.00

Common Area Utilities \$4,112.00

Landscaping \$4,100.00

Trash \$7,946.00

Repairs/ \$15,186.00

Total **\$95,117.00**

PROFORMA



PROFORMA RENT

\$282,883



PROFORMA CAP RATE

6.29%



PROFORMA GRM

11.90



PROFORMA
EXPENSE RATIO

25.16%

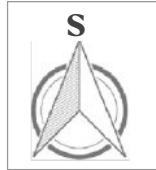
Current Income & Expense

Gross Income \$275,220.00

Expenses (\$95,117.00)

Net Operating Income **\$180,103.00**

SITE PLAN



7111 Marsh Way
Cotati, CA 94913

Parcel ID:
144-360-053



KEY BUSINESSES

- Superburger Hamburger
- The Tradewinds Bar
- Spanky'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



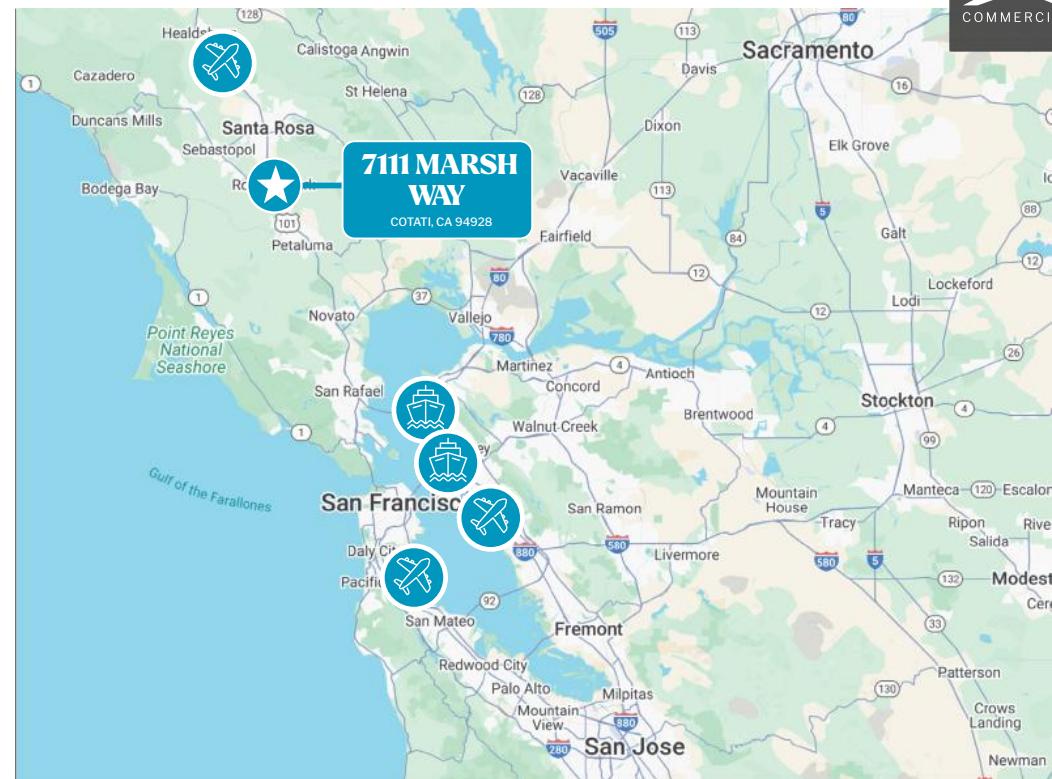
OWNER/RENTER OCCUPIED

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

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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