

WESTWIND BUSINESS PARK

3750

WESTWIND BOULDEVARD
SANTA ROSA | CA

FOR SALE
LEASED MULTI-TENANT BUILDING
MISSION CRITICAL FACILITY
±70,281 SQUARE FEET

NEWMARK

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EXECUTIVE SUMMARY

3750 Westwind Boulevard, the subject property, is in the Westwind Business Park aka the Airport Area which is in the unincorporated area of Sonoma County just north of the City of Santa Rosa. This submarket is adjacent to The Charles Schulz Airport serving Sonoma County and beyond. The airport recently extended their runways to accommodate expanded airline service. The airport terminal has also been expanded to serve the increase in flight schedules.

This submarket comprises approximately 7,000,000 square feet with a mixture of Office, Industrial, R&D and Retail uses. The Airport Area is one of the most desirable of the submarkets in Sonoma County in part due to the relatively newer age of the business park and proximity to the airport.

3750 Westwind Boulevard is a modern $\pm 70,000$ square foot Class-A Office/R&D building. With an excellent tenant mix that includes:

- Coherent is a publicly traded company and occupies $\pm 65\%$ of the building. This is one of their "mission critical" facilities which provides 5G and optical/laser products
- County of Sonoma Health and Human Services provides programs to the population with needed social services.
- WestAmerica Bank's credit card processing center is located at the property, providing merchant services etc.
- Pocket Radar provides handheld radar speed detection equipment used in law enforcement and the sport industries among others

The property offers very attractive amenities and versatile configuration to attract office & R/D tenants.

WESTWIND BUSINESS PARK

Address	3750 Westwind Boulevard, Santa Rosa, CA
Building SF	$\pm 70,281$
Asking Price	Unpriced
Net Operating Income	\$769,667 (2025 ProForma)
Parcels	1
APN#	039-250-040
Year Built	2000
Site Area	4.47 acres ($\pm 194,000$ square feet)
Building Stories	2
Zoning	MP (County of Sonoma)
Parking	(4.27/1,000 parking ratio)
Signage	Monument
Construction	Concrete tilt-up
Grade Level doors	1
Dock	1
HVAC	
Roof	Built-up roof with white cap sheet
Water & Sewage	County of Sonoma

INVESTMENT SUMMARY



INVESTMENT SUMMARY

- 94% leased investment
- ±70,281 square foot



VALUE-ADD OPPORTUNITY

- Stable cash flow
- Strong tenant mix
- Multi-tenant, Class A office/R&D building
- Attractive tenant improvements
- Good mix of different sized floor plans
- Long term leases
- Largest tenant, Coherent, which is a triple net lease, has spent nearly \$3MM in tenant improvements



BUSINESS PARK LOCATION

- Located in Santa Rosa's growing airport area Westwind Business Park
- Close to Charles M. Schulz Airport
- Easy access to Hwy-101
- Attractive location for tenants north of Santa Rosa



AMENITIES WITHIN A 1 MILE RADIUS

- SMART train station
- Numerous retail, restaurants and business service
- Airport Health Club
- Windsor Golf Course
- County Administration Office

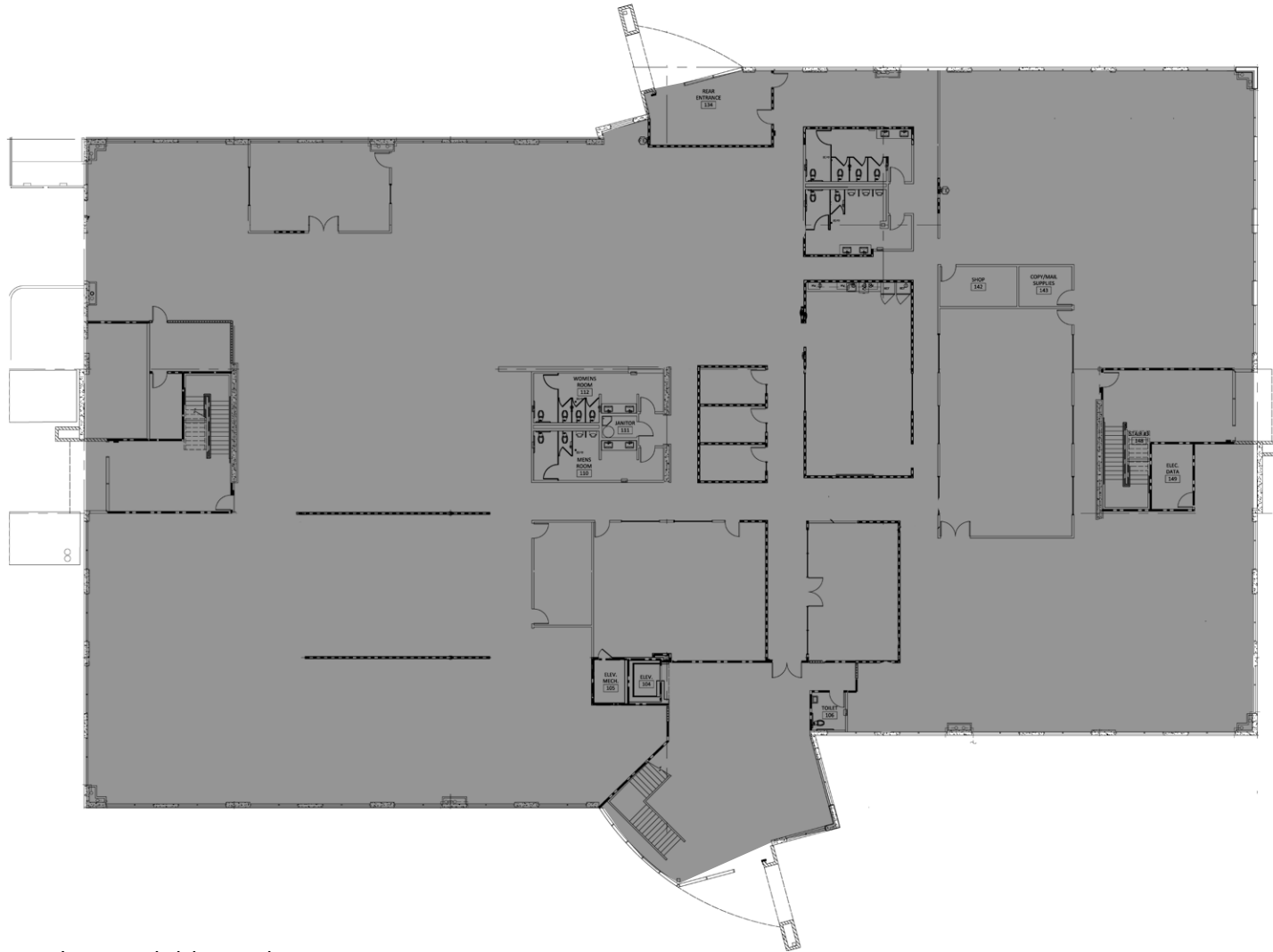
FINANCIAL ANALYSIS

2025 PROFORMA INCOME AND EXPENSES

SUITE	TENANT	±SQ. FT. LEASED	MONTHLY RENT	ANNUAL INCREASE	NNN CAM	LEASE EXPIRATION	OPTION TO EXTEND	COMMENCEMENT
100	Coherent	32,517	\$37,089	2.50%	NNN OE pass through to tenant	5/14/2032	(2) 5 Yr. Options	2021
200	County of Sonoma	9,070	\$16,857	3%	Operating expense stop	8/1/2022	(1) Yr. Option	2023
210	Westamerica Bank	8,460	\$17,847	2.3%	Increases over Base Year	4/26/2024	None	2021
220	Pocket Radar	2,915	\$5,869	3%	Increases over Base Year	3/1/2027	None	2024
230	Vacant Proforma	4,043	\$7,883	3%	Increases over Base Year			
240	Coherent	10,213	\$7,855	2.25%	NNN OE pass through to tenant	5/14/2032	(2) 5 Yr. Options	2021

TOTAL SQ.FT LEASE/ MONTHLY RENT	93,040		
Investment Analysis Annual Rent		\$1,116,480	
Less Vacancy Factor 5%		(\$55,824)	
Plus Reimbursements		\$705,051	
Adjusted Gross Income		\$1,765,707	
Less Operating Expenses		\$996,040	
Net Operating Income		\$769,667	

FIRST FLOOR PLAN



Inviting lobby and restroom cores

Extensive glass-line offices

Excellent on-site parking

Loading area

SECOND FLOOR PLAN



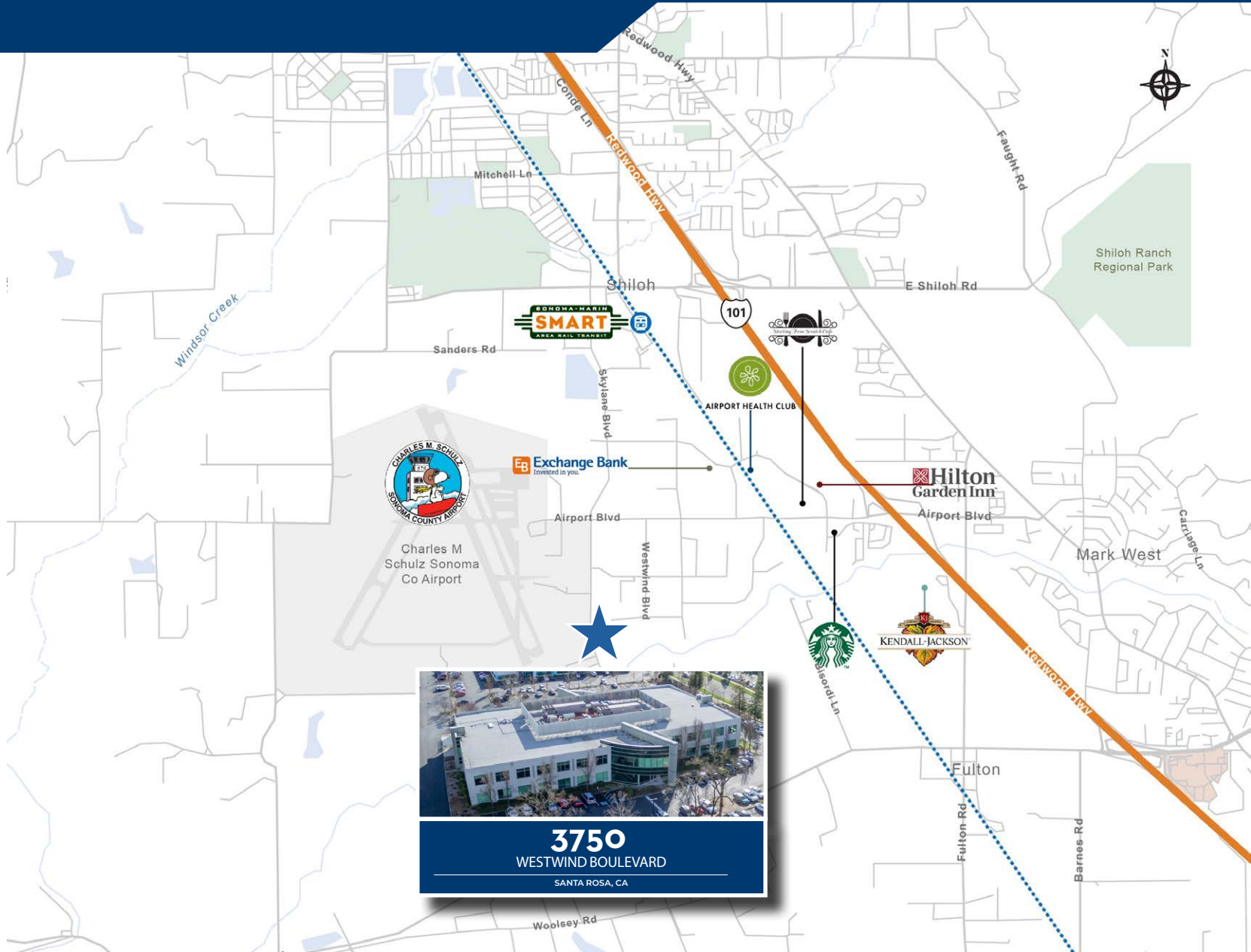
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PHOTO GALLERY



AMENITIES MAP



3750
WESTWIND BOULEVARD
SANTA ROSA, CA

SALES COMPARABLES



**3750 WESTWIND BOULEVARD
SANTA ROSA, CA**

Subject Property



**5030 BUSINESS CENTER DRIVE
FAIRFIELD, CA**

±48,000 SF

\$23,285,000 sale price

\$485.10/SF

8/23/2022 sale date



**711 GRAND AVENUE
SAN RAFAEL, CA,**

28,255 SF

\$6,940,000 sale price

\$246/SF

11/28/2022 sale date



**2401 KERNER BLVD
SAN RAFAEL, CA**

60,910 SF

\$13,750,000 sale price

\$226/SF

12/23/2022 sale date



**2300 CONTRA COSTA BLVD
PLEASANT HILL, CA**

134,759 SF

\$38,500,000 sale price

\$286/SF

7/5/2022sale date



**899 NORTHGATE DRIVE
SAN RAFAEL, CA**

62,928 SF

Part of Portfolio sale price

\$231/SF

12/15/2021 sale date



**1050 NORTHGATE DRIVE
SAN RAFAEL, CA**

58,322 SF

Part of Portfolio sale price

\$247/SF

12/15/2021 sale date

REAL ESTATE MARKET PLACE

CITY OF SANTA ROSA

- Santa Rosa is the largest city north of the Golden Gate Bridge
- 45 minutes north of San Francisco
- The hub for the four county regions (Sonoma, Napa, Lake, Mendocino)
- Population in 2023 is 178,500 and projections are to grow 4%
- Unemployment rate is less than 4.4% with the HH Median Income of \$87,500, with an average house price of \$675,000
- The economic industry drivers in the market are:
- Business services representing
 - Manufacturing & wine /beer
 - Specialty food
 - Healthcare
 - Retail sales
 - Finance, insurance, real estate and construction 6% each
 - Tourism is an added feature that drives the economy and has made it recognized worldwide
 - Microbreweries
 - Technology including health care, software, electronics and medical device manufacturers

SONOMA COUNTY

- One of the top 10 Best Places for Job Growth by Forbes Magazine
- The top 100 Metropolitan best places to live by U.S. News and World Report
- Home to approximately 503,000 people in Sonoma County.



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NEWMARK

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