





RETAIL PAD BUILDING FOR SALE

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EXECUTIVE SUMMARY



6500 HEMBREE LANE WINDSOR, CA

RETAIL PAD BUILDING FOR SALE

This pad building is 17,955+/- sq. ft. and is a fully leased freestanding retail building, which is one of four retail buildings for shop tenants in the Shiloh Center. The anchor tenants include Walmart, Grocery Outlet, and Home Depot. It is just off highway 101 with 94,500 cars per day and an estimated car count on Hembree Lane of 25,000 cars.

Total Center GLA: 335,341

OFFERING

 Sale Price
 \$7,391,000

 Price PSF
 \$411+/

 Annual NOI
 \$480,477

 Cap Rate
 6.5%



PRESENTED BY:

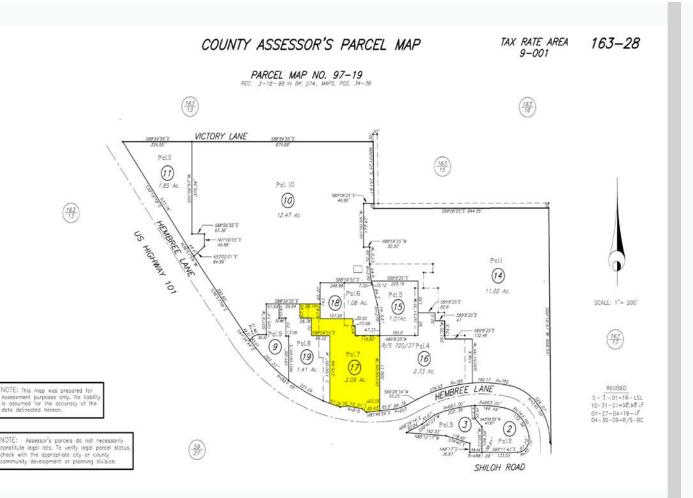


PROPERTY DESCRIPTION & PARCEL MAP



6500 HEMBREE LANE WINDSOR, CA

RETAIL PAD BUILDING FOR SALE



TOTAL BUILDING SIZE 17,955+/- SF

LOT SIZE 2.09+/- Acres

APN 163-280-017

YEAR BUILT 2002

ZONINGPD - Planned Development

STORIES

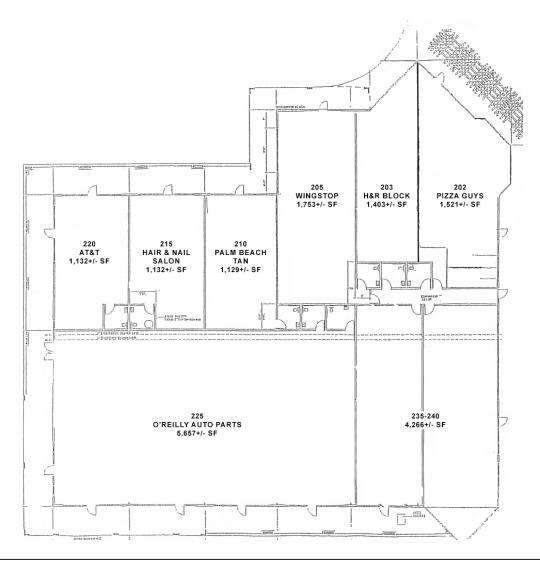
PARKING 5/1,000

PRESENTED BY:





RETAIL PAD BUILDING FOR SALE



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RETAIL PAD BUILDING FOR SALE



Keegan & Coppin Company, Inc.



FINANCIAL OVERVIEW: RENT ROLL



6500 HEMBREE LANE WINDSOR, CA

RETAIL PAD BUILDING FOR SALE

	Tenant	Tenant History	Suite#	Dec. 2024 Monthly Rent	Rent/SF	Sq. Ft.	Lease From	Lease To
1	Pizza Guys	Established in 1986. Over 70 independently owned franchises.	202	\$4,726.00	\$3.11	1,521	07/08/2009	11/30/2024
2	H&R Block	Established 1955. Last reported over 8,928 tax service locations.	203	\$3,718.00	\$2.65	1,403	10/01/2009	04/30/2025
3	King Wing	Established in 1989. Over 1,759 Wingstop stores.	205	\$3,957.00	\$2.30	1,716	08/19/2016	12/07/2027
4	Palm Beach Tan	Largest indoor tanning salon in the United Stated with over 460 locations.	210	\$2,192.00	\$1.94	1,129	05/01/2016	02/28/2025
5	Hair & Nail Salon		215	\$2,083.00	\$1.84	1,132		
5	AT&T (Cell Phone) *Pylon Sign Fee: \$800	With thousands of AT&T store locations nationwide, this store location provides cell phone wireless services, hardware, internet services and business services.	220	\$4,930.00 *\$800.00	\$4.35 *(\$800)	1,132	03/12/2013	12/31/2028
6	O'Reilly Auto	Established over 60 years ago, founded in 1987. Over 5,929 stores open.	225	\$11,614.00	\$2.05	5,657	05/01/2003	09/30/2027
7	Couches Etc.	This has been a long term tenancy, specializing in sales of beds, couches and other furnishings for homes.	235- 240	\$7,586.00	\$1.78	4,266	09/27/2002	12/31/2024
	MONTHLY TOTAL			\$41,606.00				
	ANNUAL TOTAL			\$495,337.00	*Year ending	g 2024		

PRESENTED BY:

MARSHALL KELLY, BROKER ASSOCIATE KEEGAN & COPPIN CO., INC. LIC # 00801883 (707) 528-1400, EXT 277 MKELLY@KEEGANCOPPIN.COM

Keegan & Coppin Company, Inc.





RETAIL PAD BUILDING FOR SALE

PROJECTED 20 INCOME SUMM		PROJECTED 2 EXPENSE SUMMARY		FINANCIAL SUI	MARY
Scheduled Gross Income	\$495,337	Property Taxes	\$100,100	Sales Price	\$7,391,000
Expense Reimbursements	\$247,343	Insurance	\$13,966	Price/SF	\$411.00
Adjusted Gross Income	\$742,680	Utilities	\$73,641	Cap Rate	6.50%
Less Vacancy 3%	\$14,860	Common Maintenance	\$22,914	Possible down payment (40%)	\$2,956,000
Less Expenses	\$247,343	Property Management	\$36,722	Loan amount (60%)	\$4,435,000
Net Operating Income	\$480,477	Total Expenses	\$247,343	Interest Rate	6.75%
				Net Operating Income	\$480,477
				Debt Service	\$363,048
				Cash Flow	\$117,429
				Cash on Cash	3.97%

Loan assumption: Interest rate 6.75% up to 7%. LTV up to 70% term 20 years can amortize 25-30 years. Five year adjustments to five(5) year T-Bill rate plus 3 - 3.5% margin. Prepay penalty 5,4,3,2,1 expires year 6. Loan interest rates and terms are subject to change.



RECENT BUILDING SALES & LEASES



6500 HEMBREE LANE WINDSOR, CA

RETAIL PAD BUILDING FOR SALE

	ADDRESS	SIZE	SALE PRICE	PRICE PSF	CAP RATE	SALE DATE
	5761 Mountain Hawk Dr. Skyhawk Village Santa Rosa, CA	16,800 +/- SF	\$6,000,000	\$357.14	5.75%	7 /29 /2022
	2300-2310 Midway Dr. Santa Rosa, CA	11,869 +/- SF	\$7,397,204	\$ \$334.27	-	6 /7 /2021
	ADDRESS	SIZE	LEASE RATE	LEASE TYPE	PROP. TYPE	
LE COMPANY DE LE SENSE DE LE S	441-453 Stony Point Rd. Santa, CA	1,900+/- SF	\$2.50/NNN	Direct	Retail	
	3080 Marlow Rd. Santa Rosa, CA	Units A14 & A19: 1,100+/- SF Unit A2: 6,710+/- SF	\$1.68-2.06	Direct	Retail	
	1880 Mendocino Ave. Santa Rosa, CA	1,530+/- SF	\$2.00-2.45	Direct	Retail	
	2280 Mendocino Ave. Santa Rosa, CA	1,701+/- SF	\$3.89-4.75	Direct	Retail	

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RECENT BUILDING LEASES



6500 HEMBREE LANE WINDSOR, CA

RETAIL PAD BUILDING FOR SALE

	ADDRESS	SIZE	LEASE RATE	LEASE TYPE	PROP. TYPE
	4754 Old Redwood Hwy Santa Rosa, CA	10 Units: 230+/- SF- 5,737+/- SF	\$1.61-1.97	Direct	Office/Retail
	6741 Sebastopol Ave. Sebastopol, CA	Unit 1: 395+/- SF- Unit 2: 598+/- SF Unit 3: 395+/- SF	\$1.89-2.31	Direct	Office/Retail
	6790 McKinley Ave. Sebastopol, CA	1,934+/- SF	\$2.5	Direct	Retail
THE BARLOW	6700 Sebastopol Ave. Building 1 Sebastopol, CA	4,000+/- SF	\$2.50	Direct	Retail
	750 Stony Point Rd. Santa Rosa, CA	1,000+/- SF	\$3.00	Direct	Retail
	9060-9076 Brook Rd. S Windsor, CA	Unit 26A: 2,781+/- SF Unit 28: 1,047	\$2.08-2.55	Direct	Retail



RECENT BUILDING LEASES



6500 HEMBREE LANE WINDSOR, CA

RETAIL PAD BUILDING FOR SALE

	ADDRESS	SIZE	LEASE RATE	LEASE TYPE	PROP. TYPE
	6400 Hembree Ln. Windsor, CA	1,000+/- SF	\$2.42-2.96	Direct	Retail
Rotop 114	8800-8928 Lakewood Dr. Windsor, CA	6 Units: 1,029- 5,987+/- SF	\$2.20-2.69	Direct	Retail
	8145 Highway 116 1st Floor Cotati, CA	2,100+/- SF	\$2.25/NNN	Direct	Retail
	114 Lake St. 1st Floor Cloverdale, CA	1,380+/- SF	\$2.07	Direct	Office/Retail
	1770-1784 Piner Rd. Santa Rosa, CA	1,200+/- SF	\$2.50	Direct	Retail



PROPERTY PHOTOS



6500 HEMBREE LANE WINDSOR, CA

RETAIL PAD BUILDING FOR SALE











PRESENTED BY:



PROPERTY PHOTOS



6500 HEMBREE LANE WINDSOR, CA

RETAIL PAD BUILDING FOR SALE









PRESENTED BY:





RETAIL PAD BUILDING FOR SALE





PRESENTED BY:



AREA DESCRIPTION



6500 HEMBREE LANE WINDSOR, CA

RETAIL PAD BUILDING FOR SALE

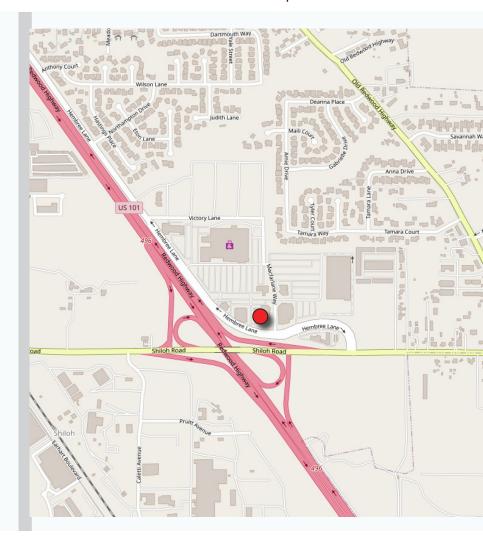
NEARBY AMENITIES

- Walmart
- Grocery Outlet
- Home Depot

TRANSPORTATION ACCESS

- Highway 101
- Shiloh Rd.
- Bus Service

DEMOGRAPHICS	1 MILE	5 MILES	
Est. Population	5,967	36,984	64,437
Est. Avg. HH Income	\$120,952	\$128,571	\$105,064



PRESENTED BY:





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MARKET SUMMARY



6500 HEMBREE LANE WINDSOR, CA

RETAIL PAD BUILDING FOR SALE







ECONOMIC DEVELOPMENT

Sonoma County's unemployment rate is one of the lowest in California and the county continues to show long-term job growth in the health care, hospitality and business service sectors. For the leisure and hospitality sector, August marked the 28th consecutive month of year-over-year increases. Educational and health services, which includes trade schools, social workers and health care professionals, has seen employment growth improve on a year-over-year basis for 38 consecutive months. And business and professional services jobs have increased from a year earlier for 13 consecutive months. In addition, new housing continues to increase throughout the county, while job growth and taxable sales also continue to rise.

RECREATION

Sonoma County is renowned for its outstanding wineries, breathtaking vistas of the Pacific Ocean, rolling hills, and friendly atmosphere. The landscape is perfect for spending a day at one of the many spas or wine tasting rooms, mountain biking the various trails and country roads, or kayaking down the majestic rivers. The area is also known for its exquisite cuisine, much of which is cultivated in the orchards, gardens, and fields of Sonoma County.

Whether you are looking for a relaxing weekend getaway, or you feel like exploring the outdoors, Sonoma County has something for everyone. Located in the heartland of Wine Country, Sonoma County has more than 370 local wineries. There is a wide array of guided tours which explore the county's culture and history, and offer tastings of the finest wines in the country. When the sun sets, you can continue your relaxing stay at one of the finer resorts in the area. From day spas to beautiful golf courses, Sonoma County has become synonymous with the elegant and relaxing getaway.

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Keegan & Coppin Company, Inc.



ABOUT KEEGAN & COPPIN



6500 HEMBREE LANE WINDSOR, CA

RETAIL PAD BUILDING FOR SALE



Your partner in commercial real estate in the North Bay & beyond since 1976.

Keegan & Coppin Company, Inc. has served our communities in the North Bay for well over 40 years. But our unmatched local experience is only part of what makes us the area's most trusted name in commercial real estate. At Keegan & Coppin, we bring together a range of services that go beyond traditional brokerage. That depth of knowledge and diverse skillset allows us to clarify and streamline all aspects of your transaction, giving you the confidence of knowing that we can help with anything that comes up through all phases of a project.





RETAIL PAD BUILDING FOR SALE

DISCLAIMER

This property is being offered on an as-is basis. While the Broker believes the information in this brochure to be accurate, no warranty or representation is made as to its accuracy or completeness. Interested parties should conduct independent investigations and reach conclusions without reliance on materials contained in this brochure.

This property owner requests that you do not disturb the Tenants, as the property will only be shown in coordination with the Listing Agent.

This brochure is presented under the terms and conditions of the Confidentiality Agreement. As such, the material contained in this brochure is confidential and is provided solely for the purpose of considering the purchase of the property described herein. Offers should be presented to the agent for the property owner. Prospective buyers are encouraged to provide buyer's background, source of funds and any other information that would indicate their ability to complete the transaction smoothly.

Keegan & Coppin Co., Inc. 1355 N Dutton Ave. Santa Rosa, CA 95401 www.keegancoppin.com (707) 528-1400

The above information, while not guaranteed, has been secured from sources we believe to be reliable. Submitted subject to error, change or withdrawal. An interested party should verify the status of the property and the information herein.

RESENTED

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MARSHALL KELLY, BROKER ASSOCIATE LIC#00801883 (707) 528-1400, EXT 277
MKELLY@KEEGANCOPPIN.COM



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*Revised 04/18/18, ORD. 2018-325

ZONING ORDINANCE



6500 HEMBREE LANE WINDSOR, CA

RETAIL PAD BUILDING FOR SALE

Zoning District Symbol	Zoning District Name	General Plan Land Use Classificatio Implemented by Zoning District
Residential Dist	ricts	
CR	Compact Residential	High Density Residential*
ER	Estate Residential	Estate Residential Rural Residential*
SR	Surrounding Residential	Very Low Density Residential*
VR	Village Reșidential	Low Density Residential
MDR	Medium Density Residential	Mobile Home Park Medium Density Residential
HDR	High Density Residential	High-Density Residential
Commercial Dis	stricts	
ВС	Boulevard Commercial	Boulevard Mixed Use*
RC	Regional Mixed Use	Gateway Commercial*
NC	Neighborhood Center Commercial	Neighborhood Commercial Mixed Use*
cc	Community Commercial	General Business, Retail Commercia
TC	Town Center Commercial	Town Center Mixed Use
SC	Service Commercial	Service Commercial
GC	Gateway Commercial	Gateway Commercial
ndustrial Distri	icts	
BPI	Industrial/Business Park	Light Industrial
LI	Light Industrial	Light Industrial
ні	Heavy Industrial	Heavy Industrial
pecial Purpose	Districts	
os	Open Space	Open Space
PD	Planned Development	All
PI	Public/Institutional	Public/Quasi-Public*
REC	Recreation	Parks & Recreation*
Overlay District	s	
-AS	Airport Safety	All
-F	Flood Hazard	All
		

Historic Overlay*

All*

for Commercial Zoning D	ABLE 2-4 Illowed Uses and Permit Requirements or Commercial Zoning Districts ev. 02/06/13 Ord. 2013-277, 04/09/18 Ord2017-318) PERMIT REQUIRED BY D									P Permitted Use (2) (3) MUP Minor Use Permit Req. (3) UP Use Permit Req. (3) — Use not allowed		
				PER	MIT RE	QUIRED	BY DI	STRICT		Specific		
LAND USE (1)	NC	CC	TC	TC AUFO	TC EO (11)	SC	GC	ВC	RC	Use Regulations		
INDUSTRY, MANUFAC	TURINO	& PR	OCESSI	NG USE	S							
Contractors storage yards					_	MUP		_				
Electrical & electronic equipment, instruments			_			UP	_	_				
Food and beverage manufacturing	_	_				UP	_		_			
Handcraft industries	P	. P	P	P(10)	_	_		P	P			
Laundries and dry cleaning		P		_		_						
Marijuana cultivation**	T-	_								27.06.050		
Marijuana distribution facilities**	T 1	_	_	_	_					27.06.050		
Marijuana mixed-light cultivation**	1-									27.06.050		
Marijuana nurseries**	T = 1	_			_					27.06.050		
Marijuana product manufacturing**	T		_							27.06.050		
Metal products fabrication, machine/welding	T 1			-		P		_				
shops												
Recycling facilities - Large collection facility	-	*****				UP				27.34.160		
Recycling facilities – Reverse vending machines	_		P	_		P			_	27.34.160		
						I TJP				27.34.160		
Warehousing, wholesaling and distribution Wineries	=					UP UP	_	_	=			
Recycling facilities – Small collection facility Warehousing, wholesaling and distribution Wineries RECREATION, EDUCA Adult business establishments	TION &	 PUBLI	C ASSE	MBLY U	JSES	UP				27.34.030		
Warehousing, wholesaling and distribution Wineries RECREATION, EDUCA	TION &	PUBLI	C ASSE	MBLY U	JSES	UP UP		 MUP	— — MUP	27.34.030		
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Keegan & Coppin Company, Inc.

Alcoholic beverage sales, off-site

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2-20



ZONING ORDINANCE



6500 HEMBREE LANE WINDSOR. CA

RETAIL PAD BUILDING FOR SALE

TABLE 2-4 Allowed Uses and Perm for Commercial Zoning (Rev. 02/06/13 Ord. 2013-277,	District	s						Req. UP	P Minor U (3) Use Per Use not	lse Permit rmit Req. (3) allowed
LAND USE (1)	NC	CC	TC	TC	RMIT R	EQUIR	ED BY I			Specific
EARD USE (I)		1	10	AUFO	EO	1 30	GC	, BC	I KC	Use Regulations
Art, antique, collectable and gift sales	P	P	P	P	P	P	P	P	P	
Auto and vehicle sales/rental	-	_	-			P	UP	_	-	
Auto parts sales		P	-		_	P	P	_		
Bars and nightclubs	UP	UP	UP	UP	UP	UP	-	UP	UP	
Building material stores	-		-	-	_	UP	UP	_	-	
Convenience stores	P(6)	P(6)		-	_	P(6)	_	P(6)	_	27,34,130
Drive-in and drive-through sales	_	UP	-		_	UP	UP	-	-	
Equipment sales and rental	-	UP	-	-		P	_		_	
Furniture, furnishings and appliance stores	-	P	P	P	P	P	-	P	P	
Garden supply and equipment sales and services	-	P	P	-	-	P	P		P	
Gas stations (fuel sales without vehicle services)	-	UP	-	-	-	UP	UP	_	_	27.34.190
General retail stores not otherwise listed	P	P	P	P	P	P	P	P	P	
Grocery stores	P	P	P	P	P	P	-	P	P	- V
Hardware store	P	P	P	P		P	P	P	P	
Marijuana accessories sales**	-	-	_		-	-	-	-	-	27.06.050
Marijuana microbusinesses**	-	_		-	_	_	_	-	-	27.06.050
Marijuana retail sales**	-	-	-	-	_	PR100	_			27.06.050
Mobile home, recreational vehicle and boat sales	-	-	-	-	-	P	MUP	_	-	
Neighborhood markets	P	P	P	P	P	P	P	P	P	27.34.130
Outdoor retail sales and activities	MUP	MUP	MUP	MUP	MUP	MUP	MUP	MUP	MUP	27.34.140
Plant nurseries and garden supply stores	P	P	P	-	-	P	P	P	P	
Plant nurseries, wholesale	_		-	-	-	P	P	-	-	
Restaurants	P	P	P	P	P	P	P	P	P	
Restaurants, take-out	P	P	MUP	MUP	MUP	P	P	P	MUP	
Restaurants, with alcohol sales	P	P	P	MUP	MUP	P	P	P	P	
Restaurants, with live entertainment	MUP	MUP	MUP	MUP	UP	MUP	MUP	MUP	MUP	
Restaurants, with outdoor dining	P	P	P	P	P	P	P	P	P	
Second hand stores	_	P		P	P	P	P	-	-	
Wine/Beer tasting accessory to retail	-	P	P	P	P	-	P	P	P	
Warehouse retail sales	_	-	_	_	_	UP	UP	-	-	

p	n	V	^	D	c

Ambulance services	-		-	_	-	P	-		-	
Automated teller machines (ATMs)	P	P	P	P	P	P	P	P	P	
Banks and financial services	P	P	P	P	P	-	P	P	P	
Bed and breakfast inns	MUP	_	P	P	-	-	MUP	MUP	MU	27.34,060
Business support services	P	P	P	MUP	MUP	P	P	P	P	
Car wash	UP	UP	-	_	-	UP	UP	-		
Child and adult day care centers	MUP	P	MUP (7)	P	-	-	-	MUP	MU P	27.34.070
Child day care - Large family day care homes	MUP	MUP	MUP	-	-	-	-	MUP	MU	27.34.070
Child day care - Small family day care homes	P	P	P	-	-	-	-	P	P	200
Drive-in and drive-through		UP	-	_		UP	UP	_	_	
Hotels and motels		P	P	P	_	-	P	-	P	
Kennels, commercial	-	-	-	_	_	MUP	_	_	-	
Marijuana testing facilities	-	-			-	-	_	_	_	27.06.050
Medical services - Clinics, offices, laboratories	P	P	P	1000	-	P	P	P(4)	P	
Medical services - Extended care	_	UP	UP		_	-	_	UP	UP	
Medical services - Hospitals	-	UP		_	_	UP	_	UP	UP	
Mortuaries and funeral homes	-	UP	-	_	_	UP	_		_	
Offices - Accessory to primary use	P	P	P	_	_	P	P	P	P	
Offices - Business and professional	P	P	P		_	P	P	P	P	
Personal services	P	P	P	-	P	P	P	P	P	N. 1 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.
Personal services, restricted	-	_	-	_	-	MUP	MUP	_	-	27.34.175
Public safety and utility facilities	UP	UP	P		-	UP	UP	UP	P	and three

	TABLE 2-4 Allowed Uses and Perm for Commercial Zoning (Rev. 02/06/13 Ord. 2013-277,							ted Use (2) Use Permit ermit Req. (3) of allowed			
		1		PERMIT REQUIRED BY DISTRICT							
LAND USE (1)		NO	CC	TC	TC AUFO	TC EO (11)	SC	GC	BC	RC	Specific Use Regulations
Spas and Tanning Salons		P	P	P		P	P	P	P	P	
Storage - Automobile storage yards			_	-			UP		-		
Storage - Personal storage facilities(mini-storage)			_	-			UP	_			
Storage - Outdoor		_	_	-		_	UP		-		27.34.150
Vehicle services - Maintenance/minor repair			_		_		P	P	_	-	
Vehicle services - Major repair/body work			_	_			P	P			
Vehicle services - Service stations		-	UP ·	_	_		UP	UP			
Veterinary clinics, animal hospitals		P	P	_	_		MUP		_		

TRANSPORTATION & COMMUNICATIONS USES

Broadcast studios	_	P	_		_	P				
Heliports	_	P	-	_	_	P		L —		
Park and ride facilities	P	P	P		_	P	P	P	P	
Parking facilities		_	P		-	P	_	P	P	
Telecommunications facilities		UP	UP	_		UP	UP	UP	UP	27.34.200
Transit stations and terminals	_	MUP								
Utility infrastructure	P	P	P	P	P	P	P	P	P	
Vehicle and freight terminals			_	_	-	UP		_	_	

^{*} Revised 09/17/2014, ORD 2014-287

Notes:

- (1) See Section 27.06.030.A regarding uses not listed. See Article 6 for definitions of the listed land uses.
- (2) Zoning Clearance required, see Section 27.42.020.
- (3) Site Plan and Design Review may also be required. See Section 27.42.030.
- (4) Residential uses may be permitted only on second or higher floors, above nonresidential uses. Accessible units that meet ADA requirements may be located on the ground floor. Home Occupations are permitted in residential units subject to Section 27.34.100
- (5) Schools (specialized education and training) may be permitted with a MUP on ground floor commercial only and shall provide on-site restroom facilities.
- (6) Convenience stores are a permitted use only when they comply with the requirements of Section 27.34.130 for neighborhood markets; convenience stores required Use Permit approval otherwise. (Rev. 03/03/04, Ord. 2004-178)
- (7) Child and adult care centers may be permitted with a MUP on ground floor commercial only and shall provide on-site restroom facilities. (Rev. 04/18/07, Ord. 2007-214)
- (8) Not in mixed use buildings with residential uses. (Rev. 02/06/13, Ord. 2013-277)
- (9) Work component must be an allowed use in the AUFO (Rev. 02/06/13, Ord. 2013-277)
- (10) Requires retail sales of products manufactured on site (Rev. 02/06/13, Ord. 2013-277)
- (11) Designations of Entertainment and Active Use Frontage must meet the spirit of both overlay districts (Rev. 02/06/13, Ord. 2013-277)

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^{**} Revised 04/09/2018, ORD 2017-318