

EXCLUSIVE INVESTMENT OFFERING



# REDWOOD TOWNHOMES

8690 OLD REDWOOD HWY, WINDSOR | 7 UNITS | \$2,750,000



## DISCLAIMER NOTICE

Norcal Commercial's Source for Apartment Brokerage Services



Norcal Commercial (“Broker”) has been retained on an exclusive basis to market the property described herein (“Redwood Townhomes”). Broker has been authorized by the Seller of the Property to prepare and distribute the enclosed Offering Memorandum for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and a prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

The Material is intended solely for the purpose of soliciting expressions of interest from qualified investors for the acquisition of the Property. The Material is not to be copied and/or used for any other purpose or made available to any other person without the express written consent of Broker or Seller. The Material does not purport to be all-inclusive or to contain all of the information that a prospective buyer may require. The information contained in the Material has been obtained from the Seller and other sources and has not been verified by the Seller, its affiliates or Broker. The pro forma is delivered only as an accommodation and neither the Seller, Broker, nor any of their respective affiliates, agents, representatives, employees, parents, subsidiaries, members, managers, partners, shareholders, directors, or officers, makes any representation or warranty regarding such pro forma. Purchaser must make its own investigation of the Property and any existing or available financing, and must independently confirm the accuracy of the projections contained in the pro forma.

Seller reserves the right, for any reason, to withdraw the Property from the market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto.

**Effective Jan 1, 2020 the state of California passed AB 1482: Tenant Protection Act of 2019. Buyer is advised to research local and statewide rental laws impacting the subject property.**

All inquiries related to the property should be directed to the exclusive listing agents:



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**INVESTMENT SUMMARY:**

Located in the vibrant town of Windsor, just south of Healdsburg, Redwood Townhomes is a rare investment opportunity comprised of seven two- and three-bedroom townhomes with spacious floor plans and modern amenities on a flag lot with two street access.

Offered at \$2,750,000—or \$387 per square foot—the property presents an attractive starting cap rate of 6.23%, comparing favorably with recent multifamily sales throughout the North Bay.

**FINANCING:**

After making a down payment of \$825,000 the buyer will secure new financing at fixed rate of approx. 5.95% for a 5 year fixed term and full 30 year amortization and loan term. Starting annual cash flow of \$33,593 with total starting return including principle reduction of \$57,454 (6.96%). Contact listing agent for financing referral if needed.

**INVESTMENT HIGHLIGHTS:**

Current GRM:	11.44	Current CAP Rate:	6.23%
Market GRM:	10.85	Market CAP Rate:	6.69%
Price/Unit:	\$392,857	Price/SF:	\$387



## PROPERTY HIGHLIGHTS

- 1990 Construction
- Townhome Floorplans
- Detached Garages
- W/D Hookups (5 units)
- Pitched Comp Roofing
- Nearby Dining & Shops
- Separate Entrances
- Private Outdoor Spaces

## UNIT RENOVATIONS (5 UNITS)

- Luxury Vinyl Plank Flooring
- Shaker Kitchen Cabinetry
- Quartz Countertops
- Tiled Backsplash
- Dishwasher and Microwave
- Stainless Appliances
- Dual Pane Windows
- Washer/Dryer Included (2 units)
- New Vanity, Tubs & Surrounds
- Tiled Bathroom Flooring





## PROPERTY OVERVIEW

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### PROPERTY DESCRIPTION

Redwood Townhomes presents a well-maintained 7-unit multifamily investment opportunity located in the heart of Windsor, one of Sonoma County's most desirable rental markets. Situated on an approximately 17,280 square foot level parcel, the property consists of three attractive two-story residential buildings.

The property features a desirable unit mix of four (4) three-bedroom, one-and-a-half-bath units and three (3) two-bedroom, one-and-a-half-bath units, offering spacious layouts that function more like single-family homes than traditional apartments. Each unit is a two-story townhouse design, with the living room, kitchen, and half bath on the ground floor and bedrooms with a full bath on the upper level. Five of the seven units have been fully renovated featuring luxury plank flooring, stainless appliances, shaker cabinetry, quartz countertops, tile backsplashes, new vanities, and tub surrounds. Five units have washer/dryer hookups, two of these units have building owned machines included.

Units are further complemented by private yard areas and dedicated garage parking, amenities that are highly sought after by renters in the Windsor market. Parking is provided by seven private garages and five additional open parking spaces.

Constructed in 1990, the property benefits from modern building systems and infrastructure, including individual hot water heaters, gas forced-air heating, copper plumbing, and electrical panels with circuit breakers. Each unit is individually metered for gas and electricity, water and sewer, and tenants pay their own trash, leaving exterior lighting as the only owner-paid utility—an attractive expense profile for investors.

With its desirable townhouse unit type, strong bedroom mix, low operating expenses, and central Windsor location, Redwood Townhomes offers investors the opportunity to acquire a stable, easy-to-manage asset with long-term rental appeal in a high-demand Sonoma County submarket.



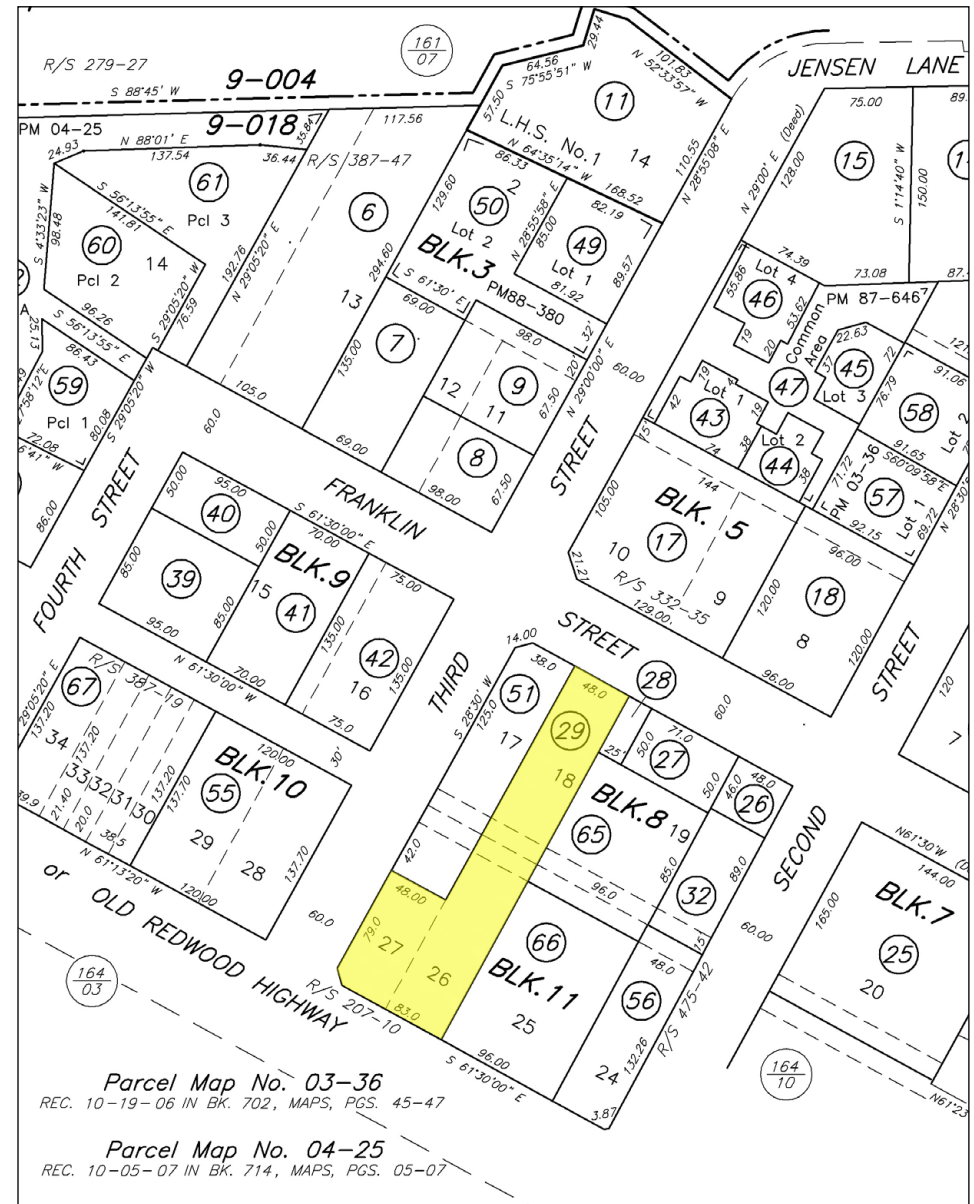


# SITE SURVEY

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<b>Address:</b>	8690 Old Redwood Hwy, Windsor, CA
<b>Parcel Number(s):</b>	164-040-029
<b>Parcel(s) Size:</b>	17,280 SF
<b>Year Built:</b>	1990
<b>Building Size:</b>	8,625 Est. SF
<b>Buildings:</b>	5 - 2 Stories
<b>Parking:</b>	7 Garages, 5 Open
<b>Construction Style:</b>	Woodframe, Wood Siding
<b>Roof(s):</b>	Pitched, Composition Shingle (2015)
<b>Foundation:</b>	Concrete Perimeter
<b>Heating/Cooling:</b>	Gas Forced Air
<b>Hot Water:</b>	Individual 30 Gallon
<b>Plumbing:</b>	Copper
<b>Electrical:</b>	Circuit Breakers
<b>Laundry:</b>	In-Unit Washer/Dryer Hookups (5 units)
<b>Kitchen:</b>	Gas Range, Dishwasher
<b>Windows:</b>	Dual-Pane
<b>Utilities (owner):</b>	PG&E (house meter)
<b>Utilities (tenant):</b>	Water, Sewer, Trash, PG&E
<b>Amenities:</b>	Garages, Private Yards, Laundry, Storage





## LOCATION OVERVIEW

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### WINDSOR, CA

Redwood Townhomes benefits from immediate access to some of Windsor's most utilized community amenities. Oliver's Market, one of Sonoma County's most highly regarded independent grocers, is situated less than a mile away on Old Redwood Highway. Downtown Windsor and the Town Green district, the social and retail core of the community, are accessible within approximately a one-mile radius, providing residents with convenient proximity to a concentrated mix of dining, retail, and community programming that defines the character of the submarket.

Windsor, California is a fundamentally sound multifamily submarket within Sonoma County, characterized by constrained supply, consistent demand, and a demographic profile that supports stable long-term occupancy.

Positioned along the Highway 101 corridor, Windsor provides residents with direct access to major North Bay employment centers while offering relative affordability compared to coastal and urban Sonoma County submarkets. At approximately 65 miles north of San Francisco, the market draws renters seeking distance from Bay Area cost pressures without fully sacrificing regional connectivity.

The walkable downtown core, anchored by the Town Green, provides proximate amenities that support rent premiums and reduce turnover for well-located assets. Windsor's broader position within the Sonoma County wine country economy adds employment diversity and a degree of insulation from single-industry market volatility.

For investors evaluating North Bay multifamily opportunities, Windsor offers a straightforward value proposition: a supply-constrained market with durable demand drivers and a quality-of-life profile that continues to attract and retain residents across income levels.



#### WINDSOR ECONOMIC INDICATORS



\$133,979

Average Household Income



\$783,892

Average Home Value




# RENT ROLL

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UNIT	TYPE	APPROX SF	RENT	PARKING	CONDITION
6 3rd St	2 x 1.5 TH	900	\$2,700	\$75	Renovated
8 3rd St	2 x 1.5 TH	900	\$2,500		Renovated
10 3rd St	2 x 1.5 TH	900	\$2,700		Renovated
12 3rd St	3 x 1.5 TH	1100	\$2,750	\$75	Original
14 3rd St	3 x 1.5 TH	1100	\$2,750	\$75	Original
8695 Franklin	3 x 1.5 TH	1100	\$3,200		Renovated
8697 Franklin	3 x 1.5 TH	1100	\$3,200		Renovated
<b>TOTAL</b>	<b>7</b>	<b>7,100</b>	<b>\$19,800</b>	<b>\$225</b>	

 Vacant



# OPERATING INFORMATION

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UNITS	BD x BA	APPROX. SF	CURRENT	MARKET
4	3 x 1.5 THSE	1100	\$2,750-3,200	\$3,200
3	2 x 1.5 THSE	900	\$2,500-2,700	\$2,700
<b>TOTAL MONTHLY RENT</b>			<b>\$19,800</b>	<b>\$20,900</b>
Parking & Storage			\$225	\$225
<b>Monthly Scheduled Gross Income</b>			<b>\$20,025</b>	<b>\$21,125</b>
<b>Annual Scheduled Gross Income</b>			<b>\$240,300</b>	<b>\$253,500</b>
Vacancy (5%)			\$12,015	\$12,675
<b>GROSS ANNUAL INCOME</b>			<b>\$228,285</b>	<b>\$240,825</b>
<b>ANNUAL EXPENSES</b>			<b>CURRENT</b>	<b>MARKET</b>
Taxes (New Rate)			\$32,523	\$32,523
Insurance (Est.)			\$7,876	\$7,876
Advertising			\$0	\$0
Water & Sewer			\$0	\$0
Gas & Electric			\$561	\$561
Trash			\$0	\$0
Professional Fees			\$3,500	\$3,500
Maintenance/Repair (Est.)			\$6,727	\$6,727
Landscaping (Est.)			\$4,000	\$4,000
Misc.			\$1,750	\$1,750
<b>TOTAL EXPENSES</b>		<b>23.69%</b>	<b>\$56,937</b>	<b>\$56,937</b>
<b>NET OPERATING INCOME</b>			<b>\$171,348</b>	<b>\$183,888</b>





PRICING SUMMARY			
Price	\$2,750,000	APN	164-040-029
Down Payment	\$825,000	Approx. Age	1990
Number of Units	7	Approx. Lot Size	17,280
Cost per Unit	\$392,857	Approx. Net RSF	7,100
Current GRM	11.44	Cost per Net RSF	\$387
Market GRM	10.85		
Current CAP	6.23%		
Market CAP	6.69%		

PROPOSED FINANCING			
First Loan Amount	\$1,925,000	New, 30 year amortization	
Term	30	Fixed for 5 years	
Rate	5.95%		
Monthly Payment	\$11,480		

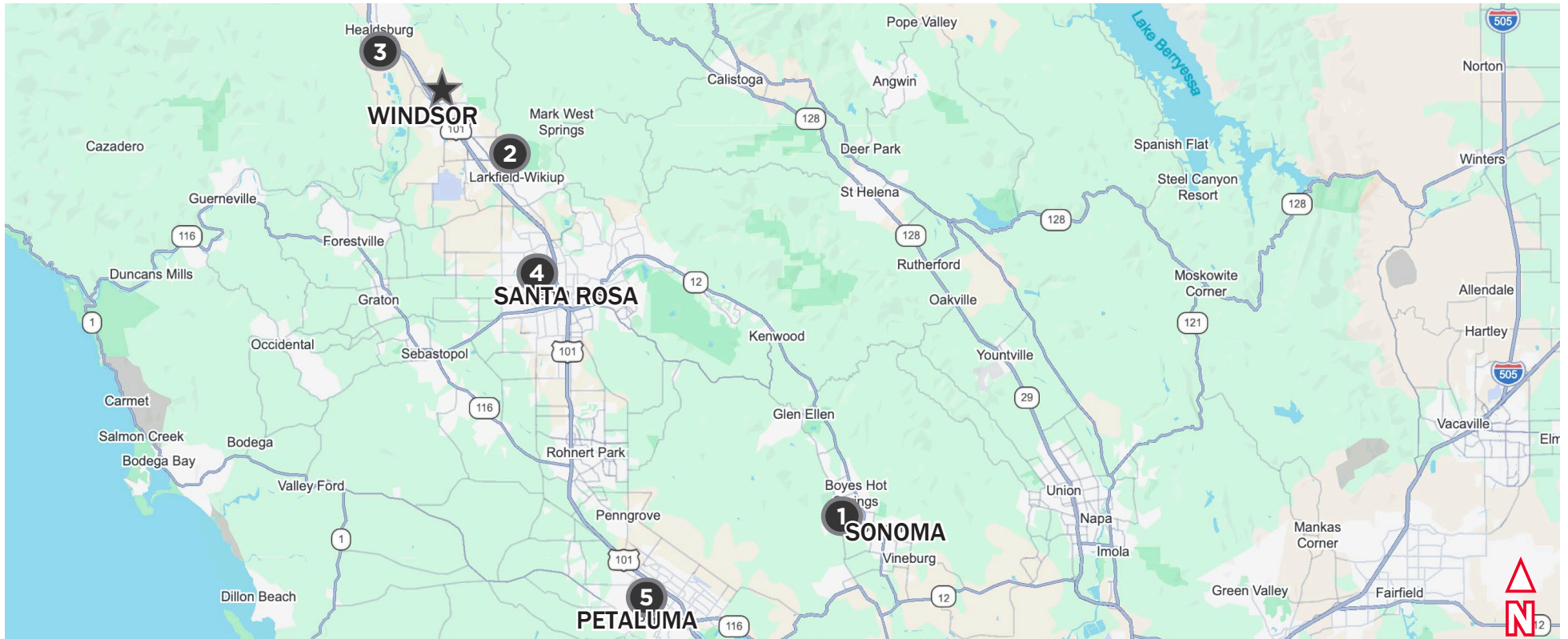
RETURN	CURRENT	%*	MARKET	%*
Net Operating Income	\$171,348		\$183,888	
Less Loan Payments	\$137,754		\$137,754	
Pre-Tax Cash Flow	\$33,593	4.07%	\$46,133	5.59%
Plus Principal Reduction	\$23,861		\$23,861	
<b>Total Return Before Taxes</b>	<b>\$57,454</b>	<b>6.96%</b>	<b>\$69,994</b>	<b>8.48%</b>

\*as a % of Down Payment



# SOLD COMPARABLE ANALYSIS

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Sold Comps	City	Units	Price	Year	\$/Unit	GRM	Cap	\$/SF	COE
<b>1</b> 840 W. Napa St	Sonoma	4-2x2.5, 7-2x2	\$5,100,000	2019	\$463,636	12.73	5.44%	\$442	02/03/25
<b>2</b> 4040 Alexander David Ct	Santa Rosa	4-2x2	\$1,500,000	2017	\$375,000	12.10	5.75%	\$405	12/23/25
<b>3</b> 80 Front St	Healdsburg	5-2x1.5 TH	\$2,600,000	1987	\$520,000	20.44	-	\$413	10/11/23
<b>4</b> 921-925 Ripley St	Santa Rosa	2-3x2 SFR, 5-2x1 TH	\$2,495,000	1978	\$356,428	12.15	5.79%	\$416	04/29/25
<b>5</b> 418 Upham St	Petaluma	6-2x1.5 TH	\$3,525,000	1987	\$587,500	13.44	5.39%	\$534	02/19/26
<b>Comparable Averages</b>					<b>\$460,513</b>	<b>14.17</b>	<b>5.59%</b>	<b>\$442</b>	
<b>★</b> 8690 Old Redwood	Windsor	3-2x1.5 TH, 4-3x1.5 TH	\$2,750,000	1990	\$392,857	11.44	6.23%	\$387	Subject

The information set forth herein has been received by us from sources we believe to be reliable. We do not warrant its accuracy or completeness.



# PROPERTY PHOTOS

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# PROPERTY PHOTOS - 3 x 1.5 Townhome

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# PROPERTY PHOTOS - 2 x 1.5 Townhome

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