15 FREMONT DRIVE -- PROPERTY SUMMARY

Sonoma, CA 95476 | $5,250,000 | Updated Aug 17, 2026

PROPERTY OVERVIEW

A 5.08-acre LC-zoned commercial property at the roundabout intersection of Arnold Drive and Highway 12 -- the primary gateway into Sonoma Valley. The property includes eight existing structures totaling 4,599 SF of improvements (per the 2024 appraisal) -- a 1,328 SF retail building with an operating dispensary tenant, a 1,205 SF single-family residence, and multiple storage and support outbuildings -- all on a single parcel with significant land development potential.

The $35 million Caltrans infrastructure improvement at the intersection of State Route 121 and State Route 116 recently completed, enhancing access and visibility for the corridor.

KEY FACTS

Asking Price:	$5,250,000
Acreage:	5.08 acres
Zoning:	LC (Limited Commercial)
Location:	Arnold Drive / Highway 12 roundabout
APN:	128-461-014

CURRENT RENT ROLL

Retail Building (1,328 SF) (Dispensary tenant)	$10,000/month	$120,000/year
Residence (1,205 SF)	$ 5,000/month	$ 60,000/year
Storage & Support Bldgs	Included	--
TOTAL	$15,000/month	$180,000/year

Cap Rate at asking: 3.4% (floor -- see upside below)

THE REAL OPPORTUNITY: PROFIT-SHARING UPSIDE

The 3.4% cap rate is the guaranteed floor -- but the real value is the upside. The dispensary tenant is an established, award-winning operation with a proven trajectory, currently generating six figures in monthly sales and growing.

The preferred lease structure is 8% of gross sales (no base rent). This means the landlord's return grows automatically as the business grows:

Daily Sales	8% Annual Rent	Effective Cap Rate
$4,872 (now)	$142,262	2.7% (floor)
$7,000	$204,400	3.9%
$10,000	$292,000	5.6%
$13,333	$389,324	7.4%
$16,667	$486,676	9.3%

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(Add $60,000/year residence rent if that tenancy is
 retained -- e.g., current combined floor of $180K+/year
 equals a 3.4% cap at asking.)

At competitor scale ($9.6M annual): $768,000/year = 14.6%
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The sole competitor in the local market -- industry estimates place it at approximately $9.6M in annual gross receipts. This operation is currently well below that -- with significant growth runway. An investor who buys now gets a quality tenant whose success directly drives the property's income higher.

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Why this tenant matters:
- Award-winning dispensary (Best New Dispensary 2025)
- Established 5-star operation with loyal customer base
- Currently at ~$146K/month in sales and climbing
- DCC-licensed, Sonoma County permitted
- Highest-reviewed store in the market, growing rapidly
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LEASE FLEXIBILITY

All tenants are flexible:

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- The dispensary may stay under favorable lease terms
  (flat $10K/mo or 8% of gross sales), or the business
  may relocate.
- The residence is month-to-month and may be vacated
  with 30-day notice.
- Buyer may keep all tenants, release some, or take
  vacant possession.
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LICENSE NOTE

The cannabis license is held by the operating business, not the property. The property is qualified for dispensary use under LC zoning. The current tenant's license is transferable to a new location.

DEVELOPMENT POTENTIAL

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- 5.08 acres of LC-zoned land
- Utilities in place: private well water, on-site
  septic, PG&E power + piped natural gas, telecom
- Room for additional retail, mixed-use, or hospitality
- Prime location at gateway intersection
- $35M Caltrans project completed at SR 121/116
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TRANSACTION OPTIONS

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A. Sale + Lease Back
   Buy property, dispensary stays as tenant
   Asking $5.25M, $15K/month income from day one

B. Sale + Business Equity
   Property plus up to 20% dispensary equity
   Priced on structure, owner retains operating control

C. Joint Venture
   Co-investment with flexible RE/business split
   Lower cash outlay, aligned partnership
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CONTACT

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