



**Keegan & Coppin**  
COMPANY, INC.

LEASE / SALE

5793 SKYLANE BOULEVARD  
WINDSOR, CA

MULTI-TENANT INDUSTRIAL INVESTMENT OR  
OWNER/USER OPPORTUNITY WITH IMMEDIATE  
LEASE-UP UPSIDE



Go beyond broker.

PRESENTED BY:

**SHAWN JOHNSON, MANAGING PARTNER / SIOR**  
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# OFFERING OVERVIEW

315,814 SF | 58% VACANCY  
FAA & K-LOVE INCOME IN PLACE



5793 SKYLANE BLVD.  
SANTA ROSA, CA

**INDUSTRIAL  
INVESTMENT**

## KEY HIGHLIGHTS:

- 15,814+/- Sq. Ft. building on 50,530+/- Sq. Ft. (1.16+/- AC) parcel
- 9,227+/- Sq. Ft. currently vacant (58%) providing lease-up opportunity
- Existing income from U.S. Government (FAA) and Educational Media Foundation (K-LOVE)
- In-place rents approximately \$1.69-\$1.71/Sq. Ft.
- FAA tenancy supported by proximity to Sonoma County Airport and specialized improvements
- Available for lease at \$1.15/Sq. Ft. NNN

### OFFERING

Sale Price	\$3,241,870
Price PSF	\$205+/-
Current Gross Income	\$133,924
Stabilized Gross Income	\$261,256
Est. Expenses	\$88,444
Projected NOI	\$228,149
Lease Rate	\$1.15 PSF NNN



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# INVESTMENT OVERVIEW



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## INDUSTRIAL INVESTMENT

CURRENT INCOME	
GROSS ANNUAL IN-PLACE	\$133,924
TENANT: FAA	15,814+/- sq. ft.
TENANT: K-LOVE	1.16+/- Acres
CURRENT OCCUPANCY	
OCCUPIED	6,587+/- sq. ft.
VACANT	9,227+/- sq. ft.
VACANCY	58%
LEASE-UP OPPORTUNITY	
LEASE RATE	9,227+/- sq. ft. @ \$1.15 PSF NNN
NEW INCOME	\$127,332 Annual
STABILIZED PERFORMANCE	
EXISTING INCOME	\$133,924
LEASE-UP INCOME	\$127,332
PROJECTED GROSS INCOME	\$261,257
EXPENSE PROFILE (POST-SALE)	
PROPERTY. TAXES	\$36,730
INSURANCE	\$5,500
OTHER EXPENSES	\$46,214
NON-RECOVERABLE EXPENSES	-\$33,108
TOTAL EST. EXPENSES	\$33,108
PROJECTED NOI	\$228,147
PROJECTED RETURN	7.04% Stabilized Cap Rate

### POSITIONING STATEMENT

The Property presents a clear and executable value-add opportunity through the lease-up of 9,227 square feet of currently vacant space. Existing income from established tenants provides near-term cash flow, while lease-up allows for improved expense recovery through NNN lease structures on a majority of the building.

### FAA ADVANTAGE

Proximity-dependent use tied to Sonoma County Airport. Existing specialized improvements and secured access infrastructure. Long-term occupancy with operational location requirements



### LEASE STRUCTURE

Existing leases are structured as modified gross (K-LOVE) and full-service (FAA). New leasing is being completed on an NNN basis. Buyer to verify operating expenses and recoveries.



# RENT ROLL

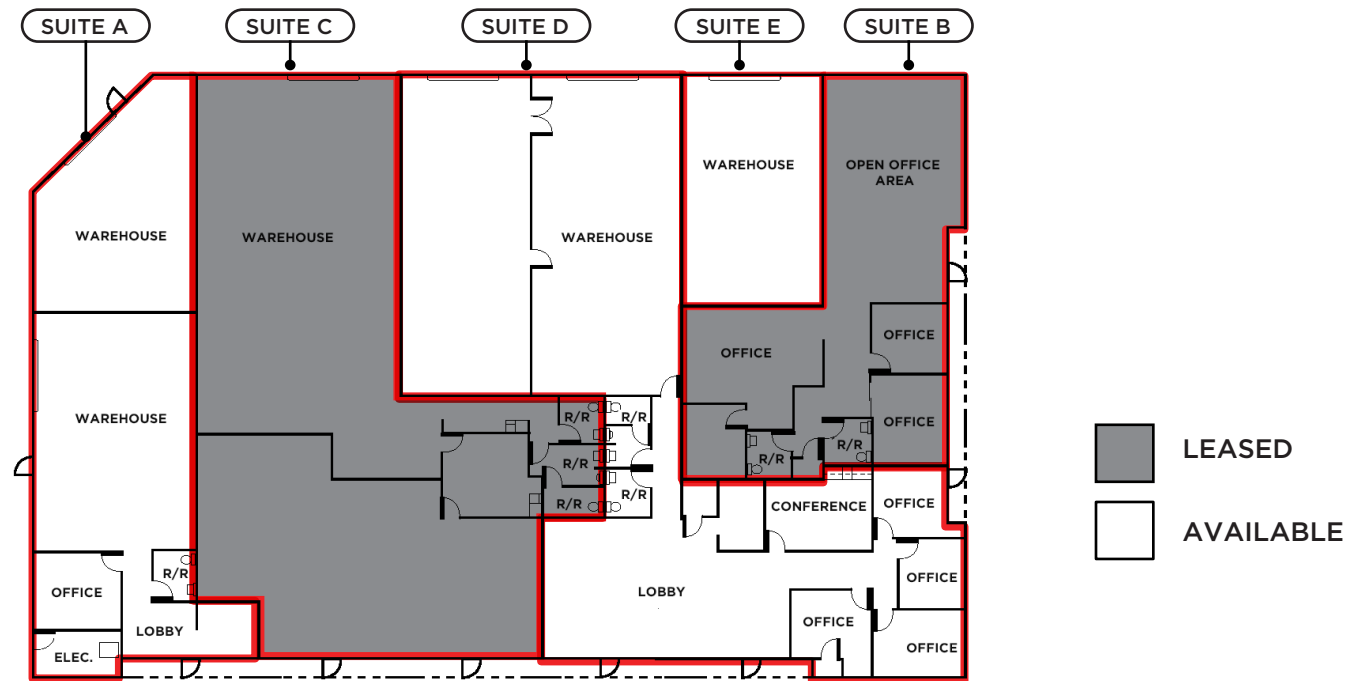
## AVAILABLE SPACE/LEASING



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Tenant	Suite#	Sq. Ft.	Lease Type	Rent	Rent psf	Lease Expiration	Option(s)
VACANT	A	2,900	NNN	\$3,335.00	\$1.15		
Educational Media Foundation (K-LOVE)	B	2,037	Modified Gross	\$3,472.00	\$1.71	30-Nov-26	N/A
United State of America (FAA)	C	4,550	Full Service	\$7,688.00	\$1.69	30-Sep-27	N/A
VACANT	D	5,300	NNN	\$6,095.00	\$1.15		
VACANT	E	1,027	NNN	\$1,181.05	\$1.15		
<b>ANNUAL TOTAL (POST LEASE-UP)</b>				<b>\$261,252.60</b>			



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# PROPERTY OVERVIEW



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## INDUSTRIAL INVESTMENT



**BUILDING SIZE**  
15,814+/- SF

**LOT SIZE**  
1.16+/- Acres

**CONSTRUCTION**  
Concrete Tilt-Up

**YEAR BUILT**  
1999

**ZONING**  
LI - Light Industrial

**POWER**  
3-Phase, 1200 AMPs

**STORIES**  
Single

**PARKING**  
Secured/Gated

**FIRE**  
Fully-Sprinklered

### DESCRIPTION OF AREA

One mile from the Sonoma County Airport and in the heart of the Sonoma County Wine Country, just blocks from the Airport Blvd/Hwy 101 on and off-ramps.

### NEARBY AMENITIES

- Airport Health Club, Windsor Golf
- Starbucks, Kaffe Mocha, Carl's Jr., Mi Burrito, etc.
- Airport Stadium Cinema, 50+ SoCo Regional Parks

### TRANSPORTATION ACCESS

- Sonoma County Airport Direct Flights to 9 Cities
- SMART Train Regional Commuter Rail Line
- Highway 101 Direct Access via Airport Blvd.

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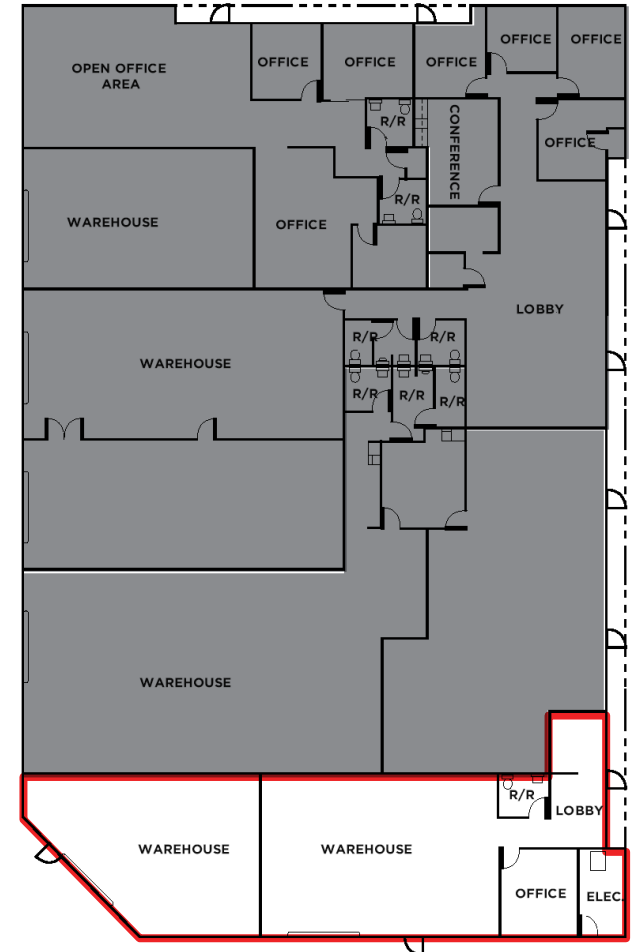
# PROPERTY PHOTOS

## SUITE A



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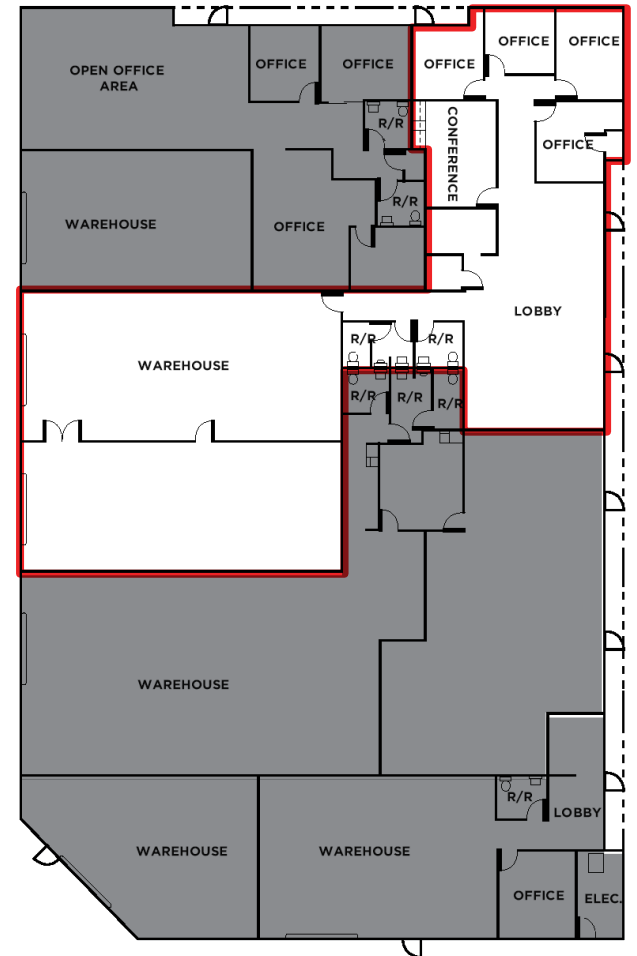
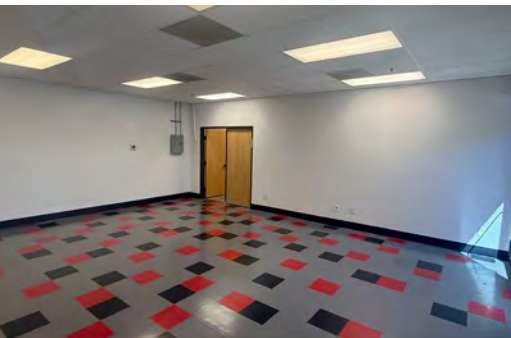
# PROPERTY PHOTOS

## SUITE D



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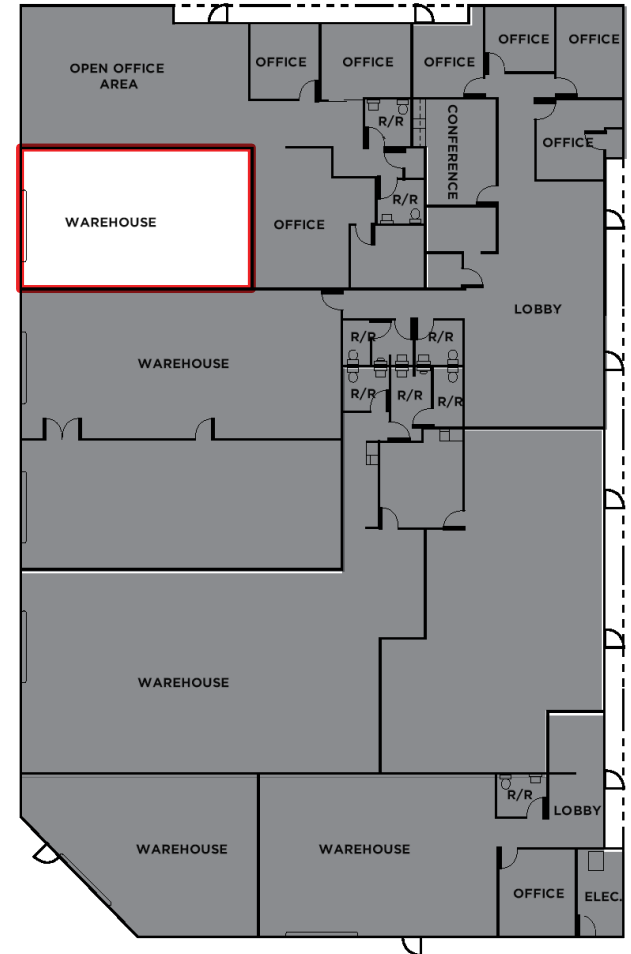
# PROPERTY PHOTOS

## SUITE E



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# FINANCING OPTIONS

## SBA 7(A) VS SBA 504



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### INDUSTRIAL INVESTMENT

SBA 7(a)		
Loan Amount:		\$3,349,370
Loan Term (years):		25 yrs
Loan Amortization (years):		25 yrs
Interest Rate:*		6.75%
* Quarterly Floating Rate		
Monthly Payment:		\$23,141
BREAKDOWN OF COSTS		
	<u>Total Cost</u>	<u>Out of Pocket</u>
Property Costs	\$3,241,870	\$0
Contingency/Professional Costs	\$0	\$0
Non-Property Costs	\$0	\$0
SBA 7(a) Guaranty Fee	\$92,000	\$0
Third Party Related Costs	<u>\$15,500</u>	<u>\$0</u>
<b>Total Project Costs</b>	<b>\$3,349,370</b>	<b>\$0</b>
<b>Out of Pocket Cost as % of Total Project</b>		<b>0.0%</b>

SBA 504		
1st DOT:		\$1,653,617
CDC 2nd DOT:		\$1,322,893
Loan Term / Amortization (LOB 1st):		25 yrs / 25 yrs
Loan Term / Amortization (CDC 2nd):		25 yrs / 25 yrs
Interest Rate (LOB 1st Mtg):*		7.94%
Interest Rate (CDC 2nd Mtg):		5.94%
* Locked For 5 Years		
Combined Monthly Payment:		\$21,172
BREAKDOWN OF COSTS		
	<u>Total Cost</u>	<u>Out of Pocket</u>
Property Costs	\$3,241,870	\$324,187
Contingency/Professional Costs	\$0	\$0
Non-Property Costs	\$0	\$0
Debenture Fees	\$30,470	\$3,047
Bank Loan Fee	\$24,393	\$2,439
Third Party Related Costs	<u>\$15,500</u>	<u>\$6,050</u>
<b>Total Project Costs</b>	<b>\$3,312,233</b>	<b>\$335,723</b>
<b>Out of Pocket Cost as % of Total Project</b>		<b>10.1%</b>

#### SBA 7(a) Loan Specifics:

Finance Up To 100% of Total Project Costs

Long Term/Amortization [25/25]

No Balloon Payment

Limited Prepayment Penalty

Most Loans Close In 45-60 Days

Working Capital, Equipment and Fees Can Be Financed

One Loan Closing - Much Simpler Process

Additional Collateral May be Required

#### SBA 504 Loan Specifics:

Finance Up To 90% of Total Project Costs

Long Term/Amortization [25/25]

Balloon Payment Possible

Prepayment Penalties Apply

Most Loans Close In 75-120 Days

Most Third Party Costs Can Be Financed

Two Loan Closings With 2 Lenders

Rate Not Fixed Until After Closing

Life Insurance Likely Required

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# AERIAL MAP



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## ABOUT KEEGAN & COPPIN



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# 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.

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## DISCLAIMER



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### 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.

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