

FOR SALE

# 8200 LA PLAZA

COTATI, CA 94931



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**7,945 SF | Mixed-use Retail Investment**

# OFFERING SUMMARY



**W Commercial** is excited to bring **8200 La Plaza** to market for sale. Located in the heart of downtown Cotati, the property offers a rare mixed-use investment opportunity with ground-floor retail space and a second-floor residential unit. The property is currently 100% leased and occupied by three retail tenants, and a second floor apartment, providing diversified income. With its central downtown location, walkable surrounding amenities, and stabilized occupancy, the property presents investors with the opportunity to acquire a well-positioned mixed-use asset in one of Sonoma County's most recognizable small-town downtown districts.



**SALE PRICE**  
\$1,650,000.00



**PRICE PER SF**  
\$207.68



**SALE TYPE**  
Leased  
Investment



**NET OPERATING INCOME**  
\$100,644



**CAP RATE**  
6.10%

# PROPERTY HIGHLIGHTS



**GROSS LEASABLE AREA**  
7,945 SF



**LOT SIZE**  
0.38 Acres



**YEAR BUILT**  
1920



**OCCUPANCY**  
100%



**ZONING**  
HC (Historic Core)



**VPD-LA PLAZA**  
10,313



**PARKING**  
6 - Private (+ Street)



**POWER**  
100 AMPS



**HVAC**  
YES



**GAS**  
YES



**SPRINKLERS**  
NO



**RESTROOMS**  
4

# PROPERTY HIGHLIGHTS



## 8200 LA PLAZA

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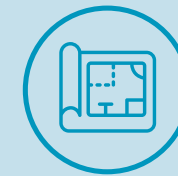
### Value Add Potential

8200 La Plaza offers potential upside through below-market rents and improved expense recovery. As leases turn over or are renewed, a new owner may have the opportunity to adjust rents closer to market levels and pass through certain operating expenses to tenants, increasing net operating income over time.



### Central Location

Located in the heart of downtown Cotati, 8200 La Plaza benefits from a highly walkable setting surrounded by restaurants, shops, services, and nearby residential neighborhoods. The property's central location offers tenants strong visibility and convenient access to the broader Cotati/Rohnert Park trade area.



### Mixed-Use Tenancy

The property is currently 100% leased with three ground-floor retail tenants and a second-floor residential unit, providing investors with multiple income streams across both commercial and residential uses. This mixed-use configuration helps diversify tenancy while supporting long-term flexibility.

# FINANCIAL ANALYSIS



ASKING PRICE

**\$1,650,000**



CURRENT BASE RENT

**\$139,860**



CURRENT CAP RATE

**6.08%**



PROFORMA BASE RENT

**\$149,182**



PROFORMA CAP RATE:

**6.67%**

Rent Roll						
UNIT	8200	8200 1/2	8204	8210	A	B
Tenant	Cuveas Jewelry	Residential Apartment	Tradewinds Superburger	Tradewinds Bar	Storage	VACANT
SF	1,500	1,722	2,223	2,100	200	200
Current Rent	\$2,900	\$1650	\$3,197	\$3,708	\$200	VACANT

Expense Breakdown		
Expense	Per Year	Per SF
Taxes (@ 1.25% PP)	\$20,625.00	\$2.60
Insurance	\$11,440.00	\$1.44
Utilities	Tenant Pays	Tenant Pays
Maintenance	\$7,150.00	\$0.90
Total	\$39,216.30	\$7.15
Monthly NNN PSF		<b>\$0.41</b>

# SITE PLAN



# AERIAL MAP



# AERIAL MAP



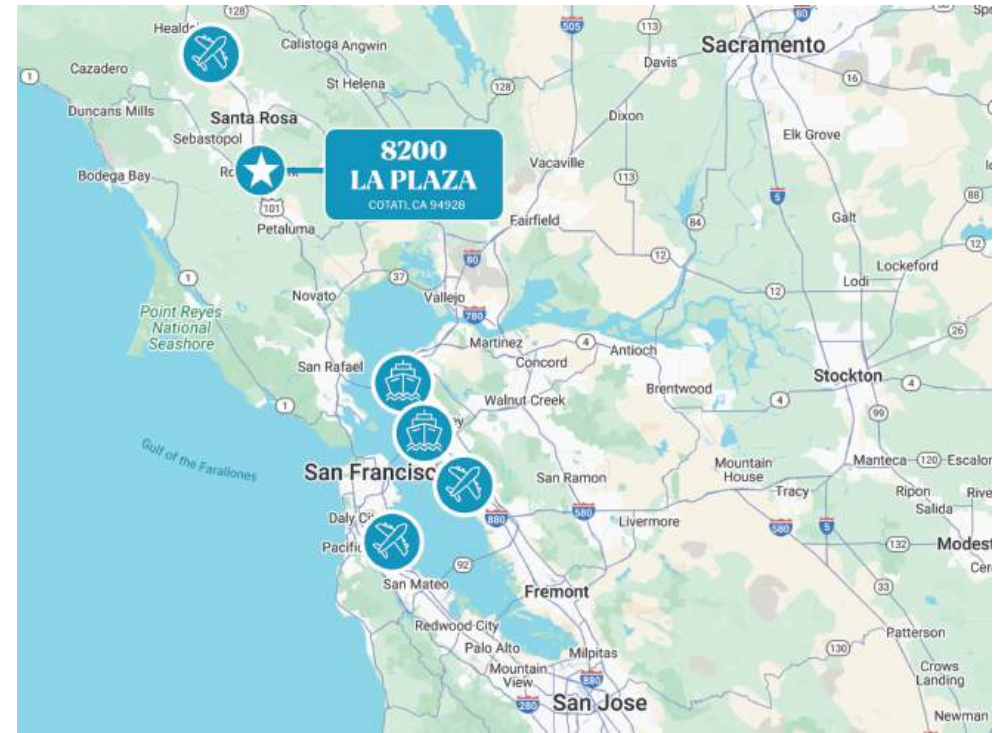


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APN: 144-274-006  
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# DEMOGRAPHICS

	1 MILE	3 MILES	5 MILES
POPULATION	17,244	55,893	72,006
AVERAGE HOUSEHOLD INCOME	\$105,179	\$112,228	\$113,595
HOUSEHOLDS	6,490	21,446	27,194
MEDIAN HOUSEHOLD INCOME	\$86,300	\$89,603	\$90,813
MEDIAN AGE	39	39	40
OWNER/RENTER OCCUPIED	54%   46%	54%   46%	56%   44%
EMPLOYMENT	17,264	55,699	71,345



## CITIES

San Francisco	48 miles
Oakland	51 miles
Sacramento	91 miles
San Jose	93 miles



## AIRPORTS

STS – Charles M. Schulz–Sonoma County Airport	16 miles
SFO – San Francisco International Airport	61 miles
OAK – Oakland International Airport	61 miles



## PORTS

Port of Richmond	42 miles
Port of Oakland	52–53 miles



## SMART (Commuter Rail)

Cotati SMART Station (980 E Cotati Ave)	0.8 mile walk; 1.1 mile drive
Rohnert Park SMART Station (900 Enterprise Dr)	2.4 mile drive



## BUS HUBS & KEY STOPS

Cotati Hub (La Plaza Park – Old Redwood Hwy & W Sierra Ave)	0.4 mi walk
E Cotati Ave & Santero Way (by SMART/Intermodal)	0.9 mile walk
E Cotati Ave & Ryan Ln	1.1 miles



## PARK & RIDE

Cotati Park & Ride (Redwood Dr / Hwy 116)	1.7 mile drive
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# ABOUT COTATI, CA

Cotati, CA is a small city located in Sonoma County, California. The city has a thriving commercial real estate industry that supports the local economy. Cotati's commercial real estate market is diverse, with properties ranging from small retail spaces to large office buildings and warehouses.

One of the main factors driving the commercial real estate industry in Cotati is the city's strategic location. Cotati is situated in close proximity to major cities like San Francisco and Oakland, making it an attractive location for businesses looking to expand their operations in Northern California. Additionally, Cotati has a strong transportation infrastructure, with easy access to major highways and the Sonoma County Airport.

The retail sector is a significant component of Cotati's commercial real estate market. The city has several shopping centers and plazas that are home to national chain stores, local boutiques, and restaurants. These retail spaces provide essential goods and services to both the local community and visitors to the area.

The office market in Cotati is also strong, with several professional and medical office buildings located throughout the city. These spaces cater to a range of industries, including healthcare, finance, and technology. The city's thriving business community and proximity to major urban centers make it an attractive location for companies looking to establish a presence in the region.

In addition to retail and office spaces, Cotati's commercial real estate market includes industrial and warehouse properties. The city has several industrial parks that are home to manufacturing and distribution companies, as well as logistics and transportation firms. These properties provide employment opportunities and support the local economy. Overall, Cotati's commercial real estate industry is an important contributor to the city's economy. The diverse mix of retail, office, and industrial spaces provides opportunities for businesses of all sizes and industries to establish and grow their operations in the region. With its strategic location and strong transportation infrastructure, Cotati is poised for continued growth and development in the years to come.



2025 POPULATION

**7,746**



AVERAGE AGE

**40.6**



AVERAGE HOUSEHOLD INCOME

**\$101,000**

# ABOUT W COMMERCIAL

W Commercial Real Estate is a renowned brokerage firm based in Northern California, delivering a full spectrum of commercial real estate services. Our offerings include leasing, sales, and acquisitions, all tailored to address the diverse needs of our clients.

We work closely with owner-users, investors, and developers to identify opportunities and meet specific requirements. By conducting in-depth analyses, we maximize property valuations and ensure our clients achieve optimal returns on their investments.

Our in-house marketing team utilizes an advanced platform to spotlight property opportunities in the marketplace. Leveraging cutting-edge technology, we identify potential buyers and tenants specific to each property, ensuring comprehensive marketing coverage locally, regionally, and nationally.

Our business is built on a foundation of integrity and deep market knowledge. We pride ourselves on delivering exceptional results, informed by our extensive expertise in the commercial real estate industry. W Commercial Real Estate is dedicated to exceeding client expectations through innovative strategies and unparalleled service.



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