

497

SEBASTOPOL AVE

BY THE RENDINO TEAM

RE/MAX MARKETPLACE



CLASSIC BREAD AND BUTTER FOURPLEX IN THE HEART OF SANTA ROSA'S SOFA ARTS DISTRICT

Steps to galleries, cafés, and parks • Strong rental history • Updated interiors • Prime central location • Excellent long-term investment opportunity in one of Sonoma County's most sought-after markets

LIST PRICE

\$1,075,000

5.4 CAP Rate **Current**
6 CAP Rate **Stabilized**

UNIT COMPOSITION

TWO 2 Bed/ 1 Bath
TWO 1 Bed/ 1 Bath

PROPERTY DETAILS

Sq Ft: 2,944
Lot Size: 6,950
Year Built: 1970



Rare opportunity to purchase this turn-key fourplex in the heart of central Santa Rosa's South A Street Arts District. This well-maintained property consists of **two 2-bedroom/1-bath units and two 1-bedroom/1-bath units**, with three units occupied by cooperative, long-term tenants. One unit has been intentionally left vacant for easy showings, and to give new owner freedom to place new tenants or occupy.

Recently painted, the building offers excellent curb appeal with an attractive stucco exterior and low-maintenance landscaping. All four units were extensively updated in 2018-2019, with **over \$100,000 in improvements**, including new kitchen cabinets, quartz countertops, stainless appliances, upgraded bathrooms, modern lighting, and refreshed interiors. The vacant unit has new carpet and fresh paint; this unit is move-in ready for new tenants at current market rent, or an owner-occupant.

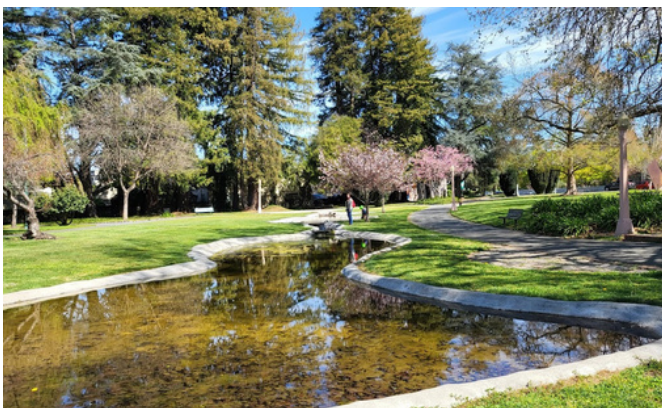
Additional amenities include covered carports with access from a private alley, additional guest and street parking, and an on-site laundry room for added tenant convenience.

Whether you're seeking steady rental income or future appreciation in one of Northern California's most desirable markets, this "bread and butter" investment offers both stability and long-term growth potential. **With strong rental demand and historically low vacancy rates**, this is a property you'll be proud to own for years to come.

Location



Ideally located near shops, restaurants, and parks, the property offers the best of downtown living. Nestled in the lively SOFA Arts District, residents enjoy easy access to Julliard Park and local events, including Winter Blast, First Friday Art Walks, and live music or bocce at the park. Charming local cafés, boutiques, and art galleries are just steps away, while downtown Santa Rosa, Railroad Square, and Prince Greenway are within a 15-min walk. The property also offers convenient access to Highways 101 and 12.





497 Sebastopol Ave #1
Santa Rosa, CA 95401



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497 Sebastopol Ave #2
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Property Overview

Item	Value
Price	\$1,100,000
Units	4
Building Sq. Ft.	2,944
Price / Unit	\$275,000
Price / Sq. Ft.	\$374
Down Payment	\$330,000
Loan Amount (70%)	\$770,000
Loan Terms	6.75% int • 30 years
Monthly P&I	\$4,991

Operating Expenses

Expense	Annual
Property Taxes	\$13,200
Insurance	\$3,192
Maintenance	\$2,000
Water/Sewer/Garbg	\$10,700
Total Expenses	\$29,092
Expense Ratio	33%

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Rent Roll

Unit	Type	Location	Current Rent	Market Rent	Status
#1	2BR	Downstairs	\$1,900	\$2,000	Occupied
#2	1BR	Downstairs	\$1,600	\$1,800	Occupied
#3	2BR	Upstairs	\$2,000	\$2,000	Occupied
#4	1BR	Upstairs	\$1,700	\$1,800	Vacant

AB 1482 rent incr. limit 7.7% thru 31-July-2026

Income Summary

Scenario	Monthly	Annual
Current (3 units occupied)	\$7,200	\$86,400
Stabilized (4 units at market)	\$7,600	\$91,200

Valuation Metrics

Metric	Value
Number of Units	4
Price	\$1,075,000
Price per Unit	\$268,750
Building Sq. Ft.	2,944
Price per Sq. Ft.	\$374
Down Payment (30%)	\$330,000
New Loan (70%)	\$762,500
Gross Rent Multiplier (Current)	12.44
Gross Rent Multiplier (Stabilized)	11.79

Note:

Last rent increases occurred March 2024 (more than 12 months ago), allowing buyer to adjust rents immediately to market subject to AB 1482 limits.

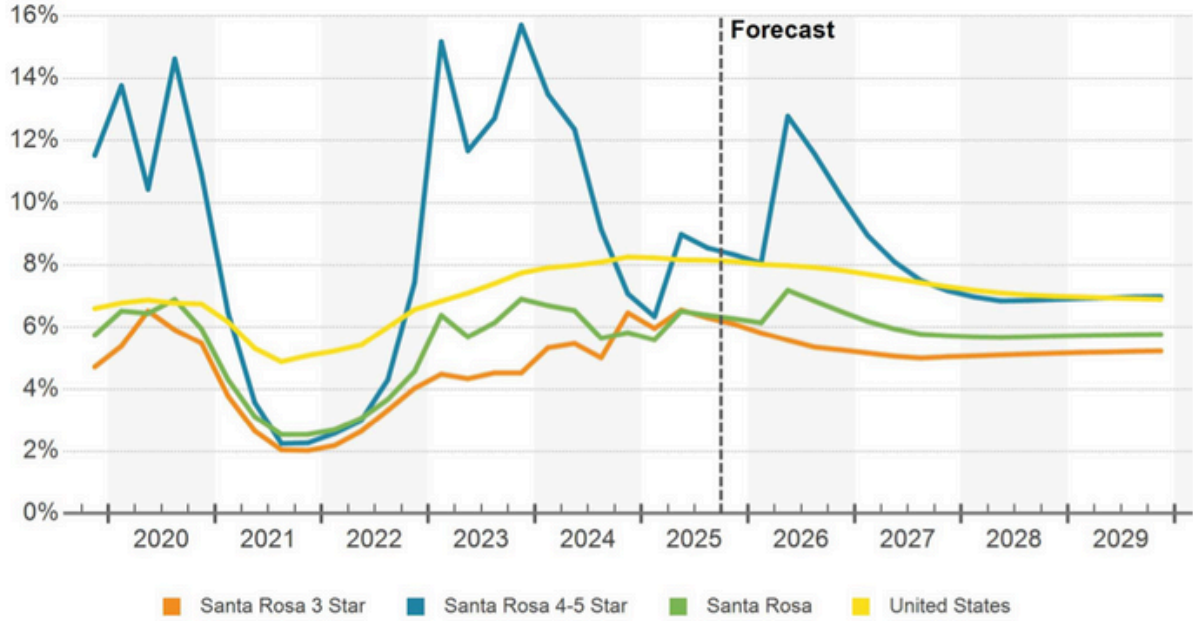
Disclaimer:

All information contained herein has been obtained from sources deemed reliable but is not guaranteed. Buyer to independently verify all information, including but not limited to income, expenses, rents, unit sizes, square footage, zoning, and permit history. Seller and broker make no warranties or representations regarding the accuracy or completeness of this information. Financial projections are estimates and subject to change based on market conditions and buyer's own due diligence.

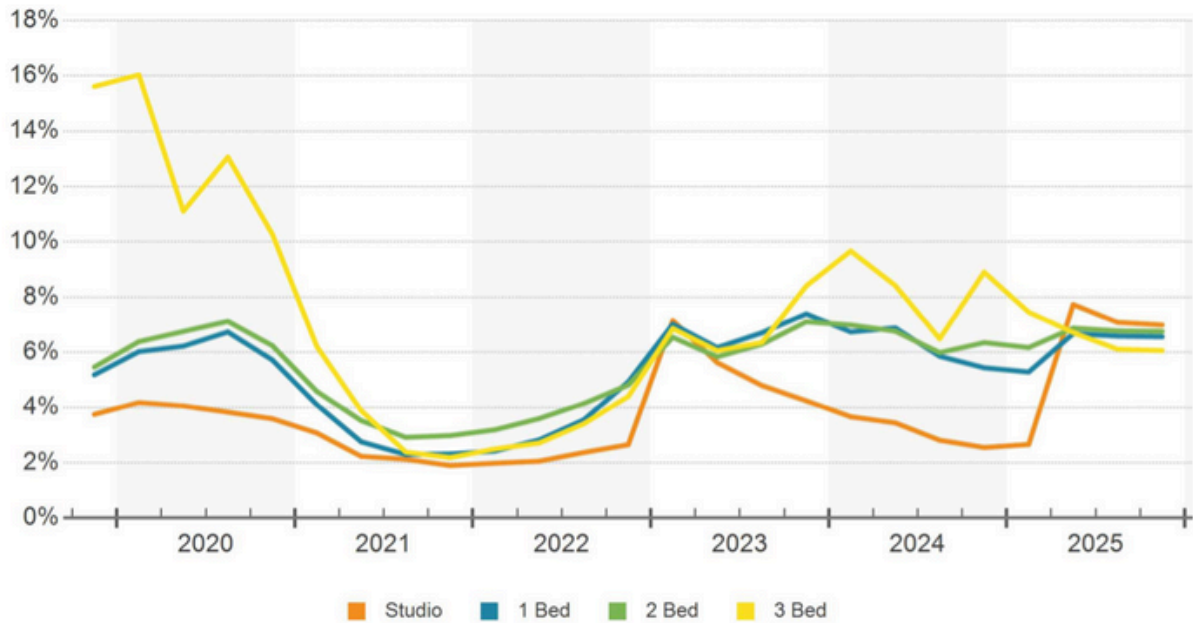
Vacancy

Santa Rosa Multi-Family

VACANCY RATE



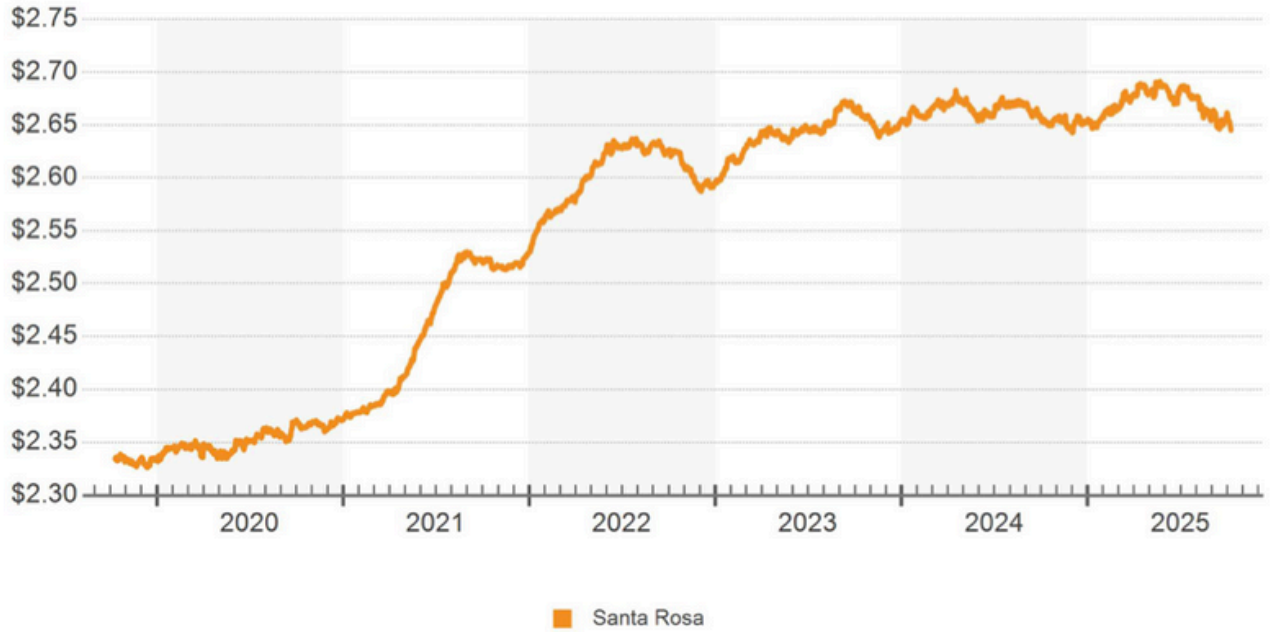
VACANCY BY BEDROOM



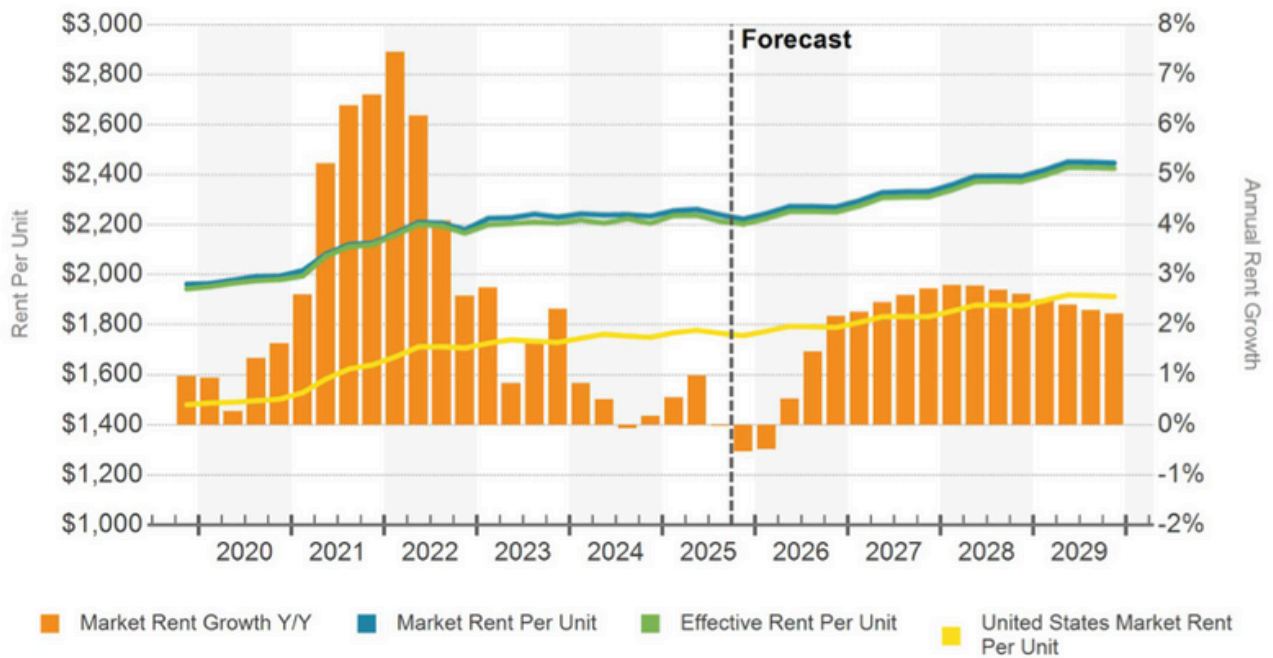
Rent

Santa Rosa Multi-Family

DAILY ASKING RENT PER SF



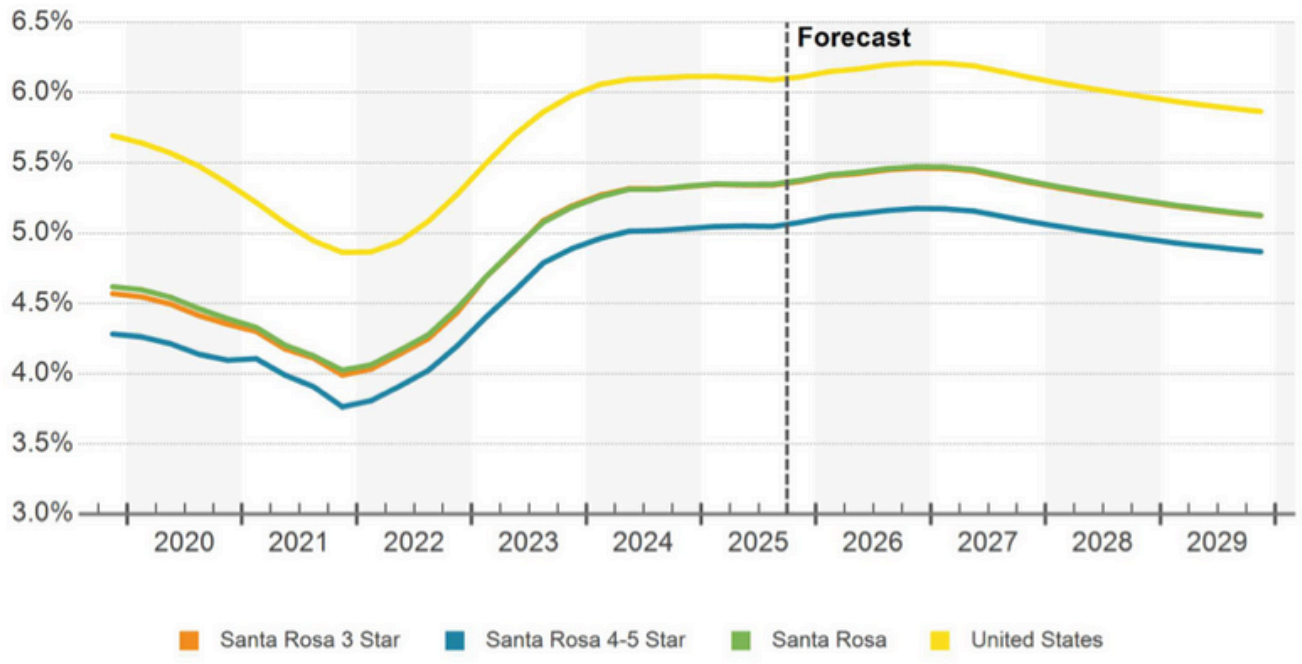
MARKET RENT PER UNIT & RENT GROWTH



Sales

Santa Rosa Multi-Family

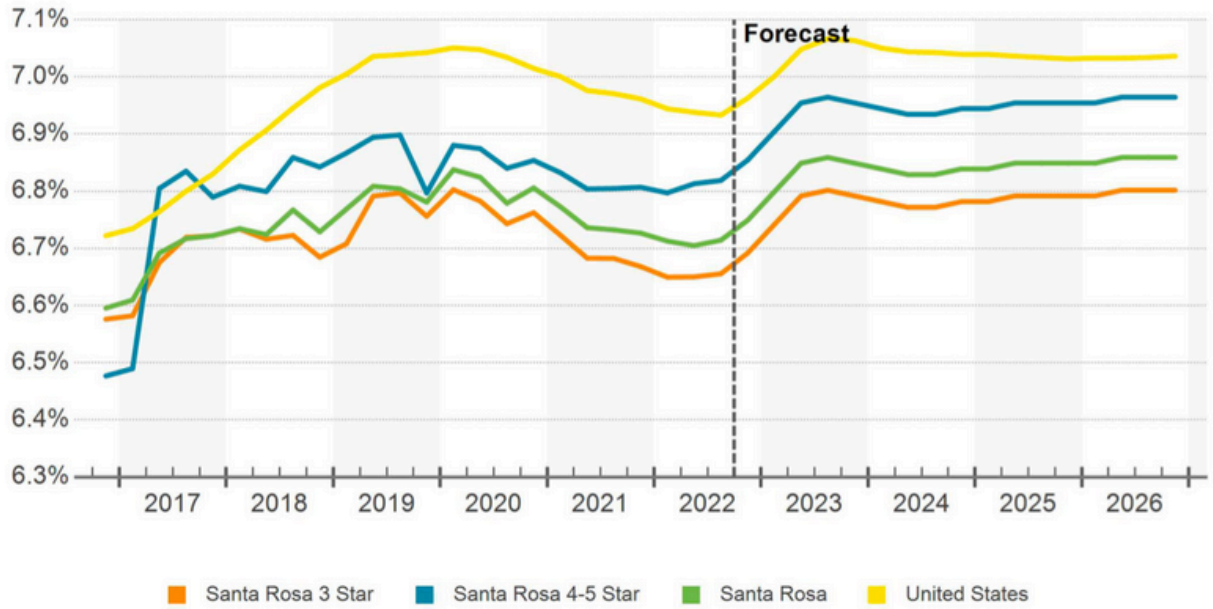
MARKET CAP RATE



Sales

Santa Rosa Office

MARKET CAP RATE



Economy

Santa Rosa Multi-Family

Sonoma Valley became a tourist magnet in the past decade, helping the area's economy outperform the national average. The market's concentration of employment in the leisure and hospitality industry is about 15% higher than the national average, making it vulnerable to pandemic restrictions. Santa Rosa's economy is also closely tied to the Bay Area, which provides regular demand for local wine and tourism industries.

he top employers in the metro include Aabalat Fine and Rare Wines, Korbel Champagne, and Jackson Family Wines. Among professional and business services providers, Keysight Technologies established its headquarters here several years ago and now employs approximately 1,300 workers. Most of the top 10 employers in the metro are tied to the health and education sectors. Kaiser Permanente, St. Joseph Health System, Sutter Medical Center, Agilent Technologies, and Medtronic are among the top health industry employers. After completing construction on its new facilities, Kaiser Permanente now employs over 2,600 full-time employees.

In addition, the Petaluma Submarket, which has the area's highest median household income, is home to some of the region's most prominent companies. Calix,

CamelBak, Clover Stornetta Farms, and Lagunitas Brewing Company are all headquartered in Petaluma. As such, the local economy is not as vulnerable to the whims of travel costs, currency markets, and disposable incomes as tourism-centric markets like Honolulu or Orlando.

Employment in this market has finally observed a full recovery coming off the pandemic. Current estimates are for employment of roughly 210,000, which is evenly split between office, industrial, and retail using employment.

Population growth in recent years has largely been driven by net international migration into the region. Since the start of the pandemic, this has been the only segment to see positive growth, with natural population change and domestic migration holding negative. As of the most recent data available in 2025 for the prior year, the latter of these two drivers is approaching a breakeven point. While there are still more people leaving the Santa Rosa MSA than coming in, the balance is fewer than 500 lost residents in 2024. Additional domestic migration flows into the region could be bolstered by remote workers from San Francisco and other parts of the North Bay. These residents have been the target of new luxury multifamily developments and have encouraged growth in this segment.

SANTA ROSA EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	22	1.3	1.79%	-0.93%	-0.08%	0.29%	0.39%	0.13%
Trade, Transportation and Utilities	34	0.9	0.84%	0.61%	-0.67%	0.82%	0.17%	0.24%
Retail Trade	23	1.1	0.61%	0.58%	-0.79%	0.01%	0.19%	0.16%
Financial Activities	7	0.6	1.14%	0.89%	-1.79%	1.28%	-0.20%	0.29%
Government	28	0.9	-0.16%	0.58%	-1.28%	0.67%	0.36%	0.23%
Natural Resources, Mining and Construction	16	1.4	-1.18%	1.01%	3.24%	2.08%	0.38%	0.61%
Education and Health Services	39	1.1	4.04%	3.26%	2.03%	2.20%	0.68%	0.70%
Professional and Business Services	23	0.8	-2.55%	0.13%	1.12%	1.32%	0.62%	0.66%
Information	3	0.7	-0.14%	0.42%	-0.33%	0.66%	0.41%	0.34%
Leisure and Hospitality	26	1.2	2.73%	1.23%	0.63%	1.13%	0.98%	0.83%
Other Services	8	1.0	0.11%	1.12%	1.08%	0.72%	0.49%	0.23%
Total Employment	206	1.0	1.04%	0.98%	0.43%	1.17%	0.49%	0.46%

Source: Oxford Economics
LQ = Location Quotient

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