

FOR SALE | FOR LEASE

1038 4TH STREET

SANTA ROSA, CA 95404



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±2,904 SF Five-Unit Building
Owner-User Opportunity with Income In Place

OFFERING SUMMARY



W Commercial Real Estate is pleased to present **1038 4th Street** — a two-story, five-unit office and retail building positioned just steps from downtown Santa Rosa. The property is zoned CG (General Commercial), sits on a ±5,670 SF lot with frontage on 4th Street, and includes ten private on-site parking spaces — a genuine scarcity this close to the downtown core. Four of the five suites are occupied by established personal-care and service businesses, and the building's best space — a ±800 SF turnkey suite — is available now. Offered at **\$825,000**, it is an ideal fit for a small-business owner ready to stop paying rent and start building equity, with in-place tenants helping carry the cost of ownership from day one.



ASKING PRICE
\$825,000



BUILDING SIZE
±2,904 SF



PRICE PER SF
\$284.09



LEASE RATE
\$2.00 PSF Gross



SALE TYPE
Investment / Owner-User

PROPERTY INFORMATION



LOT SIZE
±5,670 SF (0.13 Acres)



BUILDING SIZE
±2,904 SF



BUILT
1962



UNITS
Five



ZONING
CG — General Commercial



PARKING
10 Private On-Site



OCCUPANCY
4 of 5 Suites Leased



POWER
400 Amps · Five Meters



RESTROOMS
Five — One Per Suite



HVAC & GAS
Yes



FRONTAGE
4th Street



COUNTY
Sonoma

PROPERTY HIGHLIGHTS

1038 4th Street

SANTA ROSA, CA 95404

A ±2,904 SF five-unit building on one of Santa Rosa's most recognizable corridors, steps from downtown — offered as an owner-user opportunity with income in place.



Turnkey Space

The available ±800 SF suite is fully built out and move-in ready, with a reception and waiting area, three private treatment rooms, a large open work area, and a private restroom. An incoming owner or tenant can open for business immediately — no buildout, no downtime, no capital spent on improvements.



Owner-User With Income In Place

Occupy the building's best suite while four established personal-care tenants pay rent that offsets the cost of ownership. In-place rents sit below market on flexible, shorter-term tenancies, giving a new owner room to grow income over time — or to expand into more of the building as needs change.



SBA Financing Eligible

The small-balance price point is well suited to SBA financing, which can put a qualifying owner-occupant into the building with as little as 10% down — often for a monthly payment comparable to leasing similar space. Flexible month-to-month tenancies make it practical to meet owner-occupancy requirements. Buyer to verify eligibility and terms with their lender.

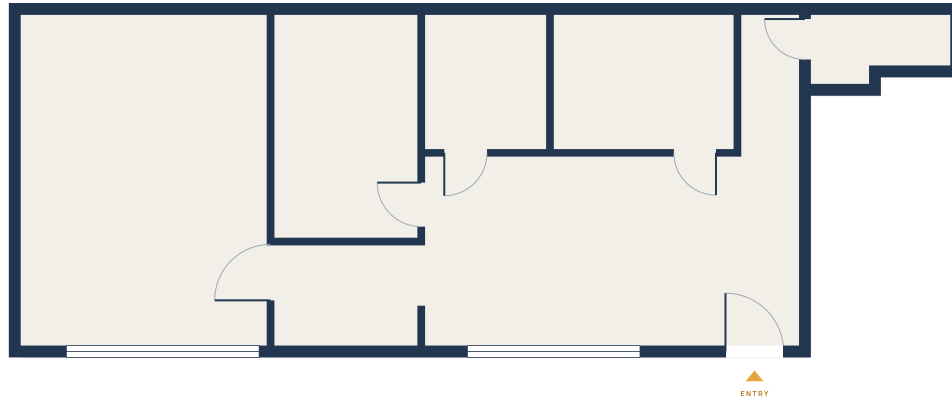
SUITE 4 — FOR LEASE



AVAILABLE NOW

±800 SF TURNKEY TREATMENT & OFFICE SUITE

1038 4TH STREET, SUITE 4 · SANTA ROSA, CA 95404



Floor plan is approximate and shown for marketing purposes only. Dimensions and square footage to be independently verified.

W Commercial Real Estate · CRISNorthBay.com

SUITE 4 FLOOR PLAN · APPROXIMATE · NOT TO SCALE

AVAILABLE SF	±800 SF
ASKING RATE	\$2.00 / SF Gross
MONTHLY RENT	±\$1,600 Per Month
LEASE TYPE	Gross
AVAILABILITY	Immediate

IDEAL USERS

Medical and dental · Esthetics and skin care · Massage and wellness · Salon and barber · Physical therapy · Professional and creative office



RECEPTION



WAITING AREA



PRIVATE TREATMENT ROOM



OPEN WORK AREA

Suite 4 is the largest and most functional space in the building, and it is ready to occupy today. The layout opens to a reception and waiting area, then flows to three private treatment rooms and a large open workspace that can flex as a studio, shared work floor, or additional service area. A private restroom sits within the suite. The configuration suits **medical, esthetic, wellness, salon, and professional-service** operators — tenants who need a welcoming front-of-house and private rooms behind it.

- Reception and waiting area
- Three private treatment rooms
- Large open workspace / flex room
- Private restroom within the suite
- Dedicated meter · HVAC and gas
- Abundant natural light

FINANCIAL ANALYSIS



ASKING PRICE

\$825,000



PROFORMA BASE RENT

\$68,966



PROFORMA NOI

\$49,782



PROFORMA CAP RATE

6.03%

RENT ROLL

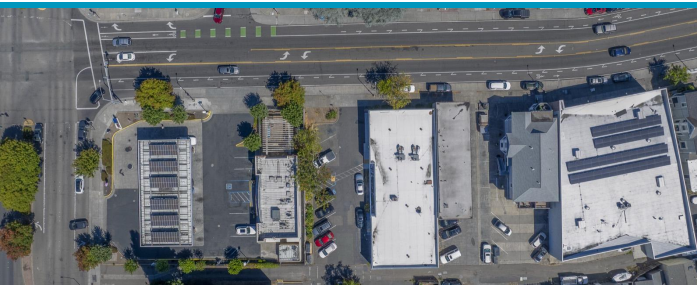
SUITE / USE	SF	MONTHLY RENT	STATUS
Suite 1 — Barber Shop	425	\$900	2-3 Yrs Remaining
Suite 2 — Skin Care	435	\$740	Occupied
Suite 3 — Barber Shop	425	\$700	Month-to-Month
Suite 4 — Available	800	\$1,600*	Available Now
Suite 5 — Hair Salon	400	\$830	Annual Renewal
Total	2,485	\$4,770	4 of 5 Occupied

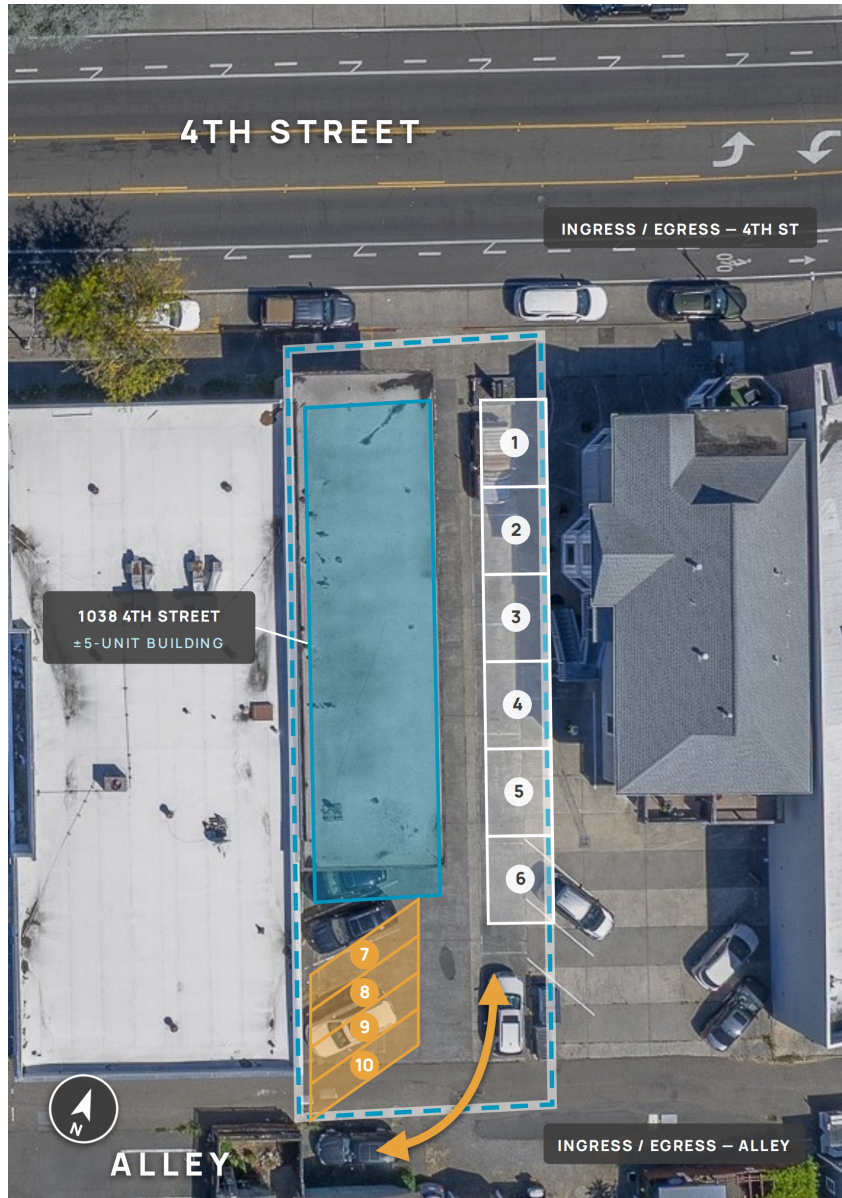
*Suite 4 is vacant and shown at the \$2.00/SF gross asking rate. Rents shown are current in-place figures. Proforma reflects market rents on stabilisation.

EXPENSE BREAKDOWN

EXPENSE	PER YEAR
Taxes	\$10,313
Insurance	\$2,800
Maintenance	\$2,614
Utilities / Trash	\$3,458
Common Area	—
Reserves	—
Total Operating Expenses	\$19,184

Base rent \$68,966 less expenses \$19,184 = **\$49,782 NOI**, a 6.03% return on the \$825,000 asking price. Estimates for marketing purposes; buyer to verify independently.





PARKING & ACCESS

The parcel runs the full depth of the block, giving 1038 4th Street frontage on 4th Street and a second point of ingress and egress off the rear alley — vehicles enter from one end and exit the other without reversing into traffic. **Ten private on-site spaces** serve the five suites: six parallel stalls along the east property line and four angled pull-in stalls at the south end, adjacent to the building. On-site parking at this density is a genuine scarcity this close to the downtown core, where most comparable buildings rely entirely on metered street parking.

LEGEND

- - - Parcel boundary (approximate)
- Building footprint
- Parallel parking · 6 spaces (1-6)
- ▨ Angled pull-in parking · 4 spaces (7-10)
- ↔ Ingress / egress

10

TOTAL SPACES

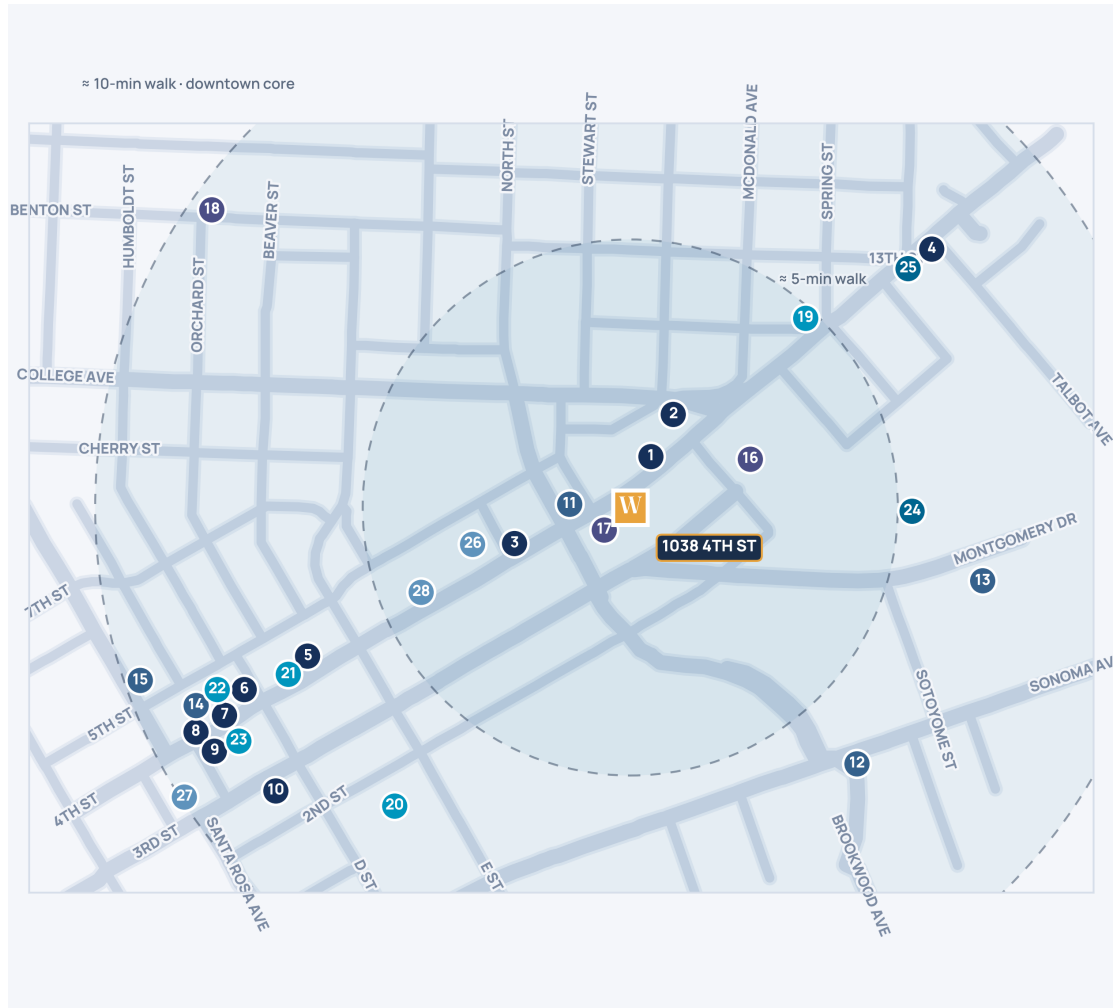
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PULL-IN

6

PARALLEL

Parcel boundary shown is approximate and is for illustrative purposes only. Buyer to verify lot dimensions, parking counts, and access rights independently.



Nearby Amenities

1038 FOURTH STREET · SANTA ROSA, CA

1038 4th St

Subject property · office & retail for sale / lease

DINING & BARS

- 1 Bird & The Bottle
- 2 Chelino's Mexican
- 3 El Patio #2
- 4 J&M's Midtown Café
- 5 Russian River Brewing
- 6 J & A Lounge
- 7 L'Oro di Napoli
- 8 Carmen's Bistro & Bar
- 9 Beer Baron Bar & Kit.
- 10 Café Carrusel

COFFEE & CAFÉS

- 11 SoCo Coffee
- 12 Cafe de Croissants
- 13 Coffee Rx
- 14 Land and Water Coffee
- 15 Crooks Coffee

GROCERY & MARKET

- 16 Grocery Outlet
- 17 ampm / Fuel & Conv.
- 18 Benton Market

SHOPPING & SERVICES

- 19 FedEx Ship Center
- 20 US Post Office
- 21 B Boutique
- 22 Corrick's Stationery
- 23 Positively 4th Street

HEALTH & FITNESS

- 24 Providence Memorial
- 25 4th St. Fitness

CIVIC, PARKS & BANKING

- 26 Fremont Park
- 27 Old Courthouse Square
- 28 Chase Bank

Distances measured from the subject · pin positions approximate

1038 4th Street sits on one of Santa Rosa's most recognizable corridors, a short walk from **Old Courthouse Square** and the heart of the downtown business district. The immediate neighborhood blends established residential streets with a dense mix of restaurants, coffee shops, personal-care businesses, and professional offices — a built-in customer base for walk-up and appointment-driven operators alike. Highway 101 is minutes west and Highway 12 connects east toward Sonoma Valley, keeping the property accessible to clients across the county.

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DESTINATIONS WITHIN
A 10-MINUTE WALK

ABOUT SANTA ROSA, CA



One of the key factors driving the commercial real estate industry in Santa Rosa is the city's strong economy. The city is home to numerous large employers, including government agencies, healthcare facilities, and tech companies, creating a stable job market and attracting businesses to the area.

Another factor contributing to the success of the commercial real estate industry in Santa Rosa is the city's prime location. Situated in the heart of Sonoma County, the city is easily accessible from major highways and is within driving distance of San Francisco, making it an attractive location for businesses that need to be connected to other major cities.

In addition, Santa Rosa offers a variety of commercial real estate options to suit the needs of different businesses. The city has a mix of retail and office space, industrial buildings, and even agricultural land, allowing businesses to find the perfect location for their specific needs.

Overall, the commercial real estate industry in Santa Rosa, CA is a vital part of the city's economy and continues to attract businesses of all kinds. With a strong job market, prime location, and diverse range of commercial real estate options, Santa Rosa is a great place for businesses to thrive and grow.



OLD COURTHOUSE SQUARE · DOWNTOWN SANTA ROSA



2024 POPULATION

175,669



AVERAGE AGE

40.4



AVERAGE HOUSEHOLD INCOME

\$92,604



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