

OFFERING MEMORANDUM

# 6400 Redwood Drive

Rohnert Park, CA (Sonoma County)





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## Demographics

Fisher James Corp. & Keystone Real Estate Advisors, Inc. ("Broker") have been retained on an exclusive basis to market the property described herein ("Property"). Broker has been authorized by the Seller of the Property ("Seller") to prepare and distribute the enclosed information ("Material") for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and a prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

The Material is intended solely for the purpose of soliciting expressions of interest from qualified investors for the acquisition of the Property. The Material is not to be copied and/or used for any other purpose or made available to any other person without the express written consent of Broker or Seller. The Material does not purport to be all-inclusive or to contain all of the information that a prospective buyer may require. The information contained in the Material has been obtained from the Seller and other sources and has not been verified by the Seller or its affiliates. The pro forma is delivered only as an accommodation and neither the Seller, Broker, nor any of their respective affiliates, agents, representatives, employees, parents, subsidiaries, members, managers, partners, shareholders, directors, or officers, makes any representation or warranty regarding such pro forma. Purchaser must make its own investigation of the Property and any existing or available financing, and must independently confirm the accuracy of the projections contained in the pro forma.

Seller reserves the right, for any reason, to withdraw the Property from the market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto. Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.



Adjacent to US-101 in  
Sonoma County  
108,000 ADT



Coveted San Francisco  
Bay Area Location  
6.5 mi from Santa Rosa &  
45 mi from San Francisco



\$127,859 Average  
Household Income  
within a 3-Mile Radius

- 3-Story Office Building Leased to the Federated Indians of Graton Rancheria
  - Sustainable Rental Rates with Future Upside
  - Priced Below Replacement Cost at \$273 PSF
- San Francisco Bay Area Covered Land Play with Strong Intrinsic Value
  - Strong Underlying Land Value Supported by Limited Supply Due to High Barriers to Entry
  - Flexible Zoning Allows for a Mix of Commercial (Including Hotel), Office, and Residential (with a Conditional Use Permit)
- 1.80-Acre Site at a Signalized Hard Corner in Sonoma County
- Immediate Access to Highly Trafficked US-101 (108,000 ADT)
  - Off Redwood Drive at its Intersection with Rohnert Park Expressway (44,559 ADT Combined)
- Convenient Location within a Dense Commercial Corridor Consisting of Retail, Office, and Light Industrial Users
  - Surrounding Retailers include Target, Costco, FoodMaxx, PetSmart, Dollar Tree, Starbucks, Panda Express, Office Depot & More
- Infill Location Surrounded by Schools, Commercial Space, Attractions, and Residential Neighborhoods
  - Less than 3 Miles from Sonoma State University (10,486 Students + Staff)
  - 1.2 Miles from Graton Resort & Casino – 2.9M Annual Visits (per Placer.ai)
  - Half a Mile from Largest Pickleball Facility in the North Bay, including a Gym, Wellness Center, & Health Club (Now Open)
  - 1 Mile from Future New "Downtown" of Rohnert Park on State Farm Drive
- Robust Demographics in Highly Desirable Rohnert Park
  - Part of the Santa Rosa–Petaluma MSA; Population of Over 485,000





LOCATION	6400 Redwood Dr, Rohnert Park, CA 94928
LOT SIZE	±1.80 acres or ±78,408 square feet
PARCEL	APN 143-391-016
IMPROVEMENTS	±27,274 square foot, 3-story office building
YEAR BUILT	1990
ZONING	C-R: Regional Commercial; See page 10 for more.
PARKING	±103 parking spaces
TENANT	Federated Indians of the Greater Rancheria
FINANCING	The property will be delivered free and clear of permanent financing

# \$7,464,000

8.00% CAP RATE

[View on Map](#)

Projected Gross Revenue	Year 1	Year 10
Scheduled Base Rental Revenue	\$684,555	\$889,477
Expense Reimbursement Revenue	\$172,369	\$224,902
<b>Effective Gross Revenue</b>	<b>\$856,923</b>	<b>\$1,114,379</b>
Annual Expenses	Year 1	Year 10
Common Area Maintenance	\$49,523	\$64,616
Insurance	\$9,960	\$12,996
Taxes	\$85,127	\$111,072
Management	\$25,708	\$33,431
Utilities	\$89,482	\$116,754
<b>Total Operating Expenses</b>	<b>\$259,800</b>	<b>\$338,869</b>
<b>Net Operating Income</b>	<b>\$597,123</b>	<b>\$775,510</b>
<b>Return</b>	<b>8.00%</b>	<b>10.39%</b>

#### NOTE:

The net income is an estimate and does not provide for all potential costs and expenses (i.e. maintenance, repair, etc.) that may be required of the owner. Any reserves set forth herein are merely estimates and not based on any experience, physical inspection, or prior knowledge. All prospective purchasers are strongly advised to make an independent investigation to determine their estimate of costs and expenses prior to entering into an agreement to purchase.

For the Years Ending	Year 1 Mar-2027	Year 2 Mar-2028	Year 3 Mar-2029	Year 4 Mar-2030	Year 5 Mar-2031	Year 6 Mar-2032	Year 7 Mar-2033	Year 8 Mar-2034	Year 9 Mar-2035	Year 10 Mar-2036
<b>Rental Revenue</b>										
Potential Base Rent	\$684,555	\$705,091	\$723,226	\$744,923	\$767,270	\$790,289	\$813,997	\$838,417	\$863,570	\$889,477
<b>Total Rental Revenue</b>	<b>\$684,555</b>	<b>\$705,091</b>	<b>\$723,226</b>	<b>\$744,923</b>	<b>\$767,270</b>	<b>\$790,289</b>	<b>\$813,997</b>	<b>\$838,417</b>	<b>\$863,570</b>	<b>\$889,477</b>
<b>Other Tenant Revenue</b>										
Total Expense Recoveries	\$172,369	\$177,540	\$182,866	\$188,352	\$194,003	\$199,823	\$205,817	\$211,992	\$218,352	\$224,902
<b>Effective Gross Revenue</b>	<b>\$856,923</b>	<b>\$882,631</b>	<b>\$906,092</b>	<b>\$933,275</b>	<b>\$961,273</b>	<b>\$990,111</b>	<b>\$1,019,814</b>	<b>\$1,050,409</b>	<b>\$1,081,921</b>	<b>\$1,114,379</b>
<b>Operating Expenses</b>										
CAM	\$49,523	\$51,009	\$52,539	\$54,115	\$55,739	\$57,411	\$59,133	\$60,907	\$62,734	\$64,616
Insurance	\$9,960	\$10,259	\$10,567	\$10,884	\$11,210	\$11,546	\$11,893	\$12,250	\$12,617	\$12,996
Taxes	\$85,127	\$87,681	\$90,312	\$93,021	\$95,812	\$98,686	\$101,647	\$104,696	\$107,837	\$111,072
Management	\$25,708	\$26,479	\$27,183	\$27,998	\$28,838	\$29,703	\$30,594	\$31,512	\$32,458	\$33,431
Utilities	\$89,482	\$92,166	\$94,931	\$97,779	\$100,713	\$103,734	\$106,846	\$110,052	\$113,353	\$116,754
<b>Total Operating Expenses</b>	<b>\$259,800</b>	<b>\$267,594</b>	<b>\$275,531</b>	<b>\$283,797</b>	<b>\$292,311</b>	<b>\$301,081</b>	<b>\$310,113</b>	<b>\$319,416</b>	<b>\$328,999</b>	<b>\$338,869</b>
<b>Net Operating Income</b>	<b>\$597,123</b>	<b>\$615,037</b>	<b>\$630,561</b>	<b>\$649,477</b>	<b>\$668,962</b>	<b>\$689,031</b>	<b>\$709,701</b>	<b>\$730,992</b>	<b>\$752,922</b>	<b>\$775,510</b>

\*For the purposes of this analysis, we have assumed the tenant exercises two five-year options at the same terms as their current lease.

#### GENERAL ASSUMPTIONS

Analysis Date	General Expense Growth per Annum	Real Estate Tax Growth per Annum
04/01/2026	3.00%	3.00%
Total Rentable Area	General Inflation per Annum	Management Fee
27,274	3.00%	3% of EGR

Tenant	Sq. Ft.	Monthly Rent	Annual Rent PSF	Current Annual Rent	Term	Rent Commencement Date	Lease Expiration Date	Rental Increase Date(s)	Rental Increase Amount(s)	Options	Lease Structure	End of Term Assumption
Federated Indians	6,006	\$11,852	\$23.68	\$142,222	3 yrs	8/1/2025	3/31/2028	8/1/2026 8/1/2027	\$146,486 \$150,871	None	Modified gross lease with tenant responsible for utilities and proportionate share of property taxes.	Option*
Federated Indians	21,268	\$43,649	\$24.63	\$523,787	5 yrs	4/1/2023	3/31/2028	4/1/2026 4/1/2027	\$539,475 \$555,582	None	Modified gross lease with tenant responsible for utilities and proportionate share of property taxes.	Option*
Leased	27,274	100%										
Vacant	0	0%										
<b>TOTAL</b>	<b>27,274</b>	<b>100%</b>										

\*For the purposes of this analysis, we have assumed the tenant exercises two five-year options at the same terms as their current lease.

# Federated Indians of Graton Rancheria

**Federated Indians of Graton Rancheria** are a federally recognized Indian tribe comprised of Coast Miwok and Southern Pomo peoples, with ancestral ties to Marin and Sonoma Counties in Northern California. The Tribe regained federal recognition in 2000 and has since established itself as one of the most economically significant and well-capitalized tribal governments in the state.

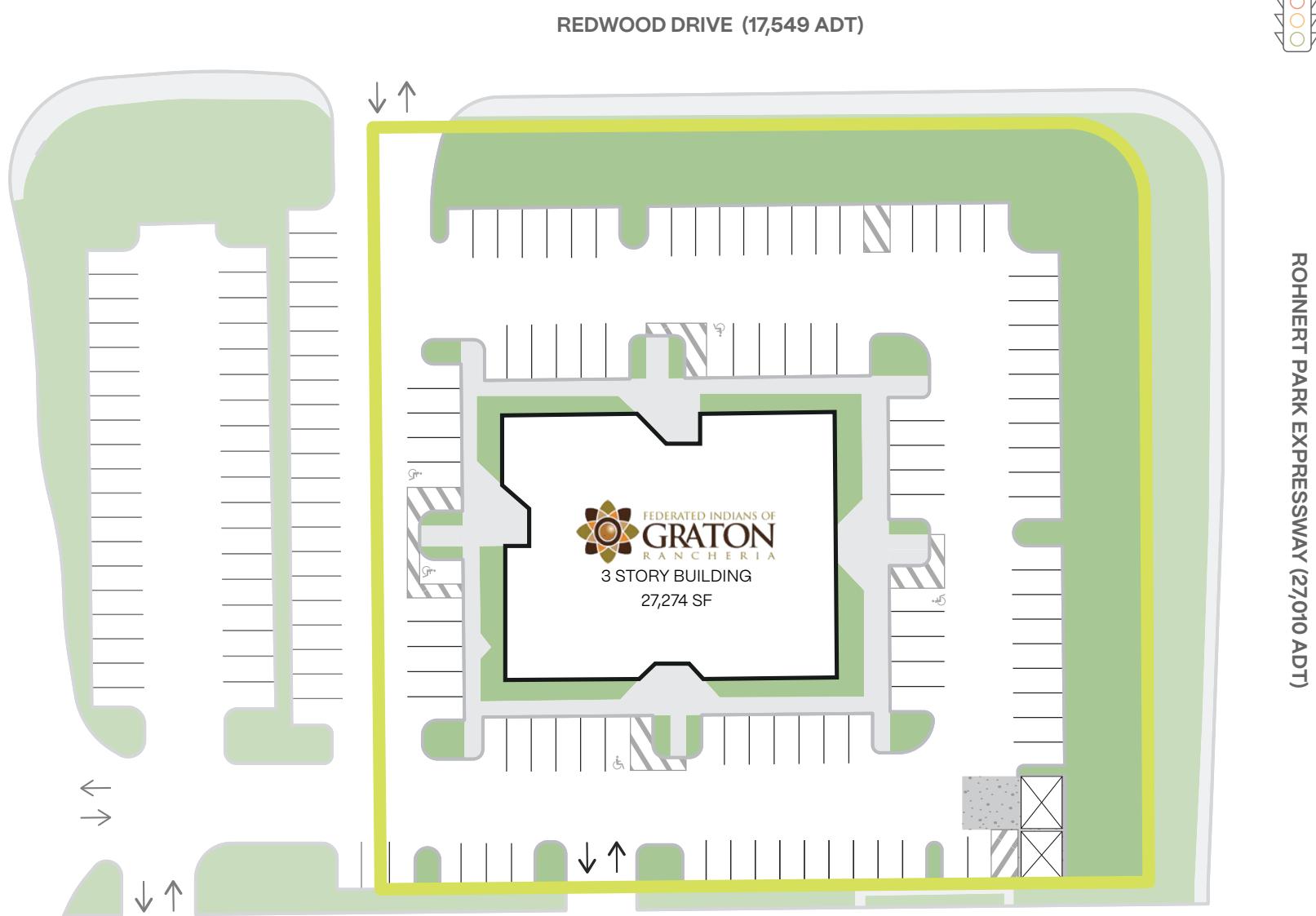
The Tribe is best known as the owner and operator of **Graton Resort & Casino**, a premier destination resort located in Rohnert Park, California. Opened in 2013, the resort has become one of the highest-performing gaming and hospitality assets in California, supporting thousands of jobs and serving as the Tribe's primary economic engine. A multi-year, \$1 billion expansion is currently underway, further reinforcing the Tribe's long-term growth trajectory and regional economic impact.

Beyond gaming and hospitality, the Federated Indians of Graton Rancheria operate a diversified governmental and administrative platform that oversees tribal governance, economic development, environmental stewardship, housing, education, healthcare, and social services. The Tribe is led by an elected Tribal Council, with long-standing leadership providing continuity and experienced oversight of all governmental and economic activities. The Tribe's administrative headquarters are located at 6400 Redwood Drive in Rohnert Park, where tribal leadership and staff manage day-to-day governmental operations and long-term strategic initiatives.

The Tribe has demonstrated substantial financial strength and stability, consistently reinvesting revenue into both tribal members and the surrounding community, positioning itself with deep local roots and a significant institutional presence in Northern California. Notable philanthropic efforts include multi-million-dollar contributions to higher education institutions, public libraries, cultural preservation initiatives, and environmental conservation projects throughout Sonoma County and the greater Bay Area.

*For more information, visit [gratonrancheria.com](http://gratonrancheria.com) & [gratonresortcasino.com](http://gratonresortcasino.com).*













## ZONING DESIGNATION

The property located at 6400 Redwood Drive (APN 143-391-016) is zoned C-R: Regional Commercial District under the City of Rohnert Park Municipal Code.

The C-R Regional Commercial District is intended to accommodate larger-scale commercial uses that serve both the local community and a broader regional trade area. Permitted uses typically include retail, service, and commercial operations designed to attract customers from an approximate 8- to 20-mile radius, including larger shopping centers and "big-box" retail formats. The zoning designation is consistent with the City's Regional Commercial General Plan land use classification.

## DEVELOPMENT STANDARDS

- Floor Area Ratio (FAR): 0.40
- Hotel/Motel FAR Allowance: Up to 1.50; Permitted

## CONDITIONALLY PERMITTED USES

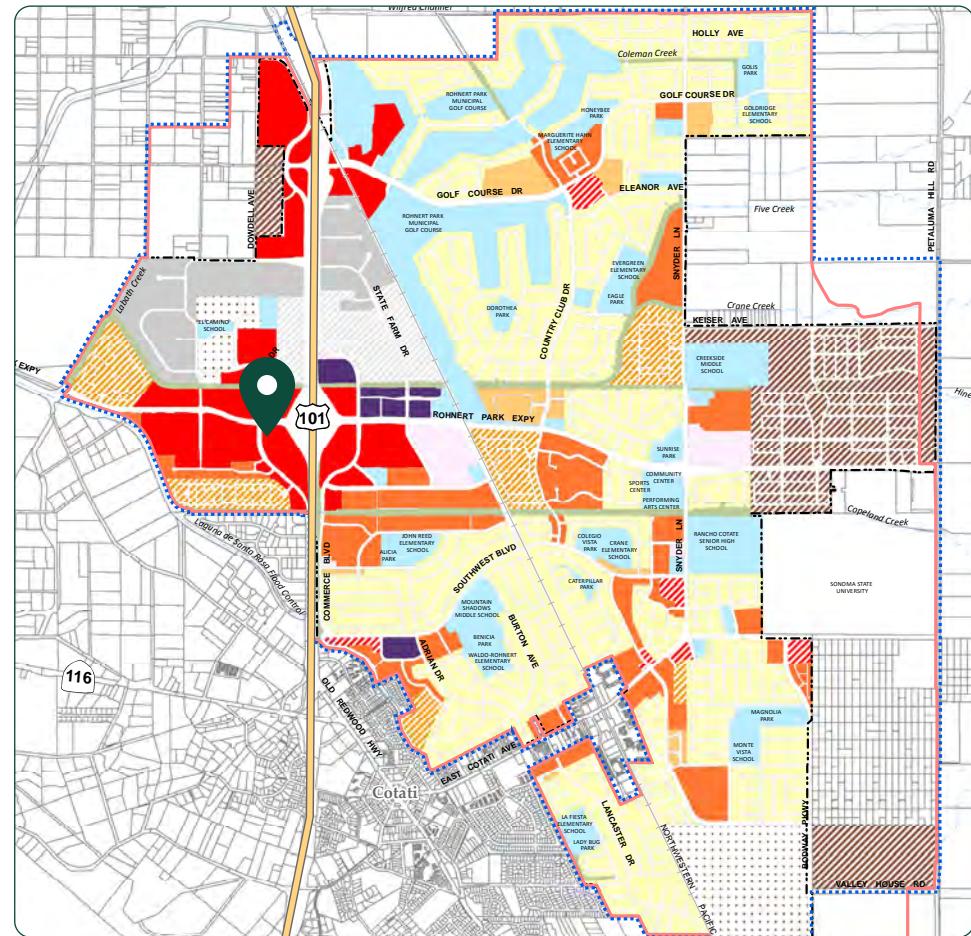
The following uses may be permitted on the property subject to approval of a Conditional Use Permit (CUP):

- Drive-Through Uses
  - Drive-thru window (any use), when incidental to a primary permitted use
  - Drive-thru pharmacy window, when incidental to a primary permitted use
- Residential & Care Uses
  - Congregate care / assisted living facilities
  - Convalescent hospitals
  - Senior housing (independent living)
  - Residential uses as part of a mixed-use project when located within the same building as a non-residential use

## ADMINISTRATIVELY PERMITTED USES

The following residential use may be permitted subject to an Administrative Use Permit:

- Single Room Occupancy (SRO) living unit facility



## ADDITIONAL RESIDENTIAL CONSIDERATIONS

- Other residential uses may be allowed under applicable State of California housing streamlining provisions
- Additional residential uses may be feasible if the property were rezoned in the future, subject to City approval

## MUNICIPAL CODE REFERENCE

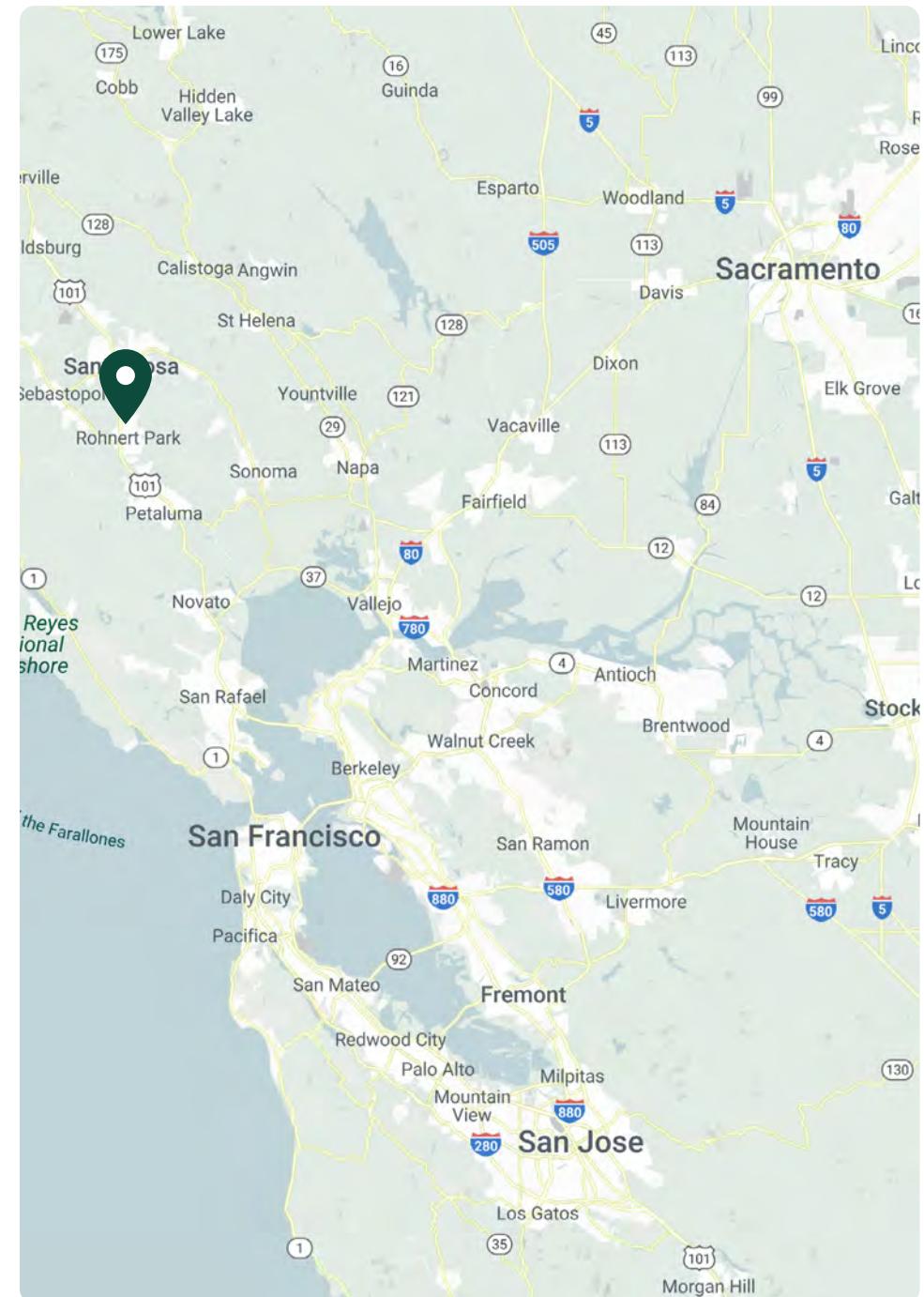
For additional detail regarding permitted uses and development standards, refer to the City of Rohnert Park Municipal Code, Chapter 17.06 (Zoning Districts).

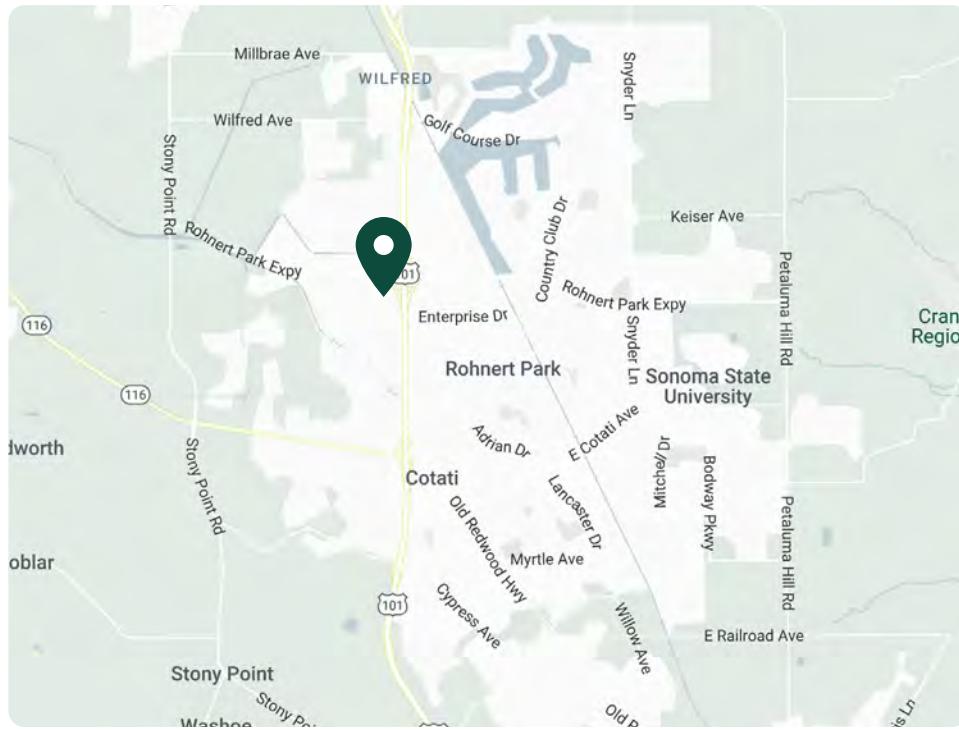
# Strategic Growth Hub in Sonoma County

The City of Rohnert Park (population 45,107) is located in central Sonoma County, approximately 45 miles north of San Francisco on US Highway 101, with sweeping views of Sonoma and Taylor Mountains in the heart of Wine Country. Nicknamed "The Friendly City," it is one of the first planned communities in the U.S. with each neighborhood designed around a park and elementary school. Popular tourism venues, including hundreds of local wineries, the Pacific Ocean, and giant redwoods, are just minutes away. Top industries in the City by employment include Accommodation and Food, comprising 17.7%, Retail Trade with 17.1%, Manufacturing 8.8%, Healthcare 7.2%, and Construction 6.9%. It is part of the Santa Rosa–Petaluma MSA (population 485,887), which is comprised of Sonoma County, part of the San Jose–San Francisco–Oakland combined statistical area (population 9,545,921), the second largest in California after Greater Los Angeles, the fifth-largest CSA in the U.S., and the 42nd largest urban area in the world.

The City's economic development plans include Sonoma County Tourism to attract visitors to Sonoma county including key attractions such as Green Music Center, the Graton Resort and Casino, and numerous family-friendly entertainment options; supporting additional hotels, with two opening in the last couple of years and others in the planning stages; a highly responsive permitting system to expedite appropriate development and new business formation and attraction; recruiting retail businesses, providing infrastructure to support future downtown development, and adding single and multi-family housing, including a 218-unit affordable apartment complex, to address the regional shortage. Production of single-family homes continues at SOMO Village, the University District and in the Southeast Specific Plan.

The city itself is surrounded by farms and grazing land where nationally sought-after organic and boutique vegetables, fruits and cheeses are grown and produced. Sonoma County's agriculture is a leading sector with a total production value of \$1.1 billion. Almost 71% of the gross value of agricultural commodities is attributed to wine grapes, while other prominent crops include milk, poultry, cattle, nursery products and vegetables.





#### Nearby Shopping Centers & Retailers    Visit Data (per Placer.ai)

Graton Resort & Casino	2.9M Annual Visits
Costco	2.6M Annual Visits
Target	1.4M Annual Visits
Safeway	1.4M Annual Visits, Top 7% Nationwide
Chick-fil-A	984,500 Annual Visits, Top 17% in CA
In-N-Out	734,000 Annual Visits
McDonald's	526,600 Annual Visits
Starbucks	354,200 Annual Visits
Chipotle	281,600 Annual Visits, Top 9% Nationwide
Jack in the Box	274,100 Annual Visits, Top 20% Nationwide

## Signalized Hard Corner Location Adjacent to US-101

6400 Redwood Drive is prominently positioned with excellent visibility and access at the signalized intersection of Redwood Drive (17,549 ADT) and Rohnert Park Expressway (27,010 ADT), adjacent to on/off ramps for highly-trafficked US-101 (108,500 ADT). The property is situated within a dense and highly active commercial corridor, neighbored by prominent national retailers including Target, Starbucks, Dollar Tree, Office Depot, Olive Garden, Carl's Jr., AT&T, Cold Stone Creamery, Panda Express, and new Granite Expo. Nearby shopping centers further enhance the area's retail draw, including FoodMaxx, PetSmart, Costco, Ashley Furniture, and Planet Fitness. Additional centers in close proximity include North Bay Center (with Grocery Outlet, 24 Hour Fitness, Chipotle, and Panera Bread), Park Plaza Center (anchored by Safeway, CVS, Verizon, and Wingstop), and Raley's Town Center (featuring Raley's, Round Table Pizza, and Chase Bank).

The property benefits from a strong demographic base and is surrounded by commercial developments, schools, and established neighborhoods. Approximately one mile east is the site of the future Rohnert Park "downtown" development to include commercial, residential, and event space. Sonoma State University, with 9,300 students and 1,186 staff, is located less than three miles away. Rancho Cotate High School, with 1,674 students, lies 2.5 miles from the site. Additional area demand drivers include Graton Resort & Casino (1.2 miles), Scandia Family Fun Center (1 mile), the brand new CenterLine 33 Premiere Pickleball Club, Rebounderz Trampoline Park, Home2 Suites by Hilton, Hampton Inn & Suites, Rodeway Inn, Fairfield Inn & Suites, and several nearby industrial and business parks, as well as the Rohnert Park Park & Ride.

A major development shaping the area is SOMO Village, a sustainable, mixed-use community that blends modern living with the natural beauty of Sonoma County. The 200-acre master-planned development emphasizes wellness, sustainability, and community, featuring a 25-acre organic farm, thoughtfully designed neighborhoods totaling 1,750 homes, public art installations, the Old Caz Brew Pub, a high school, a coworking hub, and a solar-powered outdoor concert venue. This development further enhances Rohnert Park's appeal as a thriving, forward-looking community within Sonoma County.

96,362



2025 Total Population

\$805,774



Average Home Value

\$127,859



Average Household Income

📍 6400 Redwood Dr, Rohnert Park, CA



Population Summary	1 Mile	3 Miles	5 Miles
2020 Total Population	12,288	60,795	91,628
2025 Total Population	13,062	63,024	96,362
2030 Total Population	13,068	62,657	95,959
<b>Average Household Income</b>			
2025	\$100,426	\$127,859	\$126,149
2030	\$110,372	\$141,398	\$139,828
<b>Average Home Value</b>			
2025	\$647,917	\$781,387	\$805,774
2030	\$765,387	\$906,004	\$932,779

Major Employers in Rohnert Park	# of Employees
Sonoma State University	1,186
Cotati-Rohnert Park USD	638
City of Rohnert Park	415
Home Depot	252
Costco Wholesale	218
Comcast	210
Walmart	201
Idex Health	176
Target	150
Morton Bassett	130



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