



Jones Lang LaSalle Brokerage, Inc.
CA Real Estate License #01856260

www.190WestNapa.com



RARE INVESTMENT OPPORTUNITY - STEPS AWAY FROM DOWNTOWN SONOMA PLAZA
±3,328 SF TWO-STORY BUILDING FOR SALE - 190 WEST NAPA STREET, SONOMA, CA

PROPERTY

HIGHLIGHTS

- Four (4) highly efficient office suites on floor 1, five (5) suites on floor 2
- Shared amenities on each floor (2 kitchenettes and 2 restrooms total)
- Create diversified income potential by converting floor 2 to residential use (2 apartments or place condo map on property)
- Incredible signage opportunity (Avg. daily traffic count: $\pm 13,092$ vehicles)
- Private balconies and hardwood floors throughout
- Private parking lot with nine (9) parking stalls
- Three (3) separate PG&E meters in building
- ADA accessibility on lower level
- Situated just steps from Sonoma Plaza's abundant retail amenities



Small, upgraded move-in ready spaces - minimal lease-up costs to fully stabilize asset.

Ideal for end-user - seeking quality space for employees and excellent downtown location.

Seller financing available, please inquire with Broker for more details.

INVESTMENT

OVERVIEW

190 WEST NAPA STREET | SONOMA, CA

Just steps from Sonoma's Historic Plaza, **190 West Napa Street** represents a rare opportunity to gain ownership of a fully remodeled commercial building, in one of Wine Country's highly coveted downtown locations.

The two-story property was originally constructed in 1986 and meticulously renovated in 2023 using high-quality materials and finishes throughout. Nine (9) small and highly functional office suites were created, with convenient access to shared kitchens and restroom facilities.

Flexible zoning (R1/H) accommodates existing office use on both floors, and residential use on the second floor is also permitted, offering the potential for a mixed-use configuration and diversified income stream.

New development in Sonoma has generally been extremely limited, with no new office projects constructed in the last decade and none in development pipeline. In addition, Victorian-era properties surround much of the downtown business core, often impeding local business' path to leasing quality space and ownership opportunities, due to restrictive renovation costs. Inventory for well-located assets with quality construction like 190 West Napa Street will remain incredibly limited in the Sonoma market for the foreseeable future.



INVESTOR RENTAL PROFORMA

190 WEST NAPA STREET | SONOMA, CA

INVESTOR PROJECTED RENTAL PROFORMA

190 West Napa Street, Sonoma, CA

SELLER FINANCE TERMS AVAILABLE - PLEASE INQUIRE WITH
BROKER FOR DETAILS

PROJECTED Rent & Expense Summary: July 1, 2026 - June 30, 2027

3,328 TOTAL SF

SUITE	SQ.FT.	TENANT NAME	MONTHLY GROSS PSF/MO	MONTHLY GROSS TOTAL RENT	LEASE START DATE	LEASE	NOTES
FLOOR 1:							
Suite 101	375	Guaranteed Rate, Inc.	\$ 4.92	\$ 3,500.97	7/1/2024	6/30/2027	No TIA or concessions as part of 3-year lease. Tenant and Landlord shall have an ongoing right to terminate this Lease effective any time after the conclusion of the twelfth (12th) month of the Lease Term by providing the other with ninety (90) days prior written notice (the "Termination Option"). If Tenant exercises its Termination Option, it shall issue Landlord with a termination fee (the "Termination Fee") equal to three (3) months of Tenant's then in effect Gross Rent.
Suite 103	168						
Suite 104	168						
Suite 102	264	VACANT - Projected Rent	\$ 5.00	\$ 1,320.00	7/1/2026		
Total SF F1:	975						
FLOOR 2:							
Suite 201	887	VACANT - Projected Rent	\$ 5.00	\$ 4,435.00	7/1/2026		
Suite 202	531	Bevan & Associates Inc.	\$ 5.00	\$ 2,655.00	7/1/2026	6/30/2027	Current owner, occupying suites 202 and 202-B, will stay on lease for new buyer for 12 months from July 1, 2026.
Suite 202-B							
Suite 203	170	Anne Berke	\$ 4.71	\$ 800.00	2/1/2026	1/31/2027	Electrolysis hair removal service. No TIA or concessions, signed 6-month lease. Upon the lease period ending, agreement continues month to month.
Suite 204	121	VACANT - Projected Rent	\$ 5.00	\$ 605.00	7/1/2026		
Total SF F12:	1,709						
Floors 1 and 2 Suites:	2,684						
Common Area	644			\$ -			
TOTAL BUILDING	3,328			\$ 13,315.97	PROJECTED MONTHLY INCOME		

Triple Net Expenses (2026 Estimate)

3,328 sf

Category	Monthly	Annually	Monthly PSF
Estimated Property Taxes	\$ 1,990.63	\$ 23,887.50	\$ 0.60
Property & Liab. Insurance	\$ 733.33	\$ 8,800.00	\$ 0.22
	\$ 2,723.96	\$ 32,687.50	\$ 0.82
CAM Expenses (estimated)	\$ 1,331.20	\$ 15,974.40	\$ 0.40
Total Estimated Operating Expenses	\$ 4,055.16	\$ 48,661.90	\$ 1.00

All expenses are estimated, buyer should adjust for their own operational needs

Estimated Values (fully stabilized - 100% leased)

Stabilized NOI	Cap Rate	Value PSF	Value
\$111,129.74	5.50%	\$ 607	\$2,020,540.73
\$111,129.74	5.75%	\$ 581	\$1,932,691.13
\$111,129.74	6.00%	\$ 557	\$1,852,162.33
\$111,129.74	6.25%	\$ 534	\$1,778,075.84
\$111,129.74	6.50%	\$ 514	\$1,709,688.31

Projected Income Summary

Category	Current Rents
Gross Revenue	\$159,791.64
Less: NNN Expenses	-\$48,661.90
Net Operating Income	\$111,129.74
Adjusted NOI	\$111,129.74

Estimated Lease-Up Expenses to Stabilize Asset:

Lease-Up Expenses	PSF	Amount
Commission for vacant spaces	\$ -	\$0
Tenant Improvements	\$ 2.00	\$6,656
Negative Cash Flow During Lease-up	\$ 37.78	\$24,331
Total Estimated Lease-Up Costs	\$ 48.12	\$30,987

Estimated Value with Lease-up Expenses to Stabilize Asset Incorporated:

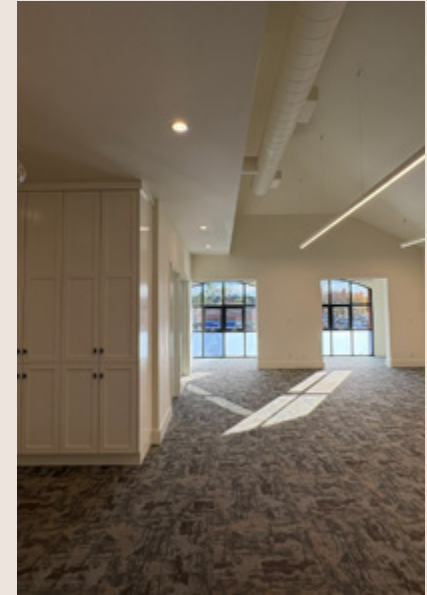
Category	Amount	PSF
Acquisition Price if "Fully Stabilized"	\$1,852,162.33	\$556.54
6% cap price utilized		
Less Lease-up Expenses	\$30,986.95	\$9.31
Estimated Value	\$1,821,175.05	\$547.23

Prepared By:

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INTERIOR PHOTOS

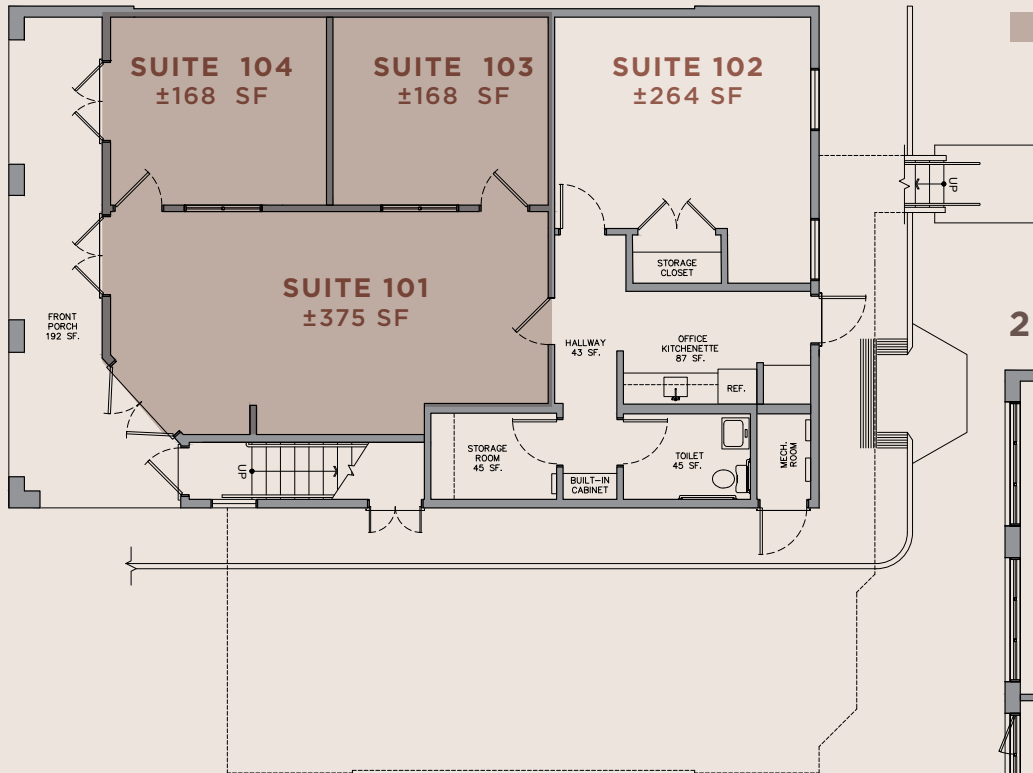
190 WEST NAPA STREET | SONOMA, CA



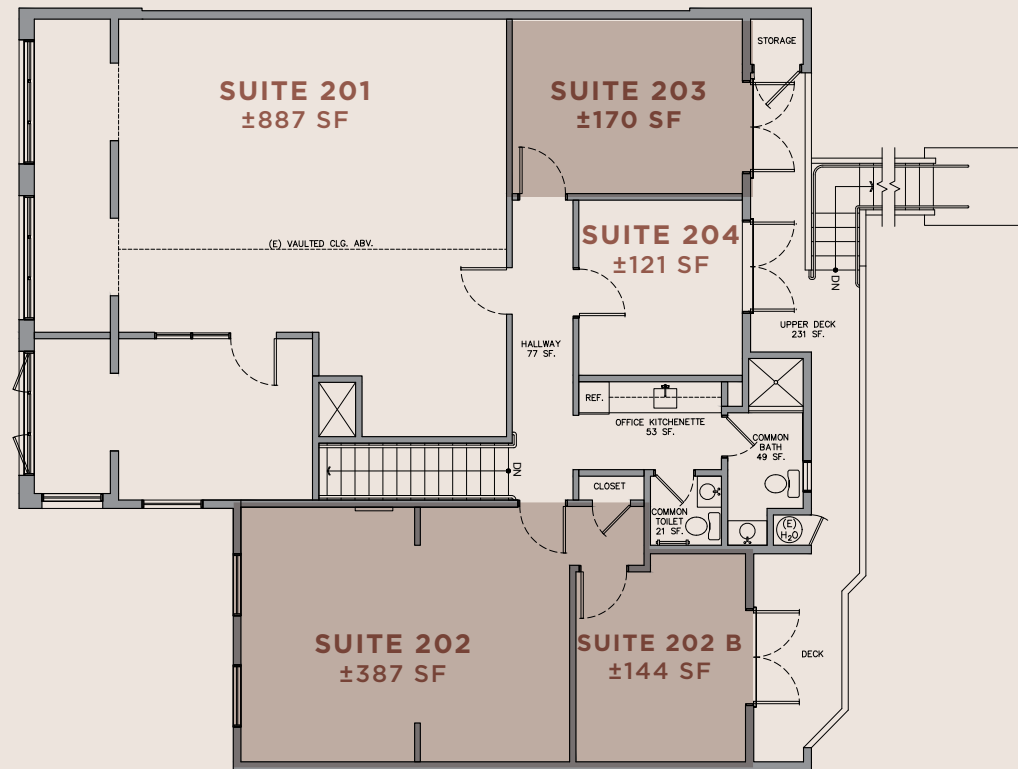
1ST & 2ND FLOOR

EXISTING FLOOR PLANS

1ST FLOOR:



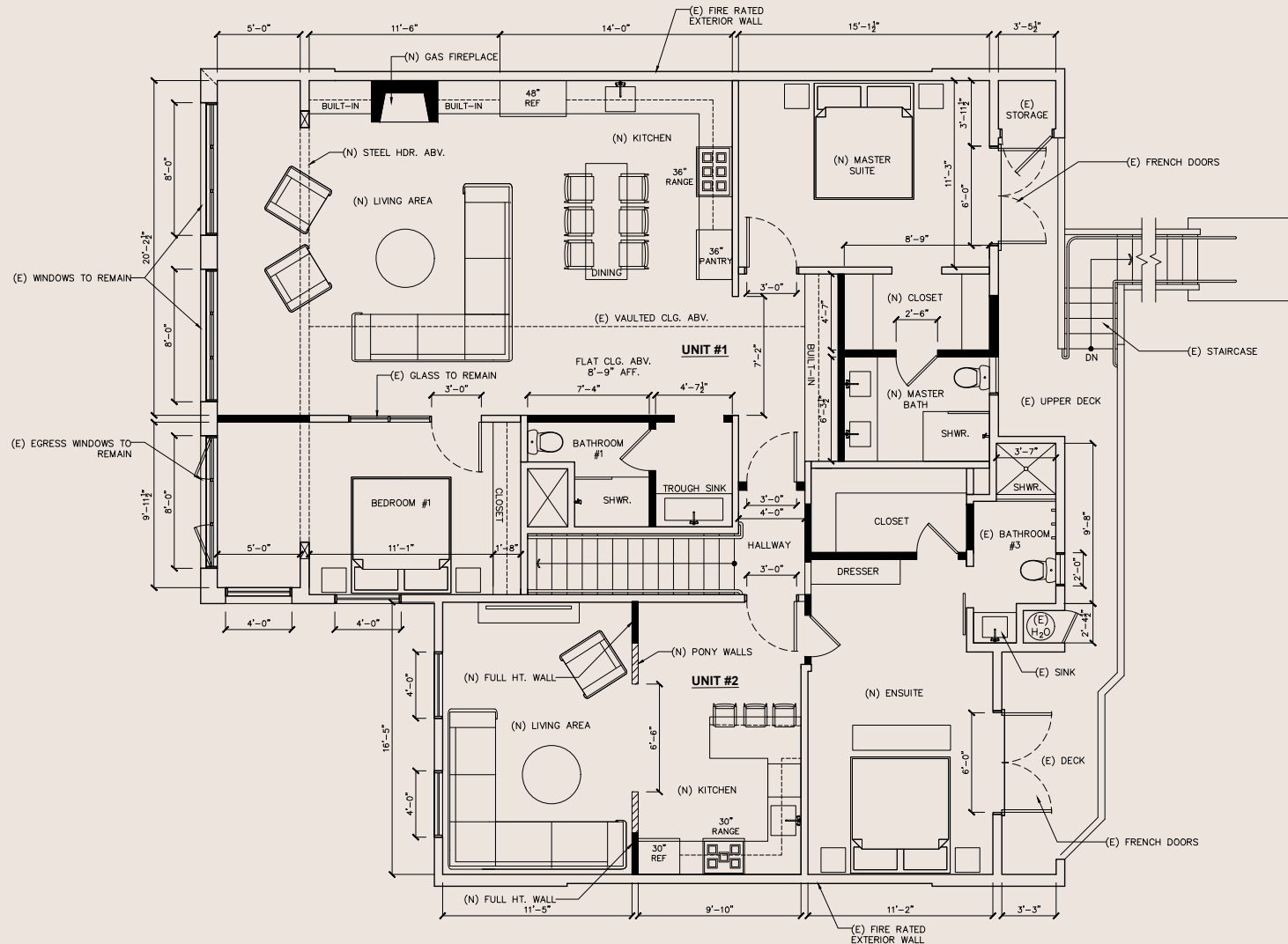
2ND FLOOR:



2ND FLOOR

CONCEPTUAL RESIDENTIAL FLOOR PLAN

Flexible zoning accommodates diverse uses - second-floor residential conversion opportunity (potential for 2-bedroom / 2-bath, and 1-bedroom / 1-bath apartments.) Condo-mapping opportunities also available. Click [HERE](#) for more details.



IDEAL

LOCATION

190 WEST NAPA STREET | SONOMA, CA

190 West Napa Street is located just a short walking distance away (2 mins / 0.2 miles) from **Sonoma's Historic Downtown Plaza**. Excellent visibility and signage opportunities available on West Napa Street.



HIGHLIGHTS

SONOMA VALLEY

Sonoma Valley, a 17-mile stretch of California paradise just 45 miles north of San Francisco, offers an ideal blend of business opportunity and quality of life. Nestled between picturesque mountains, this region boasts over 100 wineries and a diverse economy that fosters innovation across sectors. Businesses benefit from strategic accessibility, modern amenities, and a skilled workforce, all set against a backdrop of natural beauty. The area's rich history, exemplified by the iconic Sonoma Plaza, complements its forward-thinking business culture. Beyond work, Sonoma Valley offers farm-to-table cuisine, outdoor adventures, and a vibrant arts scene.



REGIONAL ACCESS

Just under an hour's drive from San Francisco, the East Bay, and the spectacular California coastline, Sonoma Valley continues to attract a growing number of white-collar professionals seeking the high quality of life this suburban North Bay gem has to offer.

Santa Rosa	21 miles
Petaluma	12 miles
Napa	11 miles
Vacaville	33 miles
Vallejo	21 miles
Novato	22 miles
San Rafael	27 miles
Oakland	47 miles
San Francisco	45 miles
Sacramento	67 miles



DEMOGRAPHICS

	10 MILE	20 MILES	30 MILES
2025 POPULATION	150,281	720,919	1,640,093
MEDIAN HOUSEHOLD INCOME	\$111,001	\$106,961	\$113,576
HOUSEHOLDS EARNING \$200K+	22.9%	21.9%	24.5%

Source: Esri forecasts for 2025 and 2030. U.S. Census Bureau 2020 decennial Census in 2020 geographies.



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For more information, please contact:

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