

Multi-Tenant Retail

800-806 Main Street | Woodland, CA 95695



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Activity ID #ZAG0010358

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800-806 MAIN STREET

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800-806 MAIN STREET


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EXECUTIVE SUMMARY

Offering Summary
Property Details & Highlights
Local Map
Retailer Map
Regional Map
Exterior Photos
Interior Photos
Aerial Photos

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OFFERING SUMMARY

800-806 MAIN STREET



Listing Price
\$725,000



Cap Rate
8.00%



of Suites
3

FINANCIAL

| | |
|--------------------|------------------|
| Listing Price | \$725,000 |
| Down Payment | 100% / \$725,000 |
| Pro Forma NOI | \$57,896 |
| Pro Forma Cap Rate | 8.00% |
| Total Return | 8.00% |
| Price/SF | \$233.87 |

OPERATIONAL

| | |
|-------------|-----------------------|
| Gross SF | 3,100 SF |
| Rentable SF | 3,100 SF |
| # of Suites | 3 |
| Lot Size | 0.12 Acres (5,227 SF) |
| Occupancy | 32.25% |
| Year Built | 1928 |



800-806 MAIN STREET

PROPERTY DETAILS & HIGHLIGHTS

| | |
|--------------------------|--|
| Building Name | Multi-Tenant Retail |
| Property Type | Street Retail |
| Building Size | 3,100 SF |
| Lot Size | 0.12 Acres |
| Year Built | 1928 |
| Assessor's Parcel Number | 006-571-001 |
| Zoning | Downtown Core DX-1 (including offices, housing, theaters, retail, professional services, restaurants, and entertainment) |

The subject property is a multi-tenant commercial building located in the downtown district of Woodland, California. The property is situated at the southeast corner of Main Street and 3rd Street, which is a signalized intersection. This property consists of three units, with one 1,000 SF unit which is currently leased to Carnitas El Texano Restaurant.

There are two contiguous spaces currently vacant that would be ideal for an owner/user buyer. These spaces combined equal approximately 2,100 SF that would qualify for SBA financing on a purchase.

The City of Woodland is the county seal of Yolo County located approximately 15 miles northwest of Sacramento. The city population is reported at 63,691 residents.

Reported daily traffic count on Main Street is 14,900 and 3rd Street at 3,034 for a combined 17,934 cars.



- Attractive Pro Forma Cap Rate
- Corner Location at Signalized Intersection
- Priced Below Replacement Cost
- On-Site Parking and Street Parking Available
- Excellent Owner/User Opportunity

800-806 MAIN STREET

LOCAL MAP



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113

Northern California Distribution Centers

(2,000+ Items Sold, Serves Over 45,000 Grocery Stores, 1.5M Foodservice Outlets)

Freeman Park & Woodland Holiday Ice Rink

SUBJECT PROPERTY

800-806 Main Street
Woodland, CA

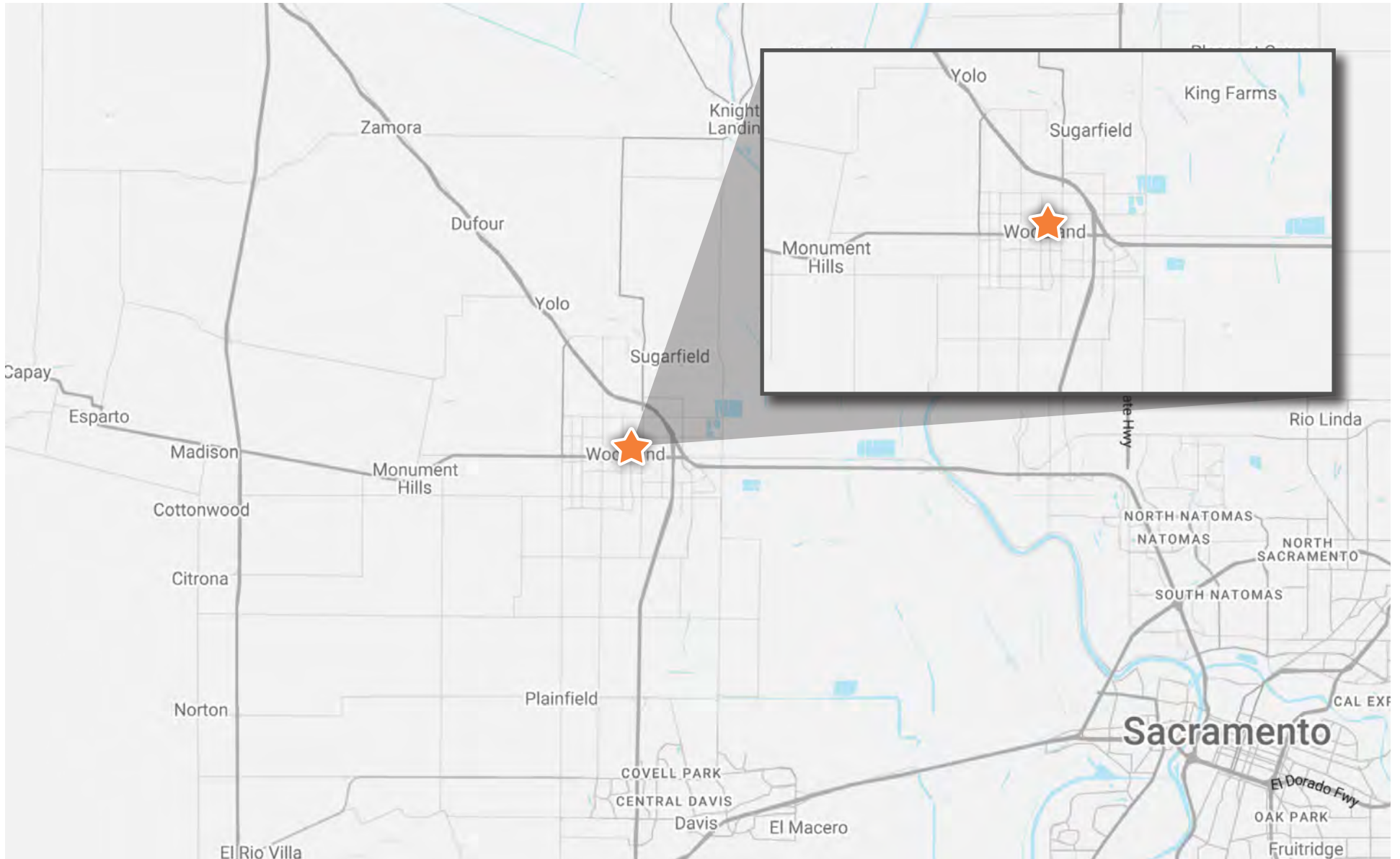
Future Development
(Multi-Family & Retail Bottom Floor)

MAIN STREET (14,900 VPD)

3RD STREET (3,034 VPD)

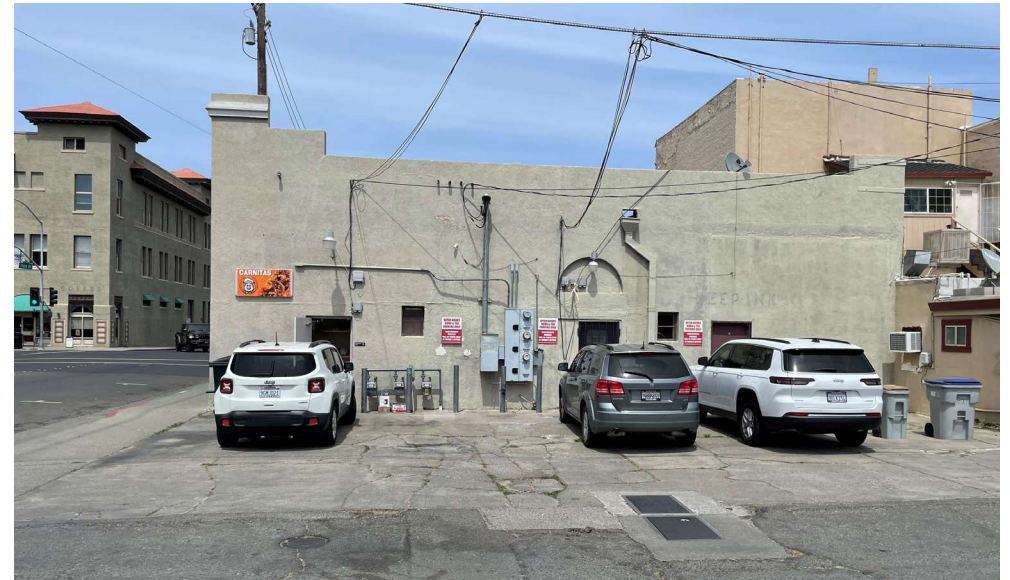
800-806 MAIN STREET

REGIONAL MAP



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EXTERIOR PHOTOS



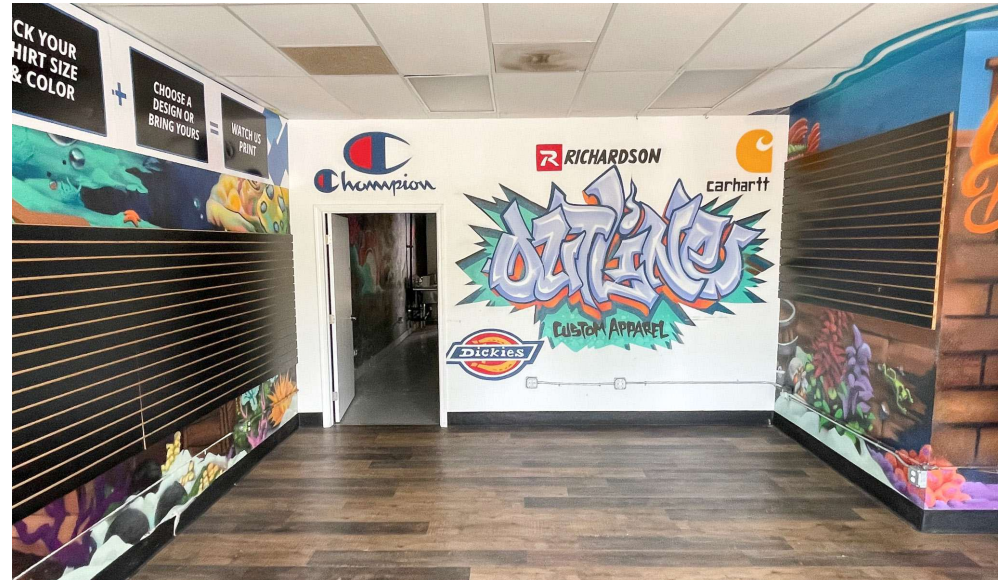
800-806 MAIN STREET

INTERIOR PHOTOS

Suite 804

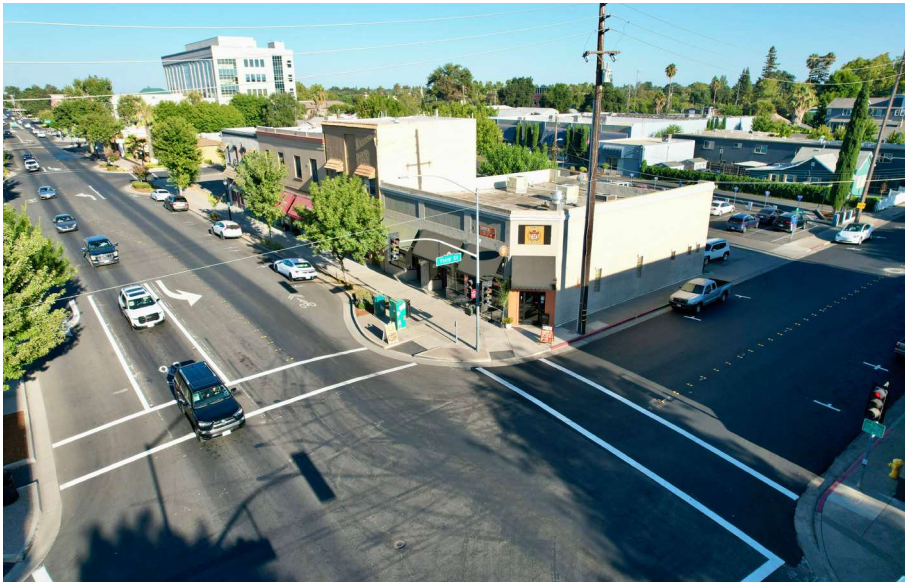


Suite 806



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AERIAL PHOTOS



SECTION 2

02

FINANCIAL ANALYSIS

Financial Details
Rent Schedule

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FINANCIAL DETAILS

Summary

| | |
|---------------------------|------------|
| Price | \$725,000 |
| Down Payment (100%) | \$725,000 |
| Number of Suites | 3 |
| Price Per SqFt | \$233.87 |
| Gross Leasable Area (GLA) | 3,100 SF |
| Lot Size | 0.12 Acres |
| Year Built/Renovated | 1928 |
| Occupancy | 32.25% |

Returns

| | |
|-------------------------------|-------|
| Pro Forma CAP Rate | 8.00% |
| Pro Forma Cash-on-Cash Return | 8.00% |

Annualized Operating Data

| | |
|-----------------------|----------|
| Gross Annual Rent | \$72,000 |
| Property Taxes | \$7,624 |
| Property Insurance | \$2,600 |
| Maintenance | \$1,000 |
| Management Fee (4.0%) | \$2,880 |
| NOI | \$57,896 |

*Property Tax Rate is 1.0551% and property insurance premium is an estimate.



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RENT SCHEDULE

| Rent Schedule | | | | | | | | | |
|--------------------|-------|--------------|---------------|-------------|----------|----------------------|-----------------|------------|---|
| Tenant Name | Suite | SQ.FT. | % BLDG Share | Lease Dates | | Total Rent Per Month | Rent Per SQ.FT. | Lease Type | Renewal Options & Option Year Rental Info |
| | | | | COMM. | EXP. | | | | |
| Carnitas El Texano | 800 | 1,000 | 32.3% | 03/01/25 | 02/28/27 | \$2,300 | \$2.30 | M.G. | 3 |
| Available | 804 | 1,000 | 32.3% | | | \$1,800 | \$1.80 | M.G. | |
| Available | 806 | 1,100 | 35.4% | | | \$1,900 | \$1.73 | M.G. | |
| Total | | 3,100 | 100.0% | | | \$6,000 | | | |



*Carnitas El Texano Rent Schedule
 Year 1: \$2,300, Year 2: \$2,400
 Option Period: Year 1: \$2,500, Year 2: \$2,600, Year 3: \$2,700

SECTION 3

03

MARKET OVERVIEW

Market Overview
Demographics

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MARKET OVERVIEW

SACRAMENTO

As capital to the largest U.S. state economy, the Sacramento-Roseville-Arden-Arcade metro is a hub of public and private sector activity. Two major universities foster an educated workforce that draws new companies to the market. New job opportunities, in turn, foster population growth as more households seek residential options in less dense areas. Lying in the middle of the 450-mile-long Central Valley, the metro is comprised of four counties: Sacramento, El Dorado, Placer and Yolo. More than 2.4 million people call the area home, and unlike the nearby Bay Area, Sacramento is seismically quiet, making it an ideal location for data centers and cloud computing storage. The city of Sacramento is the most populous, at approximately 510,000 residents, followed by Elk Grove and Roseville.

METRO HIGHLIGHTS



BUSINESS ADVANTAGES

Lower costs relative to the Bay Area attract businesses and have driven job creation here in recent years.



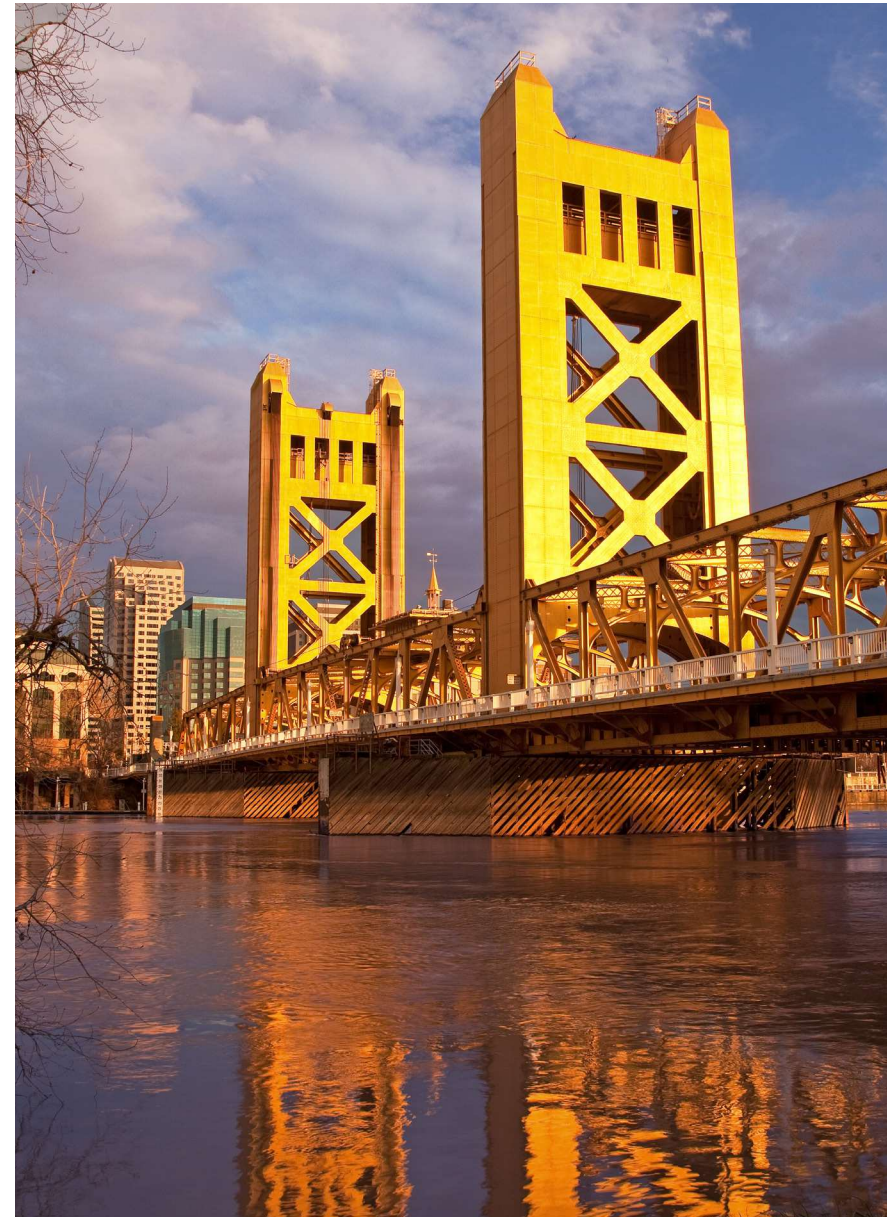
RESILIENT EMPLOYMENT BASE

Sacramento's employment total rebounded from the COVID-19 pandemic quicker than most major California metros, while the overall workforce is anticipated to continue setting new records in the coming year.



EXPANDING RESIDENTIAL NEEDS

Placer County overall is one of the fastest-growing areas in the state, contributing to robust long-term local housing demand.

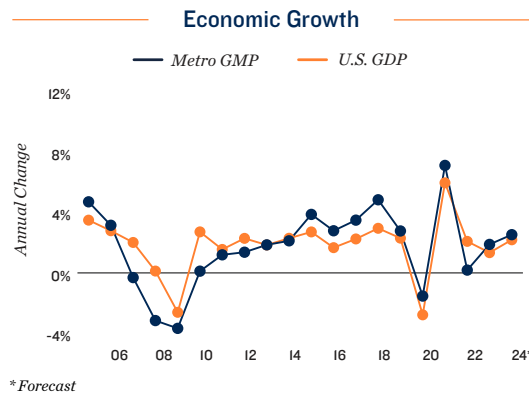


800-806 MAIN STREET

MARKET OVERVIEW

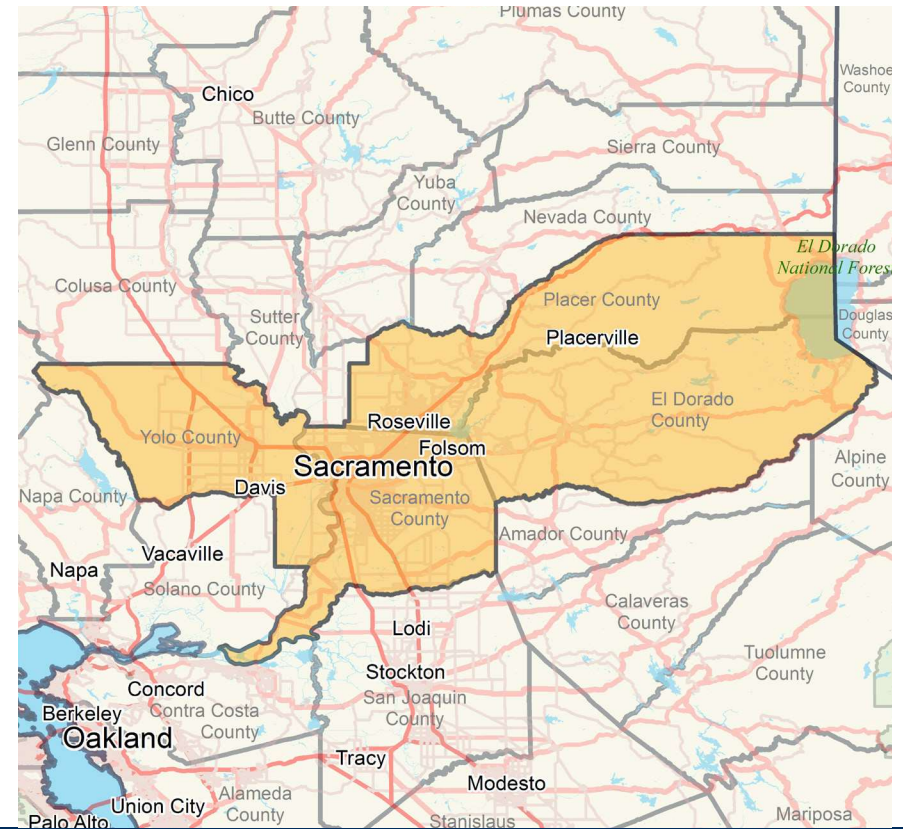
ECONOMY

- Sacramento is home to the state capitol, making the government sector important to the region's economy, even with its recent diversification.
- Health care is a prominent component of the local employment base. Top employers in the metro include Kaiser Permanente, Sutter Health and Dignity Health.
- University of California, Davis and California State University, Sacramento, along with associated medical systems, prop up a large education and health services ecosystem, forming a broad base for employment, along with many area hospitals.

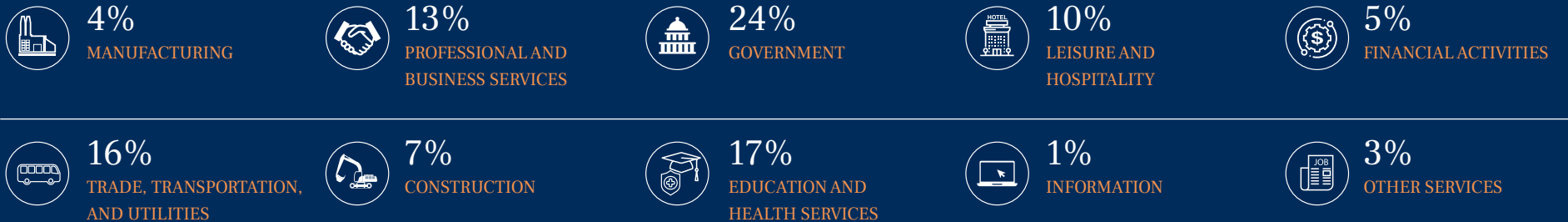


MAJOR AREA EMPLOYERS

- California State University, Sacramento
- Sutter Health
- Kaiser Permanente
- Verizon
- UPS
- Intel Corp.
- Catholic Healthcare West/Mercy Healthcare
- University of California, Davis
- Blue Shield of California
- Wells Fargo



SHARE OF 2023 TOTAL EMPLOYMENT



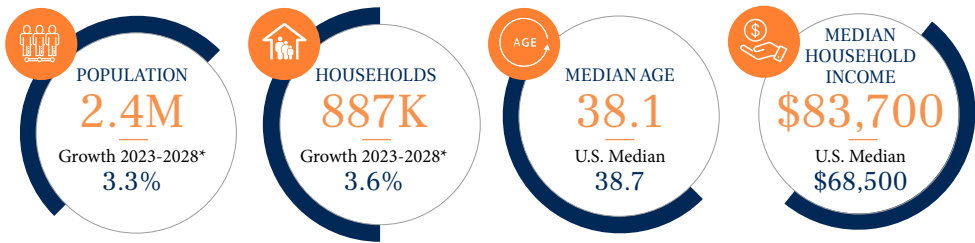
Note: Figures are rounded to nearest whole percentage point

800-806 MAIN STREET

MARKET OVERVIEW

DEMOGRAPHICS

- The metro is expected to add nearly 80,000 people over the next five years, resulting in the formation of roughly 32,000 households.
- A median home price below other major California markets has produced a homeownership rate of 57 percent.
- Among residents ages 25 and older, 31 percent hold bachelor's degrees and 12 percent also have a graduate or professional degree.



2023 POPULATION BY AGE



QUALITY OF LIFE

Residents and visitors to Sacramento can enjoy many recreational activities. The region is home to professional sports teams, headlined by the Kings (NBA). Within a short drive away are some of the world's finest wine-producing regions — the Napa, Sonoma and Alexander valleys. Sacramento is also just a short distance from Lake Tahoe and its popular ski resorts. The area offers various cultural opportunities, including the ballet, opera, museums, a zoo and music festivals. In addition to four community colleges, there are two universities located in the region: California State University, Sacramento and University of California, Davis. Students new to the area can visit Old Sacramento, which is a 28-acre historical landmark that pays homage to California circa the 1849 Gold Rush.

SPORTS

- Basketball | **NBA** | SACRAMENTO KINGS
- Baseball | **MiLB** | SACRAMENTO RIVER CATS
- Soccer | **USL** | SACRAMENTO REPUBLIC FC
- Soccer | **WPSL** | CALIFORNIA STORM
- Football | **WTFL** | SACRAMENTO SIRENS

EDUCATION

- UNIVERSITY OF CALIFORNIA, DAVIS
- CALIFORNIA STATE UNIVERSITY, SACRAMENTO
- CALIFORNIA NORTHSTATE UNIVERSITY
- SACRAMENTO CITY COLLEGE
- WILLIAM JESSUP UNIVERSITY
- SIERRA COLLEGE
- FOLSOM LAKE COLLEGE

ARTS & ENTERTAINMENT

- SACRAMENTO ZOO
- SACRAMENTO PHILHARMONIC ORCHESTRA
- SACRAMENTO HISTORY ALLIANCE
- CROCKER ART MUSEUM
- MEMORIAL AUDITORIUM
- GOLDEN 1 CENTER ARENA
- SAFE CREDIT UNION CONVENTION CENTER

* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

800-806 MAIN STREET

DEMOGRAPHICS

| POPULATION | 1 Mile | 3 Miles | 5 Miles |
|-------------------------------|----------|-----------|-----------|
| 2029 Projection | | | |
| Total Population | 21,053 | 64,181 | 66,430 |
| 2024 Estimate | | | |
| Total Population | 20,736 | 62,382 | 64,541 |
| 2020 Census | | | |
| Total Population | 20,538 | 60,941 | 63,048 |
| 2010 Census | | | |
| Total Population | 20,213 | 56,039 | 57,554 |
| Daytime Population | | | |
| 2024 Estimate | 20,428 | 58,205 | 60,875 |
| HOUSEHOLDS | | | |
| 2029 Projection | | | |
| Total Households | 7,501 | 22,625 | 23,439 |
| 2024 Estimate | | | |
| Total Households | 7,373 | 21,918 | 22,699 |
| Average (Mean) Household Size | 2.7 | 2.8 | 2.8 |
| 2010 Census | | | |
| Total Households | 7,201 | 20,953 | 21,688 |
| 2010 Census | | | |
| Total Households | 6,971 | 18,916 | 19,461 |
| Occupied Units | | | |
| 2029 Projection | 7,819 | 23,389 | 24,264 |
| 2024 Estimate | 7,680 | 22,646 | 23,484 |
| HOUSEHOLDS BY INCOME | | | |
| 2024 Estimate | | | |
| \$150,000 or More | 14.5% | 21.0% | 21.5% |
| \$100,000-\$149,999 | 15.2% | 18.8% | 18.8% |
| \$75,000-\$99,999 | 14.0% | 14.9% | 14.7% |
| \$50,000-\$74,999 | 20.5% | 17.8% | 17.9% |
| \$35,000-\$49,999 | 11.5% | 9.0% | 8.9% |
| Under \$35,000 | 24.3% | 18.5% | 18.2% |
| Average Household Income | \$88,328 | \$107,845 | \$109,164 |
| Median Household Income | \$68,556 | \$86,974 | \$87,951 |
| Per Capita Income | \$31,638 | \$37,992 | \$38,447 |

| HOUSEHOLDS BY EXPENDITURE | 1 Mile | 3 Miles | 5 Miles |
|---|-----------|-----------|-----------|
| Total Average Household Retail Expenditure | \$226,802 | \$252,608 | \$253,595 |
| Consumer Expenditure Top 10 Categories | | | |
| Housing | \$30,453 | \$33,654 | \$33,767 |
| Transportation | \$12,451 | \$13,743 | \$13,790 |
| Food | \$11,043 | \$12,020 | \$12,059 |
| Personal Insurance and Pensions | \$9,325 | \$10,886 | \$10,939 |
| Entertainment | \$3,522 | \$3,883 | \$3,898 |
| Cash Contributions | \$2,458 | \$2,942 | \$2,967 |
| Apparel | \$2,127 | \$2,336 | \$2,344 |
| Education | \$1,259 | \$1,523 | \$1,540 |
| Personal Care Products and Services | \$970 | \$1,014 | \$1,017 |
| Alcoholic Beverages | \$612 | \$682 | \$685 |
| POPULATION PROFILE | | | |
| Population By Age | | | |
| 2024 Estimate Total Population | 20,736 | 62,382 | 64,541 |
| Under 20 | 26.4% | 27.0% | 26.9% |
| 20 to 34 Years | 22.8% | 21.8% | 21.7% |
| 35 to 39 Years | 6.5% | 6.7% | 6.7% |
| 40 to 49 Years | 12.3% | 12.5% | 12.5% |
| 50 to 64 Years | 17.1% | 17.2% | 17.3% |
| Age 65+ | 14.8% | 14.8% | 14.9% |
| Median Age | 35.0 | 36.0 | 36.0 |
| Population 25+ by Education Level | | | |
| 2024 Estimate Population Age 25+ | 13,540 | 40,527 | 41,956 |
| Elementary (0-8) | 10.2% | 9.5% | 9.4% |
| Some High School (9-11) | 9.2% | 7.1% | 7.0% |
| High School Graduate (12) | 26.9% | 24.7% | 24.6% |
| Some College (13-15) | 22.6% | 22.7% | 22.6% |
| Associate Degree Only | 6.9% | 7.9% | 7.8% |
| Bachelor's Degree Only | 15.3% | 17.1% | 17.1% |
| Graduate Degree | 8.9% | 11.1% | 11.4% |

800-806 MAIN STREET

DEMOGRAPHICS



POPULATION

In 2024, the population in your selected geography is 64,541. The population has changed by 12.14 percent since 2010. It is estimated that the population in your area will be 66,430 five years from now, which represents a change of 2.9 percent from the current year. The current population is 50.7 percent male and 49.3 percent female. The median age of the population in your area is 36.0, compared with the U.S. average, which is 39.0. The population density in your area is 821 people per square mile.



HOUSEHOLDS

There are currently 22,699 households in your selected geography. The number of households has changed by 16.64 percent since 2010. It is estimated that the number of households in your area will be 23,439 five years from now, which represents a change of 3.3 percent from the current year. The average household size in your area is 2.8 people.



INCOME

In 2024, the median household income for your selected geography is \$87,951, compared with the U.S. average, which is currently \$76,141. The median household income for your area has changed by 54.97 percent since 2010. It is estimated that the median household income in your area will be \$98,378 five years from now, which represents a change of 11.9 percent from the current year.

The current year per capita income in your area is \$38,447, compared with the U.S. average, which is \$40,471. The current year's average household income in your area is \$109,164, compared with the U.S. average, which is \$101,307.



EMPLOYMENT

In 2024, 32,336 people in your selected area were employed. The 2010 Census revealed that 58 percent of employees are in white-collar occupations in this geography, and 21.1 percent are in blue-collar occupations. In 2024, unemployment in this area was 4.0 percent. In 2010, the average time traveled to work was 22.00 minutes.



HOUSING

The median housing value in your area was \$474,645 in 2024, compared with the U.S. median of \$321,016. In 2010, there were 10,965.00 owner-occupied housing units and 8,497.00 renter-occupied housing units in your area.



EDUCATION

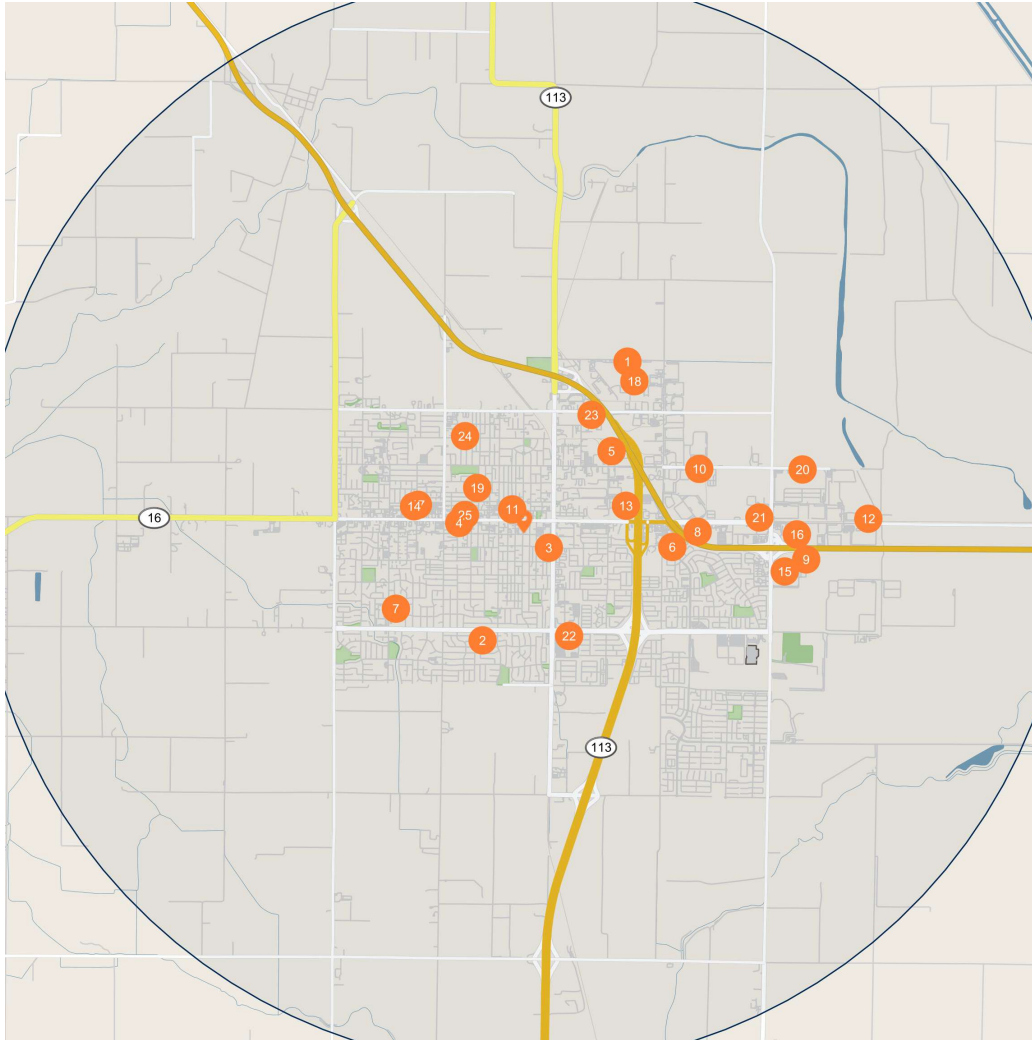
The selected area in 2024 had a lower level of educational attainment when compared with the U.S. averages. 26.3 percent of the selected area's residents had earned a graduate degree compared with the national average of only 13.5 percent, and 7.8 percent completed a bachelor's degree, compared with the national average of 21.1 percent.

The number of area residents with an associate degree was higher than the nation's at 15.7 percent vs. 8.8 percent, respectively.

The area had fewer high-school graduates, 2.8 percent vs. 26.2 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 31.5 percent in the selected area compared with the 19.7 percent in the U.S.

800-806 MAIN STREET

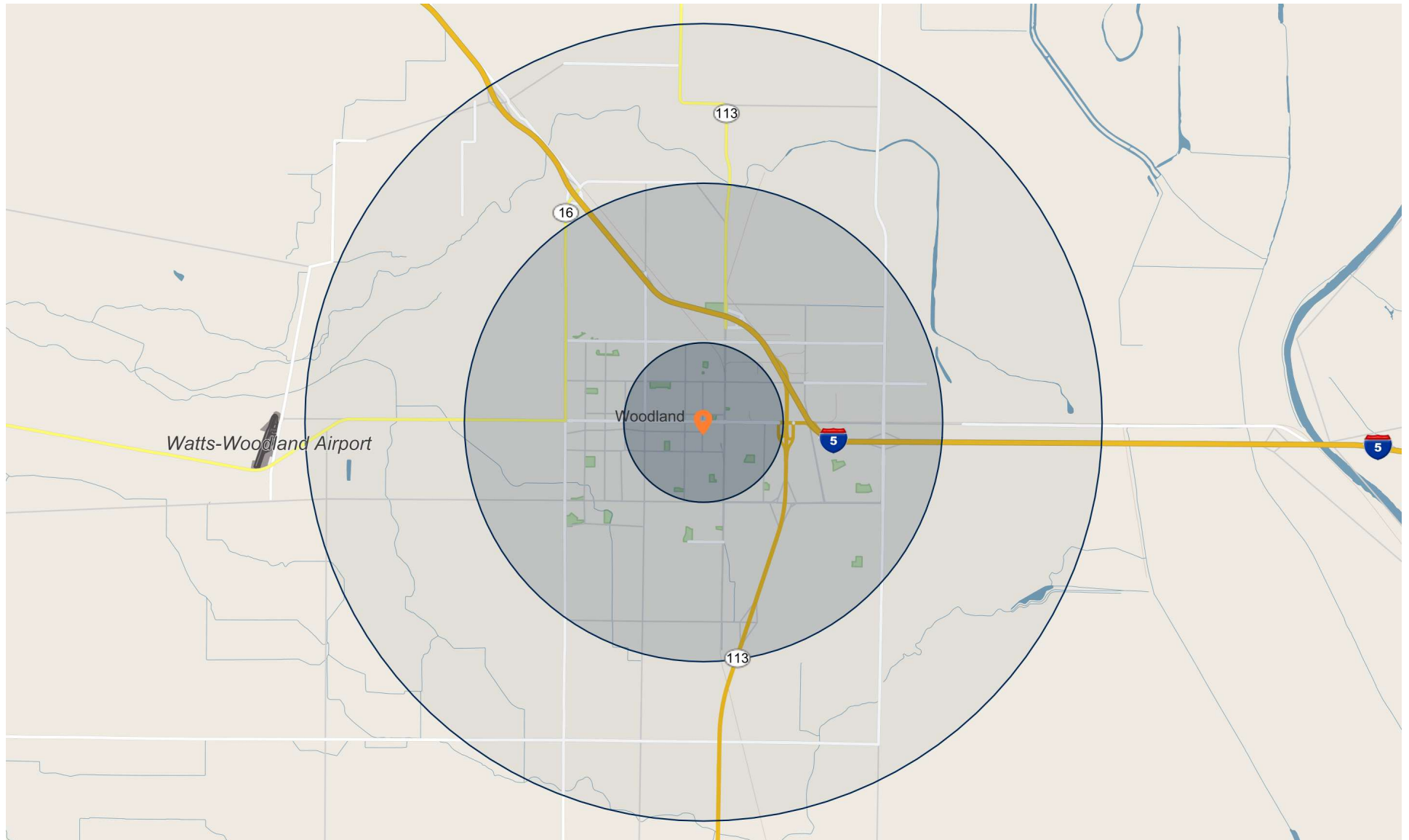
DEMOGRAPHICS



| Major Employers | | Employees |
|-----------------|--|-----------|
| 1 | McCarthy Bldg Companies Inc | 977 |
| 2 | Child Development Incorporated | 362 |
| 3 | Cathcart Rail LLC | 343 |
| 4 | Nau Country Insurance Company | 219 |
| 5 | Core & Main Inc | 216 |
| 6 | Sutter Hlth Scrmnto Sierra Reg-Sutter Medical Center | 216 |
| 7 | Woodland Healthcare | 209 |
| 8 | Walmart Inc-Walmart | 208 |
| 9 | Costco Wholesale Corporation-Costco | 196 |
| 10 | Skyline Homes Inc-Buddy Homes 355 | 191 |
| 11 | County of Yolo | 180 |
| 12 | Pgp International Inc | 180 |
| 13 | County of Yolo-Yolo County Trnsp Dist | 178 |
| 14 | Califrnia Dept Child Sport Sv | 174 |
| 15 | Red Robin Gourmet Burgers Inc-Red Robin | 167 |
| 16 | Butterfield Electric Inc | 165 |
| 17 | Woodland Healthcare-Woodland Healthcare Home Hlth | 161 |
| 18 | Watts Regulator Co-Watts Water Technology | 161 |
| 19 | United Health Systems Inc-Alderson Convalescent Hospital | 154 |
| 20 | Target Corporation-Target | 154 |
| 21 | Voloagri Inc | 150 |
| 22 | Penney Opco LLC-JC Penney | 146 |
| 23 | Waste MGT Collectn Recycl Inc-Waste Management | 144 |
| 24 | St Johns Retirement Village-STOLLWOOD CONVALESCENT HOSPITA | 142 |
| 25 | Nugget Market Inc-Nugget Mkts Pharmacy | 142 |

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DEMOGRAPHICS



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