

OFFERING MEMORANDUM

536-540 Main Street & 412 First Street

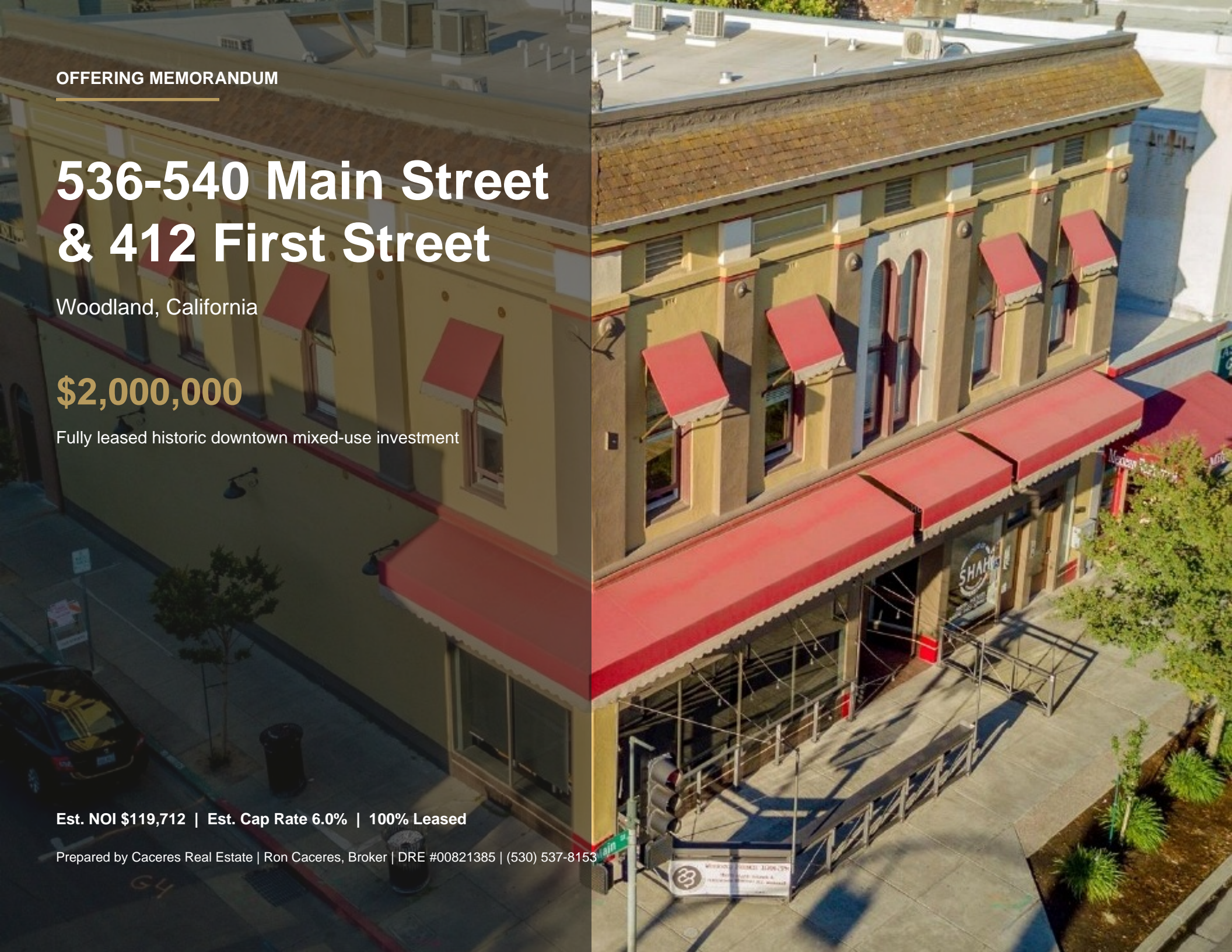
Woodland, California

\$2,000,000

Fully leased historic downtown mixed-use investment

Est. NOI \$119,712 | Est. Cap Rate 6.0% | 100% Leased

Prepared by Caceres Real Estate | Ron Caceres, Broker | DRE #00821385 | (530) 537-8153



EXECUTIVE SUMMARY

Historic Downtown Woodland mixed-use investment

536-540 Main Street & 412 First Street is a fully leased mixed-use property located at a highly visible hard-corner in Historic Downtown Woodland. The property combines three ground-floor retail suites with four second-floor apartments, providing diversified income from both commercial and residential tenancy. Built circa 1870 and substantially renovated in 2014-2016, the property offers a rare blend of stabilized income, historic character, and pride-of-ownership appeal.

ASKING PRICE

\$2,000,000

Offered free and clear at close

EST. NOI

\$119,712

Seller pro forma

EST. CAP RATE

6.0%

Based on \$2,000,000 price

OCCUPANCY

100%

3 retail + 4 apartments

OFFERING SNAPSHOT

Property Type	Mixed-use retail and residential
Address	536-540 Main St. & 412 First St.
Location	Historic Downtown Woodland, CA
Building Size	Approx. 7,990 gross SF / 6,525 rentable SF
Site Size	Approx. 5,170 SF
Unit Mix	3 retail suites + 4 apartments
Zoning	Downtown Mixed-Use
Price / Gross SF	\$250
Price / Rentable SF	\$307
Gross Rent Multiplier	12.30x
Parking	Street / nearby public downtown parking

INVESTMENT PROFILE

- Stabilized 100% leased income property with diversified retail and residential cash flow.
- Longer-term retail stability through Embellish Décor and Poppy Salon, each reportedly extending into 2031.
- Extensive prior renovation reduces perceived near-term capital risk; seller reports no known capital issues.
- Attractive scale and location for a 1031 exchange buyer seeking a tangible, understandable downtown asset.
- Existing loan is not assumable and is expected to be paid off at closing.

INVESTMENT HIGHLIGHTS

Income stability, historic character and 1031 exchange appeal

Stabilized Income

- 100% leased at the time of preparation.
- Annual scheduled rent of \$162,612 based on current rent roll.
- Diversified income stream from three retail suites and four apartments.
- Retail tenants pay rent and separately metered utilities under modified gross leases.
- Residential tenants pay rent plus PG&E; charge; apartments are not separately metered.

Historic Pride of Ownership

- Prominent corner location in Historic Downtown Woodland.
- Built circa 1870 with architectural character and strong street presence.
- Substantial renovation completed in 2014-2016, including roof, electrical, plumbing and seismic reinforcement.
- Second floor configured as four apartments, improving income diversity and utility of the building.

1031 Exchange Fit

- Simple scale and mixed-use income profile make the asset understandable for private investors.
- Strong replacement property narrative: stabilized income, real estate fundamentals and downtown location.
- No dedicated on-site parking, but the property benefits from downtown street and nearby public parking.
- Existing debt is not assumable, allowing a new buyer to structure acquisition financing independently.

PROPERTY OVERVIEW

Physical profile, occupancy and improvements



PROPERTY FACTS

Property	536-540 Main Street & 412 First Street
City / County	Woodland, Yolo County, California
Property Type	Mixed-use retail and apartments
Building Area	Approx. 7,990 gross SF / 6,525 rentable SF
Parcel Area	Approx. 5,170 SF
Year Built	Circa 1870
Renovation	Substantial renovation in 2014-2016
Occupancy	100% leased
Retail Tenants	House of Shah, Embellish Décor, Poppy Salon
Residential Units	Three 1-bedroom units and one studio
Zoning	Downtown Mixed-Use
Parking	No on-site parking; street and public parking nearby

CAPITAL IMPROVEMENTS / SELLER NOTES

- Major 2014-2016 renovation reportedly included new roof, upgraded electrical service, new plumbing, seismic reinforcement and construction of four upstairs apartments.
- Seller reports no known capital issues as of preparation of this offering memorandum.
- Buyer to independently verify building size, condition, systems, code compliance, zoning and all physical and economic assumptions during due diligence.

FINANCIAL SUMMARY

Preliminary seller pro forma based on current rent roll and stated expense assumptions

ANNUAL SCHEDULED RENT

\$162,612

Current rent roll

ESTIMATED EXPENSES

\$42,900

Seller pro forma

ESTIMATED NOI

\$119,712

Before debt service

CAP RATE

6.0%

At asking price

INCOME SUMMARY

Income Source	Monthly	Annual
Residential apartments	\$5,100	\$61,200
Retail suites	\$8,451	\$101,412
Gross scheduled rent	\$13,551	\$162,612

ESTIMATED OPERATING EXPENSES

Expense	Annual
Property taxes (est. at 1.0% of sale price)	\$20,000
Insurance (current approximate annual premium)	\$14,500
Water / sewer / garbage / utilities	\$3,600
Repairs & maintenance	\$2,400
Miscellaneous / reserve allowance	\$2,400
Total estimated expenses	\$42,900
Estimated NOI	\$119,712

UNDERWRITING NOTES

- Expenses are seller estimates/pro forma because complete 2024 and 2025 operating statements were unavailable at the time of preparation.
- Property taxes are estimated using approximately 1.0% of the \$2,000,000 asking price. Actual taxes after sale may vary.
- Insurance is based on seller's current approximate annual cost of \$14,500.
- No property management fee, replacement reserve, debt service, depreciation, income taxes, legal/accounting costs or leasing commissions are included unless expressly stated.
- Apartments are not separately metered for PG&E; residential tenants pay rent plus a PG&E; charge/reimbursement. Buyer to verify utility allocation and billing practice.

RENT ROLL & LEASE SCHEDULE

Current rent roll with residential tenant names withheld

The following schedules are based on the rent roll provided by ownership and user-provided lease updates. Individual apartment tenant names are intentionally withheld for privacy. Square footages by suite/unit were not available and should be verified by buyer during due diligence.

RESIDENTIAL APARTMENTS

Unit	Type	Monthly Rent	Annual Rent	Lease Exp.	Notes
Unit 1	1 BR	\$1,300	\$15,600	6/30/2026	One-year lease; tenant name withheld
Unit 2	Studio	\$1,000	\$12,000	7/14/2026	One-year lease; tenant name withheld
Unit 3	1 BR	\$1,300	\$15,600	6/30/2026	One-year lease; tenant name withheld
Unit 4	1 BR	\$1,500	\$18,000	6/30/2026	One-year lease; tenant name withheld
Subtotal		\$5,100	\$61,200		

RETAIL SUITES

Suite	Tenant	Monthly Rent	Annual Rent	Lease Exp.	Notes
538 Main	House of Shah	\$2,251	\$27,012	2/28/2027	Modified gross; restaurant
540 Main	Embellish Décor	\$3,100	\$37,200	4/30/2031	Modified gross; annual increases
412 First	Poppy Salon	\$3,100	\$37,200	1/31/2031	Modified gross; annual increases
Subtotal		\$8,451	\$101,412		
Total Scheduled Rent		\$13,551	\$162,612		

IMPORTANT LEASE NOTES

- Retail leases are modified gross. Retail tenants pay rent and separately metered utilities.
- Landlord pays property taxes, insurance, water, sewer and garbage costs.
- All apartments are reportedly on one-year leases. Apartments are not separately metered.
- Embellish Décor and Poppy Salon leases reportedly include annual rent increases.

LEASE STRUCTURE & OPERATING RESPONSIBILITIES

Modified gross retail leases and residential tenancy summary

RETAIL LEASE EXPIRATION TIMELINE



OPERATING RESPONSIBILITIES

Category	Responsible Party / Comment
Retail rent	Retail tenants pay base rent under modified gross lease structure.
Retail utilities	Retail spaces are separately metered; tenants pay utilities.
Residential PG&E	Apartment tenants pay rent plus PG&E charge/reimbursement; apartments not separately metered.
Taxes / insurance	Landlord pays property taxes and insurance.
Water / sewer / garbage	Landlord pays water, sewer and garbage costs.
Parking	No dedicated on-site parking; downtown street and public parking nearby.

BUYER DILIGENCE ITEMS

- Confirm final lease abstracts, extension options, rent escalations, deposits, tenant reimbursement rights and any estoppel conditions.
- Verify whether residential PG&E; charges comply with applicable law and lease documentation.
- Review service contracts, utility invoices, insurance coverage, roof/seismic documentation and any permits related to the 2014-2016 renovation.

TENANT & UNIT MIX

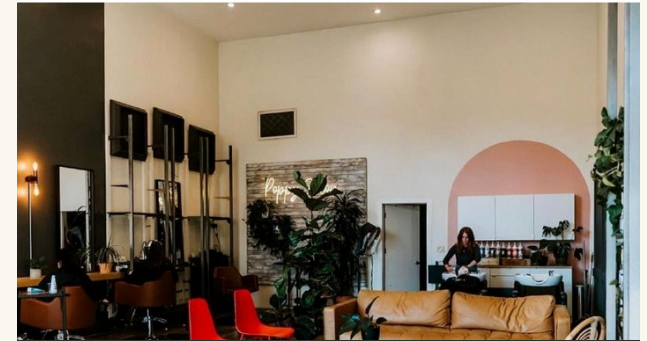
Diversified income from retail and residential occupancy



House of Shah



Embellish Décor



Poppy Salon

Tenant / Component	Use	Annual Rent	Lease Notes
House of Shah	Halal restaurant	\$27,012	Expires 2/28/2027
Embellish Décor	Home décor retail	\$37,200	Expires 4/30/2031; annual increases
Poppy Salon	Hair salon / barber shop	\$37,200	Expires 1/31/2031; annual increases
Apartments	3 one-bedroom + 1 studio	\$61,200	All reportedly on one-year leases

INCOME DIVERSIFICATION

- Retail income represents approximately 62% of gross scheduled rent; residential income represents approximately 38%.
- The apartment component provides a smaller-unit residential income stream in a walkable downtown location.
- The retail component benefits from storefront exposure along Main Street and First Street.

HISTORIC CHARACTER & IMPROVEMENTS

A recognizable downtown corner with renovated mixed-use functionality



HISTORIC CONTEXT

The Main Street building was reportedly constructed circa 1870 as the International Order of Odd Fellows hall and later housed prominent downtown uses including the Bank of Woodland and subsequent retail tenants. The historic character and corner presence are part of the property's identity and marketing appeal.

RENOVATION SUMMARY

- Substantial renovation reportedly completed between 2014 and 2016.
- Reported improvements included new roof, upgraded electrical service, new plumbing throughout and seismic reinforcement.
- Second floor was configured into four apartments: three one-bedroom units and one studio.
- Over \$750,000 was reportedly invested in the remodel according to prior marketing materials.

MARKETING IMPLICATION

The historic narrative should be used as a supporting value driver, not the lead story. Sophisticated investors will first underwrite the income, leases, expenses and physical condition. The history becomes more powerful once the buyer understands that the asset is fully leased, income-producing and substantially renovated.

EXTERIOR & RETAIL PHOTOS

Selected images - fewer, larger and more intentional



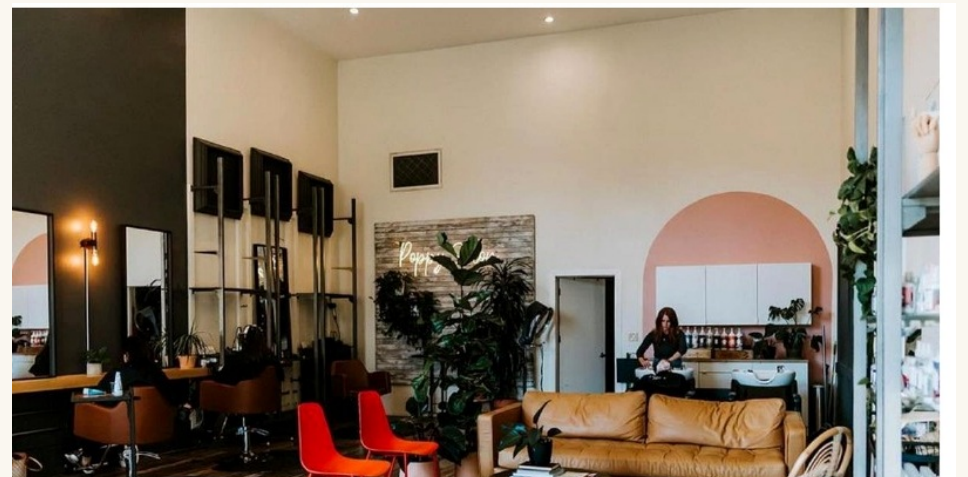
Main Street / First Street corner



Ground-floor storefront



Embellish Décor interior



Poppy Salon interior

APARTMENT PHOTOS

Second-floor residential component



Apartment Unit 1 - kitchen/living area



Studio apartment kitchen/bath



Apartment Unit 3 - kitchen

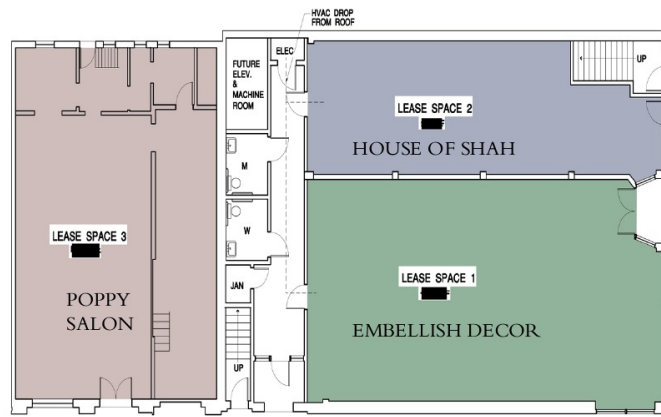


Apartment Unit 4 - kitchen/living area

FLOOR PLANS

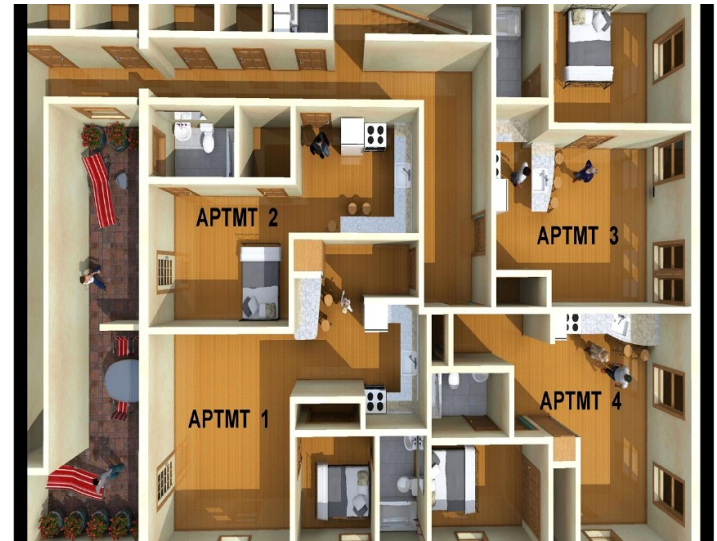
For orientation only - buyer to verify all measurements and layout

GROUND FLOOR



540 MAIN STREET - PRELIMINARY LAYOUT FIRST FLOOR

SECOND FLOOR



Floor plans are included for general orientation only. Buyer should verify square footage, rentable area, unit layout, code compliance and all measurements during due diligence.

LOCATION & AERIAL OVERVIEW

Historic Downtown Woodland hard-corner location



LOCATION HIGHLIGHTS

- Located at the southwest corner of Main Street and First Street in Historic Downtown Woodland.
- Proximate to Woodland City Hall, Woodland Opera House, Heritage Plaza, State Theatre, Yolo County facilities, local restaurants and downtown retailers.
- Downtown Woodland provides a walkable setting with nearby street and public parking serving commercial users, residents and visitors.
- Woodland benefits from regional access via Interstate 5, State Route 113 and proximity to Sacramento International Airport.

DISCLAIMER & BROKER CONTACT

Information subject to buyer verification

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