WHERE WOODLAND'S NEXT CHAPTER BEGINS

GIBSON GROVE

CBRE

1260 – 1268 E. Gibson Road, Woodland, CA 95776

Content

GIBSON GROVE
WHERE WOODLAND'S NEXT CHAPTER BEGINS

INVESTMENT HIGHLIGHTS

21 Acres. One Defining *Opportunity.*

± 21
ACRES

8
PARCELS

± 923,472
LAND SQFT

1986
YEAR BUILT

CBRE, Inc. exclusively presents Gibson Grove, a ± 21.2-acre redevelopment opportunity at 1260, 1264, and 1268 Gibson Road in Woodland, California. The offering includes eight parcels totaling ± 923,472 square feet of land and 262,455 square feet of improvements built in 1986, representing a large-scale infill site in Northern California. Formerly the County Fair Fashion Mall, the offering features an operating JCPenney department store and benefits from additional consumer traffic generated by adjacent shadow anchors Walmart Neighborhood Market and Northern Valley Indian Health, along with several outparcel pad retailers.

Situated along the Gibson Road retail corridor near Walmart Neighborhood Market, Chase Bank, and Northern Valley Indian Health, the site benefits from strong visibility and consistent consumer activity. Woodland is a supply-constrained housing market supported by $125,627 average household incomes and a $564,179 median home value, with the City actively approving multifamily and residential projects. The site supports market-rate multifamily, for-sale residential, mixed-income housing utilizing Density Bonus provisions, or a phased mixed-use program.

Gibson Grove offers direct access to State Route 113 and Interstate 5, 10 miles to UC Davis, 12 miles to Sacramento International Airport, and 20 miles to downtown Sacramento. Located across from the Yolo County Fairgrounds, the property combines scale, location, and basis to support a phased residential or mixed-use repositioning within a growing market backed by income growth, housing demand, and ongoing investment.

INVESTMENT HIGHLIGHTS

Why Gibson Grove.

Infill Scale & Basis Advantage

± 21.2 acres across eight parcels (± 923,472 SF of land) with 262,455 SF of existing improvements, offering a large-scale infill redevelopment opportunity at a basis below replacement cost.

Strategic Regional Connectivity

Direct access to State Route 113 with connections to Interstate 5 and Interstate 80; approximately 12 miles to Sacramento International Airport.

UC Davis Proximity

10 miles from UC Davis (±40,000 students), supporting consistent housing demand and workforce depth.

Strong Housing Fundamentals

Average household income of $125,627 and median home value of $564,179 within a supply-constrained market; median home year built (1980) reflects aging inventory relative to modern standards.

Retail & Residential Validation

Located near Walmart Neighborhood Market, Chase Bank, and Northern Valley Indian Health, with adjacent Lennar residential development confirming demand.

Entitlement & Density Upside

Supportive City approval environment across multiple residential product types; potential to increase yield through California Density Bonus provisions.

Employment Growth Catalyst

Planned Woodland Research and Technology Park (±5,000 jobs; 1,600 residential units) expanding the long-term employment base.

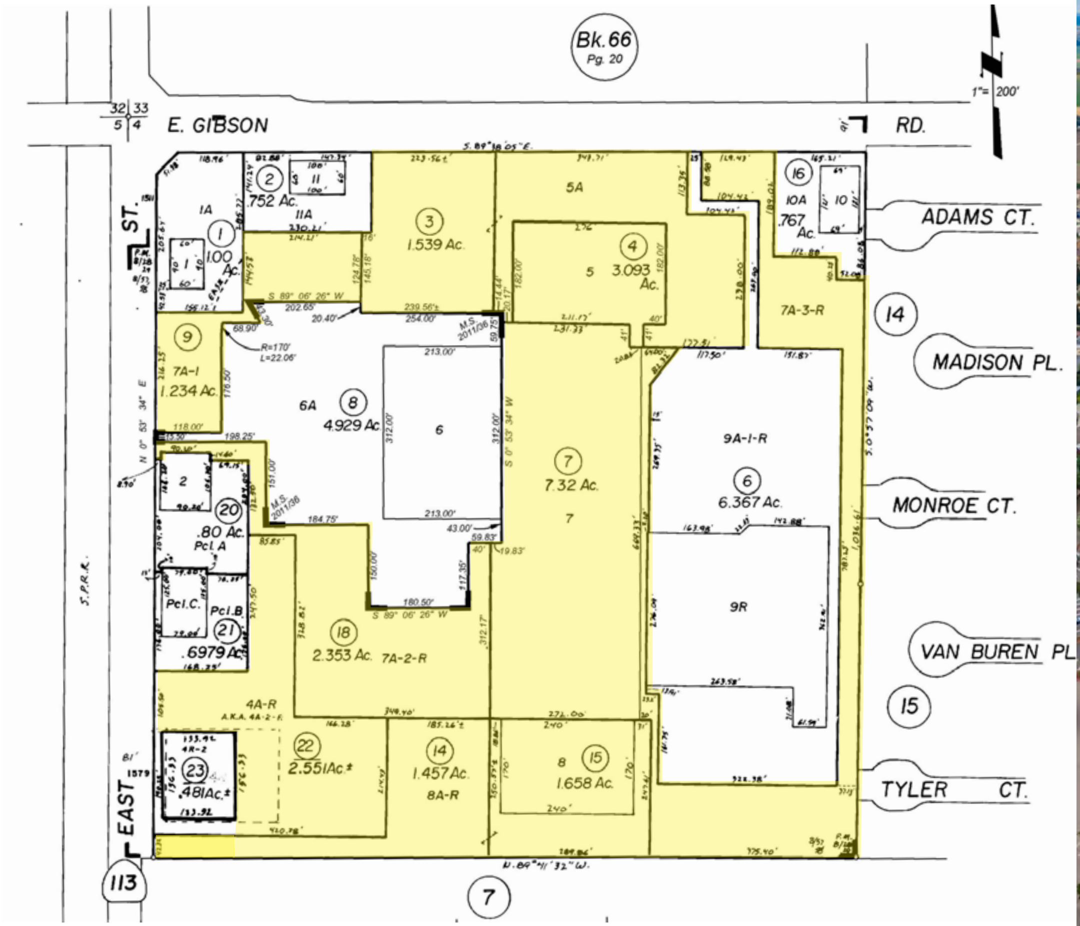
PROPERTY OVERVIEW

The *Offering.*

1260-1268 Gibson Road
Woodland, CA 95776

Offering Price	$13,000,000
No. of Buildings	3
Annual Income	$200,425.68
No. of Stories	1
Building Square Feet	± 262,455
Building Price Per Square Feet	$50
Lot Square Feet	± 923,472
Land Price Per Square Feet	$14
Land / AC	± 21.2
Parking Stalls	1,849
Year Built	1987
Zoning	CCMU
APN(s)	041-130-003 041-130-004 041-130-007 041-130-009 041-130-014 041-130-015 041-130-018 041-130-022

Plat *Map*


Bk. 66
Pg. 20
1"= 200'
E. GIBSON
RD.
ST.
EAST
ADAMS CT.
MADISON PL.
MONROE CT.
VAN BUREN PL
TYLER CT.
14
15
113
7
1.539 Ac.
3.093 Ac.
4.929 Ac.
7.32 Ac.
6.367 Ac.
2.353 Ac.
1.457 Ac.
1.658 Ac.
1.234 Ac.
2.551Ac±
.481Ac±
.767 Ac.
.752 Ac.
.80 Ac.
.6979 Ac.
1.00 Ac.
5A
7A-3-R
9A-1-R
9R
7A-2-R
4A-R
8A-R
S.P.R.R.

PHASED DEVELOPMENT PROGRAM

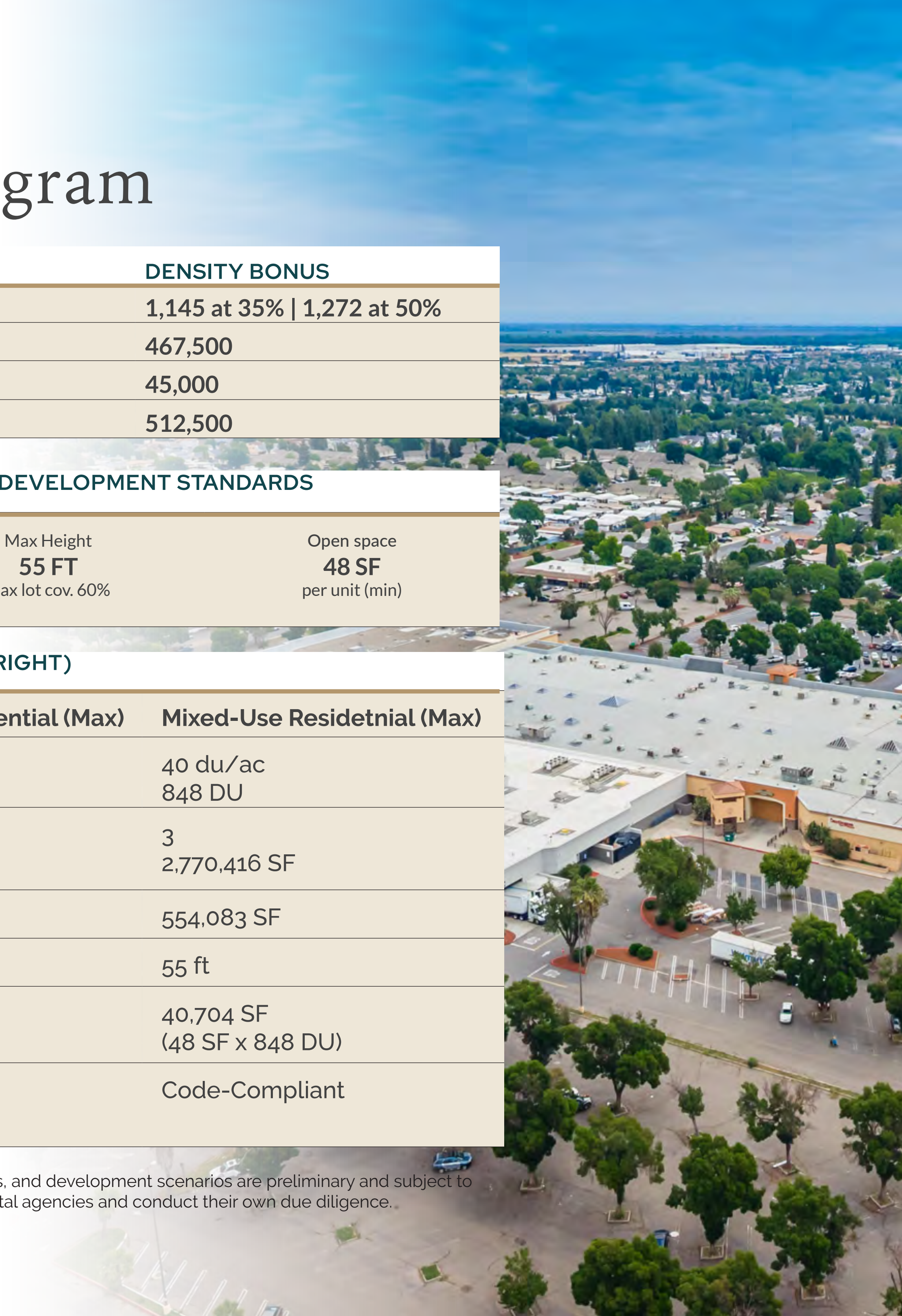
Conceptual | *Townhome (310 Units)*

PHASED DEVELOPMENT PROGRAM	TYPE A	TYPE B
Dwelling Units (DU)	100	210
Stories	3	2
Garage Type	2-car	2-car
Average Unit SF	1,632	1,742
Garage SF	400	400
Residential SF	163,200	365,820

Conceptual | *Mixed-Use*

PHASED DEVELOPMENT PROGRAM	BY RIGHT	DENSITY BONUS
Dwelling Units (DU)	435	735 at 35% Bonus
Stories	4–5	5–6
Parking	Surface/Wrap	Podium/Wrap
Product Type	MF Residential	MF + Affordable
Commercial SF (Ground Floor)	30,000	45,000
Avg Unit SF	900	850
Residential SF	293,400	467,500
Total Buildable SF	323,400	512,500

Phased *Development* Program



TOTAL DEVELOPMENT PROGRAM	BY RIGHT	DENSITY BONUS
Dwelling Units (DU)	**848**	**1,145 at 35% | 1,272 at 50%**
Gross Residentaial SF	**293,400**	**467,500**
Commercial SF	**30,000**	**45,000**
Total Buildable SF	**323,400**	**512,500**

COMMUNITY COMMERCIAL MIXED-USE (CCMU) DEVELOPMENT STANDARDS

Site Area	Allowed Density	Max Height	Open space
21.2 AC	**20-40**	**55 FT**	**48 SF**
923,472 SF	du/ac → 424–848 DU	max lot cov. 60%	per unit (min)

MAXIMUM BUILDOUT (BY RIGHT)

Standard	Code requirement	Single-Use Residential (Max)	Mixed-Use Residetnial (Max)
Density (du/ac)	Min 20 / Max 40	40 du/ac 848 DU	40 du/ac 848 DU
FAR	0.15–0.70 (single) 0.50–3.00 (mixed)	0.7 646,430 SF	3 2,770,416 SF
Max lot coverage	60%	554,083 SF	554,083 SF
Max building height	55 ft	55 ft	55 ft
Min open space	48 SF/unit	40,704 SF (48 SF x 848 DU)	40,704 SF (48 SF x 848 DU)
Setbacks	F: 15 ft · S: 5 ft SS: 10 ft · R: 10 ft	Code-Compliant	Code-Compliant

Conceptual development analysis for illustrative purposes only. All assumptions, unit counts, and development scenarios are preliminary and subject to change. Buyer is advised to independently verify all information with applicable governmental agencies and conduct their own due diligence.

Notable *Developments.*

01

Woodland Gateway Center

Bronze Star Drive | Power Center

Woodland Gateway is the dominant power center in the Woodland submarket, anchored by Costco Wholesale, Best Buy, and Target. Phase 1 delivers 35,000 SF of Class A multi-tenant retail on a 7.4-acre lot with 928 surface parking spaces, plus an additional 14,500 SF pad. Developed by Petrovich Development Company, the center already hosts In-N-Out Burger, Panda Express, Starbucks, and Jimboy's Tacos with new tenants continuing to lease up, signaling strong ongoing retail absorption in a market with limited Class A supply.

02

Shade Tree Plaza

80 W Court Street | Neighborhood Retail Pad

Shade Tree Plaza presents a 6,000 SF multi-tenant freestanding retail pad within an established 94,187 SF neighborhood center anchored by a Walmart Neighborhood Market. The built-in grocery traffic creates a proven daily-needs customer base for food, service, or convenience retail users. Limited nearby competition for this format and a stabilized anchor make this a low-risk entry point into Woodland's retail market with a customer base from day one.

03

Main Street Courthouse Plaza

Drive-Thru + Single Tenant Pads

Developed by Petrovich Development Company, Courthouse Plaza offers two pad opportunities on Woodland's most active commercial corridor. Pad 1 is 9,500 SF on 0.77 acres with drive-thru capability, ideal for quick-service or financial services users. Pad 2 is a 6,500 SF single-tenant pad on 0.51 acres suited for medical, dental, or specialty retail. Both pads benefit from Main Street's ongoing reinvestment corridor momentum with national hotel flags, new grocery, and entertainment venues as immediate neighbors.

Notable *Developments.*

04

Armfield Apartments

1223 Armfield Avenue | 23 Units | Proposed

The Armfield Apartments bring 23 market-rate units (2 studios, 8 one-bedrooms, 13 two-bedrooms) to a neighborhood actively being reshaped through a city-backed planning initiative. In 2021 the City received a $237,750 REAP grant from SACOG to fund the Armfield/Lemen neighborhood plan, developed by nationally recognized urban design firm Opticos Design, covering multi-modal accessibility, redevelopment feasibility, and a broader corridor reimagining. At a 0.95 FAR on 0.54 acres, this four-story infill project represents efficient land use in a market with constrained new residential supply.

05

Beamer Street Apartments

1021 Beamer Street | 40 Units

City-approved in February 2024, Beamer Street Apartments deliver 40 market-rate units across 34,125 SF GBA within the Corridor Mixed Use East Street Zone District. The project includes 40 ground-level parking spaces, 8 bicycle spaces, and shared open space with mature tree preservation and water-wise landscaping. The site sits within a designated Opportunity Zone, enabling significant federal tax incentive benefits for qualified investors and making this one of the most compelling residential development sites in the current Woodland pipeline.

06

East Street Multifamily

565 East Street | 83 Units | Former Motel

The East Street project transforms a 1.67-acre former motel site into 83 total units across three four-story buildings, comprising 74 market-rate and 9 income-restricted units. Planning approval was granted in January 2022, with the project leveraging California's Density Bonus Law to achieve 50 du/acre. Units range from 625 to 800 SF and the site includes a community garden, community room, bike storage, and preserved mature sycamore and oak trees. The Berrettoni development entity was formally organized in 2024, signaling active forward momentum on this well-entitled urban infill opportunity.

Notable *Developments.*

07

Lemen Avenue Affordable Housing
1224-1230 Lemen Avenue | 73 Units

Approved in May 2025, with construction anticipated to begin 2027 and move-ins by 2029, this 73-unit affordable housing development sits on the undeveloped eastern portion of Lemen Avenue, directly adjacent to the Armfield/ Lemen planning corridor and the Yolo County Housing Authority site. The project substantially expands Woodland's affordable housing stock in a coordinated reinvestment area supported by city planning, state funding eligibility, and active neighborhood infrastructure investment. For developers tracking the broader Armfield/

08

Spring Lake Residential Pipeline
Multiple Projects | Active Build-Out

The Spring Lake master-planned community continues to absorb residential demand across several active projects. The New Home Company's 87-unit small-lot single-family development completed Phase 1 (72 units) in Spring 2024. Additional 2024 city approvals include a four-townhome project at 595 Matmor Road and a 10-unit three-story townhome community at 530 Community Lane. Spring Lake's established infrastructure, park amenities, trail connectivity, and direct adjacency to the planned Woodland Research and Technology Park make it the city's most active residential submarket and a strong indicator of sustained long-term absorption.

09

Cold Storage Facility
39127 County Road 19A | 212,970 SF

Construction Start Jan 2027. This proposed 212,970 SF Class B refrigeration and cold storage facility is purpose-built for multi-tenant cold chain logistics, food processing, and distribution uses, with 40 exterior docks, 2 drive-in doors, 40-foot clear height, and 40 industrial trailer parking spaces. A January 2027 construction start is targeted. Woodland's position along the I-5 corridor adjacent to California's most productive agricultural regions, combined with growing demand for temperature-controlled warehousing from grocery, biotech, and e-commerce operators, makes this one of the most strategically timed industrial projects in the Northern California pipeline.

Notable *Developments.*

10

Redwood Empire Expansion

22 N. Pioneer Avenue | 87,200 SF

Approved Dec 2024. The City approved a major four-building expansion of Redwood Empire's operations in December 2024, adding 87,200 SF of industrial space on a 12-acre parcel within Woodland's Industrial Zone District. This is one of the largest single industrial approvals in recent Woodland history and signals strong operator confidence in the market's long-term employment trajectory. The expansion validates the demand drivers underpinning new speculative and build-to-suit industrial development in the submarket, particularly for food, beverage, and agricultural processing users.

11

Research & Technology Park

350 Acres | Signature Project | In Progress

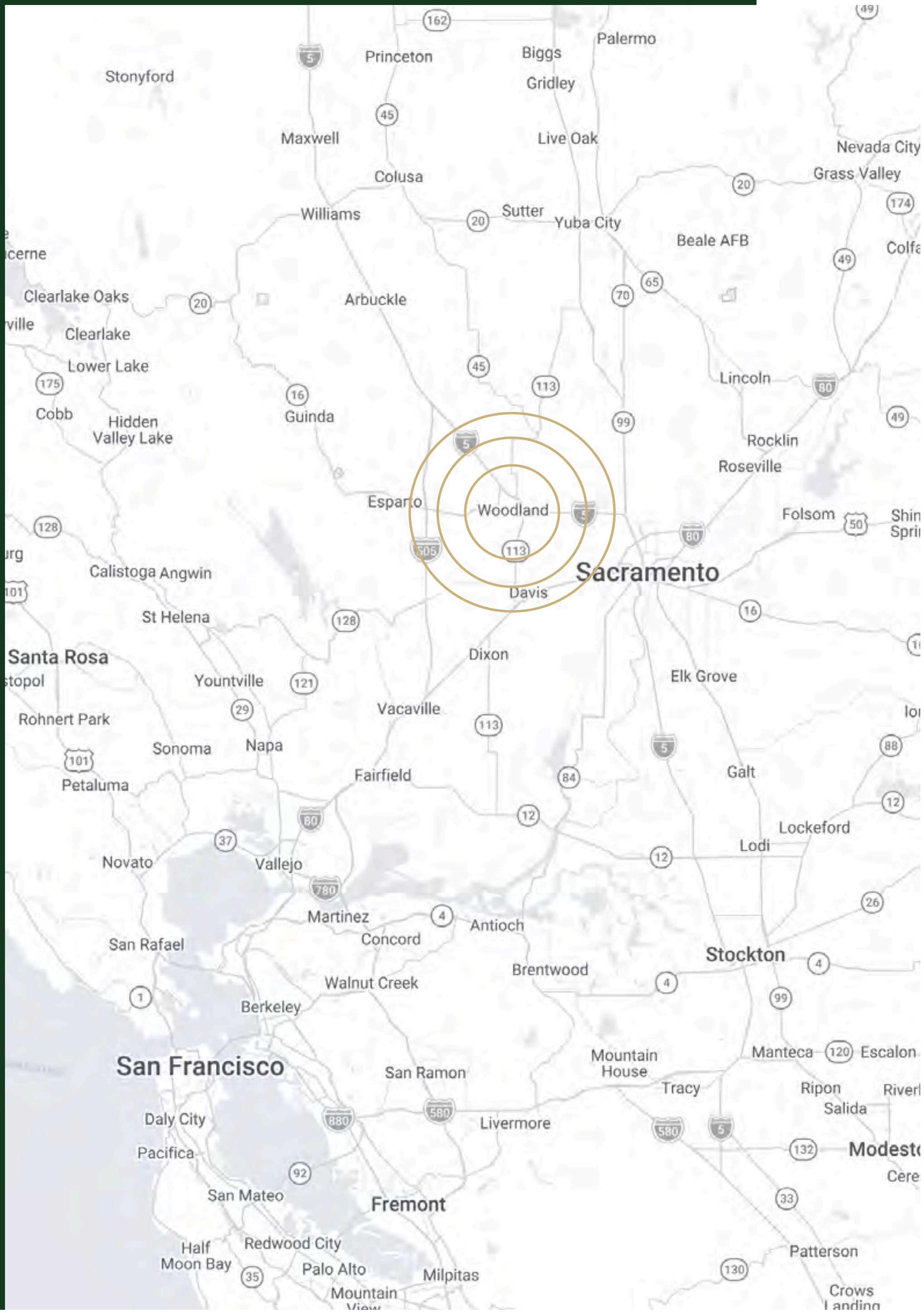
The Woodland Research and Technology Park (WRTP) is a 350-acre master-planned innovation district approved in September 2023 and central to Woodland's next phase of growth. At build-out, it will deliver 2.2 million SF of R&D, office, and flex-tech space, 5,000 jobs, 1,600 homes, and 21 acres of parks. Infrastructure could begin as early as 2027, with ownership pursuing a Phase 1 anchor tenant and a Highway 113 interchange upgrade. Located 7 miles from UC Davis, WRTP is positioned to attract agri-tech, biotech, and innovation firms seeking top-tier research talent.

12

Main Street Reinvestment Corridor

Hospitality, Retail, Entertainment | Completed and Active

Woodland's Main Street corridor has been repositioned through major recent investments, including the 109-room Courtyard by Marriott and 95-room Home2 Suites by Hilton, both operational and backed by a $40.5 million construction loan. Additional anchors include Sprouts at Main Street Marketplace, Pacific Coast Producers, Bright People Foods, Western Dental, Staybridge Suites, the redeveloped State Theater and Multiplex, and The Lab at AgStart, reinforcing the district's agri-tech identity. The Moorefield development further enhances this revitalized mixed-use corridor, now Woodland's most active destination with strong spillover potential for nearby retail, office, and hospitality.



Woodland City.

Woodland, California - the county seat of Yolo County is located 15 miles northwest of Sacramento and 10 miles north of Davis, positioning Gibson Grove within a well-connected Northern California submarket. The city has a population of approximately 62,600, supported by 27,108 employees and 2,069 businesses, reflecting a balanced live-work environment. With direct access to Interstate 5 and State Route 113, Woodland offers strong regional connectivity.

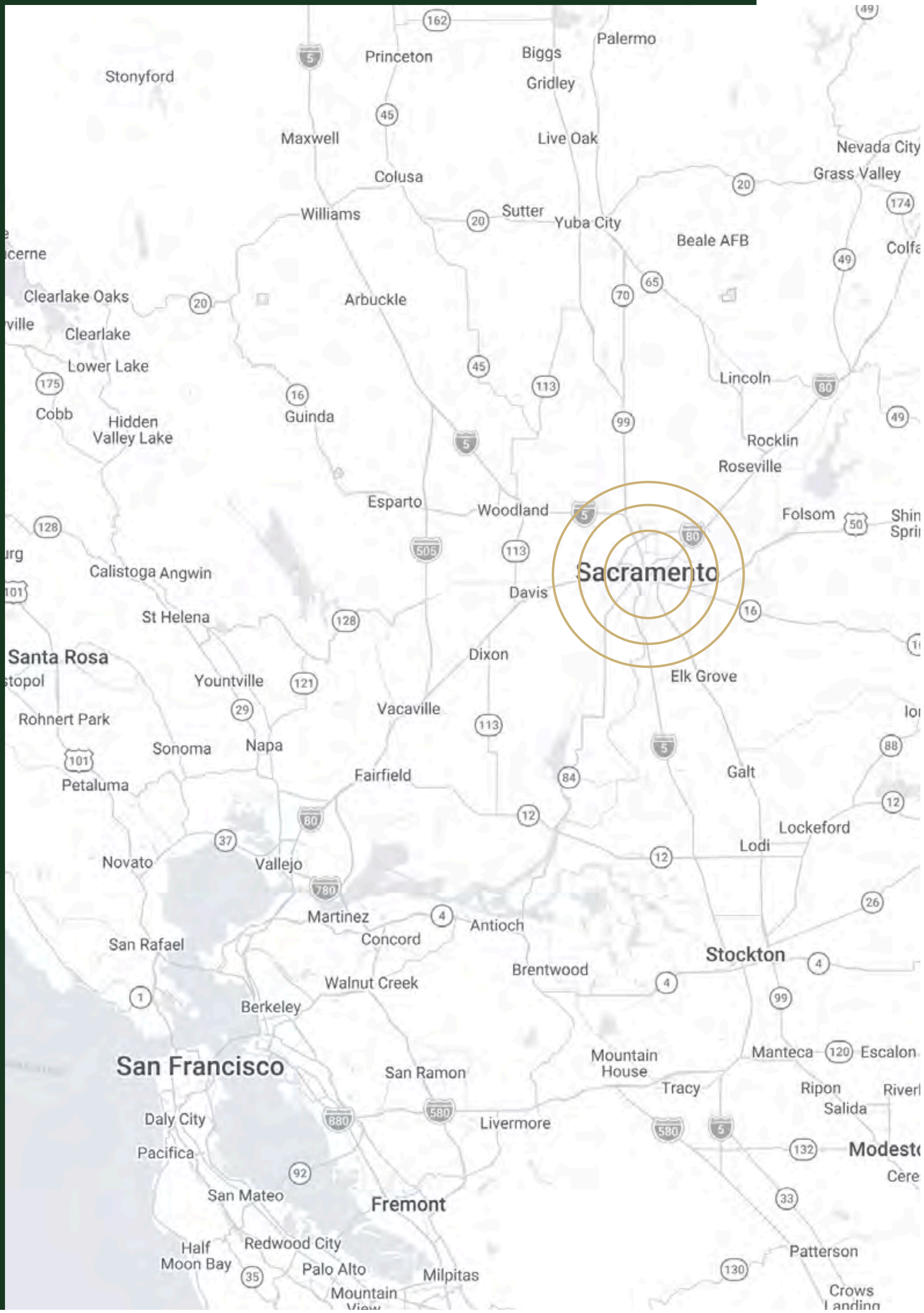
Housing fundamentals support new development, with a median home value of $564,179, average household income of $125,627 (projected to grow to $142,967 by 2030), and steady population growth. Recent multifamily, hotel, and retail developments along with the planned 350-acre Woodland Research and Technology Park near UC Davis signal continued public and private investment. Within this framework, the 21-acre Gibson Grove site is strategically positioned near major employment centers, transportation corridors, and long-term economic drivers.

Proximity

Sacramento International Airport (SMF) roughly 10 miles (≈15 min) from Woodland, offering air service to major domestic hubs.

Woodland is approximately 7–10 minutes (≈7 miles) from UC Davis, a world-class research university and talent hub, enhancing connectivity to innovation, research, and workforce pipelines.

It sits at the crossroads of Interstate 5 and State Route 113, providing direct freeway access to regional markets and the Central Valley.



Sacramento Metropolitan Area.

Gibson Grove in Woodland, California is strategically positioned within one of Northern California's most connected economic corridors, offering direct access to Sacramento, UC Davis, and Interstate 5 supporting sustained residential demand.

Sacramento, 20 miles southeast, anchors a 2.4+ million metro population driven by government, healthcare, education, technology, and agriculture. UC Davis, just 10 miles south with ~40,000 students, provides a strong research base and consistent housing demand.

The site offers immediate access to SR-113 and I-5, with I-80 nearby approximately 15 minutes to Davis, 25 minutes to downtown Sacramento, 90 minutes to the Bay Area, and 15 minutes to Sacramento International Airport.

Overall, Gibson Grove combines university adjacency, regional job centers, and major transportation access positioning Woodland as a highly competitive Northern California housing market.

Proximity

Sacramento International Airport (SMF) roughly 10 miles (≈15 min) from Woodland, offering air service to major domestic hubs.

The city is approximately 15–20 miles (about 15–25 minutes) from UC Davis, a top research university and talent source.

West Sacramento is just a couple of miles from downtown, and cities like Elk Grove, Roseville, Folsom, Citrus Heights, and Rancho Cordova are all nearby, supporting residential and employment linkage.


5 HWY.
Prairie Elementary School
Gibson Plaza
Pioneer High School
Spring Lake Park
Yolo County Fairgrounds
113 HWY.
E Gibson Road
UPS
Northern Valley Indian Health
JC Penny
Walmart
Woodland DMV
Frenchy's Liquor
GIBSON GROVE

Sacramento Metropolitan Area.

POPULATION

Total Population (2025)	62,591
2030 Population Projection	62,907
2020 to 2025 Annual Growth Rate	0.48%
2025 Median Age	37.7
2025 Businesses	2,069
2025 Employees	27,108
2025 Daytime Population	62,971
Daytime Workers	31,558
Daytime Residents	31,413

EDUCATIONAL ATTAINMENT

Associate's Degree	3,718 residents (8.7%)
Bachelor's Degree	8,588 residents (20.1%)
Graduate or Professional Degree	5,624 residents (13.2%)
Total College Educated	42% of adult population

HOUSEHOLD INCOME

2025 Average Household Income	$125,627
2030 Average Household Income	$142,967
2025 Median Household Income	$98,607
2030 Median Household Income	$115,570
Annual Household Budget	$107,280

HOUSING

2025 Median Home Value	$564,179
2025 Average Home Value	$609,809
Median Year Built of Homes	1980

GIBSON GROVE

CONTACT FOR INVESTMENT OPPORTUNITIES.

Jenny Eng
First Vice President
Lic. 01931224
213.631.8788
jenny.eng@cbre.com

Edward Matevosian
Senior Vice President
Lic. 01358783
818.823.8967
edward.matevosian@cbre.com

Anthony Verlingo
Associate
Lic. 02199810
626.827.4756
anthony.verlingo@cbre.com

Khalid Yosufzai
Transactions Management Analyst
Lic. 02132126
818.907.4706
Khalid.Yosufzai@cbre.com

CBRE