



DISCOVERY PLAZA

89,590 SF GROCERY-ANCHORED LEASEHOLD
OPPORTUNITY · NATOMAS SUBMARKET

1500 - 1590 WEST EL CAMINO AVENUE
SACRAMENTO, CA

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TAX-SHELTERED INCOME.

64 YEARS OF TERM.

BUILT TO HOLD.

DISCOVERY PLAZA

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INVESTMENT ADVISORS

PATRICK TOOMEY

Executive Director
C: (310) 403 4984
ptoomey@ipausa.com
CA Lic. #00881133

TOM LAGOS

Executive Director
C: (310) 722 8939
tlagos@ipausa.com
CA Lic. #01196027

JOSE CARRAZANA

Director
C: (786) 973 8929
jcarrazana@ipausa.com
CA Lic. #02082331

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Nails & Spa

iCuts

CALLING + STOP
STOP
HERE
TO BE SEEN FROM
1-800-7-STOP

WELCOME

Golden
Nails & Spa
916-881-5210



Exterior window display for iCuts featuring:

- Red neon "OPEN" sign
- Red neon "iCuts" logo
- Text: "Lashway Wax", "Color", "Manicure", "Facial"
- Text: "iCuts", "Nails, Hair & Wax"
- Text: "iCuts", "Nails, Hair & Wax", "916-881-5210"



NO PARKING





THE OPPORTUNITY DISCOVERY PLAZA

THE OPPORTUNITY

Institutional Property Advisors (“IPA”) is pleased to present the opportunity to acquire the leasehold interest in Discovery Plaza, located at 1500-1590 West El Camino Avenue, Sacramento, California 95833 (“the Property”), a 89,590 square foot Bel Air (Raley’s credit) anchored neighborhood shopping center at the northwest corner of West El Camino Avenue and Truxel Road in Sacramento’s Natomas submarket.

Discovery Plaza is a dominant grocery-anchored center with 465 surface parking spaces and frontage of 1,584 feet along West El Camino Avenue and 1,089 feet along Truxel Road. The Property was built in 1986 and has maintained effective full occupancy throughout multiple economic cycles.

The anchor, Bel Air Market, has operated continuously at this location since 1980, representing 45 years at a single address. The leasehold interest runs through June 30, 2090 with all four renewal options exercised, providing 64 years of remaining term. Ground rent adjusts every five years at 80% of CPI with no fair market value reset provisions and includes a Right Of First Refusal provision that gives the owner an opportunity to acquire the fee-simple interest, if the ground lessor elects to sell their interest. The Property generates \$1,481,004 of in-place NOI at 96.7% occupancy with no repositioning required.

Tax-sheltered income. 64 years of term. Built to hold.

FINANCIAL SUMMARY

OFFERING PRICE	Best Offer
OFFERING TYPE	Leasehold Interest (See “snapshot” on this page for details)
GLA	89,590 SF
LAND AREA	8.84 Acres
PARKING	465 Surface Spaces
OCCUPANCY	96.7%
WALT	6.7 Years
CAGR	2.30%

96.7%
Occupied

45-YEAR
Anchor Tenure

64 YEARS
of Remaining Ground Lease

1.7M
Annual Visits

OPERATING DATA

YEAR 1 NOI	\$1,481,004
YEAR 5 NOI	\$1,745,164
YEAR 10 NOI	\$1,922,351

GROUND LEASE SNAPSHOT

EXPIRATION	June 30, 2090
REMAINING TERM	64 Years
RENT ADJUSTMENT	CPI x 80% Every 5 Years
FMV RESETS	None
ROFR ON FEE	Yes
DEPRECIABLE BASIS	Full Purchase Price
1031 QUALIFIED	Yes



TRUXEL BOULEVARD - 16,111 VPD



BEL AIR

WELLS FARGO

W EL CAMINO AVENUE - 21,425 VPD



INVESTMENT FEATURES

TAX-SHELTERED INCOME. 64 YEARS OF TERM. BUILT TO HOLD.



**WELLS
FARGO**

BEL AIR

BEL AIR

W EL CAMINO AVENUE - 21,425 VPD

DOWNTOWN SACRAMENTO



TRUXEL BOULEVARD - 16:11 VPD





**WELLS
FARGO**

BEL AIR

W EL CAMINO AVENUE - 21,425 VPD





DOWNTOWN SACRAMENTO



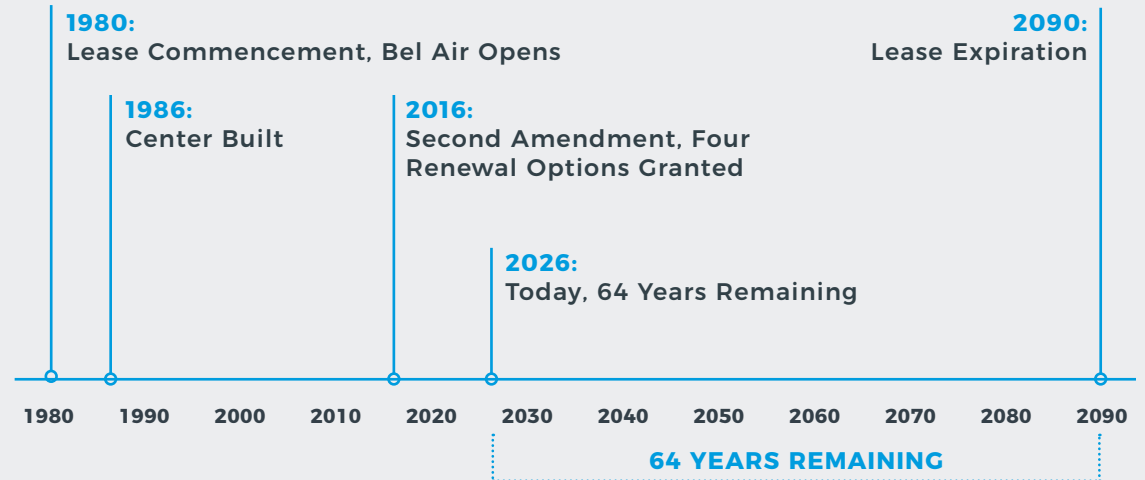
TRUXEL BOULEVARD
16.7M VPD

INVESTMENT HIGHLIGHTS

GROUND LEASE TERM THROUGH 2090. NO FMV RESETS

The leasehold interest runs to June 30, 2090 with all four renewal options exercised, providing 64 years of remaining term. Ground rent adjusts every five years at 80% of CPI with no fair market value reset provisions. The income obligation is predictable and documentable across any hold period.

GROUND LEASE TIMELINE



INVESTMENT HIGHLIGHTS

A STABLE AND KNOWN LESSOR

The fee has been held by the same private family trust since the original ground lease was executed in 1980, representing 45 years of continuous ownership at this location. This is not a municipal lessor with political exposure or a corporate lessor subject to ownership change. The ownership structure has remained consistent across the full life of the lease.

A CONTRACTUAL PATH TO FEE OWNERSHIP

Article XVI of the ground lease grants the lessee a right of first refusal on any sale of the fee. If the lessor elects to sell, the lessee has 30 days to purchase on the same terms presented to any third party. If no sale closes within one year of notice, the right resets. For buyers seeking long-duration income with optionality on the land, that path is documented, contractual, and already in place.



64 YEARS

Of Remaining Term



80% OF CPI

Ground Rent Adjustment Every 5 Years



0

Fair Market Value Resets

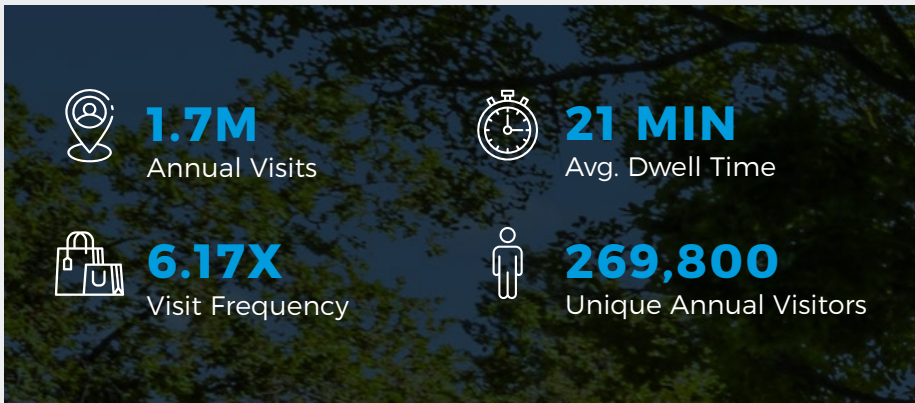
BEL AIR MARKET: 45 YEARS AT THIS LOCATION

Bel Air Market has anchored Discovery Plaza since the center opened in 1980. At 40,987 SF and 45.5% of gross leasable area, the anchor is a division of Raley's Family of Fine Stores, one of the strongest regional grocery banners in Northern California. Bel Air operates 22 locations with an established community presence that discount grocers cannot replicate.

Bel Air Market has operated through multiple economic cycles and a materially more competitive grocery landscape. It has not left. That tenure is the income floor.

1.7 MILLION ANNUAL VISITS. THREE CONSECUTIVE YEARS

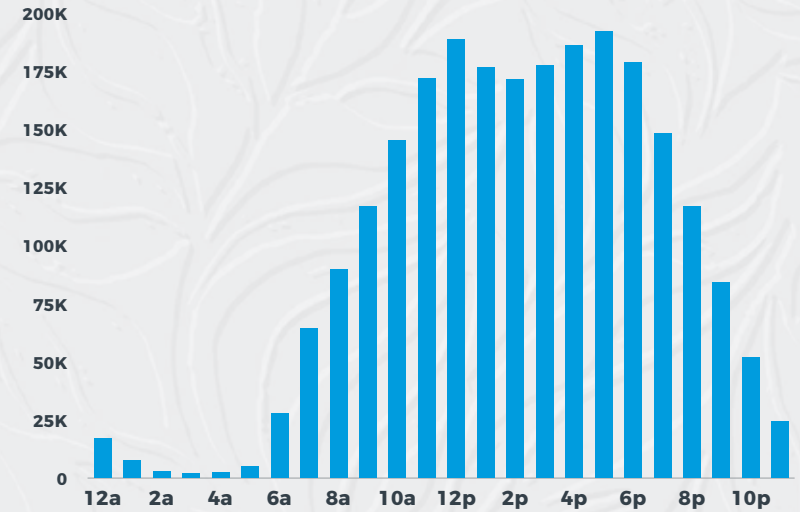
The traffic data confirms what the tenure suggests. Placer.ai data shows 1.7 million annual visits at a 6.17 visit frequency and a 21-minute average dwell time. These are not metrics that describe an occasional destination. They describe a weekly routine. That visit volume held at 1.7 million across 2023, 2024, and 2025 despite the opening of Costco Natomas in March 2024 and a more active grocery landscape in the submarket. Three consecutive years at the same visit volume in a more competitive environment is the data point that matters. The traffic floor has been tested and it has held.



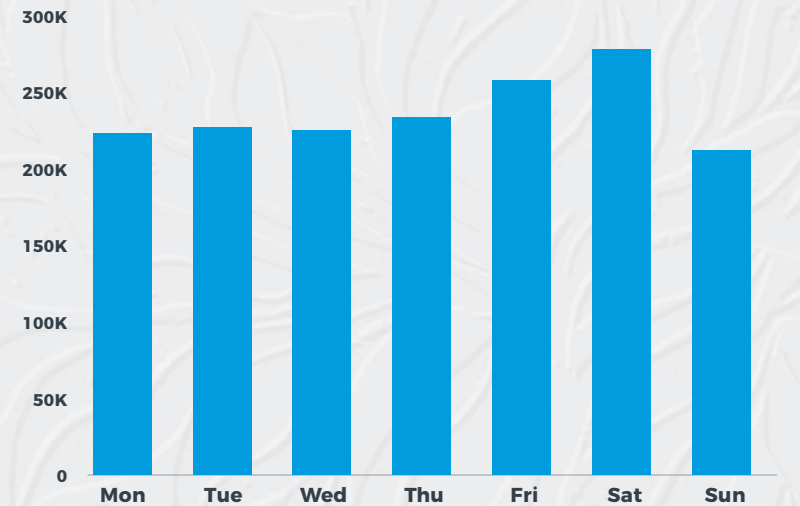
A DIFFERENT TRIP. A DIFFERENT CUSTOMER

Costco opened its Natomas location in March 2024 at 3661 Truxel Road, 1.7 miles from Discovery Plaza. It is the most significant competitive addition to the trade area in recent years. Bel Air and Costco are not competing for the same customer on the same day. Costco draws a bulk purchase trip planned days in advance. Bel Air draws a weekly necessity run. The visit data across three years confirms the distinction is real.

HOURLY VISITS



DAILY VISITS

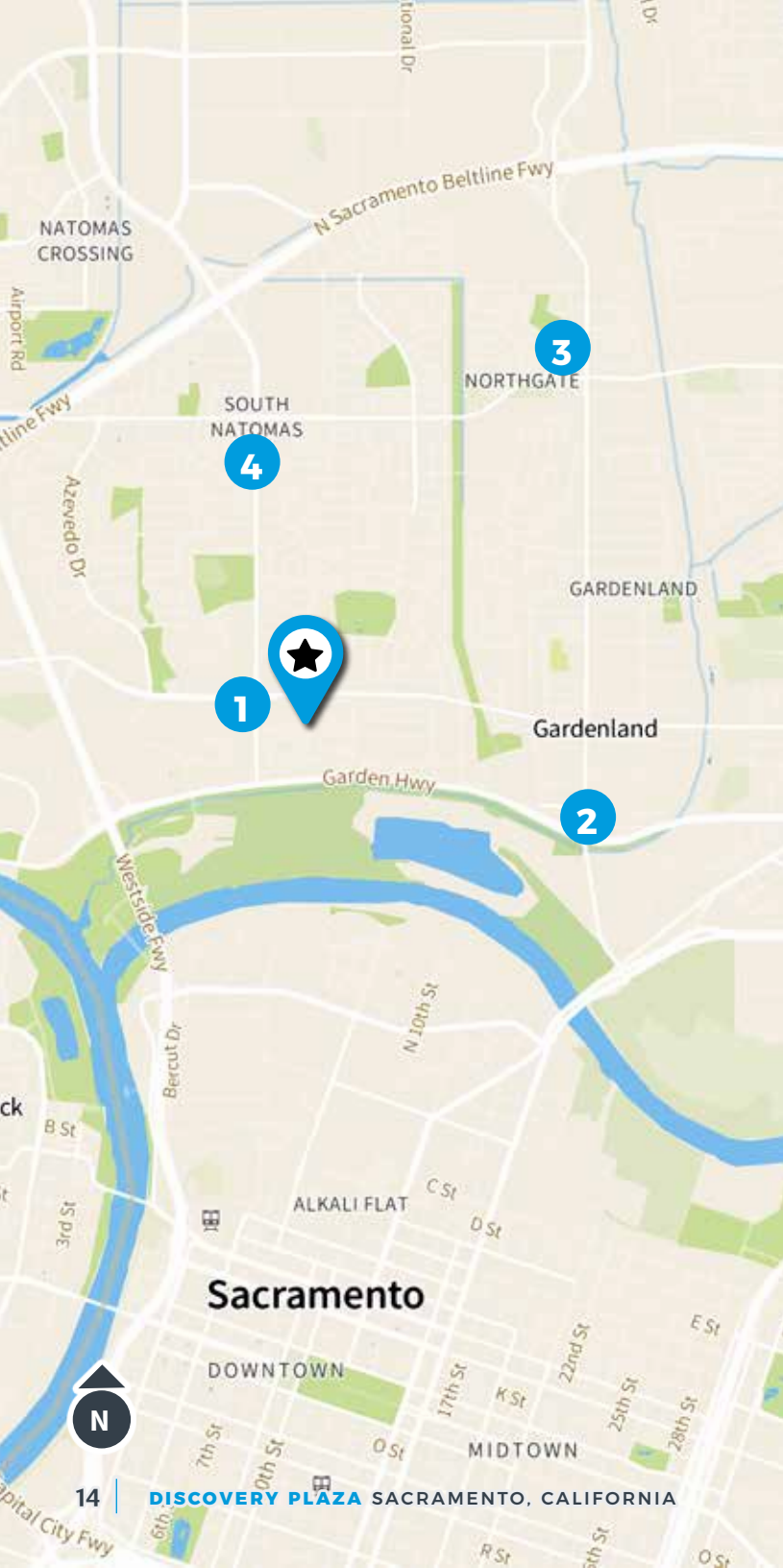


Source: Placer.ai

INVESTMENT HIGHLIGHTS

EVERY COMPETING CENTER WITHIN 3 MILES IS FULL

MAP ID	PROPERTY	DISTANCE	GLA	OCC.	ANCHOR	YEAR BUILT
★	Discovery Plaza	Subject	89,590 SF	96.7%	Bel Air	1986
1	Park Plaza	0.2 mi	49,783 SF	100%	Grocery Outlet	1986
2	San Juan Village	1.1 mi	112,863 SF	100%	FoodMaxx	1980
3	Northgate Plaza	2.5 mi	119,669 SF	100%	dd's Discounts	1979
4	Natomas Gardens	2.7 mi	107,595 SF	99.1%	Foods Co	2003

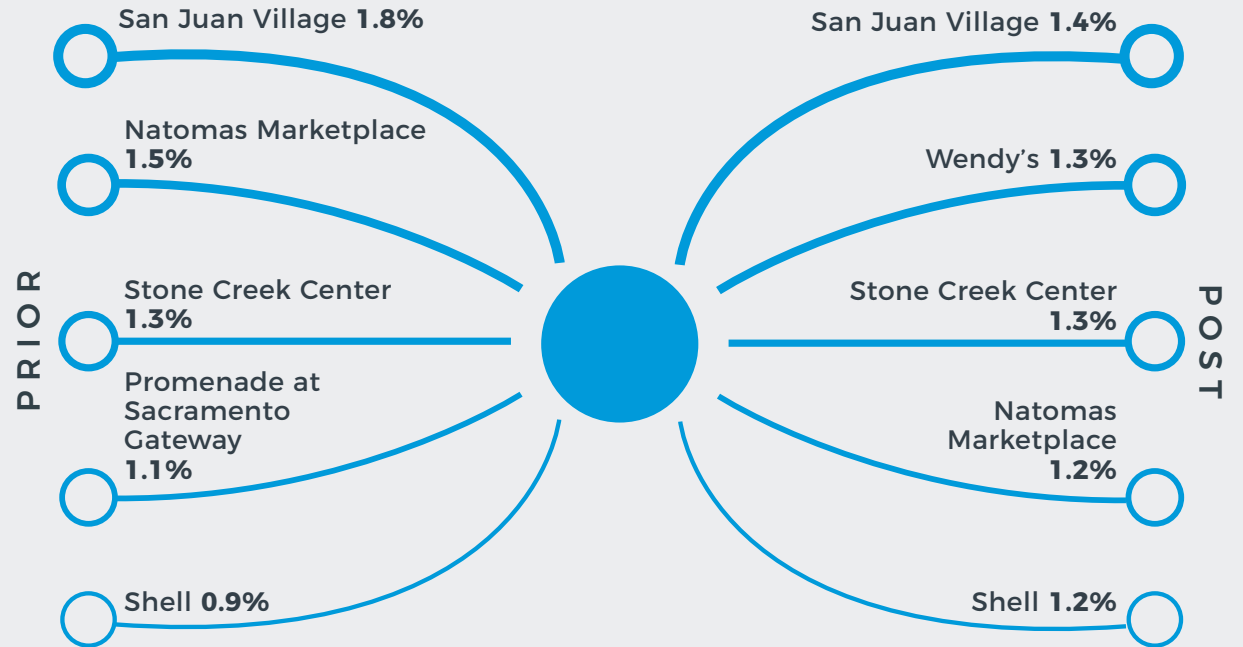


THE VISITOR JOURNEY IS LOCAL AND CONTAINED

Placer.ai cross-shopping data shows Discovery Plaza visitors traveling to and from San Juan Village, Natomas Marketplace, Stone Creek Center, and Promenade at Sacramento Gateway. All within the immediate Natomas corridor. These are Natomas residents running weekly errands, which is exactly what makes the income durable.



VISITOR JOURNEY



INVESTMENT HIGHLIGHTS

THE TRADE AREA DEMOGRAPHIC PROFILE SUPPORTS LONG-TERM INCOME DURABILITY

The true trade area capturing 70% of Discovery Plaza visits contains 152,000 residents with an average household income of \$97,500 and a median age of 36.1 years. That demographic profile, working age, middle to upper-middle income, and family oriented, is the core grocery shopper. It is also the profile that supports inline tenant performance across service, food, and daily needs categories. The Natomas corridor has continued to develop since the center opened and the trade area demographics have deepened accordingly.

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
POPULATION			
2020 Population	20,499	141,843	334,853
2025 Population	21,047	151,352	350,384
2030 Population Projection	21,390	155,104	357,595
Annual Growth 2020 to 2025	0.5%	1.3%	0.9%
Median Age	36.1	37.1	37.7
Bachelor's Degree or Higher	23%	30%	35%
HOUSEHOLDS			
2025 Households	7,435	58,136	134,746
Population Growth 2025 to 2030	1.73%	2.46%	[TBD]
Household Growth 2025 to 2030	1.60%	2.79%	[TBD]
INCOME			
Average Household Income	\$97,509	\$98,351	\$109,668

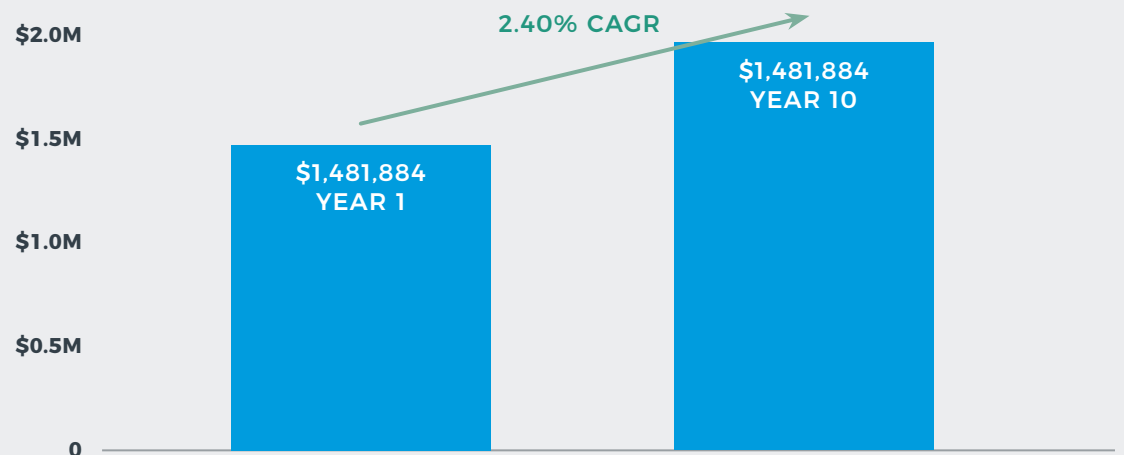


STABLE CURRENT INCOME WITH CONTRACTUAL GROWTH

Discovery Plaza generates \$1,481,884 of in-place NOI on day one with no repositioning required, no vacancy to fill, and no anchor to replace. The income foundation is set. Ground rent adjusts every five years at 80% of CPI and those escalations are already written into the ground lease document. The growth is contractual.



NOI GROWTH





INVESTMENT HIGHLIGHTS

FULL PURCHASE PRICE IS DEPRECIABLE

The after-tax yield on this acquisition materially outperforms what the in-place income alone would suggest. A leasehold acquisition allows the buyer to depreciate the full purchase price with no land component reducing the depreciable base. A cost segregation study on a 1986-built asset accelerates that benefit further by identifying personal property and land improvement components qualifying for 5, 7, and 15-year depreciation schedules.

96.7% OCCUPIED. NO REPOSITIONING REQUIRED

The center is effectively full. There is no vacancy story to manage, no anchor replacement risk to underwrite, and no lease-up timeline to execute against. The buyer acquires stabilized income from day one with a clear hold thesis and a documented exit. Average lease term remaining across the portfolio is 6.7 years, providing near-term mark-to-market opportunity as below-market leases roll to current rates.

FULL PURCHASE PRICE IS DEPRECIABLE



LEASEHOLD ACQUISITION

Full purchase price depreciable, no land deduction.



FEE SIMPLE EQUIVALENT

Approximately \$4M to \$6M non-depreciable land component removed from basis.



AFTER-TAX YIELD

The after-tax yield on a leasehold acquisition materially outperforms an equivalent fee simple investment at the same income level.



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**THE GROUND LEASE
DISCOVERY PLAZA**

GROUND LEASE ABSTRACT

This abstract reflects the Ground Lease dated February 26, 1980, as amended by the First Amendment (January 8, 1981) fixing the Commencement Date and rent schedule, and the Second Amendment (January 2016) severing the bank pad parcel, resetting base rent, and adding four renewal options. All figures and dates shown are as-amended unless noted.

KEY TERM	DETAILS
PROPERTY NAME	Discovery Plaza
LOCATION	West El Camino Avenue and Truxel Road, Sacramento, CA 95833
ORIGINAL LAND DESCRIPTION	Parcels 1 and 2, Parcel Map Book 62, Page 2, Sacramento County, as confirmed by First Amendment
ORIGINAL GROUND LEASE	February 26, 1980. Tsakopoulos and Staveris (Lessor) / West Coast Investments, CA general partnership (Lessee)
1ST AMENDMENT	January 8, 1981. Confirmed Commencement Date (July 1, 1980); revised rent schedule; updated property description and Memorandum
2ND AMENDMENT	January 2016. Severed bank pad sub-parcel; reset base rent; granted 4 renewal options; executed REA; partial assignment to AGT/KT
MEMORANDUM RECORDED	July 22, 1980. Sacramento County Official Records, Instrument No. 106780, Book 80-07-22, Page 202
1ST AMENDMENT TO MEMORANDUM	January 2016. Recorded concurrently with Second Amendment to update premises description and note renewal options
LANDLORD / FEE OWNER	George K. Tsakopoulos Marital Trust, 46%; Angelo G. Tsakopoulos 2012 Irrevocable Family Trust, 46%; Angelo G. Tsakopoulos, individually (AGT) 4%; Katherine Tsakopoulos, individually (KT) 4%
COMMENCEMENT DATE	July 1, 1980
GROUND LEASE EXPIRATION	June 30, 2090 if all four renewal options are exercised
ROFR – CENTER PARCEL	Lessor must notify Lessee of sale terms. Lessee has 30 days to agree in writing to purchase on those exact terms. If Lessee declines or fails to respond within 30 days, Lessor may sell to a third party on the same or more favorable terms. If Lessor does not close a sale within 1 year of notice, the right resets and any new sale attempt triggers the ROFR again. If Lessee purchases, this Lease terminates on vesting of title, subject to leasehold mortgagees rights.
ROFR – BANK PAD PARCEL	The ROFR does not apply to the bank pad parcel. WRI expressly acknowledged it has no further ROFR to purchase the pad upon any future fee sale.



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THE PROPERTY DISCOVERY PLAZA

THE PROPERTY

89,590 SQUARE FEET. THREE BUILDINGS. ONE CORNER THAT HAS SERVED NATOMAS FOR 45 YEARS.

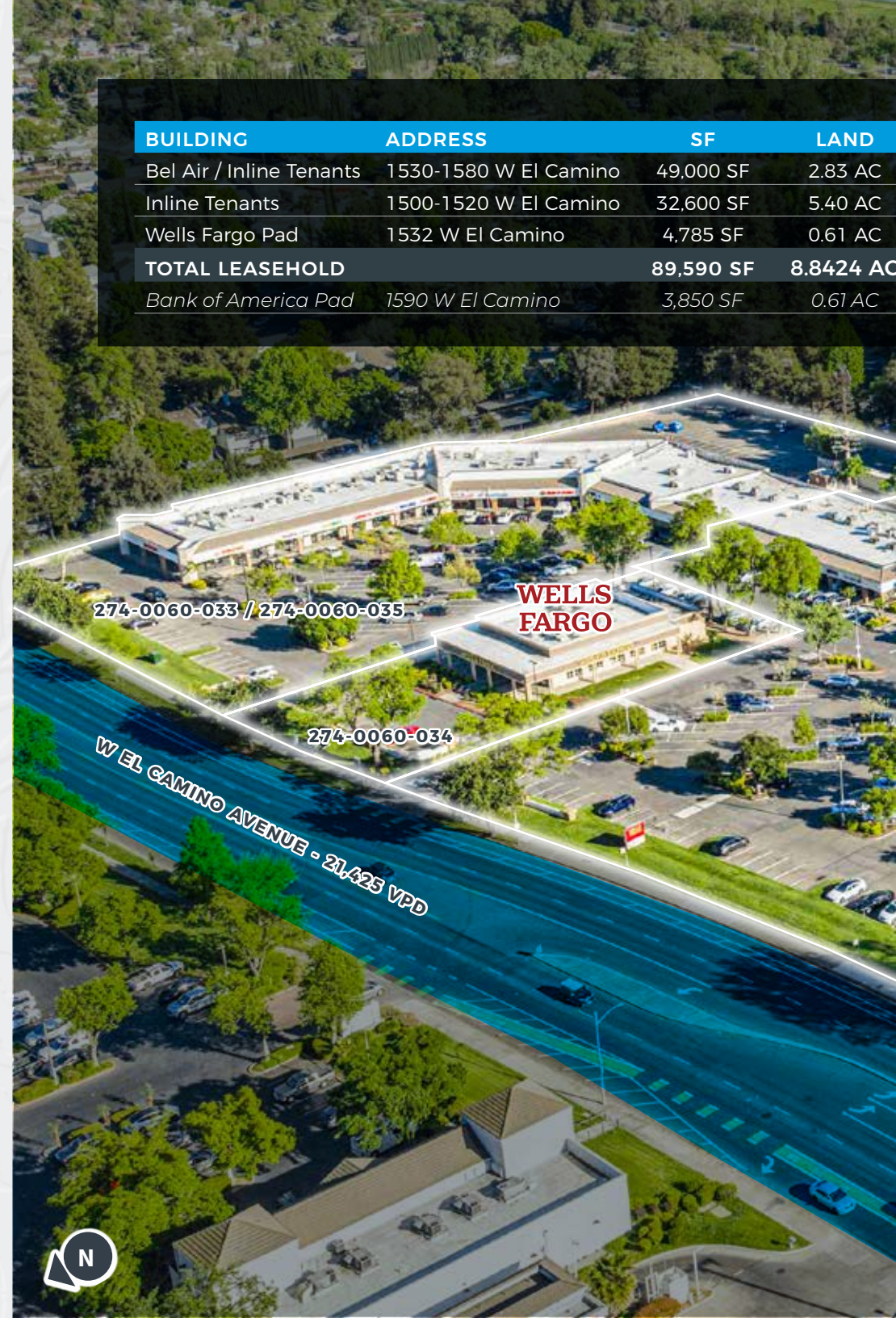
Discovery Plaza is a 89,590 square foot neighborhood shopping center situated at the northwest corner of West El Camino Avenue and Truxel Road in Sacramento's Natomas submarket. The center comprises three buildings on a ground lease parcel and was built in 1986. The property has frontage of 1,584 feet along West El Camino Avenue and 1,089 feet along Truxel Road, providing exceptional visibility and access from two of the Natomas corridor's primary commercial streets.

The center is configured as an L-shaped main building anchored by Bel Air Market at the western end, with inline tenant space running east along West El Camino Avenue. The Wells Fargo pad building sits at the northeast corner of the parcel with direct frontage on both streets. A total of 465 surface parking spaces serve the center at a ratio of approximately 5.19 spaces per 1,000 SF of gross leasable area.

The property is zoned SC-R and is situated within the North Natomas Specific Plan area. Access is provided via multiple curb cuts on both West El Camino Avenue and Truxel Road. Sacramento International Airport is approximately 10 miles northwest of the property, a 16-minute drive.

Note: The Bank of America pad at 1590 West El Camino Avenue is subject to a separate direct ground lease between the fee owner and a third party and is not part of this offering. See The Ground Lease section for details.

BUILDING	ADDRESS	SF	LAND
Bel Air / Inline Tenants	1530-1580 W El Camino	49,000 SF	2.83 AC
Inline Tenants	1500-1520 W El Camino	32,600 SF	5.40 AC
Wells Fargo Pad	1532 W El Camino	4,785 SF	0.61 AC
TOTAL LEASEHOLD		89,590 SF	8.8424 AC
Bank of America Pad	1590 W El Camino	3,850 SF	0.61 AC



APN	NOTES
274-0060-033	Part of Leasehold
274-0060-033 / 274-0060-035	Part of Leasehold
274-0060-034	Part of Leasehold
274-0060-024	NOT PART OF OFFERING



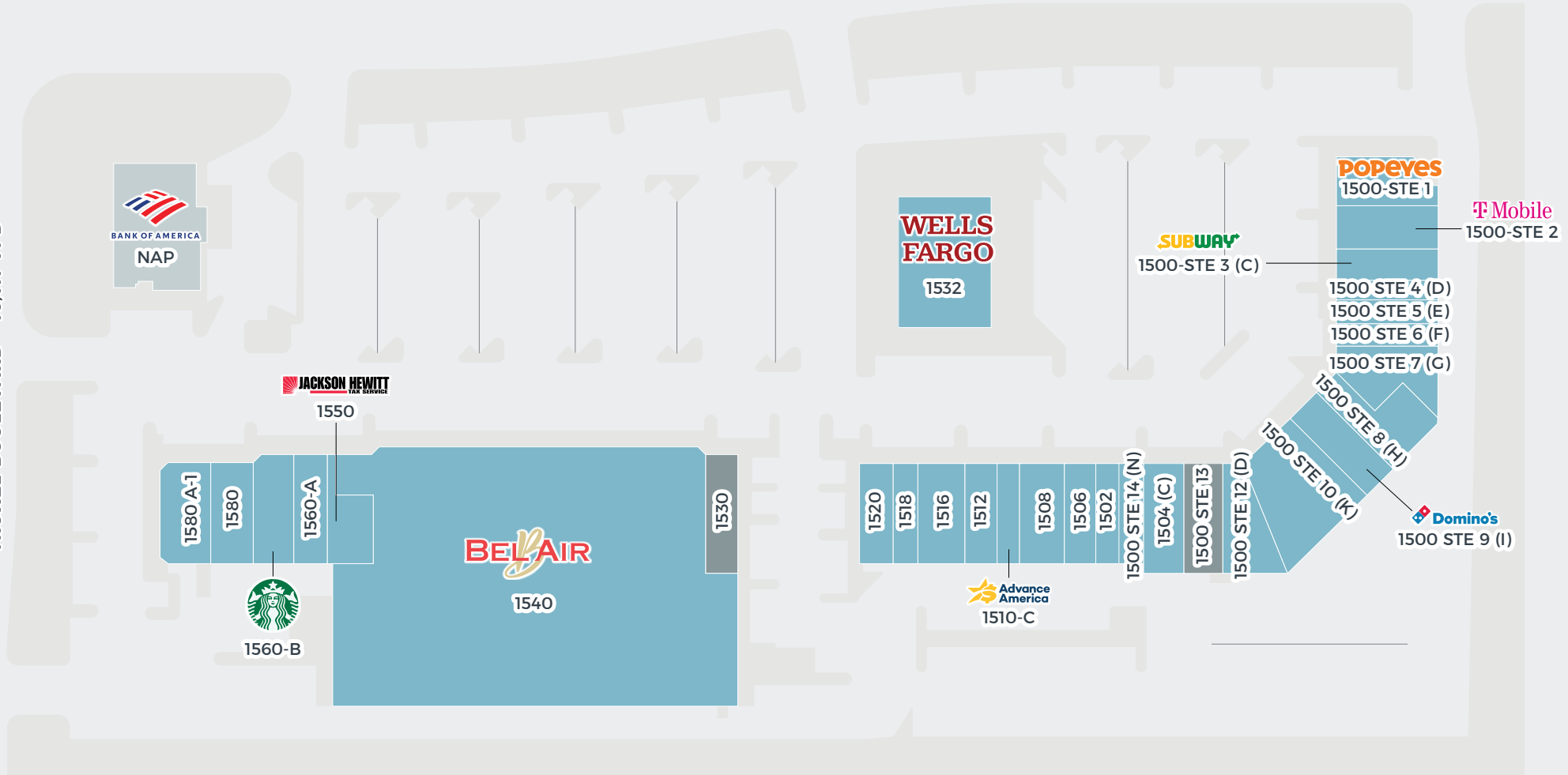
PROPERTY OVERVIEW

ADDRESS	1500-1580 W El Camino Ave Sacramento, CA 95833
SUBMARKET	Natomas, Sacramento
YEAR BUILT	1986
GROSS LEASABLE AREA	89,590 SF
NUMBER OF BUILDINGS	3
LAND AREA	385,176 SF; 8.8424 Acres
ZONING	SC-R
PARKING	465 Surface Spaces
PARKING RATIO	5.19 / 1,000 SF
FRONTAGE W EL CAMINO AVE	1,584 FT
FRONTAGE TRUXEL RD	1,089 FT
CONSTRUCTION	Wood Frame
STORIES	1
SPRINKLERS	Yes
TRAFFIC W EL CAMINO AVE	21,425 VPD (2025)
TRAFFIC TRUXEL RD	16,111 VPD (2025)
AIRPORT DISTANCE	Sacramento International 10.1 Miles / 15 Minutes

SITE PLAN

W EL CAMINO AVENUE - 21,425 VPD

TRUXEL BOULEVARD - 16,111 VPD



TENANT	SUITE	SF
Bel Air Market	1540	40,987
Wells Fargo Bank - GL	1532	4,769
Rent A Center	1500 Ste 10 (K)	3,995
Yi Long Dumpling	1500 Ste 8 (H)	2,170
Lollie's Laundry	1500 Ste 7 (G)	2,070
Launderland	1500 Ste 12 (D)	2,036
Popeye's	1500-Ste 1	2,000
Taqueria Roberto Jr.	1580 A-1	1,961
Azucar Sushi	1516	1,950
Main St. Bagel Cafe	1580	1,914
Red Carpet Liquor	1508	1,885
Vacant	1500 Ste 13	1,750
Clothes4Bros	1500 Ste 14 (N)	1,750
Metro by T-Mobile	1500-Ste 2	1,730
Domino's Pizza	1500 Ste 9 (I)	1,575
Amanda Beauty Supply & Hair Studio	1560-A	1,465
Starbucks	1560-B	1,322
Subway	1500-Ste 3 (C)	1,300
I Cuts	1506	1,300
Fay Jewelers	1512	1,300
The UPS Store	1520	1,300
Vacant	1530	1,199
Jackson Hewitt Tax Services	1550	1,077
Advance America	1510-C	1,005
Camino Massage	1500 Ste 6 (F)	975
Golden Salon and Spa	1504 (C)	975
Anthony's Italian Cuisine	1518	975
Sacramento PD	1502	975
All Cigarettes Cheaper	1500 Ste 4 (D)	940
Total Wireless	1500 Ste 5 (E)	940
Metro PCS - Cell Tower	X01	1



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THE NUMBERS
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ASSUMPTIONS

GLOBAL ASSUMPTIONS

CALENDAR YEAR ANALYSIS

Analysis Start Date:	Sep-26
Analysis End Date:	Aug-36
Term of Analysis:	10 Years
Gross Leasable Area:	89,591
Initial Occupancy:	96.7%

LEASING COMMISSIONS

Lease Yrs 1-5:	6.0% New / 3.0% Renew
Lease Yrs 6-10:	3.0% New / 1.5% Renew
Management Fee:	4.0% of Effective Gross Revenue
Capital Reserve:	\$0.15 / SF
General Vacancy Loss:	5.0% of Potential Gross Revenue
Excluded from Vacancy Loss:	Starbucks, Bel Air Market, Rent A Center, Popeye's, Wells Fargo

INFLATION

General Inflation:	3.00%
Real Estate Tax Growth:	2.00%
Market Rent Growth:	3.00%

ADDITIONAL NOTES

- Cal Recycle is modeled as expiring in 2028; assumed rent continues with a 3% increase

MARKET LEASING ASSUMPTIONS

MLA	TERM (YRS)	MARKET RENT	RENT STEPS	FREE RENT NEW	FREE RENT RENEW	TI NEW	TI RENEW	RENEW PROB	DOWNTIME	RECOVERY METHOD
\$24.00 Mkt	5	\$24.00	3.0%	0 Mos	0 Mos	\$25.00	\$0.00	75.0%	9 Mos	Continue Prior
\$18.00 Mkt	10	\$18.00	10% Yr 6	0 Mos	0 Mos	\$25.00	\$0.00	75.0%	9 Mos	Continue Prior
\$13.50 Mkt - Anchor	10	\$13.50	10% Yr 6	0 Mos	0 Mos	\$20.00	\$0.00	85.0%	12 Mos	Continue Prior
\$36.00 Mkt	5	\$36.00	3.0%	0 Mos	0 Mos	\$25.00	\$0.00	75.0%	9 Mos	Continue Prior
Metro PCS - Cell Tower	5	\$32,500.00	2.0%	0 Mos	0 Mos	\$0.00	\$0.00	75.0%	9 Mos	None
\$25.00 Mkt	5	\$25.00	3.0%	0 Mos	0 Mos	\$25.00	\$0.00	75.0%	9 Mos	Continue Prior
\$30.00 Mkt	5	\$30.00	3.0%	0 Mos	0 Mos	\$25.00	\$0.00	75.0%	9 Mos	Continue Prior
\$26.00 Mkt	5	\$26.00	3.0%	0 Mos	0 Mos	\$25.00	\$0.00	75.0%	9 Mos	Continue Prior
Wells Fargo - Pad	10	\$28.00	10% Yr 6	0 Mos	0 Mos	\$20.00	\$0.00	85.0%	9 Mos	Continue Prior
\$23.00 Mkt	5	\$23.00	3.0%	0 Mos	0 Mos	\$25.00	\$0.00	75.0%	9 Mos	Continue Prior
\$19.00 Mkt	10	\$19.00	10% Yr 6	0 Mos	0 Mos	\$25.00	\$0.00	75.0%	9 Mos	Continue Prior
\$42.00 Mkt	5	\$42.00	3.0%	0 Mos	0 Mos	\$25.00	\$0.00	75.0%	9 Mos	Continue Prior
\$50.00 Mkt	5	\$50.00	3.0%	0 Mos	0 Mos	\$25.00	\$0.00	75.0%	9 Mos	Continue Prior
Rent-a-Center	10	\$19.00	10% Yr 6	0 Mos	0 Mos	\$25.00	\$0.00	85.0%	9 Mos	Continue Prior
Sacramento PD	5	\$1/month	3.0%	0 Mos	0 Mos	\$25.00	\$0.00	75.0%	9 Mos	Continue Prior
\$27.00 Mkt	5	\$27.00	3.0%	0 Mos	0 Mos	\$25.00	\$0.00	75.0%	9 Mos	Continue Prior

VACANT LEASE UP

AVAILABLE SUITES	MLA	SF	START DATE	TERM (YRS)	INITIAL RENT	RENT STEPS	FREE RENT NEW	TI NEW	LC NEW	RECOVERY METHOD
1500 Ste 13	\$36.00 Mkt	1,750	Sep-27	5	\$37.08	3.0%	0 Mos	\$25.75	6% / 3%	Continue Prior
1530	\$36.00 Mkt	1,199	Sep-27	5	\$37.08	3.0%	0 Mos	\$25.75	6% / 3%	Continue Prior

CASH FLOW

TOTAL GLA: 89,590 SF START DATE: SEP-26	PER SF	YEAR 1 AUG-27	YEAR 2 AUG-28	YEAR 3 AUG-29	YEAR 4 AUG-30	YEAR 5 AUG-31	YEAR 6 AUG-32	YEAR 7 AUG-33	YEAR 8 AUG-34	YEAR 9 AUG-35	YEAR 10 AUG-36
Avg Annual Occupancy		96.66%	95.41%	93.26%	95.53%	96.66%	95.99%	91.84%	91.71%	95.53%	95.06%
POTENTIAL GROSS REVENUE											
Potential Base Rent	\$22.39	\$2,006,372	\$2,059,010	\$2,120,995	\$2,180,555	\$2,235,689	\$2,277,092	\$2,327,863	\$2,377,839	\$2,429,990	\$2,508,265
Absorption & Turnover Vacancy	(\$1.21)	(\$108,287)	(\$28,491)	(\$20,597)	(\$18,740)	\$0	(\$52,158)	(\$82,567)	(\$49,185)	(\$21,724)	(\$39,704)
BASE RENTAL REVENUE	\$21.19	\$1,898,085	\$2,030,519	\$2,100,397	\$2,161,815	\$2,235,689	\$2,224,934	\$2,245,296	\$2,328,653	\$2,408,266	\$2,468,561
Total Expense Recoveries	\$8.55	\$766,146	\$813,669	\$839,711	\$865,728	\$898,828	\$910,153	\$925,347	\$968,536	\$1,006,641	\$1,031,310
License Agreements	\$0.34	\$30,169	\$30,868	\$33,038	\$33,717	\$34,417	\$35,137	\$35,879	\$36,644	\$37,431	\$38,242
TOTAL GROSS REVENUE	\$30.07	\$2,694,399	\$2,875,056	\$2,973,146	\$3,061,260	\$3,168,933	\$3,170,224	\$3,206,523	\$3,333,833	\$3,452,338	\$3,538,113
Vacancy Allowance	\$0.00	\$0	(\$60,737)	(\$63,455)	(\$68,360)	(\$90,468)	(\$58,350)	(\$50,517)	(\$50,196)	(\$79,974)	(\$72,362)
EFFECTIVE GROSS REVENUE	\$30.07	\$2,694,399	\$2,814,318	\$2,909,691	\$2,992,900	\$3,078,465	\$3,111,874	\$3,156,006	\$3,283,637	\$3,372,364	\$3,465,751
OPERATING EXPENSES											
Management Fee	\$1.20	\$107,776	\$112,573	\$116,388	\$119,716	\$123,139	\$124,475	\$126,240	\$131,345	\$134,895	\$138,630
Security	\$1.58	\$141,240	\$145,477	\$149,841	\$154,337	\$158,967	\$163,736	\$168,648	\$173,707	\$178,919	\$184,286
Fire Sprinkler Repair	\$0.03	\$2,766	\$2,849	\$2,935	\$3,023	\$3,114	\$3,207	\$3,303	\$3,402	\$3,504	\$3,610
Pest Control	\$0.03	\$2,264	\$2,332	\$2,402	\$2,474	\$2,549	\$2,625	\$2,704	\$2,785	\$2,868	\$2,955
Landscaping	\$0.46	\$41,551	\$42,797	\$44,081	\$45,404	\$46,766	\$48,169	\$49,614	\$51,102	\$52,635	\$54,214
Grounds Maint/Janitorial	\$0.42	\$37,582	\$38,710	\$39,871	\$41,067	\$42,299	\$43,568	\$44,875	\$46,221	\$47,608	\$49,036
Sweeping	\$0.26	\$23,500	\$24,205	\$24,931	\$25,679	\$26,449	\$27,243	\$28,060	\$28,902	\$29,769	\$30,662
Steam Cleaning	\$0.17	\$14,889	\$15,336	\$15,796	\$16,270	\$16,758	\$17,261	\$17,778	\$18,312	\$18,861	\$19,427
Trash	\$0.72	\$64,926	\$66,874	\$68,880	\$70,947	\$73,075	\$75,267	\$77,525	\$79,851	\$82,247	\$84,714
Parking Lot	\$0.04	\$3,366	\$3,467	\$3,571	\$3,678	\$3,788	\$3,902	\$4,019	\$4,140	\$4,264	\$4,392
Property Taxes	\$2.64	\$236,535	\$241,266	\$246,092	\$251,013	\$256,034	\$261,154	\$266,377	\$271,705	\$277,139	\$282,682
Repairs & Maintenance	\$0.34	\$30,336	\$31,246	\$32,183	\$33,149	\$34,143	\$35,168	\$36,223	\$37,309	\$38,429	\$39,582
Utilities	\$0.68	\$61,017	\$62,848	\$64,733	\$66,675	\$68,675	\$70,735	\$72,858	\$75,043	\$77,295	\$79,613
Insurance	\$0.53	\$47,274	\$52,001	\$57,202	\$62,922	\$69,214	\$76,135	\$83,749	\$92,124	\$101,336	\$111,470
Ground Lease Expenses	\$4.45	\$398,373	\$398,373	\$398,373	\$398,373	\$408,332	\$458,128	\$458,128	\$458,128	\$458,128	\$458,128
TOTAL OPERATING EXPENSES	\$13.54	\$1,213,396	\$1,240,354	\$1,267,278	\$1,294,725	\$1,333,301	\$1,410,773	\$1,440,102	\$1,474,078	\$1,507,896	\$1,543,400
NET OPERATING INCOME	\$16.53	\$1,481,004	\$1,573,965	\$1,642,412	\$1,698,175	\$1,745,164	\$1,701,100	\$1,715,904	\$1,809,560	\$1,864,468	\$1,922,351
LEASING COSTS											
Tenant Improvements	\$0.00	\$0	\$109,917	\$32,185	\$24,796	\$0	\$45,805	\$82,220	\$94,328	\$28,746	\$52,959
Leasing Commissions	\$0.00	\$5,591	\$68,867	\$24,605	\$22,386	\$0	\$81,403	\$86,247	\$80,098	\$25,951	\$48,287
Reserves	\$0.15	\$13,707	\$14,118	\$14,542	\$14,978	\$15,428	\$15,890	\$16,367	\$16,858	\$17,364	\$17,885
TOTAL LEASING COSTS	\$0.15	\$19,298	\$192,902	\$71,332	\$62,160	\$15,428	\$143,098	\$184,834	\$191,284	\$72,061	\$119,131
CASH FLOW BEFORE DEBT	\$16.38	\$1,461,706	\$1,381,062	\$1,571,081	\$1,636,014	\$1,729,737	\$1,558,002	\$1,531,070	\$1,618,276	\$1,792,407	\$1,803,220
CapEx % of NOI		1.30%	12.26%	4.34%	3.66%	0.88%	8.41%	10.77%	10.57%	3.86%	6.20%
Cummulative NOI Growth		0.00%	6.28%	10.90%	14.66%	17.84%	14.86%	15.86%	22.18%	25.89%	29.80%
CAGR		0.00%	3.09%	3.51%	3.48%	3.34%	2.34%	2.13%	2.54%	2.59%	2.64%

RENT ROLL

SUITE	TENANT	SQ. FT	% OF GLA	LEASE TERMS		BASE RENT			RENT ESCALATIONS			MLA TYPE	MARKET RENT	IN-PLACE % OF MARKET	UPON EXPIRATION
				START	EXPIRE	PSF	ANNUAL	MONTHLY	DATE	PSF	ANNUAL				
1540	Bel Air Market	40,987	45.7%	Apr-84	Mar-36	\$13.12	\$537,954	\$44,830				\$13.50 Mkt - Anchor	\$13.50	97.2%	Option
1532	Wells Fargo Bank - GL	4,769	5.3%	May-87	Apr-27	\$26.21	\$125,000	\$10,417				Wells Fargo - Pad	\$28.00	93.6%	Option
1500 Ste 10 (K)	Rent A Center	3,995	4.5%	Apr-22	Apr-27	\$18.23	\$72,842	\$6,070				\$19.00 Mkt	\$19.00	96.0%	Option
1500 Ste 8 (H)	Yi Long Dumpling	2,170	2.4%	Feb-24	Jan-34	\$27.00	\$58,590	\$4,883	Feb-27	\$27.81	\$60,348	\$27.00 Mkt	\$27.00	100.0%	Market
									Feb-28	\$28.64	\$62,158				
									Feb-29	\$29.50	\$64,023				
									Feb-30	\$30.39	\$65,944				
									Feb-31	\$31.30	\$67,922				
									Feb-32	\$32.24	\$69,960				
									Feb-33	\$33.21	\$72,058				
1500 Ste 7 (G)	Lollie's Laundry	2,070	2.3%	Aug-13	Jul-35	\$26.21	\$54,245	\$4,520	Aug-27	\$27.12	\$56,144	\$30.00 Mkt	\$30.00	87.4%	Option
									Aug-28	\$28.07	\$58,109				
									Aug-29	\$29.05	\$60,143				
									Aug-30	\$30.07	\$62,247				
									Aug-31	\$31.12	\$64,426				
									Aug-32	\$32.21	\$66,681				
									Aug-33	\$33.34	\$69,015				
									Aug-34	\$34.51	\$71,430				
1500 Ste 12 (D)	Launderland	2,036	2.3%	Mar-94	Mar-29	\$31.98	\$65,111	\$5,426	Apr-27	\$32.94	\$67,066	\$36.00 Mkt	\$36.00	88.8%	Market
									Apr-28	\$33.92	\$69,061				
1500-Ste 1	Popeye's	2,000	2.2%	May-19	May-29	\$29.70	\$59,400	\$4,950				\$30.00 Mkt	\$30.00	99.0%	Option
1580 A-1	Taqueria Roberto Jr.	1,961	2.2%	Nov-21	Nov-26	\$40.52	\$79,456	\$6,621				\$42.00 Mkt	\$42.00	96.5%	Option
1516	Azucar Sushi	1,950	2.2%	May-12	Feb-30	\$25.74	\$50,197	\$4,183	Mar-27	\$26.39	\$51,452	\$27.00 Mkt	\$27.00	95.3%	Market
									Mar-28	\$27.05	\$52,738				
									Mar-29	\$27.72	\$54,056				
1580	Main St. Bagel Cafe	1,914	2.1%	Dec-15	Jul-32	\$35.07	\$67,125	\$5,594	Aug-27	\$35.77	\$68,468	\$36.00 Mkt	\$36.00	97.4%	Market
									Aug-28	\$36.49	\$69,837				
									Aug-29	\$37.22	\$71,234				
									Aug-30	\$37.96	\$72,659				
									Aug-31	\$38.72	\$74,112				
1508	Red Carpet Liquor	1,885	2.1%	Jul-02	Jun-36	\$51.37	\$96,824	\$8,069	Jul-27	\$52.39	\$98,761	\$50.00 Mkt	\$50.00	102.7%	Option
									Jul-28	\$53.96	\$101,723				
									Jul-29	\$55.58	\$104,775				
									Jul-30	\$57.25	\$107,918				
									Jul-31	\$58.97	\$111,156				
									Jul-32	\$60.74	\$114,491				
									Jul-33	\$62.56	\$117,925				
									Jul-34	\$64.44	\$121,463				
									Jul-35	\$66.37	\$125,107				
1500 Ste 14 (N)	Clothes4Bros	1,750	2.0%	Feb-18	Apr-28	\$21.07	\$36,872	\$3,073	May-27	\$21.70	\$37,978	\$23.00 Mkt	\$23.00	100.0%	Market
1500-Ste 2	Metro by T-Mobile	1,730	1.9%	Feb-21	Jan-29	\$19.78	\$34,212	\$2,851	Feb-27	\$20.37	\$35,239	\$23.00 Mkt	\$23.00	86.0%	Market
									Feb-28	\$20.98	\$36,296				
1500 Ste 9 (I)	Domino's Pizza	1,575	1.8%	Dec-14	Dec-29	\$30.13	\$47,455	\$3,955	Jan-27	\$30.73	\$48,400	\$30.00 Mkt	\$30.00	100.4%	Market
									Jan-28	\$31.35	\$49,376				
									Jan-29	\$31.98	\$50,369				

SUITE	TENANT	SQ. FT	% OF GLA	LEASE TERMS		BASE RENT			RENT ESCALATIONS			MLA TYPE	MARKET RENT	IN-PLACE % OF MARKET	UPON EXPIRATION
				START	EXPIRE	PSF	ANNUAL	MONTHLY	DATE	PSF	ANNUAL				
1560-A	Amanda Beauty Supply & Hair	1,465	1.6%	Jun-25	May-31	\$24.72	\$36,215	\$3,018	Jun-27	\$25.46	\$37,301	\$26.00 Mkt	\$26.00	95.1%	Option
1560-B	Starbucks	1,322	1.5%	Feb-98	Apr-28	\$35.20	\$46,534	\$3,878	Jun-28	\$26.23	\$38,420	\$36.00 Mkt	\$36.00	97.8%	Market
1500-Ste 3 (C)	Subway	1,300	1.5%	Oct-10	Oct-30	\$28.20	\$36,660	\$3,055	Jun-29	\$27.01	\$39,573	\$30.00 Mkt	\$30.00	94.0%	Option
									Jun-30	\$27.82	\$40,760				
1506	I Cuts	1,300	1.5%	Nov-20	Nov-30	\$25.04	\$32,556	\$2,713	Nov-26	\$29.05	\$37,760	\$30.00 Mkt	\$30.00	83.5%	Option
									Nov-27	\$29.92	\$38,893				
									Nov-28	\$30.81	\$40,059				
									Nov-29	\$31.74	\$41,261				
1512	Fay Jewelers	1,300	1.5%	Nov-11	Oct-30	\$28.13	\$36,573	\$3,048	Dec-26	\$25.79	\$33,533	\$30.00 Mkt	\$30.00	83.5%	Option
									Dec-27	\$26.57	\$34,539				
									Dec-28	\$27.37	\$35,575				
									Dec-29	\$28.19	\$36,642				
1520	The UPS Store	1,300	1.5%	Feb-25	Feb-35	\$24.72	\$32,136	\$2,678	Nov-26	\$28.98	\$37,670	\$30.00 Mkt	\$30.00	93.8%	Option
									Nov-27	\$29.85	\$38,800				
									Nov-28	\$30.74	\$39,964				
									Nov-29	\$31.66	\$41,163				
1520	The UPS Store	1,300	1.5%	Feb-25	Feb-35	\$24.72	\$32,136	\$2,678	Mar-27	\$25.46	\$33,100	\$27.00 Mkt	\$27.00	91.6%	Option
									Mar-28	\$26.23	\$34,093				
									Mar-29	\$27.01	\$35,116				
									Mar-30	\$27.82	\$36,169				
									Mar-31	\$28.66	\$37,254				
									Mar-32	\$29.52	\$38,372				
									Mar-33	\$30.40	\$39,523				
									Mar-34	\$31.31	\$40,709				
1550	Jackson Hewitt Tax Services	1,077	1.2%	Oct-19	Apr-28	\$25.51	\$27,476	\$2,290	May-27	\$26.02	\$28,025	\$30.00 Mkt	\$30.00	85.0%	Market
1510-C	Advance America	1,005	1.1%	Sep-98	Aug-27	\$41.07	\$41,271	\$3,439				\$42.00 Mkt	\$42.00	97.8%	Market
1502	Sacramento PD - MTM (PENDING)	975	1.1%	Sep-26	Aug-28	\$0.01	\$12	\$1				Sacramento PD	\$1/month		Market
1500 Ste 6 (F)	Camino Massage	975	1.1%	Apr-23	Apr-28	\$26.23	\$25,570	\$2,131	May-27	\$27.01	\$26,337	\$30.00 Mkt	\$30.00	87.4%	Option
1504 (C)	Golden Salon and Spa	975	1.1%	Dec-23	Dec-28	\$27.96	\$27,261	\$2,272	Jan-27	\$28.80	\$28,080	\$30.00 Mkt	\$30.00	93.2%	Option
									Jan-28	\$29.76	\$29,016				
1518	Anthony's Italian Cuisine	975	1.1%	Nov-11	Oct-26	\$35.47	\$34,583	\$2,882				\$36.00 Mkt	\$36.00	98.5%	Market
1500 Ste 4 (D)	All Cigarettes Cheaper	940	1.0%	May-01	Sep-31	\$61.57	\$57,874	\$4,823	Oct-27	\$63.41	\$59,610	\$50.00 Mkt	\$50.00	123.1%	Market
									Oct-28	\$65.32	\$61,398				
									Oct-29	\$67.28	\$63,240				
									Oct-30	\$69.30	\$65,137				
1500 Ste 5 (E)	Total Wireless	940	1.0%	Nov-25	Nov-30	\$27.00	\$25,380	\$2,115	Dec-26	\$27.81	\$26,141	\$27.00 Mkt	\$27.00	100.0%	Option
									Dec-27	\$28.64	\$26,926				
									Dec-28	\$29.50	\$27,733				
									Dec-29	\$30.39	\$28,565				
X01	Metro PCS - Cell Tower	1	0.0%	Nov-08	Nov-28	\$33,471.48	\$33,471	\$2,789	Dec-26	\$34,140.96	\$34,141	Metro PCS - Cell Tower	\$32,500.00	103.0%	Option
									Dec-27	\$34,823.76	\$34,824				
1500 Ste 13		1,750	2.0%									\$36.00 Mkt	\$36.00		
1530		1,199	1.3%									\$36.00 Mkt	\$36.00		
Total Leased GLA		86,642	96.7%			\$21.69	\$1,878,855	\$156,571					\$22.54	96.2%	Avg. Term
Total Vacant		2,949	3.3%												6.7 Years
Total Building Area		89,591	100%												

LEASE EXPIRATION

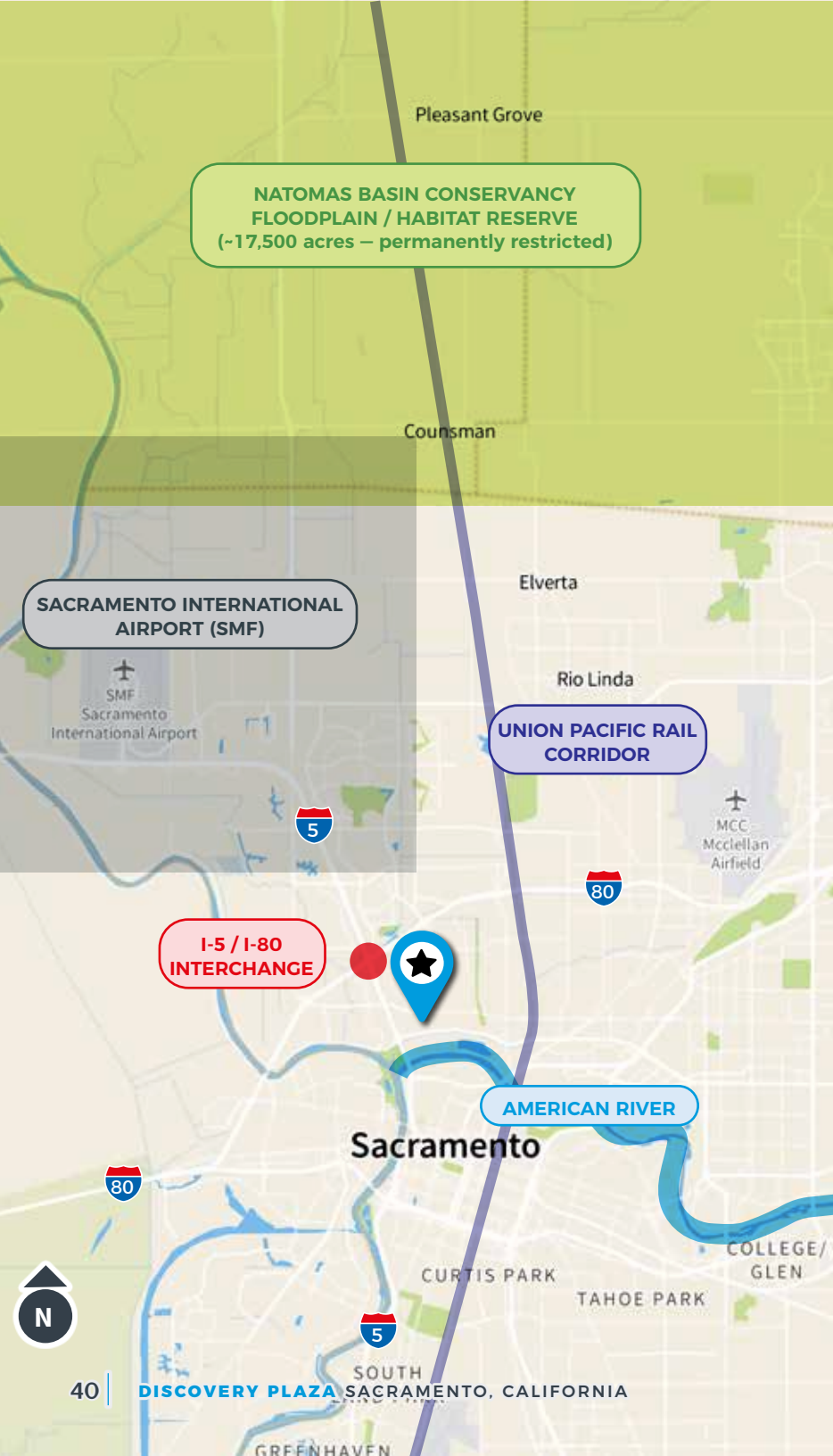
SUITE	TENANT	EXPIR.	SF	YEAR ENDING											TOTAL	
				AUG-27	AUG-28	AUG-29	AUG-30	AUG-31	AUG-32	AUG-33	AUG-34	AUG-35	AUG-36	AUG-37+		
1518	Anthony's Italian Cuisine	Oct-26	975	975												975
1580 A-1	Taqueria Roberto Jr.	Nov-26	1,961	1,961												1,961
1532	Wells Fargo Bank - GL	Apr-27	4,769	4,769												4,769
1500 Ste 10 (K)	Rent A Center	Apr-27	3,995	3,995												3,995
1510-C	Advance America	Aug-27	1,005	1,005												1,005
1500 Ste 14 (N)	Clothes4Bros	Apr-28	1,750		1,750											1,750
1560-B	Starbucks	Apr-28	1,322		1,322											1,322
1550	Jackson Hewitt Tax Services	Apr-28	1,077		1,077											1,077
1500 Ste 6 (F)	Camino Massage	Apr-28	975		975											975
1502	Sacramento PD - MTM (PENDING)	Aug-28	975		975											975
X01	Metro PCS - Cell Tower	Nov-28	1			1										1
1504 (C)	Golden Salon and Spa	Dec-28	975			975										975
1500-Ste 2	Metro by T-Mobile	Jan-29	1,730			1,730										1,730
1500 Ste 12 (D)	Laundryland	Mar-29	2,036			2,036										2,036
1500-Ste 1	Popeye's	May-29	2,000			2,000										2,000
1500 Ste 9 (I)	Domino's Pizza	Dec-29	1,575				1,575									1,575
1516	Azucar Sushi	Feb-30	1,950				1,950									1,950
1500-Ste 3 (C)	Subway	Oct-30	1,300					1,300								1,300
1512	Fay Jewelers	Oct-30	1,300					1,300								1,300
1506	I Cuts	Nov-30	1,300					1,300								1,300
1500 Ste 5 (E)	Total Wireless	Nov-30	940					940								940
1560-A	Amanda Beauty Supply & Hair Studio	May-31	1,465					1,465								1,465
1500 Ste 4 (D)	All Cigarettes Cheaper	Sep-31	940						940							940
1580	Main St. Bagel Cafe	Jul-32	1,914						1,914							1,914
1500 Ste 8 (H)	Yi Long Dumpling	Jan-34	2,170								2,170					2,170
1520	The UPS Store	Feb-35	1,300									1,300				1,300
1500 Ste 7 (G)	Lollie's Laundry	Jul-35	2,070										2,070			2,070
1540	Bel Air Market	Mar-36	40,987											40,987		40,987
1508	Red Carpet Liquor	Jun-36	1,885												1,885	1,885
TOTAL LEASABLE SQUARE FEET			89,591													
LEASED SQUARE FEET			86,642	12,705	6,099	6,742	3,525	6,305	2,854	0	2,170	3,370	42,872	0		86,642
LEASED PERCENTAGE OF TOTAL			96.7%	14.2%	6.8%	7.5%	3.9%	7.0%	3.2%	0.0%	2.4%	3.8%	47.9%	0.0%		
CUMULATIVE SQUARE FEET				12,705	18,804	25,546	29,071	35,376	38,230	38,230	40,400	43,770	86,642	86,642		
CUMULATIVE PERCENT OF TOTAL				14.2%	21.0%	28.5%	32.4%	39.5%	42.7%	42.7%	45.1%	48.9%	96.7%	96.7%		96.7%







**A CAPTIVE TRADE AREA
DISCOVERY PLAZA**



A CAPTIVE TRADE AREA - DEFINED BY GEOGRAPHY

NORTH NATOMAS IS DEFINED ON ALL FOUR SIDES

Most retail trade areas are defined by drive time and competition. The Natomas trade area is defined by something more durable: physical geography and permanent regulatory restriction.

To the west, Sacramento International Airport and its operational buffer zones form an impenetrable edge. To the north, approximately 17,500 acres of floodplain and agricultural mitigation land are permanently restricted from development under the North Natomas Specific Plan. To the south, the American River and the convergence of I-80 and I-5 separate Natomas from the broader Sacramento urban core. To the east, the Union Pacific rail corridor runs along the submarket edge.

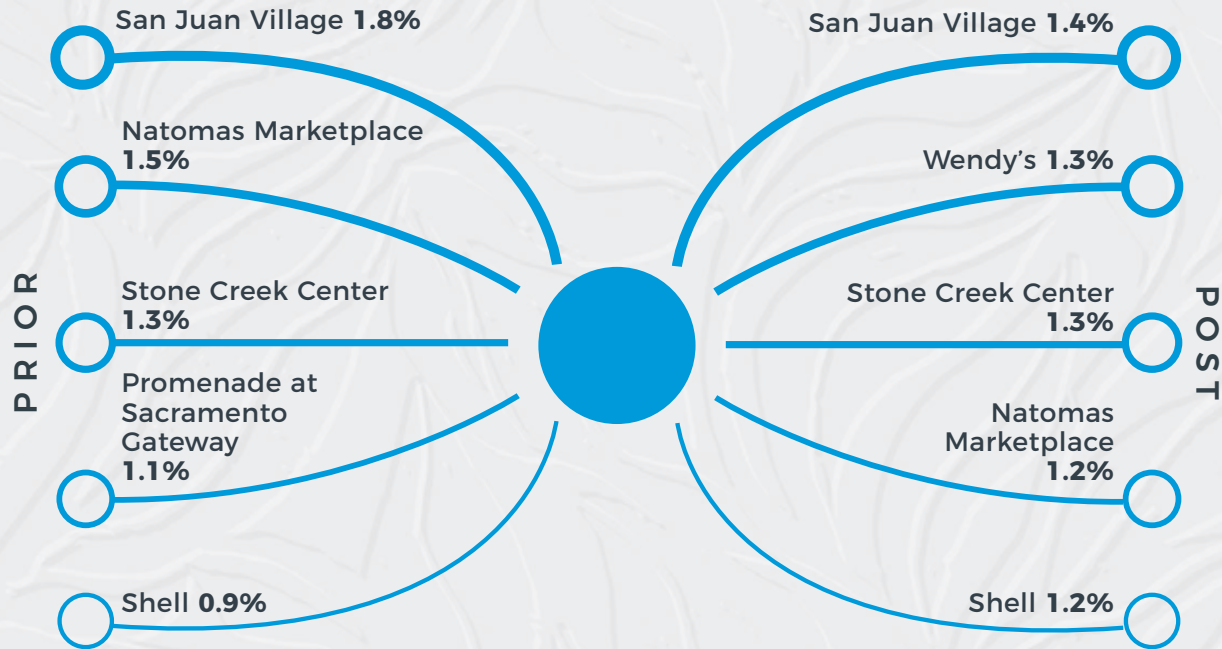
These are not temporary market conditions. They are permanent physical and regulatory realities. New full-service grocery-anchored retail cannot be developed inside these boundaries without displacing existing uses. The trade area is fixed. The demand inside it is not.

The visitor data confirms what the geography suggests. Placer.ai cross-shopping data shows Discovery Plaza visitors traveling to and from San Juan Village, Natomas Marketplace, Stone Creek Center, and Promenade at Sacramento Gateway, all within the immediate Natomas corridor. These are Natomas residents running weekly errands, not regional destination shoppers. The trade area is not just geographically defined. It is behaviorally defined.

The shopping patterns are local, habitual, and contained.

Source: City of Sacramento North Natomas Specific Plan; Natomas Basin Conservancy; CoStar Research, 2026

VISITOR JOURNEY



A CAPTIVE TRADE AREA - DRIVEN BY GROWTH

1.7 MILES FROM DISCOVERY PLAZA.
13.9 MILLION PASSENGERS IN 2025

Sacramento International Airport is not just a western boundary. It is a demand driver. The airport recorded 13,912,718 passengers in 2025, a record year representing its 23rd consecutive month of passenger growth. Airport employees, contractors, and shift workers represent a consistent daytime demand layer that operates independently of residential traffic patterns. The airport is currently undergoing the SMForward program, a \$1.4 billion modernization and expansion that includes a new pedestrian walkway, a second parking garage, and expanded terminal facilities. As the airport grows, the workforce serving it grows. Discovery Plaza is the nearest full-service grocery destination for that workforce.

METRIC	DATA
Distance from Discovery Plaza	1.7 miles
Annual Passengers (2025)	13,912,718 – a record year
Consecutive Months of Passenger Growth	23 consecutive months
Year-over-Year Passenger Growth	2%
SMForward Expansion Program	\$1.4 billion modernization underway
Expansion Includes	New pedestrian walkway, second parking garage, expanded terminal facilities



SACRAMENTO
INTERNATIONAL AIRPORT



13.9M

Annual Passengers in 2025,
a Record Year



**23
CONSECUTIVE**

Months of Passenger Growth



\$1.4B

SMForward Expansion
Program Underway

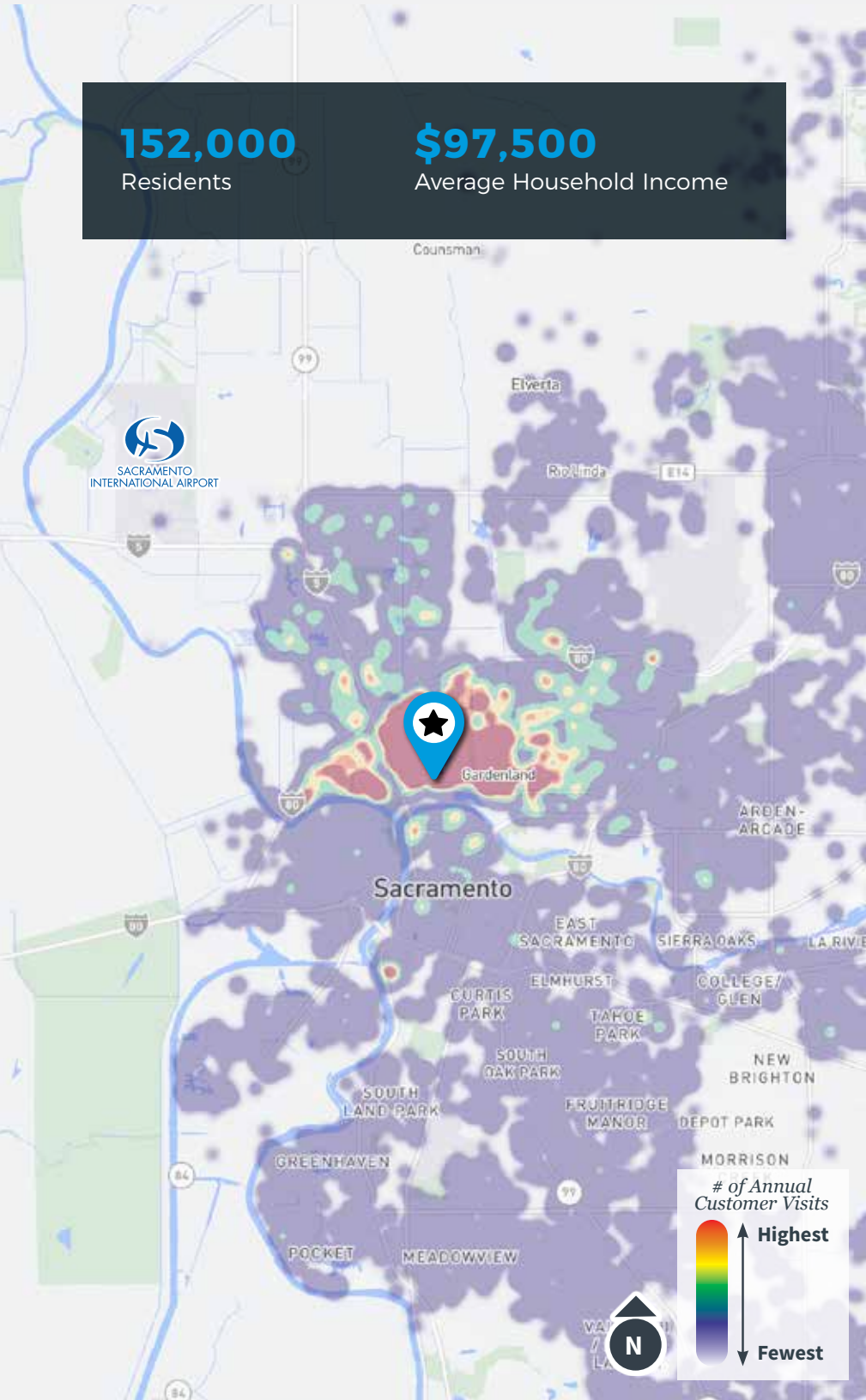


152,000

Residents

\$97,500

Average Household Income



89,265 STATE WORKERS. THE MOST STABLE CONSUMER BASE IN CALIFORNIA

Sacramento County is home to 89,265 active civil service workers as of December 2023, representing more than 25% of all state government jobs in California. Major agencies with significant footprints in the region include the Department of Corrections and Rehabilitation, the Department of Transportation, and the Employment Development Department. State employment provides a recession-resistant consumer base with defined benefit pensions and consistent purchasing behavior regardless of broader economic conditions. Many state workers live in Natomas due to its proximity to downtown Sacramento and the I-5 corridor agency campuses, making the Discovery Plaza trade area a natural catchment for daily necessity spending.

STATE GOVERNMENT EMPLOYMENT – SACRAMENTO COUNTY

METRIC	DATA
Active State Civil Service Workers (Dec 2023)	89,265
Share of All California State Government Jobs	More than 25%
Major Agencies in Region	Dept of Corrections and Rehabilitation, Dept of Transportation (Caltrans), Employment Development Department
Employment Stability	Recession-resistant, defined benefit pensions

A CAPTIVE TRADE AREA - PROTECTED BY SCARCITY

The North Natomas development pipeline is adding rooftops, not retail. Across the entire Sacramento market only 400,000 square feet are currently under construction, representing just 0.4% of total inventory. There are no new grocery-anchored centers proposed in the immediate trade area. Every new household approved in North Natomas is a household that will shop at Bel Air Market.

Every competing grocery-anchored center within 3 miles is operating at 99% occupancy or above. And every competing grocer in the corridor serves a value or discount customer. FoodMaxx, Foods Co, Smart and Final, and Costco all serve a different shopper than Bel Air. As the only full-service regional banner in the corridor, Bel Air captures the middle to upper-middle income household that represents the dominant demographic in Natomas. That customer has no alternative within the trade area.

The demand side is growing. The supply side is not. And the anchor holding the income together has been at this corner for 45 years with no available alternative box in sight.

BY THE NUMBERS



#2

Fastest Growing Metro
in California, 2025



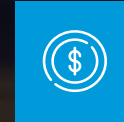
2.46M

Sacramento MSA
Total Population



\$98,775

MSA Median
Household Income



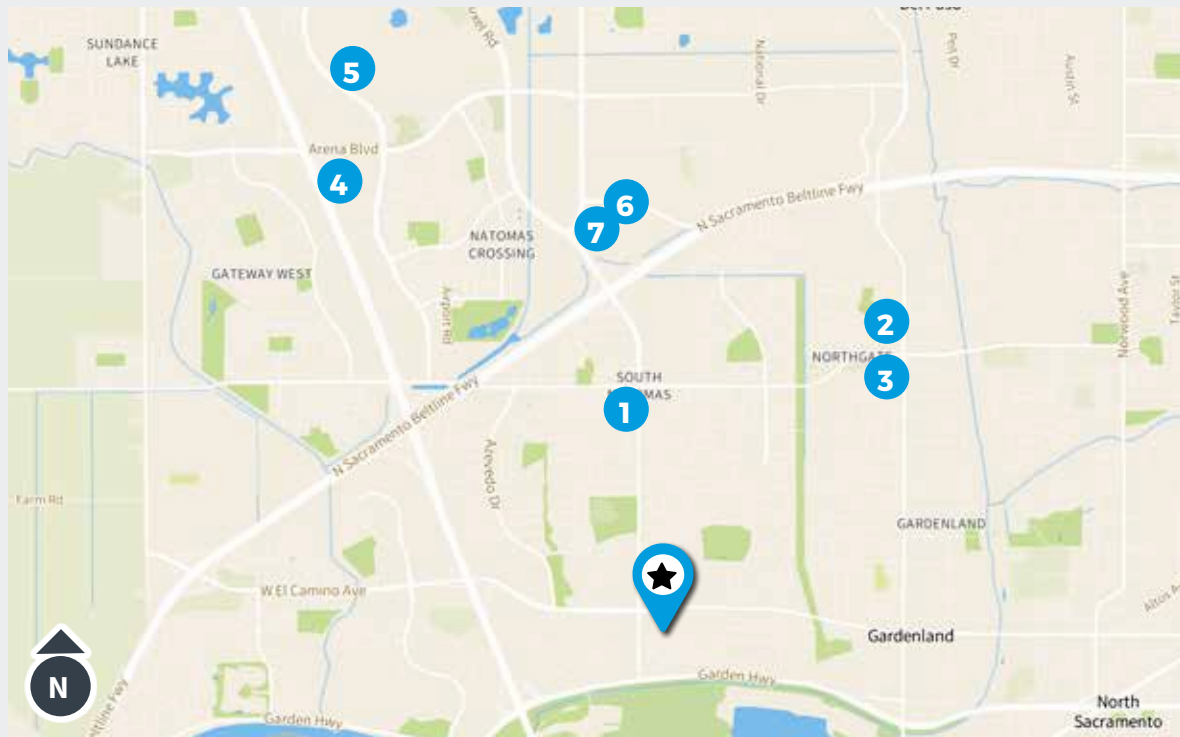
\$104,730

Natomas PUMA Median
Household Income



580,000

New Residents
Projected by 2050



SACRAMENTO IS THE SECOND FASTEST GROWING METRO IN CALIFORNIA

The Sacramento-Roseville-Folsom MSA added 17,467 residents between July 2024 and July 2025, ranking as the second fastest growing metro area in California with a 0.7% growth rate. Total MSA population now stands at approximately 2.46 million. The SACOG 2025 Blueprint projects the Sacramento region will add 580,000 new residents and 278,000 new homes by 2050. The region’s affordability relative to the San Francisco Bay Area continues to drive population migration from higher cost markets. That migration is landing in suburbs. Natomas is one of them.

MAP ID	GROCER	FORMAT	DISTANCE	NOTES
★	Bel Air Market	Full Service Regional	Subject	Only full-service grocer in corridor
1	FoodMaxx	Value / Discount	1.1 mi	San Juan Village anchor
2	Foods Co	Value / Discount	2.7 mi	Natomas Gardens anchor
3	Smart and Final	Value / Discount	2.5 mi	Northgate Plaza anchor
4	Costco	Warehouse / Bulk	1.7 mi	Different trip, different customer

MAP ID	PROJECT	DETAILS	STATUS
5	Innovation Park	Redevelopment of 183-acre former Sleep Train Arena site. Planned California Northstate University teaching hospital, up to 2,500 residential units, commercial space, and K-8 school.	In Development
6	Marlowe Natomas	378-unit multifamily community by Greystar and PGIM at 3580 N Freeway Blvd. Preleasing begins October 2026, delivering January 2027.	Delivering Jan 2027
7	North Natomas Council Approvals	548 housing units approved by Sacramento City Council in August 2025, including Birchway Apartments.	Approved

SACRAMENTO RETAIL IS UNDERSUPPLIED AND GETTING TIGHTER

The Sacramento retail market availability rate stands at 6.4% as of Q1 2026, well below its 10-year average of 7.1% and tightening. The entire Sacramento market has only approximately 400,000 square feet under construction, representing just 0.4% of total inventory.

Neighborhood centers like Discovery Plaza are significantly outperforming other retail formats, with a 7.4% vacancy rate compared to 10.1% for regional malls. New supply is not coming. Existing well-located assets are absorbing what demand there is.



6.4%

Sacramento Retail Availability Rate, Q1 2026



400,000 SF

Total Sacramento Retail Under Construction



0

New Grocery-Anchored Centers Proposed in Natomas





IPA

INSTITUTIONAL
PROPERTY
ADVISORS





Azukara **Sushi**

WE BUY GOLD

1512

1514

15116

**THE TENANTS
DISCOVERY PLAZA**



THE TENANTS

25 OCCUPIED SUITES. 97.6% LEASED.
ONE ANCHOR THAT HAS BEEN HERE FOR 45 YEARS.



RALEY'S IS THE DOMINANT INDEPENDENT GROCER IN SACRAMENTO. BEL AIR IS ITS NATOMAS FLAG

Bel Air Market is a banner of Raley's Family of Fine Stores, a privately held, family-owned grocer headquartered in West Sacramento. Founded in 1935, Raley's operates over 235 locations across multiple banners including Raley's, Bel Air, Nob Hill Foods, and Bashas'. The company generates over \$6 billion in annual revenue and is the dominant independent grocer in the Sacramento region. The Natomas PUMA median household income of \$104,730 is approximately 30% above the national average and aligns directly with Bel Air's mid to premium grocery format. Every value and discount grocer in the corridor serves a different customer. Bel Air has the full-service position to itself.

THE LOCATION IS STRATEGICALLY IRREPLACEABLE

As a Sacramento-headquartered company, Raley's has a strategic imperative to hold its home market. The 40,987 SF Bel Air space at Discovery Plaza cannot be replicated without a ground-up development project in a geographically constrained market. There is no immediately available alternative grocer-ready box in the Natomas submarket. The anchor has operated through multiple economic cycles and a materially more competitive grocery landscape. It has not left. That 45-year tenure at a single address is the most durable income floor available in the grocery-anchored market.



CORPORATE PROFILE



1.7M
Annual Visits



6.17X
Visit Frequency



21 MIN
Avg. Dwell Time



269,800
Unique Annual Visitors

FIELD	DETAILS
Parent Company	Raley's Family of Fine Stores
Founded	1935
Headquarters	West Sacramento, CA
Ownership	Privately Held, Family Owned
Banners	Raley's, Bel Air, Nob Hill Foods, Bashas'
Total Locations	235+
Annual Revenue	\$6B+ (2024)
Market Position	Dominant Independent Grocer, Sacramento Region
Bel Air Locations	22 stores in Northern California
Bel Air at Discovery Plaza	40,987 SF, operating since 1980 (45 years)

THE TENANTS

WELLS FARGO

WELLS FARGO BANK occupies the freestanding pad building at 1532 West El Camino Avenue, with direct frontage on both West El Camino Avenue and Truxel Road. As one of the nation's largest financial institutions with over 4,500 retail banking locations and \$1.9 trillion in assets, Wells Fargo provides institutional-grade credit quality and a brand presence that anchors the pad position at the center's primary corner. The branch has operated at this location since May 1987, representing nearly 40 years of continuous tenancy.

The Wells Fargo pad sits at the most visible point of the center, commanding the corner of West El Camino Avenue and Truxel Road where combined traffic counts exceed 37,000 vehicles per day. The branch serves the Natomas residential base and the daytime workforce generated by the airport corridor and state government employment concentration. Its tenure and location confirm the corner's strength as a primary daily needs destination for the trade area.

SF: 4,769 | Rent: \$26.21/SF | Lease to April 2027

A photograph of a Wells Fargo bank building. The building is a single-story structure with a dark grey upper section and a light tan lower section. The "WELLS FARGO" logo is prominently displayed in large, yellow, 3D letters on the dark grey section. The building features a covered entrance with white columns and glass doors. To the right, there are several windows and a drive-thru area with red and white panels. The foreground shows a paved parking lot, a grassy area with some shrubs, and a blue handicapped parking sign. A tall black light pole stands near the entrance.

WELLS FARGO

WELLS FARGO



STARBUCKS CORPORATION is the world's leading specialty coffee retailer, operating over 16,000 company-operated locations in the United States with systemwide sales exceeding \$35 billion annually. Starbucks has operated at Discovery Plaza since February 1998, representing over 27 years of continuous tenancy at this location. At \$35.20 per square foot, the brand pays a strong inline rent consistent with its national positioning as a traffic-generating anchor for surrounding tenants.

The Starbucks location serves as a morning and afternoon traffic driver for the center, capturing the commuter and daytime workforce population that moves through the W El Camino Avenue and Truxel Road corridor daily. The brand's nearly three decades of operation at this address reflects the consistent consumer demand that Discovery Plaza's trade area generates across dayparts and economic cycles.

SF: 1,322 | Rent: \$35.20/SF | Lease to April 2028



POPEYES

POPEYE'S LOUISIANA KITCHEN is one of the fastest-growing quick-service restaurant chains in the United States, operating over 3,700 locations globally under the Restaurant Brands International portfolio alongside Burger King and Tim Hortons. With systemwide sales exceeding \$6 billion annually, Popeye's carries institutional-grade brand recognition and the operational consistency of one of the world's largest restaurant groups. The brand has operated at Discovery Plaza since May 2019, occupying an end-cap position with strong visibility from both street frontages.

At 2,000 square feet and 2.2% of gross leasable area, Popeye's generates consistent lunch and dinner traffic that extends the center's activity well beyond the morning and midday grocery shopping window. The end-cap position provides direct parking lot visibility and independent access that supports the brand's drive-through and carry-out business model. The lease runs to May 2029 with an option to extend, reflecting the tenant's continued commitment to this location.

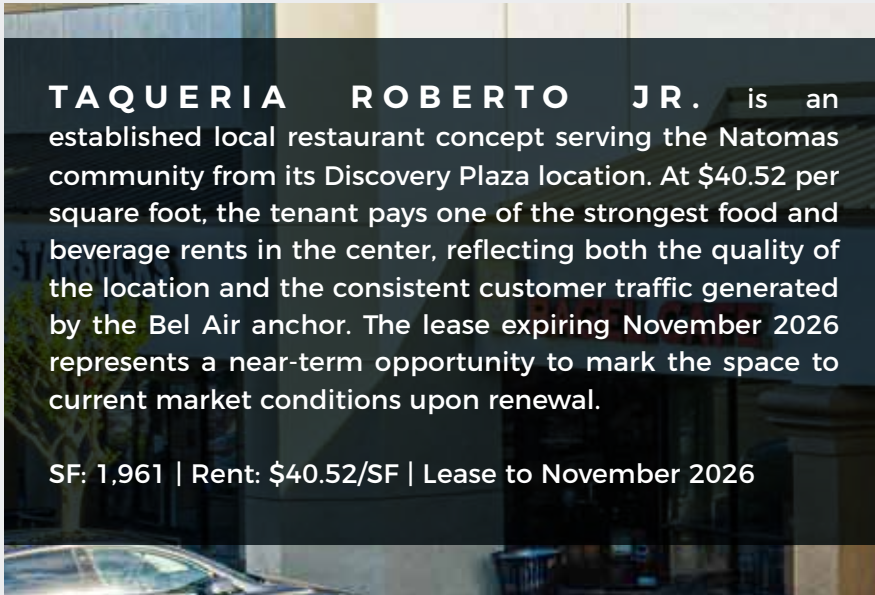
SF: 2,000 | Rent: \$29.70/SF | Lease to May 2029

THE TENANTS



RED CARPET LIQUOR has operated at Discovery Plaza since July 2002, representing over 23 years of continuous tenancy at this location. The specialty retail category consistently commands among the highest inline rents in grocery-anchored centers, and Red Carpet Liquor's lease running to June 2036 provides long-duration income visibility well beyond the hold period of most buyers. The tenant's uninterrupted tenure across multiple economic cycles reflects the consistent demand generated by the Bel Air anchor and the Natomas residential base.

SF: 1,885 | Rent: \$51.37/SF | Lease to June 2036



TAQUERIA ROBERTO JR. is an established local restaurant concept serving the Natomas community from its Discovery Plaza location. At \$40.52 per square foot, the tenant pays one of the strongest food and beverage rents in the center, reflecting both the quality of the location and the consistent customer traffic generated by the Bel Air anchor. The lease expiring November 2026 represents a near-term opportunity to mark the space to current market conditions upon renewal.

SF: 1,961 | Rent: \$40.52/SF | Lease to November 2026





INSTITUTIONAL
PROPERTY
ADVISORS



DISCOVERY PLAZA

89,590 SF GROCERY-ANCHORED LEASEHOLD
OPPORTUNITY · NATOMAS SUBMARKET

PRESENTED BY:

PATRICK TOOMEY

Executive Director
C: (310) 403 4984
ptoomey@ipausa.com
CA Lic. #00881133

JOSE CARRAZANA

Director
C: (786) 973 8929
jcarrazana@ipausa.com
CA Lic. #02082331

TOM LAGOS

Executive Director
C: (310) 722 8939
tlagos@ipausa.com
CA Lic. #01196027