

# SALE

## YOLO SUPPLY AND FUEL

16238 County road 99 Woodland, CA 95695



**SALE PRICE**

\$1,720,620 - \$2,722,500

**Kurt Parkinson**

(916) 798-4214

CalDRE #01517516

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## **CONFIDENTIALITY AGREEMENT**

This offering has been prepared solely for informational purposes. It is designed to assist a potential investor in determining whether it wishes to proceed with an in-depth investigation of the subject property. While the information contained herein is from sources deemed reliable, it has not been independently verified by the Coldwell Banker Commercial affiliate or by the Seller.

The projections and pro forma budget contained herein represent best estimates on assumptions considered reasonable under the circumstances. No representations or warranties, expressed or implied, are made that actual results will conform to such projections.

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Interested buyers should be aware that the Seller is selling the Property "AS IS" CONDITION WITH ALL FAULTS, WITHOUT REPRESENTATIONS OR WARRANTIES OF ANY KIND OR NATURE. Prior to and/or after contracting to purchase, as appropriate, buyer will be given a reasonable opportunity to inspect and investigate the Property and all improvements thereon, either independently or through agents of the buyer's choosing.

The Seller reserves the right to withdraw the Property being marketed at any time without notice, to reject all offers, and to accept any offer without regard to the relative price and terms of any other offer. Any offer to buy must be: (i) presented in the form of a non-binding letter of intent; (ii) incorporated in a formal written contract of purchase and sale to be prepared by the Seller and executed by both parties; and (iii) approved by Seller and such other parties who may have an interest in the Property. Neither the prospective buyer nor Seller shall be bound until execution of the contract of purchase and sale, which contract shall supersede prior discussions and writings and shall constitute the sole agreement of the parties.

Prospective buyers shall be responsible for their costs and expenses of investigating the Property and all other expenses, professional or otherwise, incurred by them.



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### WHY COLDWELL BANKER COMMERCIAL

**Owner. Occupier. Investor. Local business or global corporation. No matter who you are, the challenges remain the same.**

The success of the CBC organization lies in its striking versatility. The organization deftly combines a powerful national presence with the agility of a regional market innovator. Each CBC affiliate office has the resources and insight to understand its local market and the expertise to convert this knowledge into tangible value for each client. The CBC organization's skillful professionals and nimble affiliate offices service a wealth of business categories in markets of any size, with clients ranging from established corporations to small businesses to individual investors.

- Acquisition and Disposition
- Capital Services & Investment Analysis
- Construction Management
- Corporate Services
- Distressed Assets
- Relocation Services
- Market Research & Analysis
- Property & Facilities Management
- Startups & Small Business
- Tenant Representation
- Landlord Representation

## 3,334

Affiliated Professionals

Based upon sales professionals designated as commercial in dash as of 12/31/24.

Presence in

## 158 OFFICES, 45 COUNTRIES

## OVER 18,400

Transactions

## \$7.67 BILLION

Sales Volume

## \$1.01 BILLION

Lease Volume

Based on Coldwell Banker Commercial transaction financial data in the U.S. Coldwell Banker and Coldwell Banker Commercial Networks 01/01/2024 – 12/31/2024

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## WHY COLDWELL BANKER COMMERCIAL

### **CAPTURING UNREALIZED VALUE**

Often property owners are not aware of the many intrinsic values their asset may hold. We have an intimate understanding of the market and its trends. We know what the current demand is and what the market seeks.

### **DIRECT CONTACT WITH MARKET PLAYERS**

Our ability to access active market players is key, and the market is constantly shifting. We have built a long list of direct contacts and strong relationships from years of marketing and ongoing involvement in the market.

### **VALUATING & MARKETING YOUR PROPERTY**

We feel that it is critical to work closely with our clients to formulate a specific marketing plan for each transaction, one that the market would respond to. We have access to a marketing and technology platform that was built for the successful marketing of your property.

### **CONNECTED TO A GLOBAL BRAND**

CBC has one of the largest domestic footprints in commercial real estate with 161 offices in primary, secondary and international markets and over 3,300 professionals worldwide.



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## PROPERTY DESCRIPTION

Prime 4.08 acre freeway oriented commercial site in Woodland, California, fully entitled and available for sale or ground lease. The property is approved to be subdivided into two parcels, allowing for flexible development and phased execution.

Parcel 1 consists of approximately 1.58 acres and is fully approved for a 2,450 square foot quick service restaurant with drive through. Parcel 2 consists of approximately 2.5 acres and is approved for a gas station with eight multi product dispensers, a 5,000 square foot convenience store, and an attached car wash.

All utilities are available to the site, significantly reducing development timelines and costs. The property also benefits from an approved 60 foot freeway visible pylon sign, including a digital gas price display and additional panel space for a QSR tenant, providing exceptional visibility and branding opportunities.

This offering is well positioned for national and regional operators seeking strong freeway exposure, high traffic counts, and an entitled path to development in a growing Northern California

## OFFERING SUMMARY

Sale Price:	\$1,720,620 - \$2,722,500
Lot Size:	4.08 Acres

DEMOGRAPHICS	1 MILE	2.5 MILES	5 MILES
Total Households	126	9,608	22,540
Total Population	408	27,269	65,964
Average HH Income	\$99,782	\$83,202	\$111,757

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### LOCATION DESCRIPTION

Offered for sale or ground lease is a 4.08± acre entitled commercial site in Woodland, California, strategically positioned with excellent freeway visibility and access. The property is fully entitled and approved for subdivision into two parcels, providing flexibility for investors, developers, and owner-users.

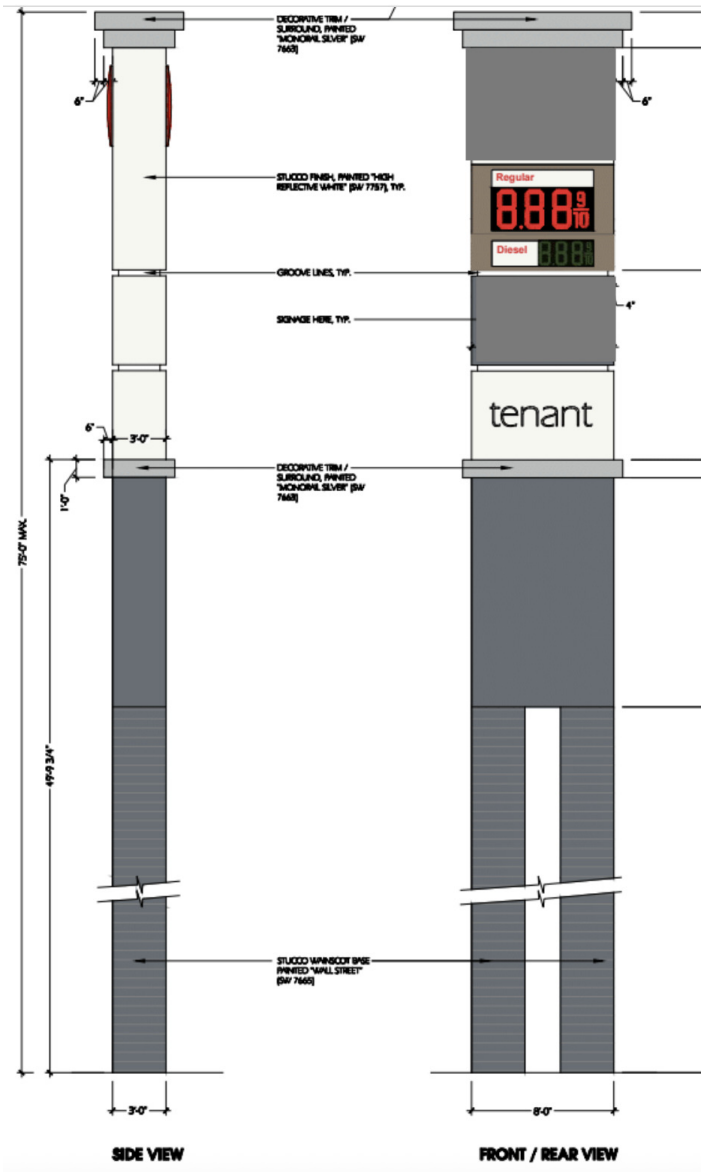
### SITE DESCRIPTION

The property consists of approximately 4.08 acres of entitled commercial land and is approved for subdivision into two parcels. Parcel A is approximately 1.58 acres and is entitled for development of a 2,700 square foot quick service restaurant with drive through. Parcel B is approximately 2.5 acres and is entitled for development of a gas station with eight multi product dispensers, a 5,000 square foot convenience store, and an attached car wash.

The site is generally flat with minimal grade change across both parcels and is suitable for pad ready development. Subsurface conditions consist primarily of clay soils, as documented in the available geotechnical report. No known drainage issues exist on site, and the approved site plan accounts for stormwater management in compliance with local and state requirements.

All utilities are available to the site, including water, sewer, electricity, gas, and telecommunications. Utility locations, service capacities, and connection points have been coordinated and approved as part of the entitlement process.

Due diligence materials available include a Phase I Environmental Site Assessment, ALTA survey, topographic survey, geotechnical report, approved easements, executed or approved utility agreements, and the fully approved site plan in CAD format.



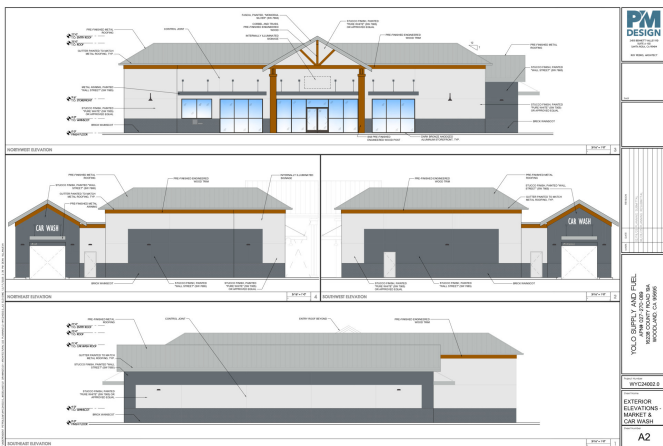
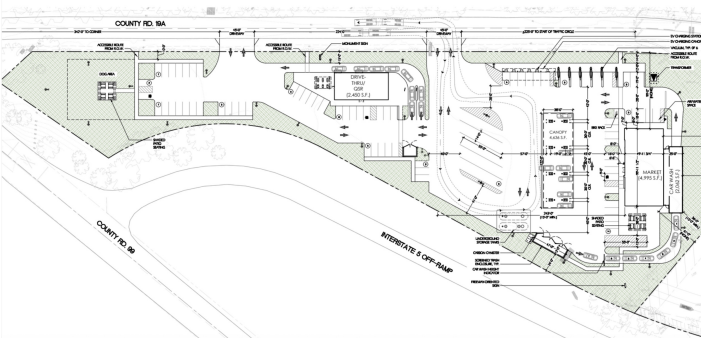
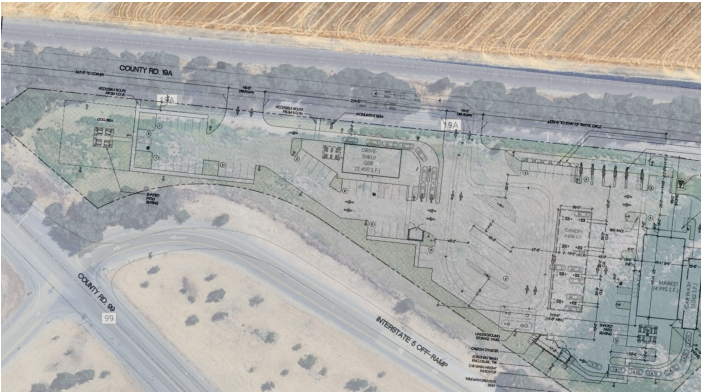
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### PROPERTY HIGHLIGHTS

- Located at exit 540 on I-5 in Woodland
- Prime location for retail or land investment
- High visibility and traffic
- Potential for retail pad development
- Close proximity to major transportation routes
- Desirable Woodland area
- Ideal for commercial development
- Excellent investment opportunity
- Prominent corner location
- Strong potential for future growth



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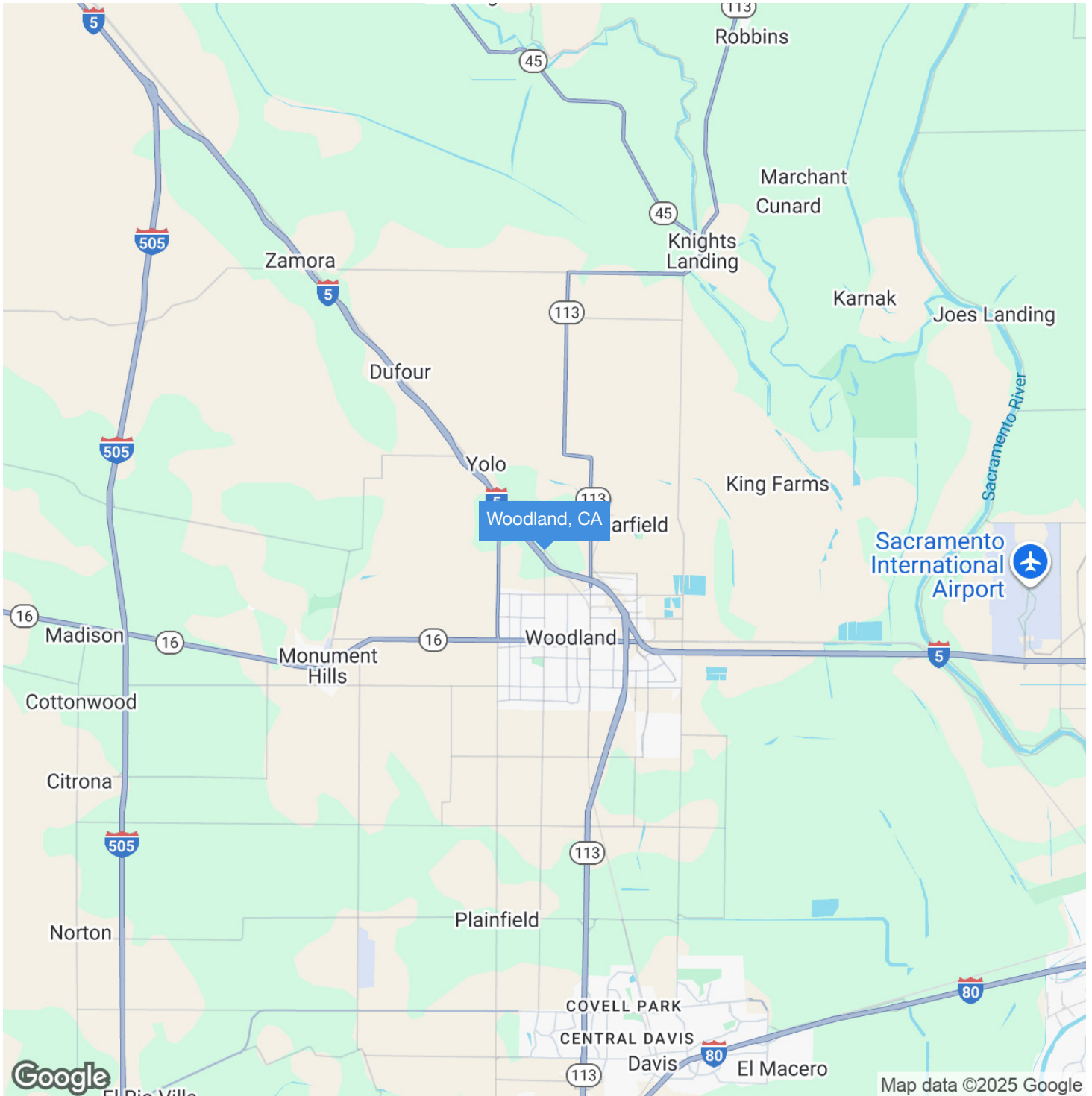


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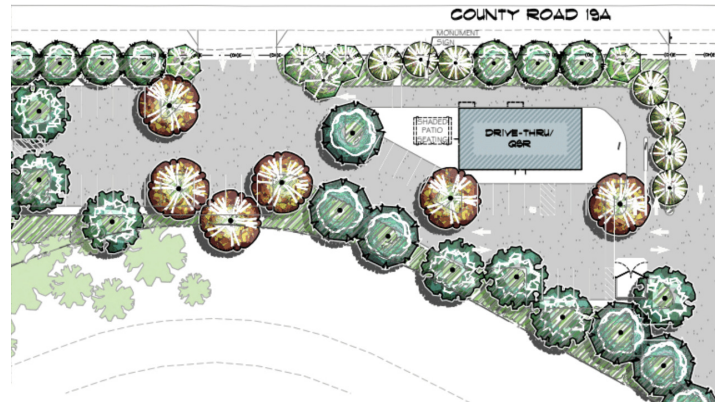
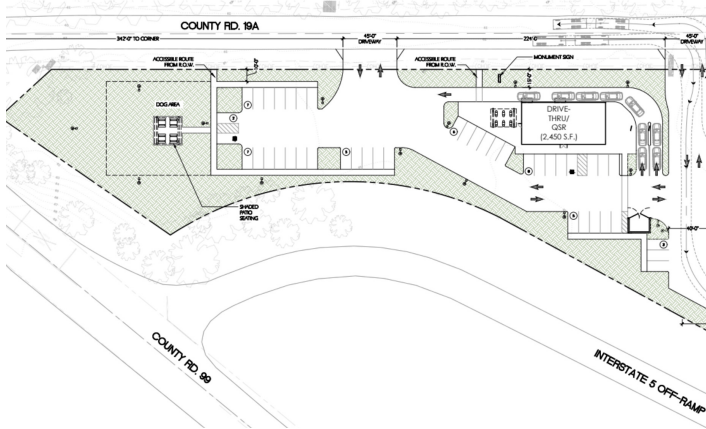
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### QSR WITH DRIVE-THROUGH

Approximately 1.58 acres of fully entitled freeway oriented land approved for a 2,450 square foot quick service restaurant with drive through in Woodland, California. The site offers excellent access, strong visibility, and a streamlined path to development for national and regional QSR operators.

All utilities are available at the site, reducing upfront infrastructure costs and allowing for efficient development. The parcel benefits from an approved 60 foot freeway visible pylon sign, including dedicated signage space for a QSR tenant, providing prominent branding and exposure to high traffic volumes.

The site is offered for sale at \$25 per square foot or available via ground lease at \$150,000 per year with 3 percent annual increases. The entitlement structure and freeway location make this an ideal opportunity for drive through focused operators seeking speed to market in a growing Sacramento Valley trade area.

The QSR site is well positioned for national and regional quick service restaurant operators that prioritize freeway visibility, strong ingress and egress, and drive through oriented formats. Brands such as McDonald's, Chick-fil-A, Taco Bell, Wendy's, Burger King, Carl's Jr., In-N-Out, Starbucks, Dutch Bros, and Raising Cane's commonly seek locations with high traffic counts, prominent signage, and pad ready entitlements.

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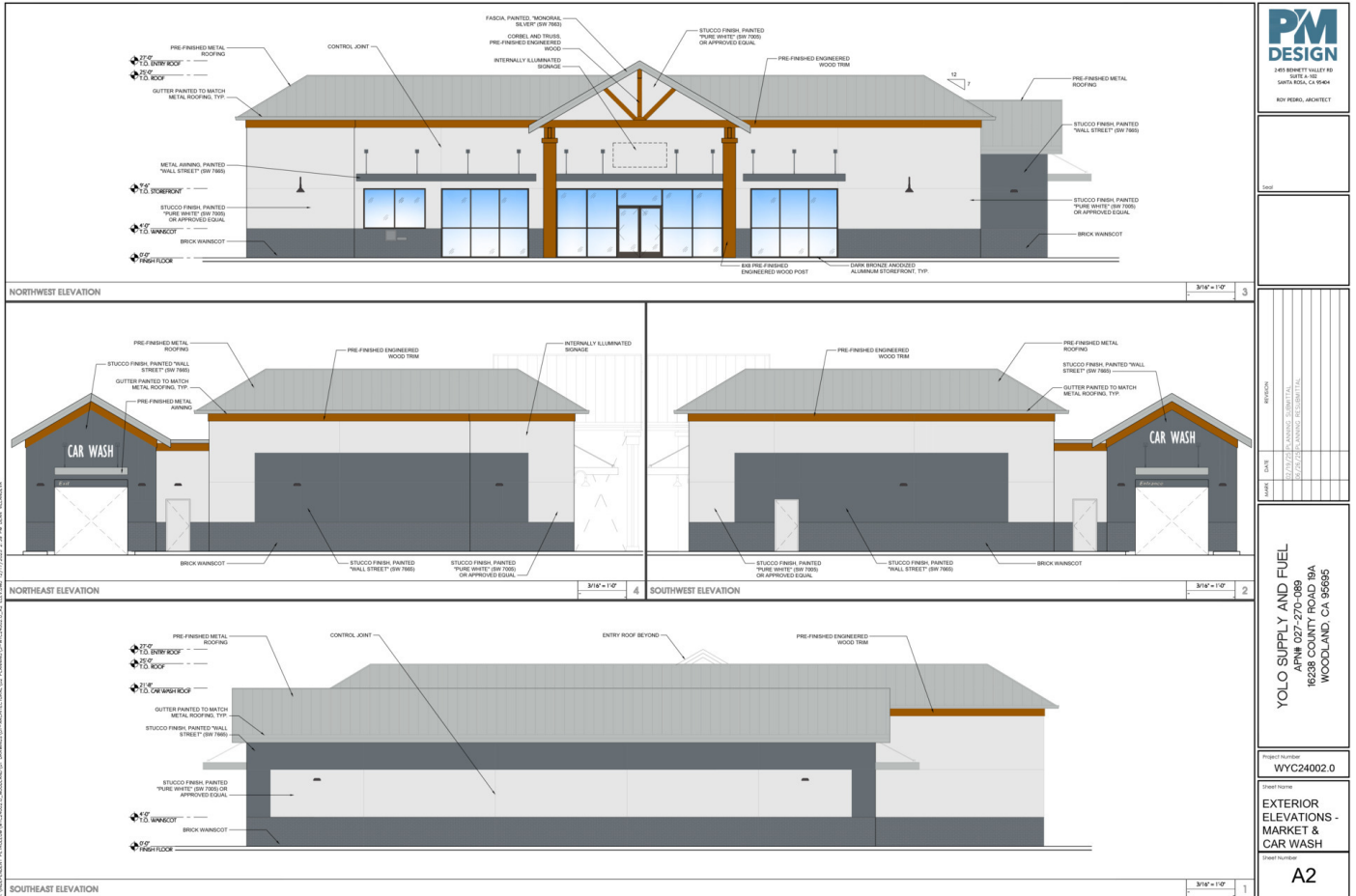
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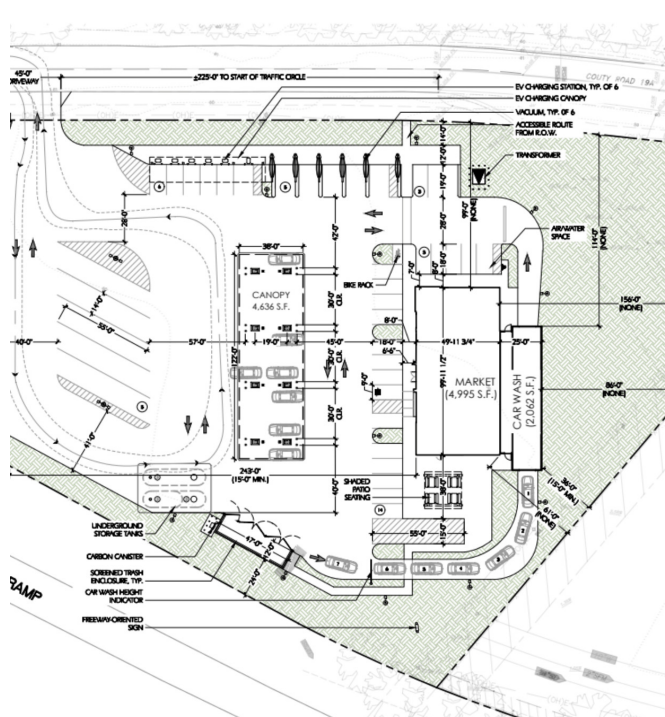


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### GAS STATION WITH CAR WASH

Approximately 2.5 acres of fully entitled freeway oriented land approved for development of a gas station with eight multi product dispensers, a 5,000 square foot convenience store, and an attached car wash in Woodland, California. The site is positioned for strong freeway visibility and efficient access, making it well suited for national and regional fuel operators.

Off premises alcohol sales have been approved, providing an immediate revenue enhancement for the convenience store component. Tobacco sales are currently not permitted; however, tobacco sales will be allowed upon annexation into the City of Woodland, which is anticipated to occur in approximately two years.

All utilities are available to the site, significantly reducing development costs and timelines. The property also benefits from an approved 60 foot freeway visible pylon sign featuring a digital gas price display, providing exceptional exposure and branding opportunities.

The site is offered for sale at \$25 per square foot or available via ground lease at \$200,000 per year with 3 percent annual increases. This opportunity offers a rare combination of freeway exposure, entitlements in place, and a clear regulatory path for expanded sales categories in a growing Northern California market.

The site is well suited for national and regional fuel operators seeking freeway exposure, high visibility, and a full service convenience format. Brands such as Chevron, Shell, 76, Valero, Circle K, Speedway, and Maverik typically target locations with direct freeway access, strong traffic volumes, and the ability to support larger format convenience stores with fuel and ancillary uses such as car washes.

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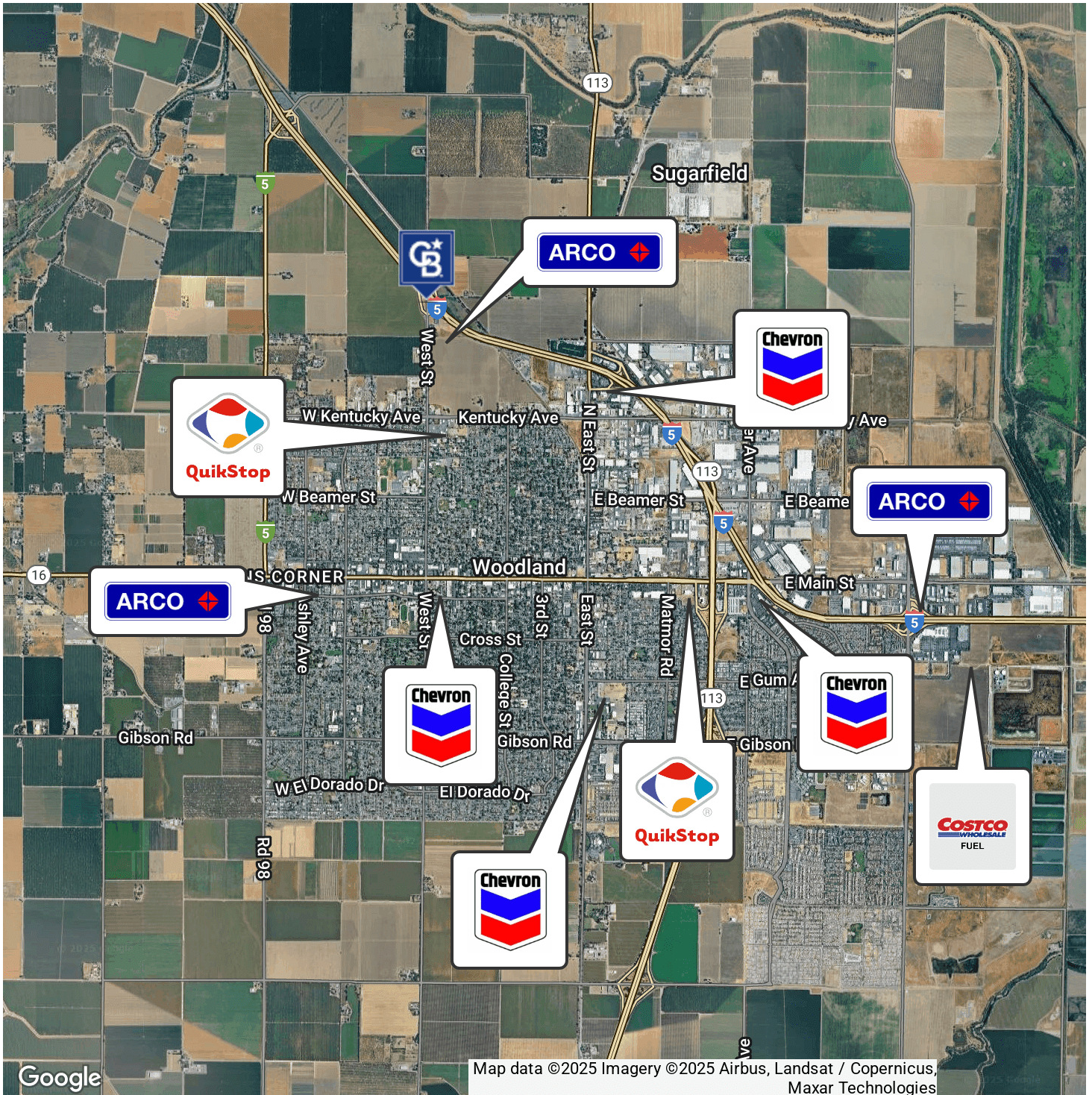


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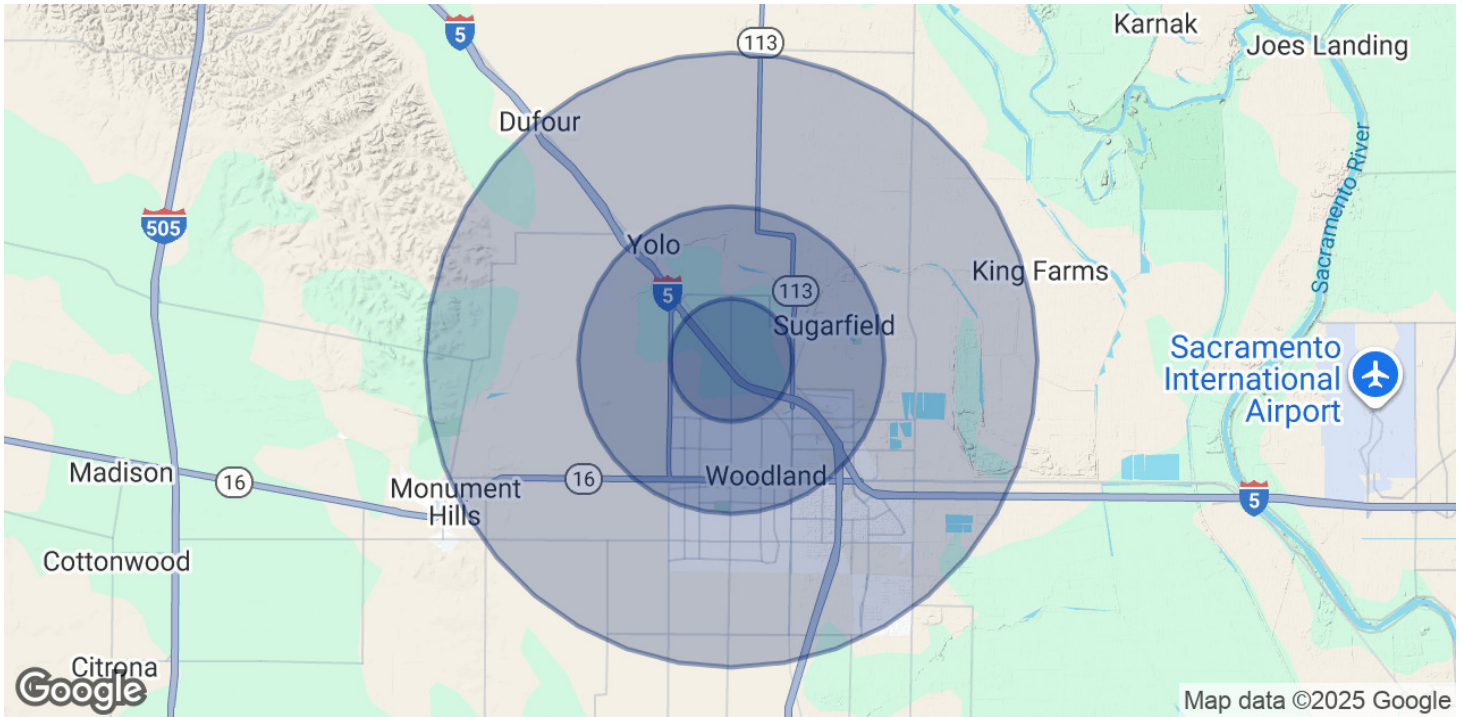


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### POPULATION

	1 MILE	2.5 MILES	5 MILES
Total Population	408	27,269	65,964
Average Age	39	39	39
Average Age (Male)	38	38	38
Average Age (Female)	40	41	41

### HOUSEHOLDS & INCOME

	1 MILE	2.5 MILES	5 MILES
Total Households	126	9,608	22,540
# of Persons per HH	3.2	2.8	2.9
Average HH Income	\$99,782	\$83,202	\$111,757
Average House Value	\$646,471	\$561,628	\$621,502

Demographics data derived from AlphaMap

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### KURT PARKINSON

Senior Vice President, Commercial Development

kurt.parkinson@goparkinson.com

Direct: (916) 798-4214

CalDRE #01517516

### PROFESSIONAL BACKGROUND

Kurt Parkinson's journey to Real Estate in the Sacramento area is a story marked by resilience, adaptability, and a diverse array of experiences. Originally hailing from Upstate New York, Kurt initially pursued a degree in Aeronautical Engineering Physics at Embry-Riddle Aeronautical University with dreams of becoming a military pilot. However, upon realizing that this path wasn't his true calling, he returned home and discovered his passion for the restaurant industry while working in a local kitchen, marking the beginning of his love for the culinary world. Determined to hone his culinary skills, Kurt enrolled in the prestigious Culinary Institute of America - Hyde Park in New York City. Following graduation, he secured a Chef's Residency at The Russian Tea Room in Midtown Manhattan, which not only elevated his culinary expertise but also laid a solid foundation for his future endeavors.

Kurt's life took a significant turn when his parents relocated to Sacramento, prompting him to transition from the kitchen to the business side of the restaurant industry on the West Coast. His journey continued with roles at a local restaurant group, where he managed establishments like Paragary's Bar & Grill in Gold River. In this capacity, he played a crucial role in developing management and financial controls and contributed to the opening of several new restaurants.

Taking a leap into entrepreneurship, Kurt founded his own restaurant consulting business, exposing him to the world of real estate as he collaborated with commercial agents to secure leases for new restaurant locations. This exposure ignited his interest in property transactions, leading him to venture into the real estate industry.

Even amidst the challenges presented by the 2007 housing crash, Kurt remained steadfast in his pursuit of a real estate career. While many agents left the industry during this tumultuous period, his perseverance through the difficulties strengthened his resolve and shaped his approach to real estate. The lessons learned during those trying times instilled in him qualities of diligence, focus, and thoroughness that continue to define his work today.

Kurt's diverse experiences in the restaurant industry, entrepreneurship, and real estate have equipped him with valuable lessons in resilience, professionalism, and service. His unique journey, coupled with his commitment to family – evident in his enduring marriage to Janay for 22 years, their two daughters Abbi and Hannah, and their two dogs, Jack and Bella – adds a personal touch to his professional success. Acknowledged as one of the best commercial agents in Sacramento, CA, Kurt's honesty, passion, patience, and keen eye for real estate details are integral to his success in helping clients navigate the complexities of property transactions.

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