Sacramento, CA

South Hills Shopping Center

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Grocery Shadow Anchored Retail Center w/ Developable Pad | Mark to Market Opportunity

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South Hills Shopping Center

5900 S. Land Park Drive, Sacramento CA

PRICE: $7,250,000 CAP RATE: 6.00%

PROFORMA CAP RATE	7.47%
NOI	$434,711
PRICE PER SF	$149.37
NO. OF TENANTS	15
OCCUPANCY	100%
TOTAL GLA	45,860 SF
LOT SIZE	5.36 AC

A fully occupied and established retail center featuring a complimentary mix of daily needs tenants including U.S. Post Office, within the South Land Park neighborhood of Sacramento

Available for sale is a portion of the South Hills Shopping Center, consisting of an inline retail center adjacent to an Asian grocery store which serves the community.

The subject property is situated in the heart of an infill and affluent residential neighborhood, and there is no grocery competition in the immediate area, making South Hills Shopping Center a go-to destination for nearby residents.

The property has average rents of $13.50/psf and has substantial upside and further repositioning opportunities.

Immediate Upside and Mark-to-Market Opportunity

- For sale is a grocery shadow-anchored retail center in an established, infill Sacramento neighborhood
- An immediate upside opportunity through: (i) converting gross leases to NNN, (ii)executing long-term leases with below market MTM tenants, and (iii) creating value with the vacant pad
- Four of the tenants are on month-to-month tenancy, with an average in-place rent of $11.82/SF
- Average rents in place are $13.50/psf (below market)
- The subject property is being offered for below replacement cost at $149.37/SF
- Nine of the current tenants have operated at this center for over 10 years, showing a strong commitment to this retail node

Daily Needs Retailers | Recent CapEx Work

- South Hills is anchored by Shun Fat Supermarket (NAP), a growing Asian supermarket with 18 stores located in CA, NV, OR and TX
- The subject property features a complimentary mix of daily needs retailers including the U.S. Post Office, local restaurant operators, a fitness user, hair and nail salons, and more
- Within the past three years, the center has undergone common area improvements including fresh exterior paint, parking lot repairs and seal coating, and roof work over the U.S. Post Office

Established Infill Trade Area

- Located in South Land Park, a Sacramento neighborhood with mature housing, strong homeownership, and limited opportunities for new retail development
- The property is surrounded by thousands of homes within a short drive, creating a consistent base of repeat customers for neighborhood-serving retail and restaurants
- Immediate access to Interstate 5, and just a 10-minute drive from Downtown Sacramento
- Affluent submarket with average household incomes exceeding $134,000 within a 3-mile radius

		CURRENT	PROFORMA*
Price For Strip Center		**$6,850,000**	**$7,403,906**
Price For Strip Center Plus Land		**$7,250,000**	**$7,803,906**
Capitalization Rate For Strip Center		**6.35%**	**7.88%**
Capitalization Rate For Strip Center Plus Land		**6.00%**	**7.47%**
Price Per Square Foot		**$149.37**	**$161.45**
Down Payment	40%	$2,740,000	$2,740,000
Loan Amount	60%	$4,110,000	$4,110,000
Total Leased (SF):	100.00%	45,860	45,860
Total Vacant (SF):	0.00%	0	0
Total Rentable Area (SF):	100.00%	45,860	45,860
Income	**$/SF**		
Scheduled Rent	$13.50	$618,950	$738,594
Scheduled Recoveries	$2.90	$133,029	$173,086
Effective Gross Income		**$751,978**	**$911,680**
Vacancy Factor (3%)	($0.49)	($22,559)	($27,350)
Adjusted Gross Income		**$729,419**	**$884,330**
Expense	**$/SF**		
CAM	($1.49)	($68,407)	($68,407)
Property Taxes (1.35% of PP)	($2.07)	($94,844)	($94,844)
Insurance	($0.86)	($39,536)	($39,536)
Utilities	($1.05)	($48,356)	($48,356)
Non-Recoverable Repair & Maint	($0.19)	($8,901)	($8,901)
Capital Expenditure Reserve	($0.10)	($4,586)	($4,586)
Management Fee (4.0%)	($0.66)	($30,079)	($36,467)
Total Operating Expenses	**($6.43)**	**($294,708)**	**($301,096)**
Net Operating Income		**$434,711**	**$583,233**

Building and land pad are on one parcel. Buyer shall acquire the land pad as part of a deal

Proforma Assumptions - Calendar Year 2027*

-MTM tenants all sign lease extensions at $20/SF in base rent and/or new tenants are brought in
-Includes costs to re-tenant/modify leases ($30/SF TIA; $15/SF LLW; 5% LC)
-Includes scheduled rental escalations for tenants in 2027

PROPOSED FINANCING/CASH FLOW

	PROPOSED	PROFORMA
Proposed Loan Amount	**$4,110,000**	**$4,110,000**
Loan To Value	**60%**	**60%**
Interest Rate	**6.00%**	**6.00%**
Amortization (Years)	**25**	**25**
Term (Years)	**10**	**10**
Net Operating Income	**$434,711**	**$583,233**
Debt Service	**($317,769)**	**($317,769)**
Pre-Tax Cash Flow	**$116,941**	**$265,464**
Debt Coverage Ratio	**1.37**	**1.84**
Cash-on-cash Return	**4.27%**	**9.69%**
Principal Pay down (Year 1 Proposed; Year 2 Proforma)	**$73,160**	**$77,672**
Total Return	**$190,101**	**$343,136**
Yield	**6.94%**	**12.52%**

Note: Proposed loan terms may fluctuate with market conditions and are for evaluation purposes only. CP Partners is not a lender or mortgage broker.

Lease-Up Costs to Achieve Proforma in 2027

Month-to-month Tenant SF	9,461
TIA Cost Per SF	$283,830
LLW Cost Per SF	$141,915
Total Re-tenant Cost	$425,745
Leasing Commissions (5%)	$47,305
Ground Lease Lease-Up Costs	$30,000
Total Lease-Up Costs	**$503,050**
6 Months of Down Rent (MTM Tenants)	$50,856
Total Lease-Up Costs & Down Rent	**$553,906**

Tenant Info				Lease Terms		Rent Summary		
SUITE	TENANT NAME	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT
Neighbor 1	**Land Park Investments LLC**	**0**	**0.00%**			**-**	**$2,337.96**	**-**
	CAM Payments Only (Adjacent Owner)							
Neighbor 2	**Mr. Huy Trieu**	**0**	**0.00%**			**-**	**$1,017.96**	**-**
	CAM Payments Only (Adjacent Owner)							
Parking Lot	**USAgain**	**0**	**0.00%**	**09/01/25**	**08/31/26**	**$750**	**$9,000**	**-**
	Clothes collection bin; No Options							
5900	**Florez Bar And Grill**	**3,114**	**6.79%**	**11/01/05**	**09/30/27**	**$3,114**	**$37,368**	**$12.00**
	Includes a large, tented outdoor patio			10/01/27	09/30/29	$3,425	$41,105	$13.20
	No Options			10/01/29	09/30/31	$3,581	$42,973	$13.80
				10/01/31	09/30/34	$3,893	$46,710	$15.00
5908	**South Hills Hair Studio**	**790**	**1.72%**	05/01/05	05/31/26	$1,225	$14,694	$18.60
	No Options			**06/01/26**	**05/31/27**	**$1,264**	**$15,168**	**$19.20**
5916	**Mike's Liquor**	**2,108**	**4.60%**	**01/01/11**	**08/31/27**	**$2,450**	**$29,400**	**$13.95**
	No Options			09/01/27	08/31/28	$2,550	$30,600	$14.52
				09/01/28	08/31/29	$2,650	$31,800	$15.09
5924	**Giovanni's Pizzeria**	**5,386**	**11.74%**	**04/01/06**	**MTM**	**$4,500**	**$54,000**	**$10.03**
	Month-to-Month							
5924-A	**The Executive Lounge**	**2,548**	**5.56%**	**02/01/25**	**01/31/30**	**$4,000**	**$48,000**	**$18.84**
			Option 1	02/01/30	01/31/35	Fair Market Value		

Tenant Info				Lease Terms		Rent Summary		
SUITE	TENANT NAME	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT
5930	**U.S. Post Office**	**15,791**	**34.43%**	**09/21/00**	**09/30/30**	**$18,138**	**$217,659**	**$13.78**
	Gross Lease		Option	10/01/30	09/30/35	$19,952	$239,425	$15.16
5958	**Stuart Allen (Able Body Fitness)**	**2,526**	**5.51%**	**04/04/22**	**04/30/27**	**$3,100**	**$37,200**	**$14.73**
	Gross Lease; No Options			05/01/27	04/30/28	$3,200	$38,400	$15.20
				05/01/28	04/30/30	$3,300	$39,600	$15.68
5960	**Land Park Business Services**	**2,493**	**5.44%**	**01/01/19**	**12/31/26**	**$2,871**	**$34,451**	**$13.82**
			Option 1	01/01/27	12/31/31		Fair Market Value	
5962	**Triple-R Adult Day Program (City of Sacramento)**	**3,951**	**8.62%**	**05/01/19**	**04/30/27**	**$3,951**	**$47,412**	**$12.00**
			Option 2	05/01/27	04/30/30		Fair Market Value	
			Option 3	05/01/30	04/30/33		Fair Market Value	
5962-ATM	**Safe Credit Union ATM**	**213**	**0.46%**	**09/01/16**	**08/31/26**	**$600**	**$7,200**	**$33.80**
	Term auto-renews for 1-yr periods unless written notice of termination is given within 90 days of the current term's exp. date							
5964	**Beverly's Unique Scrapbooking**	**2,865**	**6.25%**	**03/01/11**	**12/30/28**	**$2,865**	**$34,380**	**$12.00**
	No Options			01/01/29	12/31/30	$3,152	$37,818	$13.20
5968-5972	**D&P Sports Cards**	**1,630**	**3.55%**	**01/01/15**	**MTM**	**$1,956**	**$23,472**	**$14.40**
	Month-to-Month							

Tenant Info				Lease Terms		Rent Summary		
SUITE	TENANT NAME	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT
5974	Heads Up Hair Salon	600	1.31%	08/01/03	MTM	$720	$8,640	$14.40
	Month-to-Month							
5982-5978	Mattress Direct	1,845	4.02%	03/01/15	MTM	$1,300	$15,600	$8.46
	Gross Lease; Month-to-Month							
Pad	Land Pad (Future Ground Lease or BTS)	14,000		-	-		$35,000	
	Proforma Rent: $35K Annually							
	OCCUPIED	45,860	100.00%		TOTAL CURRENT	$51,579	$618,950	$13.50
	VACANT	0	0.00%					
	CURRENT TOTALS	45,860	100.00%					

LEGEND

Property Boundary

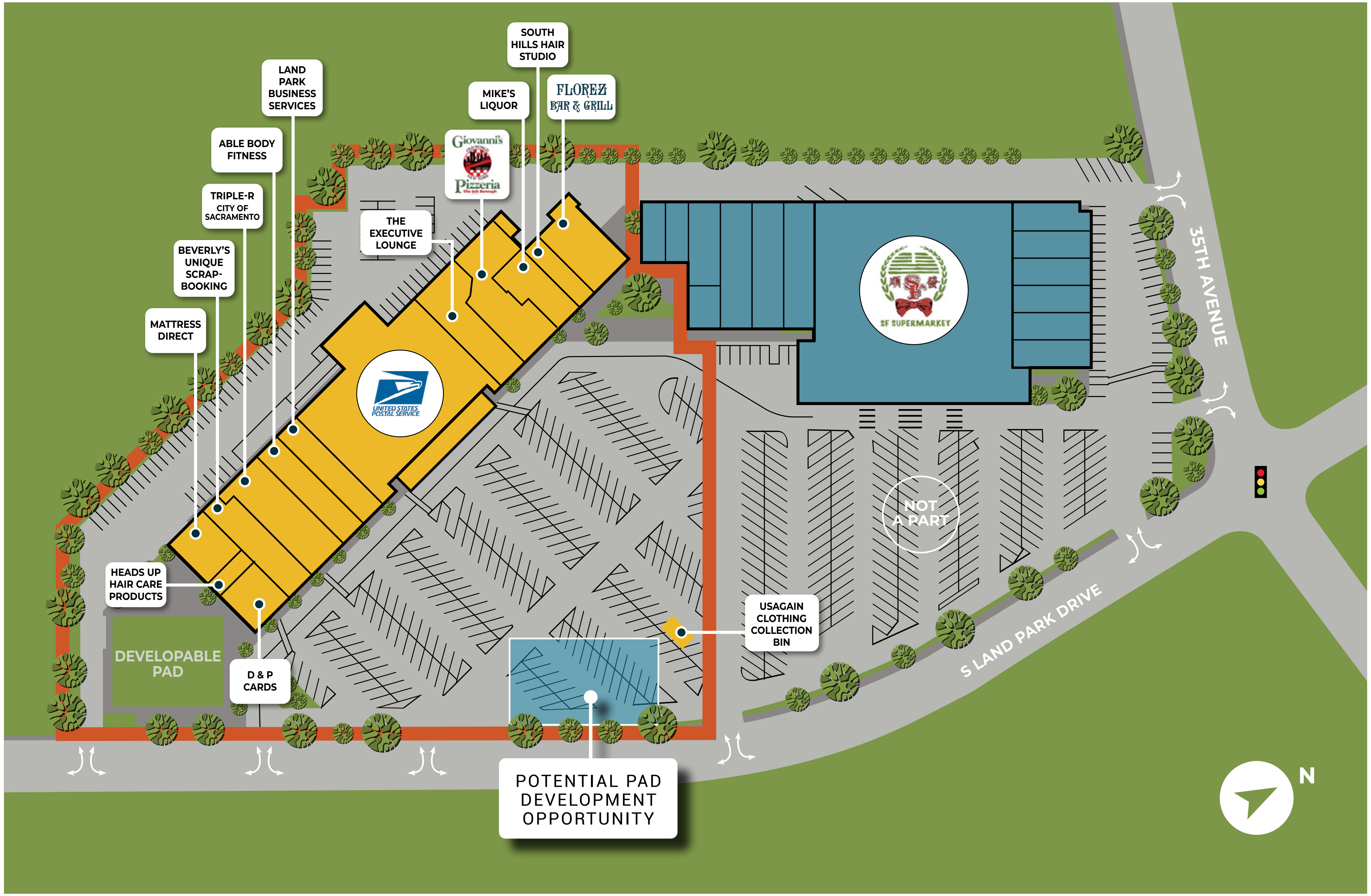
45,860

Rentable SF

5.36

Acres

Egress



The United States Postal Service (USPS) is an independent federal establishment mandated to be self-financing, operating as the only delivery service in the nation that reaches every address in the country. USPS delivers mail and packages to more than 170 million addresses six to seven days a week, and processes and delivers 44 percent of the world's mail. USPS receives no tax dollars for operating expenses and relies entirely on the sale of postage, products, and services to fund its operations. USPS is the core of the nation's $1.9 trillion mailing industry, which employs more than 7.9 million people, and maintains 262,740 vehicles — one of the largest civilian fleets in the world.

TENANT WEBSITE

Florez Bar & Grill is an independently owned Mexican restaurant and full bar. Established in 1981, the restaurant has served the local community for over 40 years, offering breakfast, lunch, and dinner built around classic Mexican dishes, house-made tamales, and a full bar known for its hand-crafted margaritas. Beyond daily service, Florez Bar & Grill offers catering, and hosts private parties and events.

TENANT WEBSITE

Giovanni's Old World New York Pizzeria — known locally as Giovanni's Pizza — is a family-owned and operated restaurant that has served the Sacramento community since opening its doors in 2001. The pizzeria specializes in authentic New York-style pizza, with everything made from scratch, including its dough, sauces, and dressings. The concept has grown to two Sacramento-area locations, both open daily for lunch and dinner. In addition to its scratch-made menu, Giovanni's features a rotating lineup of local Sacramento craft beers and supports private party and group bookings.

TENANT WEBSITE

SF SUPERMARKET
Siêu Thị Thuận Phát

Not a Part of Sale

Located in California's Capital City

330,164

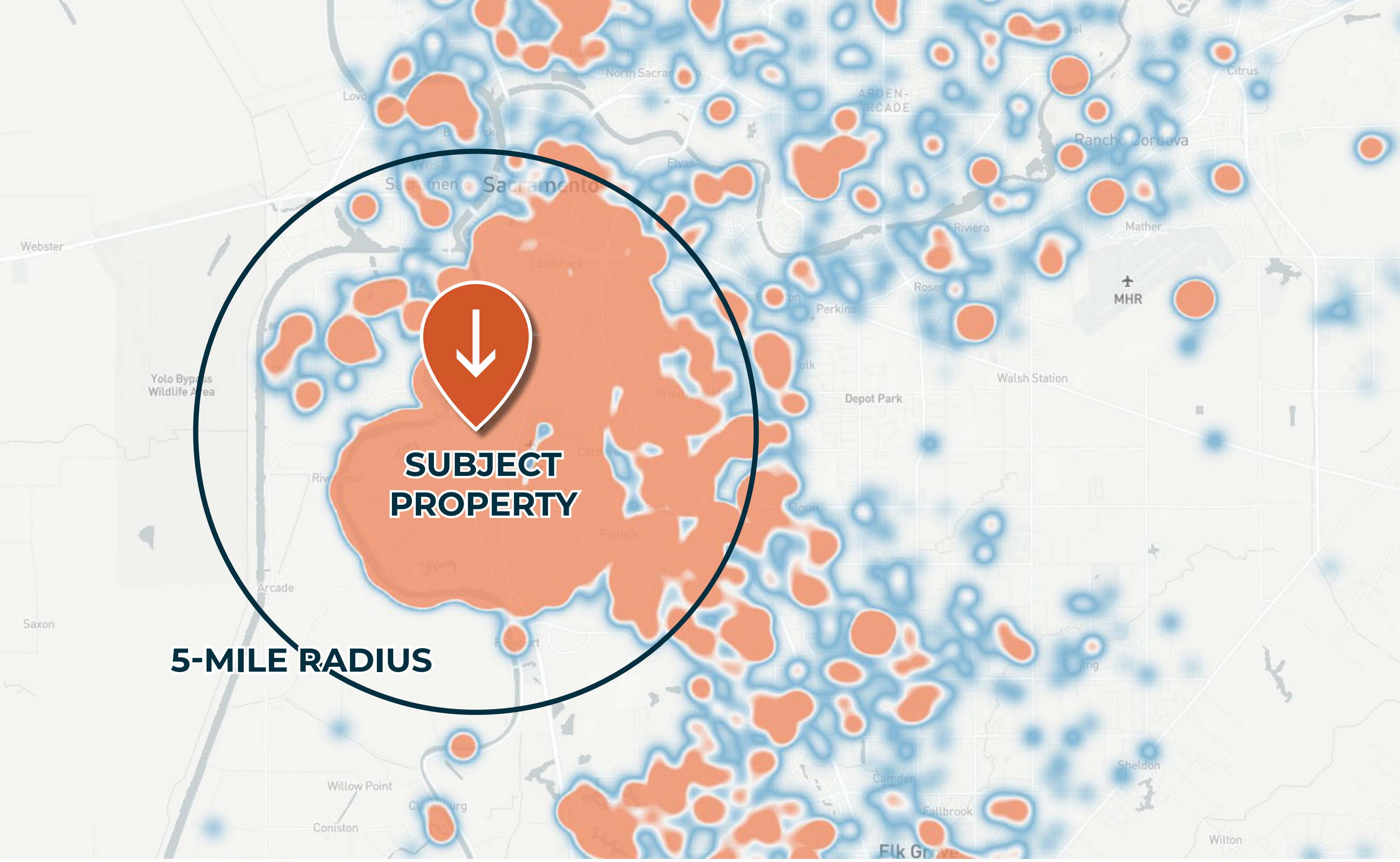
POPULATION IN A 5-MILE RADIUS

$134,817

3-MILE AVERAGE HH INCOME

Subject Property
South Hills Shopping Center
136,689 VPD
14,806 VPD
16,467 VPD
9,774 VPD
25,782 VPD
13TH STREET
S LAND PARK DRIVE
SEAMAS AVENUE
FRUITRIDGE ROAD
FREEPORT BOULEVARD
FLORIN ROAD
Caroline Wenzel Elementary School
John Cabrillo Elementary School
Sam Brennan Middle School
Alice Birney Elementary School
Sacramento New Technology High School
Sutterville Elementary School
John Bidwell Elementary School
SACRAMENTO COUNTY AIRPORT SYSTEM
ROSS
petco
Marshalls
BIG 5 SPORTING GOODS
Nugget MARKETS
IN-SHAPE
The UPS Store
SUBWAY
DUTCH BROS
WELLS FARGO
Bank of America
us bank
citi
BEL AIR
CHASE
O'Reilly AUTO PARTS
DOLLAR TREE
CVS pharmacy
Smart&Final extra!
Golden 1 Credit Union
Carl's Jr.
Chevron
SHERWIN WILLIAMS
ExtraSpace Storage
ampm
Marie Callender's
TACO BELL
GOVERNMENT OFFICE
GOLF COURSE
ELEMENTARY/ MIDDLE SCHOOL
SPORTS COMPLEX
HIGH SCHOOL
N


GOVERNMENT OFFICE
ELEMENTARY/ MIDDLE SCHOOL
HIGH SCHOOL
GOLF COURSE
SPORTS COMPLEX
N
Subject Property
South Hills Shopping Center
131,344 VPD
127,601 VPD
184,452 VPD
101,258 VPD
256,508 VPD
20,708 VPD
187,904 VPD
170,655 VPD
S LAND PARK DRIVE
FREEPORT BLVD
LAND PARK DRIVE
FLORIN ROAD
FRUITRIDGE ROAD
16TH STREET
DOWNTOWN SACRAMENTO
California State Capitol
SACRAMENTO COUNTY AIRPORT SYSTEM
SACRAMENTO CITY COLLEGE
UNIVERSITY OF THE PACIFIC
UC DAVIS MEDICAL CENTER
Sutter Health
Shriners Children's
Dignity Health
GOLDEN 1 CENTER
IKEA
Walmart Supercenter
ROSS
GROCERY OUTLET
THE HOME DEPOT
Raley's
STATE FOODS SUPERMARKET
LOWE'S
DOLLAR TREE
target
Nugget
ACE Hardware
BEL AIR
CVS pharmacy
Marshalls
petco
Staples
Smart&Final
SPROUTS
RANCHO MARKETS
SAFEWAY
SUPER MERCADO
Walmart
DICK'S SPORTING GOODS
HOBBY LOBBY
BOOT BARN
DAISO
PETSMART
REGAL
FLOOR & DECOR
RC Willey
food maxx
99 RANCH MARKET
dd's DISCOUNTS
HARBOR FREIGHT
Foods Co.
FOOD 4 LESS
TRADER JOE'S
5
50
80
99
160



Visitation Heatmap

The shading on the map above shows the **home location of people who visited the subject property** over the past 12 months.

Visitation Data

399K Visits
OVER THE PAST 12 MONTHS TO THE SUBJECT PROPERTY

37 Min
AVERAGE DWELL TIME AT THE SUBJECT PROPERTY

*Map and data on this page provided by Placer.ai. Placer.ai uses location data collected from mobile devices of consumers nationwide to model visitation and demographic trends at any physical location.

Demographics

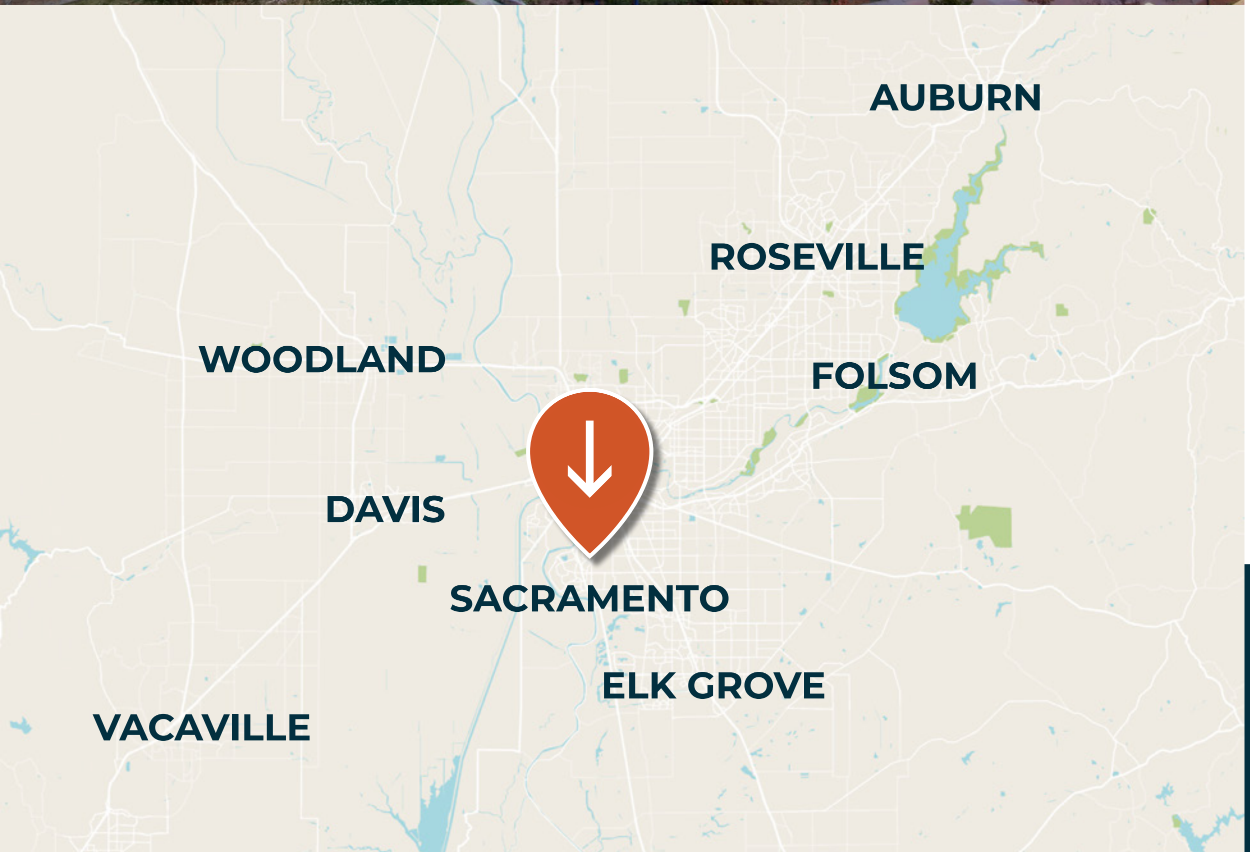
Ring Radius Population Data

	1-Mile	3-Mile	5-Mile
2025	15,518	139,584	330,164
2035 PROJ.	15,713	145,684	355,723

Ring Radius Household Income Data

	1-Mile	3-Mile	5-Mile
AVERAGE	$117,492	$134,817	$121,857
MEDIAN	$88,950	$104,303	$90,924

*Demographic Data on this page provided by Placer.ai, sourced from Popstats 2025 dataset.



Sacramento, CA

California's Capital City

About Sacramento

- The the fastest-growing major city in California, sixth largest city in the state, and the 35th largest city in the United States
- The urban Sacramento area has a population of 1.44 million while the Sacramento Valley, which includes ten counties, has an estimated population of 2.66 million
- One of the most historic cities in California, boasting an impressive array of museums, landmarks, parks, amenities, and more
- South Hills Shopping Center serves the neighborhoods of South Land Park, Greenhaven, and Riverside which are established, mature, and underserved from a retail perspective

A Growing Metro Region

- Government and transportation are key sectors of the Sacramento economy
- The cultural and economic hub of the Northern Central Valley – California's most productive agricultural region
- Technology-related companies have increasingly been drawn to Sacramento based on proximity to research centers and a well-educated labor pool
- Sutter Health, UC Davis Health, Golden 1 Credit Union, VSP, Intel Corporation, State of CA, and Blue Diamond Growers are among the major companies based in Sacramento

2.48 Million
SACRAMENTO METRO ESTIMATED POPULATION (2025)

$189.6 Billion
SACRAMENTO METRO GDP

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