

# Cottage Way Retail Center - Two Suites Available

2538-2560 Cottage Way, Sacramento CA 95825

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Tandy Leather NOW OPEN!! Three Suites Available



*Prepared By:*

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**GQ**North  
real estate

# THE PROPERTY

Location	2538-2560 Cottage Way Sacramento , CA 95825
County	Sacramento
Cross Street	Fulton Ave

## HIGHLIGHTS

- Suite 2556 - Coming soon: Tandy Leather
- Center Is Anchored By O'Reilly's Of Auto Parts. Located Along Fulton Avenue's Dealership Row With Niello BMW, Land Rover, Maserati, Lexus Of Sacramento
- Nearby Tenants include Target, Walgreens, and Home Depot
- Motivated for Leasing. Call 916-798-8559 Lu Ann Henderson
- Free Rent Incentives/Check out the YouTube Video which has videos for each unit-
- High Traffic Shopping Center Intersection Located SW Corner Of Fulton Avenue & Cottage Way In The Heart of Arden Trade Area

POPULATION		
1.00 MILE	3.00 MILE	5.00 MILE
25,046	146,870	383,555

AVERAGE HOUSEHOLD INCOME		
1.00 MILE	3.00 MILE	5.00 MILE
\$73,408	\$99,362	\$102,703

NUMBER OF HOUSEHOLDS		
1.00 MILE	3.00 MILE	5.00 MILE
10,077	57,824	150,078

Suite Tenant	Square Feet	Rent Per SF (Annual)	Lease Type Notes
2546 Available	1,200	\$1.35	NNN Turnkey Beauty Spa!
2548 Available	1,200	\$1.35	NNN Available
2552 Available	1,250	\$1.35	NNN Previously Dugout Deli
2556 Leased	2,580	\$1.35	NNN NOW OPEN:Tandy Leather

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## PROPERTY FEATURES

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TOTAL TENANTS	11
GLA (SF)	22,425
LAND ACRES	1.3
ZONING TYPE	Retail
NUMBER OF STORIES	1
NUMBER OF BUILDINGS	2
CORNER LOCATION	Yes
NUMBER OF INGRESSES	5
NUMBER OF EGRESSES	5

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## NEIGHBORING PROPERTIES

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NORTH	North Starbucks
SOUTH	Waffle House
EAST	Jaguar /Range Rover Car Lo
WEST	Truck / Car Lot

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## TENANT INFORMATION

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MAJOR TENANT/S	O'Reilly Auto Parts
SHADOW ANCHOR	Al's Liquor and Food
LEASE TYPE	NNN

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Take an Instant Walkthrough

<https://www.youtube.com/@matrixCREAI>

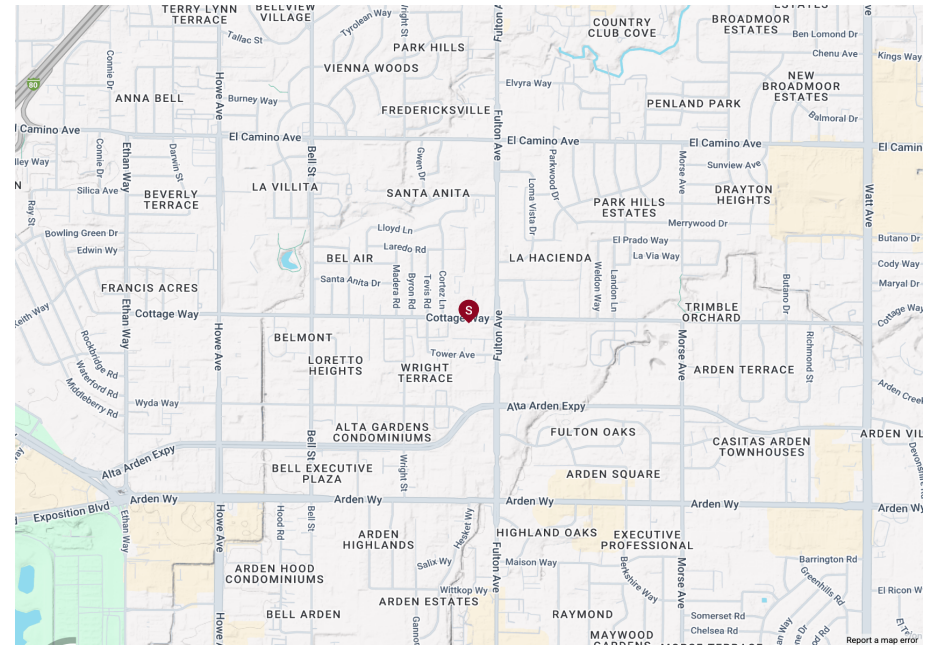


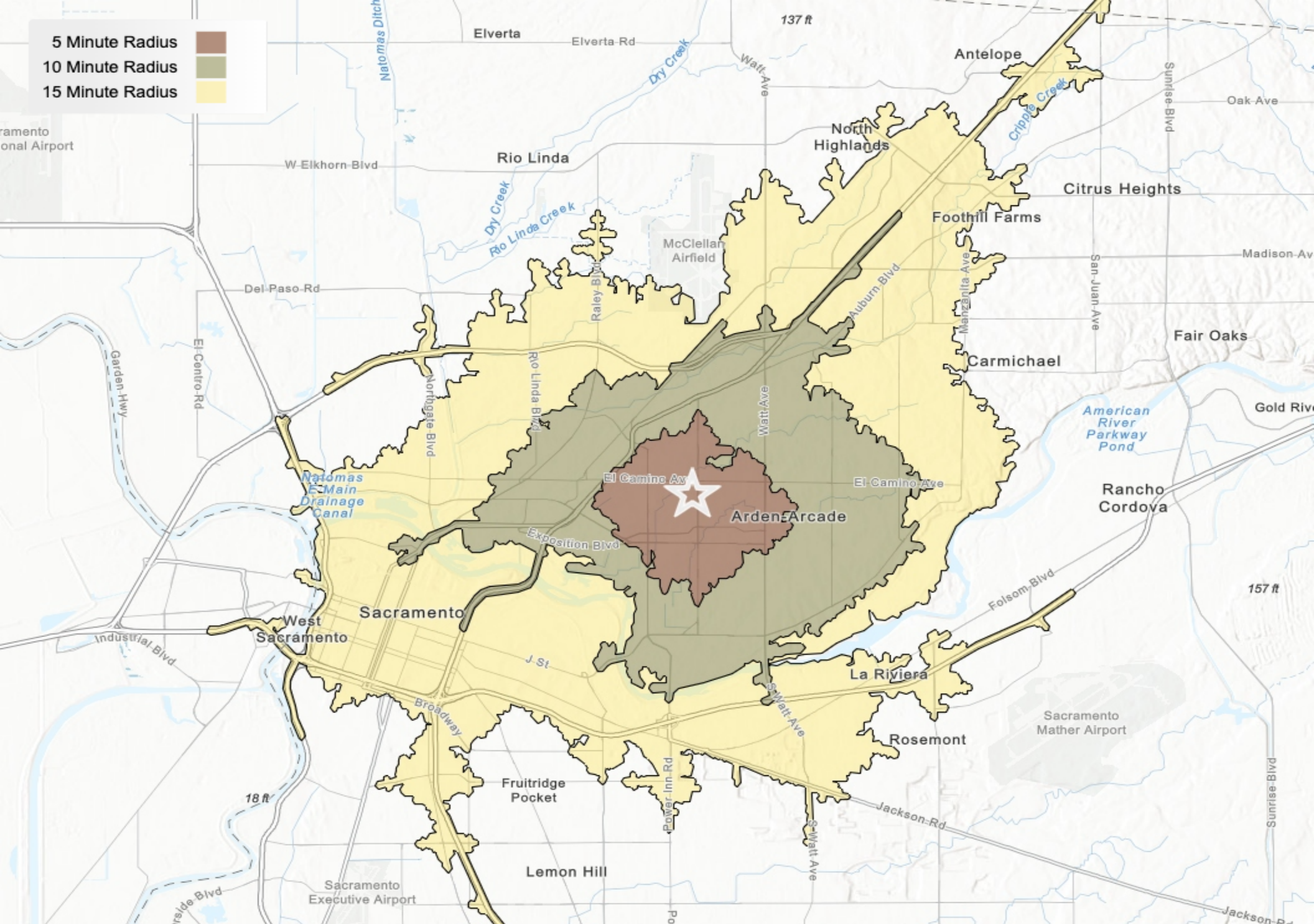
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## Corner of Fulton Ave and Cottage Way

- The Cottage Way Center ~ 22,425 Square Foot multi-tenant Retail Strip Center is centrally located in the Heart of Arden/Sacramento Trade Area, the southwest corner of Fulton Avenue, and the Cottage Way intersection. This intersection is in a high-density, well-established neighborhood with great visibility of approximately 43,000 in traffic count. O'Reilly Auto Parts is an excellent anchor tenant for bringing in foot traffic from Fulton Avenue's Dealership Row. The Cottage Way Center makes it a perfect spot for lunchtime and various retail services.
- Move-in Incentives! We can help customize a leasing plan for you to get started and enjoy a successful business. Call for details or schedule an appointment.  
Call/text me at (916) 798-8559. Lu Ann Henderson

Locator Map







[Report a map error](#)



2552 Previously Dugout Deli



2556 Tandy Leather/Now Open!



[tandyleather.com](http://tandyleather.com)



Tandy Leather/Now Open!



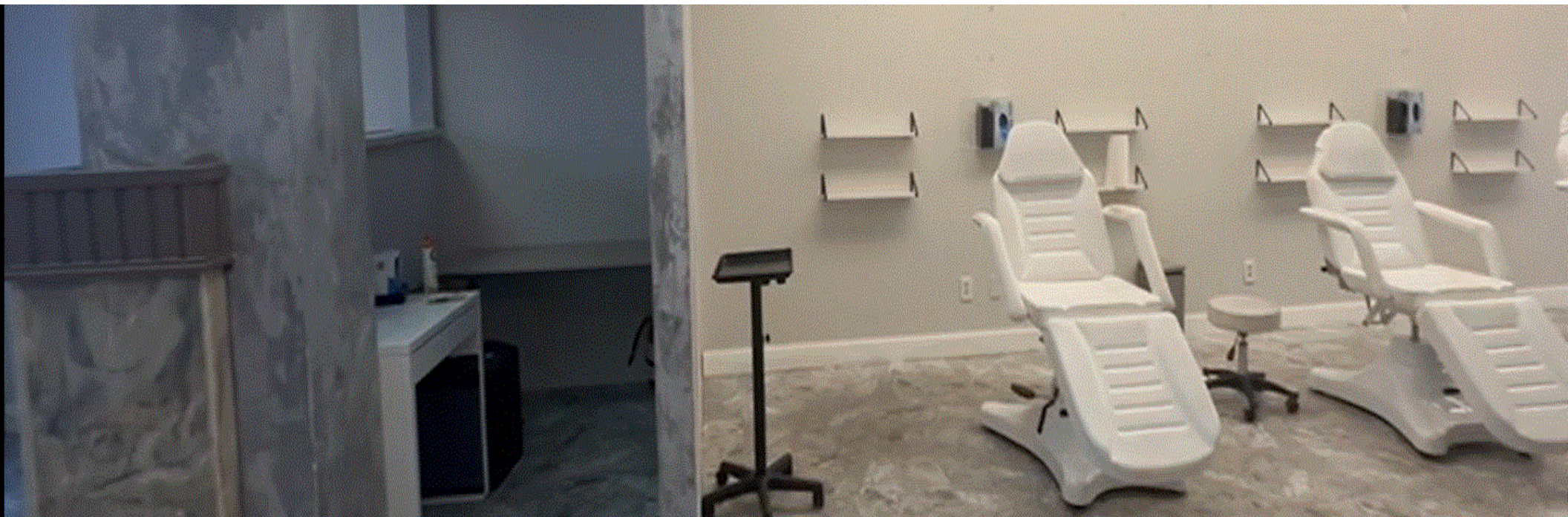
[tandyleather.com](http://tandyleather.com)



2546 Cottage Way/Turnkey Beauty Spa



2546 Cottage Way/Turnkey Beauty Spa



2546 Cottage Way/Turnkey Beauty Spa

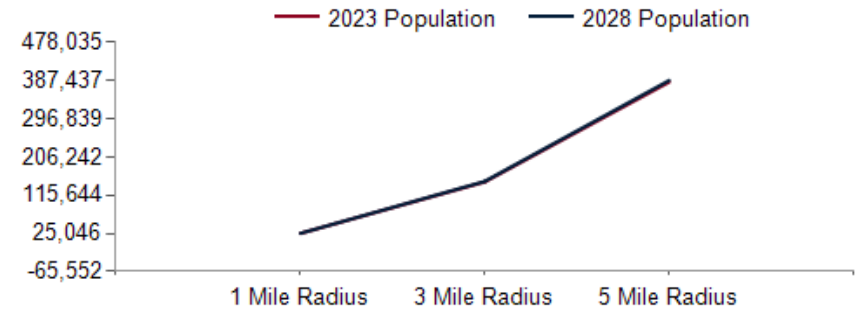


**2546 Cottage Way/Front Desk**

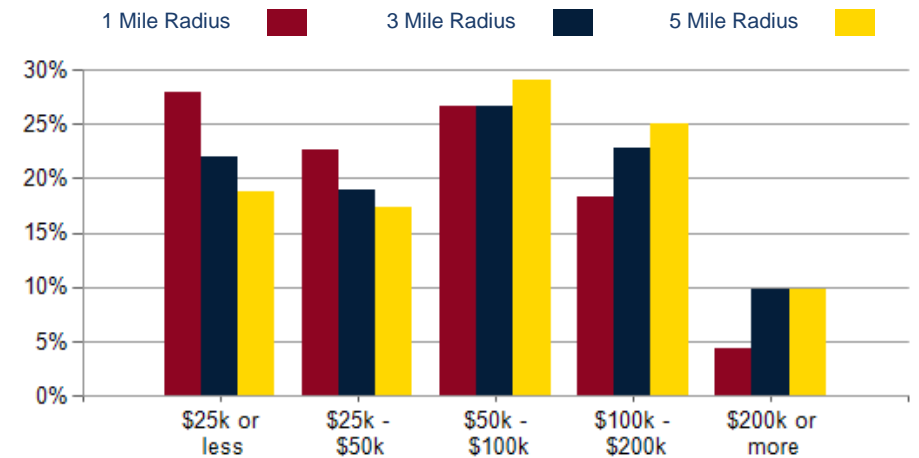
POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	21,103	128,678	339,031
2010 Population	20,753	127,092	335,492
2023 Population	25,046	146,870	383,555
2028 Population	25,135	148,324	387,437
2023-2028: Population: Growth Rate	0.35%	1.00%	1.00%

2023 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	1,755	8,093	17,855
\$15,000-\$24,999	1,062	4,606	10,350
\$25,000-\$34,999	985	4,582	10,596
\$35,000-\$49,999	1,298	6,359	15,420
\$50,000-\$74,999	1,594	8,815	24,684
\$75,000-\$99,999	1,098	6,571	18,969
\$100,000-\$149,999	1,418	8,839	25,648
\$150,000-\$199,999	425	4,334	11,917
\$200,000 or greater	442	5,625	14,640
Median HH Income	\$49,064	\$62,787	\$69,788
Average HH Income	\$73,408	\$99,362	\$102,703

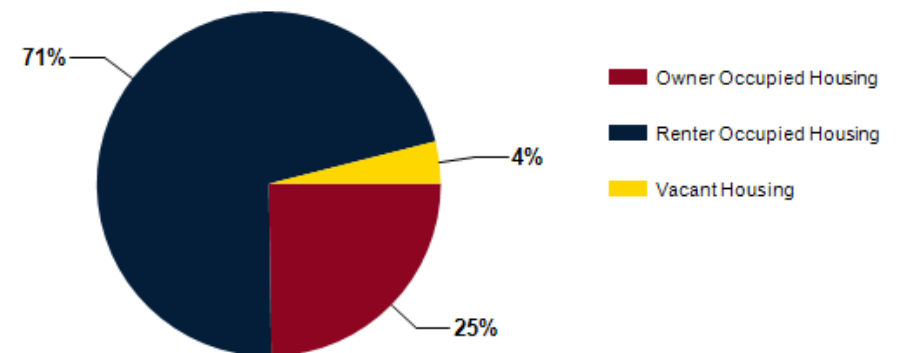
HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	9,948	58,815	148,511
2010 Total Households	9,039	53,594	137,816
2023 Total Households	10,077	57,824	150,078
2028 Total Households	10,064	58,218	151,959
2023 Average Household Size	2.44	2.46	2.46
2023-2028: Households: Growth Rate	-0.15%	0.70%	1.25%



2023 Household Income

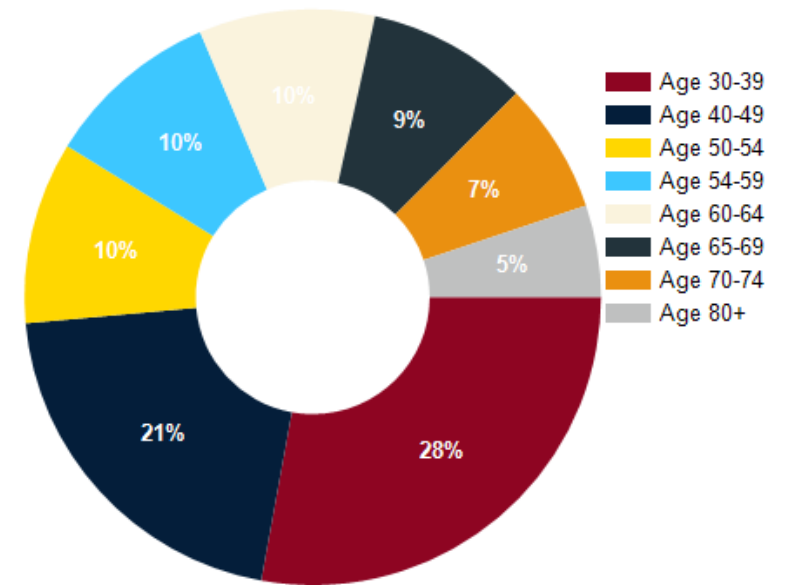


2023 Own vs. Rent - 1 Mile Radius

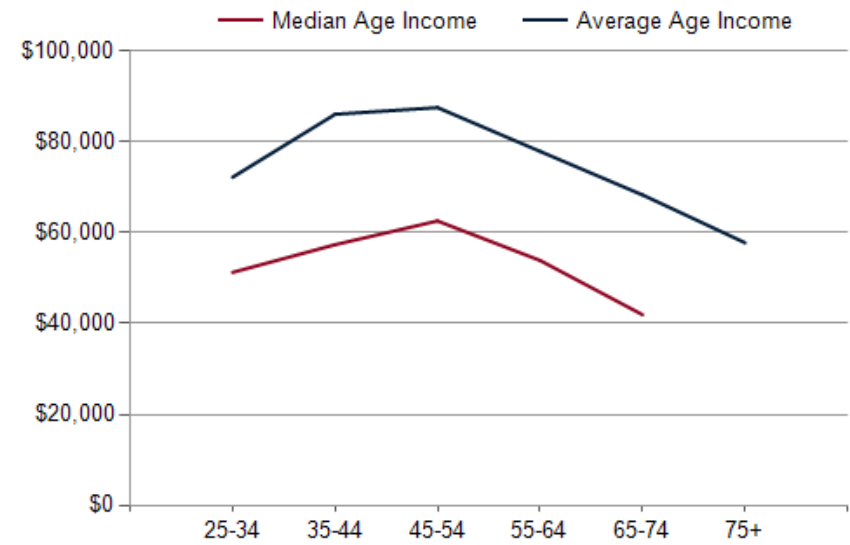


Source: esri

2023 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2023 Population Age 30-34	2,110	10,455	30,004
2023 Population Age 35-39	1,725	9,301	25,741
2023 Population Age 40-44	1,551	8,678	23,227
2023 Population Age 45-49	1,298	7,736	20,350
2023 Population Age 50-54	1,410	8,245	21,446
2023 Population Age 55-59	1,352	8,680	22,453
2023 Population Age 60-64	1,358	9,063	23,293
2023 Population Age 65-69	1,240	8,244	20,552
2023 Population Age 70-74	1,013	6,772	17,033
2023 Population Age 75-79	710	4,714	11,659
2023 Population Age 80-84	504	3,050	7,845
2023 Population Age 85+	615	3,762	9,407
2023 Population Age 18+	19,621	116,936	305,410
2023 Median Age	36	38	37
2028 Median Age	36	38	38



2023 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$51,273	\$60,145	\$69,398
Average Household Income 25-34	\$72,223	\$85,534	\$93,114
Median Household Income 35-44	\$57,369	\$72,752	\$82,000
Average Household Income 35-44	\$86,095	\$108,482	\$115,279
Median Household Income 45-54	\$62,602	\$83,780	\$89,143
Average Household Income 45-54	\$87,571	\$123,328	\$124,678
Median Household Income 55-64	\$53,907	\$72,440	\$78,111
Average Household Income 55-64	\$77,924	\$115,174	\$115,580
Median Household Income 65-74	\$41,945	\$62,665	\$64,707
Average Household Income 65-74	\$68,334	\$99,871	\$99,817
Average Household Income 75+	\$57,795	\$80,300	\$80,381





**Lu Ann Henderson**  
Senior Vice President

Lu Ann is an exclusive listing agent based in California, serving the Sacramento, Bay Area, and Los Angeles markets. She has a diverse network of local and international investors. 85% of her boutique sales and leasing transactions involve dual agency, as she excels at securing buyers and tenants and achieving high closing rates. Lu Ann achieved top producer status in her company in 2016, 2017, and 2018. She was also recognized as the top producer by Costar/LoopNet for the second quarter of 2020. In March 2023, Lu Ann was honored as a top-performing broker in Crexi's annual Platinum Broker Awards. Her overall transaction volumes rank in the top 5% of brokers.

With significant experience brokering multimillion-dollar transactions, Lu Ann specializes in industrial, retail, mixed-use residential, office, land development, and specialty assets in California. Her expertise stems from two years as an intern for an investor with commercial assets worldwide, where she learned from experienced commercial investors and incorporated their strategies into her transactions.

Lu Ann sought to modernize brokerage methods. Despite lacking knowledge of building a WordPress website, she self-taught and envisioned leveraging technology for her clients and created HendersonCRE.com, eventually evolving into MatrixCRE.ai. Embracing versatile technology for efficient communication of her listings, she adopted texting and directly answering her phone for listing information and appointments, setting new standards in the industry. In 2017, her brokerage company won the Power Brokerage in Leasing Transaction award, and she was recognized as the top producer of the company.

Amid the COVID-19 pandemic in 2020, Lu Ann identified a continued demand for commercial space, especially from small businesses on the verge of closure. Showing compassion and entrepreneurial spirit, she launched a new YouTube channel, MatrixCREai, becoming the first local commercial agent to integrate texted walk-through videos and drone footage into property presentations. Her innovative approach streamlined the commercial real estate brokerage process, optimizing efficiency and client response.

Lu Ann's journey in commercial real estate began in 2005 when she obtained her Nevada Real Estate License. Joining the Blasco Development group, focused on various development–transnational projects and assisting the sellers with The Spanish Palm Apartments located at 5250 S. Rainbow Blvd., Las Vegas, NV. Additionally, she is facilitating the buyers with the sales of the condo conversions first two phases. Closing the 376-unit Apartment transaction for \$52.6 million.

In 2012, after obtaining her California Real Estate license, Lu Ann played a crucial role in the nine-month due diligence for AG-80, 277 acres at Larry Bell Dairy Farm, \$3.8 million. The AG-80, 277 acres, and the 12 residential properties at 11318 Franklin Blvd, Elk Grove, CA.

In 2015, the City of Sacramento established industrial-approved zoning for cannabis cultivation. Lu Ann was among the first commercial agents in the region to venture into this uncharted territory. Actively engaging in city ordinance meetings and ensuring compliance with new regulations, she became a successful entrepreneur and representing top investors in the industrial industry.

Despite facing attempts to tarnish her reputation in early 2020, Lu Ann relied on the support of loyal clients, colleagues, friends, and family, refusing to be affected by negative attempts. Her dedication to technology-driven client services earned her the recognition of Costar Power Broker in the Second Quarter of 2020, a testament to her resilience and success in the industry. As of 2023, she has facilitated over \$30 million in sales, most of which are dual agencies.

In 2023, Lu Ann created MatrixCRE.ai to support San Francisco, which has experienced a downturn due to significant tech companies and families leaving the area. Lu Ann, a California native, is committed to preserving San Francisco's historical memories and aiding in listing more challenging transactions. She is recognized for her role as a real estate advocate for the elderly and misinformed.

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Exclusively Marketed by:



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