



Lu Ann Henderson
Senior Vice President
(916) 798-8559
Luann@GQNorth.com
Lic: DRE# 01912126

HendersonCRE Virtual Tour
(310) 367-8933
Luann@GQNorth.com

2538 Cottage Way
Sacramento, CA 95825

Cottage Way Retail Center

ARDEN AREA COTTAGE/ FULTON AVE CORNER

GQNorth
real estate

HIGHLIGHTS

- \$1.25 PSF NNN Call For Free Rent Incentives
- Free Rent Incentives Per Retail Suite. Call For Prime Restaurant Build-Out Incentives
- High Traffic Shopping Center Intersection Located SW Corner Of Fulton Avenue & Cottage Way In The Heart of Arden Trade Area
- Center Is Anchored By O'Reilly's 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
- One Big Open Space with a Breakroom, Private Restroom and Shower. Only One Retail Unit Left.
- Motivated for Leasing. Call 916-798-8559 Lu Ann Henderson

Lu Ann Henderson
 Senior Vice President
 DRE# 01912126

 California Commercial Real Estate

 Southern 310-367-8933 / Northern 916-798-8559

 Call/Text

Invest@HendersonCRE.com

Suite	Tenant	Square Feet	Rent Per SF (Annual)	Lease Type	Notes
2546	LEASED	1,200	\$1.25	NNN	UNIT HAS BEEN LEASED
2548	AVAILABLE	1,250	\$1.25	NNN	Open Space Private Restroom with shower, breakroom/office.
2556	LEASED	2,580	\$1.25	NNN	UNIT HAS BEEN LEASED



POPULATION



AVERAGE HOUSEHOLD INCOME



NUMBER OF HOUSEHOLDS

PROPERTY FEATURES

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

NEIGHBORING PROPERTIES

NORTH	Starbucks
SOUTH	Fire Place / BBQ Retail
EAST	Jaguar /Range Rover Car Lot
WEST	Micheline Tire

TENANT INFORMATION

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

Take a Virtual Tour
HendersonCRE.com



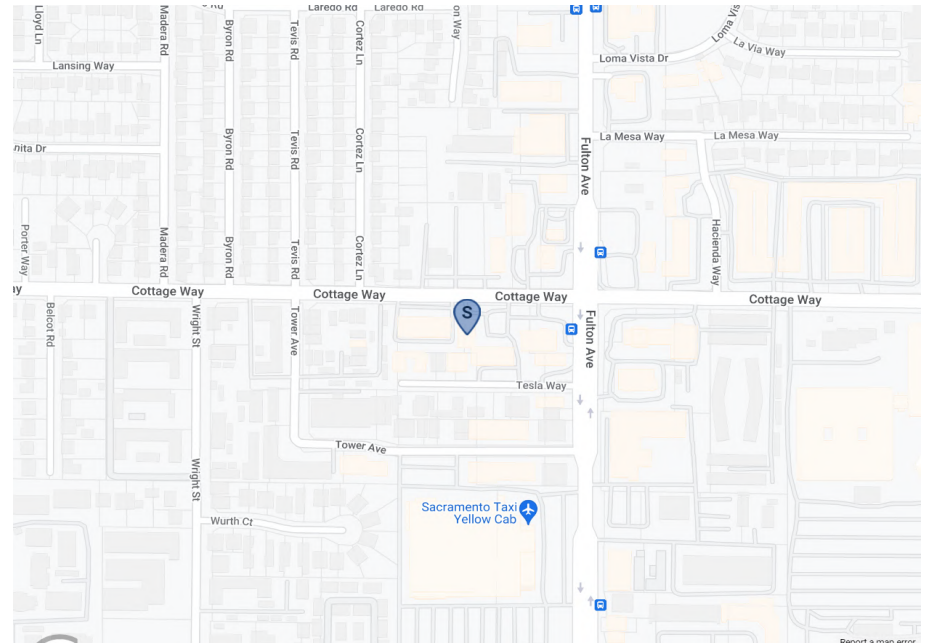
Corner of Fulton Ave and Cottage Way

- 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

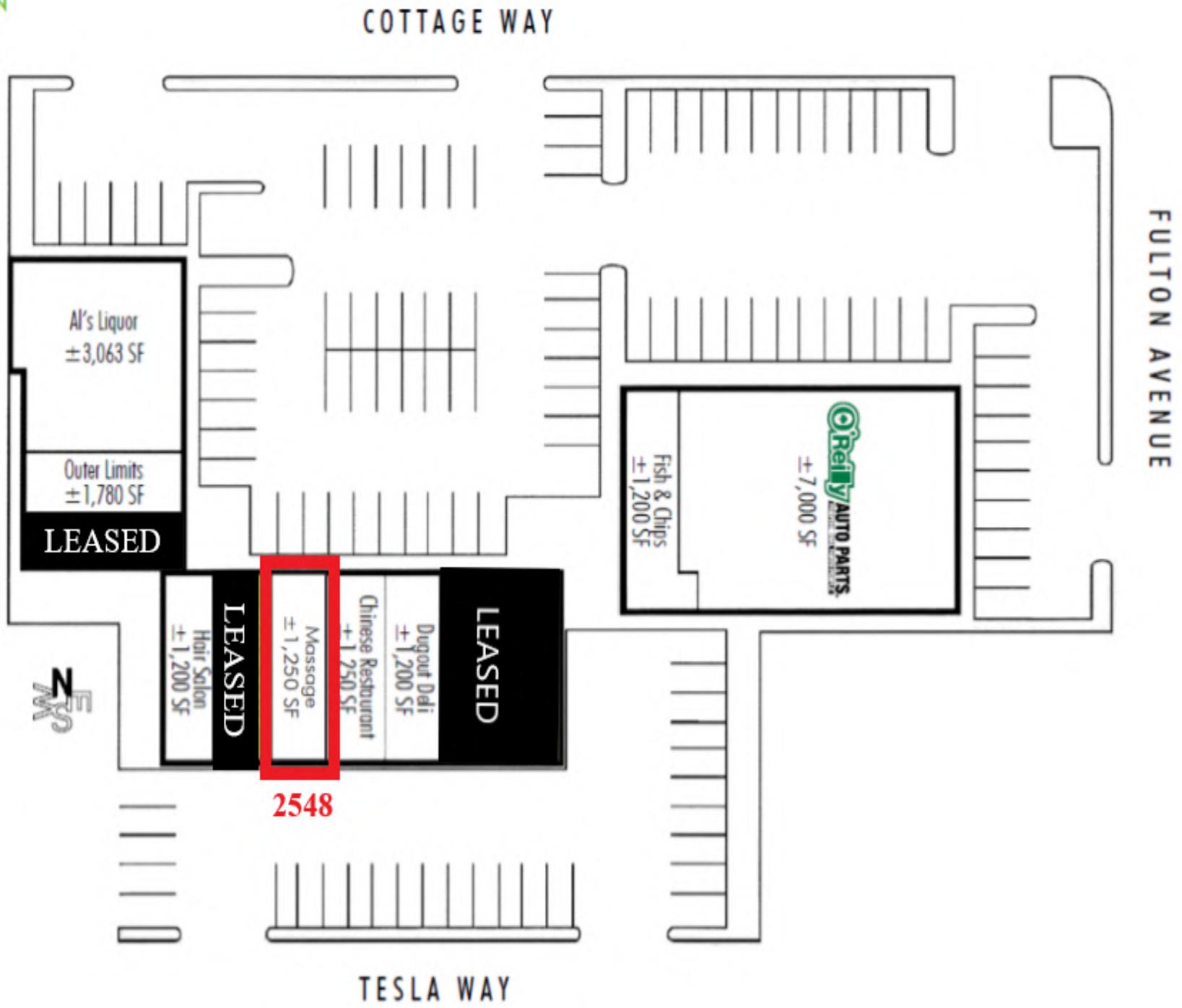
Locator Map



Regional Map



SITE PLAN











POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	21,103	128,678	339,031
2010 Population	20,753	127,092	335,492
2022 Population	25,305	146,778	384,235
2027 Population	25,718	148,314	388,916
2022 African American	2,985	14,459	37,560
2022 American Indian	350	1,913	5,118
2022 Asian	4,243	16,933	42,575
2022 Hispanic	6,231	35,182	97,587
2022 Other Race	3,257	17,941	49,875
2022 White	10,146	73,322	190,477
2022 Multiracial	4,103	20,958	54,930
2022-2027: Population: Growth Rate	1.60 %	1.05 %	1.20 %

2022 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	1,800	7,412	15,878
\$15,000-\$24,999	1,145	4,702	11,197
\$25,000-\$34,999	1,222	5,420	12,146
\$35,000-\$49,999	1,322	6,925	17,167
\$50,000-\$74,999	1,443	8,721	25,386
\$75,000-\$99,999	1,027	6,893	19,575
\$100,000-\$149,999	1,361	8,214	23,980
\$150,000-\$199,999	550	4,208	11,243
\$200,000 or greater	286	5,156	13,236
Median HH Income	\$44,315	\$60,319	\$66,319
Average HH Income	\$67,896	\$96,015	\$98,629

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
2022 Total Households	10,155	57,650	149,808
2027 Total Households	10,276	57,994	151,366
2022 Average Household Size	2.45	2.47	2.47
2000 Owner Occupied Housing	2,679	25,169	66,716
2000 Renter Occupied Housing	6,788	30,688	74,520
2022 Owner Occupied Housing	2,620	25,110	69,746
2022 Renter Occupied Housing	7,536	32,540	80,062
2022 Vacant Housing	398	2,961	7,872
2022 Total Housing	10,553	60,611	157,680
2027 Owner Occupied Housing	2,645	25,241	70,460
2027 Renter Occupied Housing	7,631	32,754	80,906
2027 Vacant Housing	391	3,306	8,518
2027 Total Housing	10,667	61,300	159,884
2022-2027: Households: Growth Rate	1.20 %	0.60 %	1.05 %



Source: esri

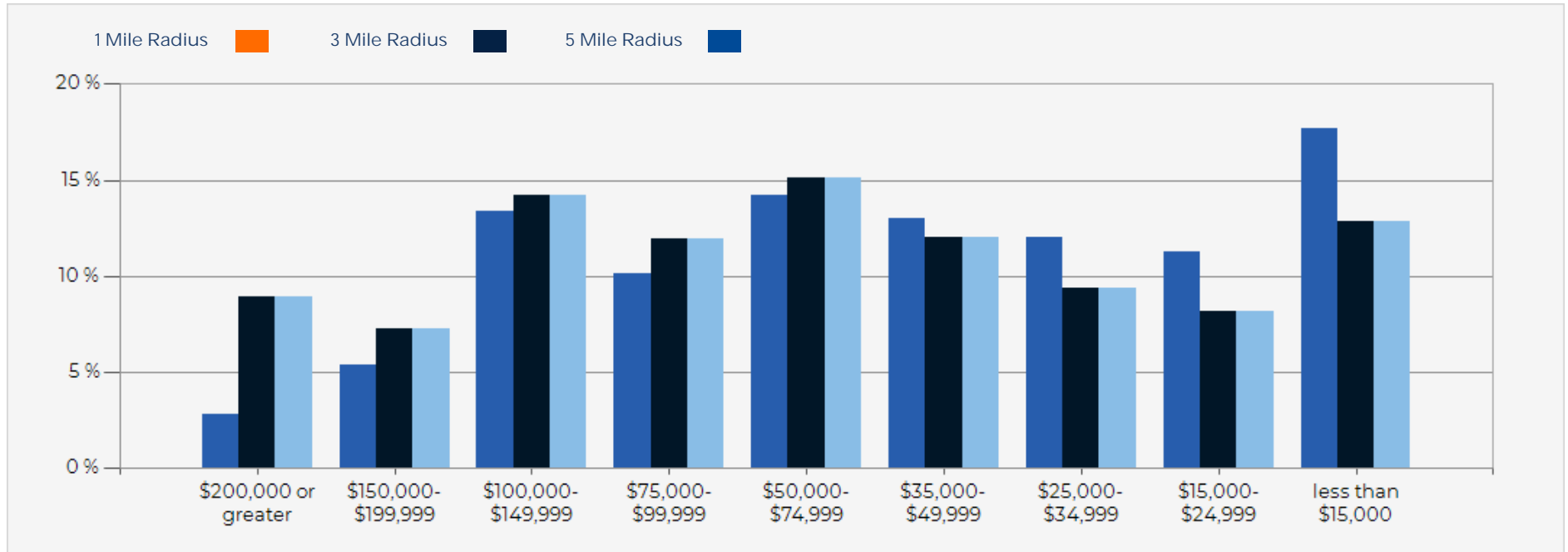
2022 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2022 Population Age 30-34	2,100	10,301	29,650
2022 Population Age 35-39	1,710	9,189	25,589
2022 Population Age 40-44	1,513	8,435	22,639
2022 Population Age 45-49	1,335	7,938	20,978
2022 Population Age 50-54	1,421	8,231	21,551
2022 Population Age 55-59	1,421	8,952	23,158
2022 Population Age 60-64	1,353	8,935	23,072
2022 Population Age 65-69	1,172	7,957	19,934
2022 Population Age 70-74	938	6,419	16,170
2022 Population Age 75-79	723	4,559	11,268
2022 Population Age 80-84	525	3,015	7,775
2022 Population Age 85+	738	4,089	10,129
2022 Population Age 18+	19,817	116,768	305,504
2022 Median Age	36	37	37

2022 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$47,139	\$57,896	\$65,501
Average Household Income 25-34	\$68,765	\$82,698	\$89,004
Median Household Income 35-44	\$51,356	\$69,238	\$78,309
Average Household Income 35-44	\$76,057	\$103,183	\$109,246
Median Household Income 45-54	\$58,618	\$77,763	\$82,616
Average Household Income 45-54	\$83,535	\$118,412	\$119,441
Median Household Income 55-64	\$50,778	\$70,279	\$74,996
Average Household Income 55-64	\$71,609	\$111,570	\$110,507
Median Household Income 65-74	\$39,753	\$61,167	\$62,376
Average Household Income 65-74	\$62,779	\$98,241	\$97,404
Average Household Income 75+	\$53,579	\$77,854	\$78,587

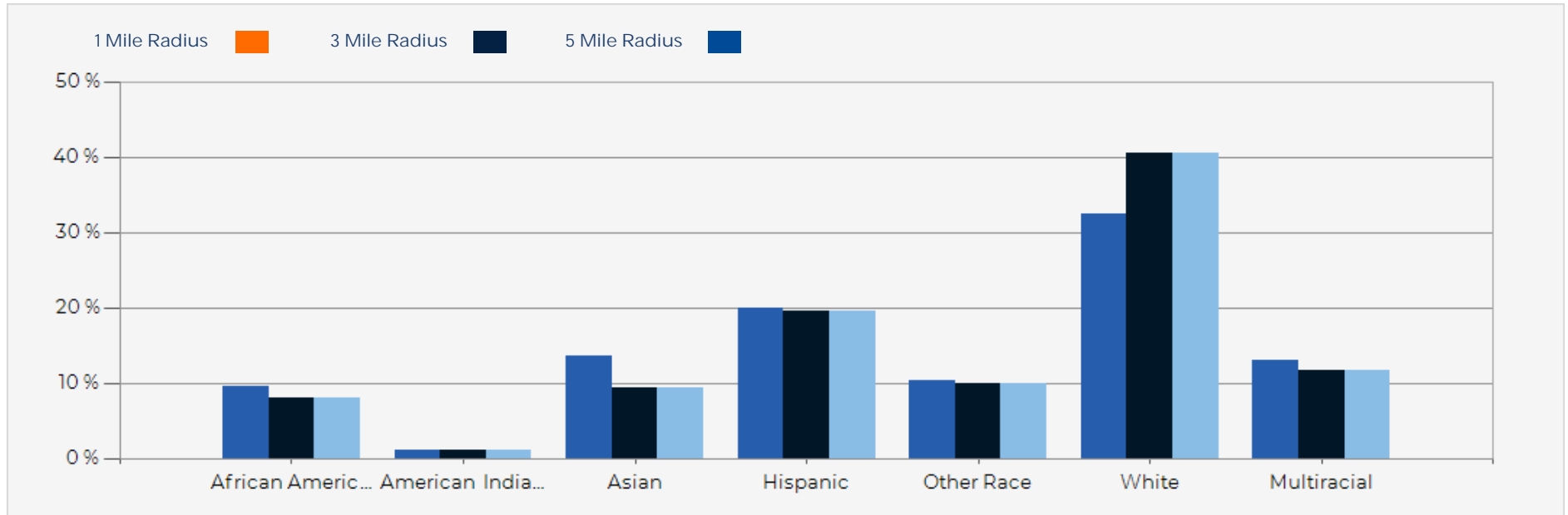
2027 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2027 Population Age 30-34	1,797	9,850	28,543
2027 Population Age 35-39	1,716	9,280	26,886
2027 Population Age 40-44	1,542	8,818	24,462
2027 Population Age 45-49	1,451	8,493	22,498
2027 Population Age 50-54	1,349	7,615	20,294
2027 Population Age 55-59	1,357	8,105	20,997
2027 Population Age 60-64	1,286	8,334	21,271
2027 Population Age 65-69	1,195	8,196	20,651
2027 Population Age 70-74	1,064	7,059	17,739
2027 Population Age 75-79	932	5,662	14,048
2027 Population Age 80-84	615	3,807	9,573
2027 Population Age 85+	756	4,090	10,461
2027 Population Age 18+	20,247	118,208	309,440
2027 Median Age	36	38	38

2027 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$64,678	\$74,529	\$79,955
Average Household Income 25-34	\$85,355	\$99,959	\$107,580
Median Household Income 35-44	\$75,121	\$84,858	\$93,066
Average Household Income 35-44	\$95,228	\$122,284	\$128,590
Median Household Income 45-54	\$84,266	\$95,491	\$100,800
Average Household Income 45-54	\$105,333	\$137,979	\$139,567
Median Household Income 55-64	\$69,292	\$87,470	\$91,964
Average Household Income 55-64	\$90,133	\$131,990	\$131,703
Median Household Income 65-74	\$52,005	\$78,133	\$78,770
Average Household Income 65-74	\$79,620	\$119,020	\$118,378
Average Household Income 75+	\$68,420	\$100,562	\$102,061

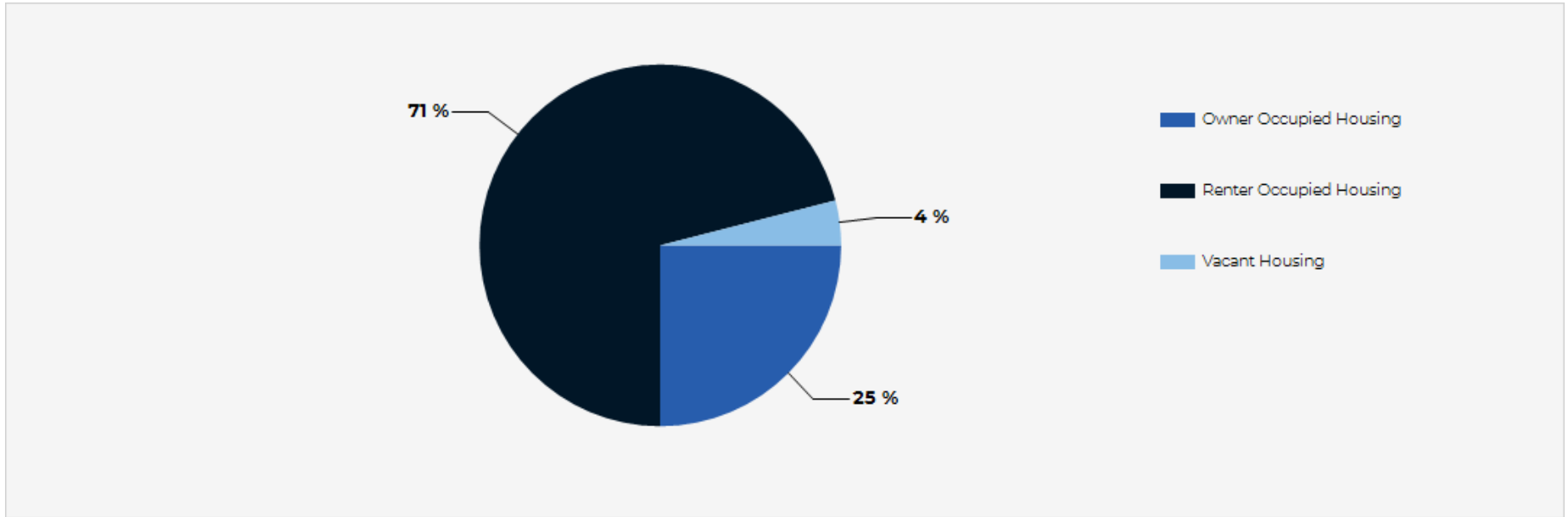
2022 Household Income



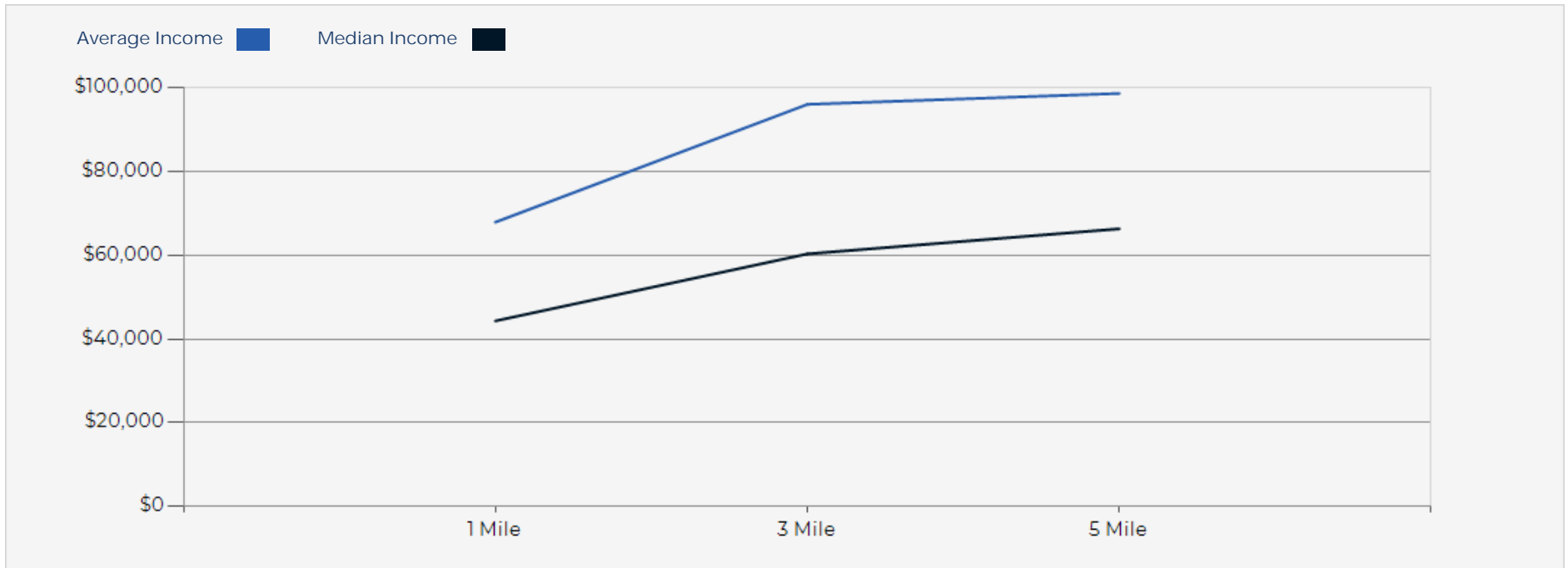
2022 Population by Race



2022 Household Occupancy - 1 Mile Radius



2022 Household Income Average and Median





Lu Ann Henderson
Senior Vice President

Lu Ann Henderson, BRE License #01912126, Senior Vice President of Commercial Real Estate Sales and Leasing at GQ North Real Estate and HendersonCRE.com. Lu Ann is a CCIM candidate and has received three CCIM certificates.

Lu Ann is an exclusive “boutique” California Commercial Real Estate listing agent, servicing the Sacramento, Bay Area, and Los Angeles markets selling over \$26. Millions in sales and a 92% average in closing her exclusive listings. 90% of her boutique sales and leasing transactions are dual agency because, besides a high closing portfolio, her strong suit is obtaining buyers and tenants. Lu Ann became a top producer in her company in 2016/2017/2018 and was named Power Broker by Costar/LoopNet for the second quarter of 2020.

She’s nearing the 2021 year with 25 completed transactions with seven transactions of over \$7,000,000.00 in commercial sales and eighteen in leasing transactions, most dual agency. Lu Ann has been responsible for multiple millions in California, specializing in industrial, retail, office, land development, and specialty assets. She has become versatile in most sectors of business real estate. Lu Ann started her Nevada commercial real estate career in 2005 with original Las Vegas family developers. She continued her California commercial real estate career in 2013 as a two-year intern for an investor that holds commercial assets worldwide. Learning from some of the savviest private investors, she now utilizes these strategies in all her transactions, which keeps her known for her top closing commercial real estate success rate and overall transaction volumes are in the top 5% of brokers.

In 2015, the City of Sacramento opened a map naming Industrial approved zoning for cultivation in the cannabis industry. Lu Ann was one of the first courageous commercial agents in the region to take on uncharted territory while actively attending city ordinance meetings and obtaining all necessary rules and regulations for this new real estate arena for her clients. Additionally, Lu Ann uses various digital marketing platforms and traditional media to generate global exposure to potential buyers and tenants to benefit from her commercial listings, utilizing Costar/LoopNet, Crexi, and her database.

In 2020, during the COVID pandemic shut down, she realized there was still considerable demand for commercial space. Once again, her entrepreneur mindset has led her to create a new YouTube Channel, HendersonCRE.com, which further expands her digital marketing and property display globally. In January 2021, Lu Ann was approached by a Los Angeles business brokerage firm looking to collaborate with her. Lu Ann has collaborated with a reputable team offering a complete evaluation of your business, including Business Sales, Mergers & Acquisitions, Business Valuation, Opinion of Value Report, Pre-Sale Consultation, and Exit Strategy.

Cottage Way Retail Center

CONFIDENTIALITY and DISCLAIMER

The information contained in the following offering memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from GQ North Real Estate and it should not be made available to any other person or entity without the written consent of GQ North Real Estate.

By taking possession of and reviewing the information contained herein the recipient agrees to hold and treat all such information in the strictest confidence. The recipient further agrees that recipient will not photocopy or duplicate any part of the offering memorandum. If you have no interest in the subject property, please promptly return this offering memorandum to GQ North Real Estate. This offering memorandum has been prepared to provide summary, unverified financial and physical information to prospective purchasers, and to establish only a preliminary level of interest in the subject property.

The information contained herein is not a substitute for a thorough due diligence investigation. GQ North Real Estate has not made any investigation, and makes no warranty or representation with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCBs or asbestos, the compliance with local, state and federal regulations, the physical condition of the improvements thereon, or financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property.

The information contained in this offering memorandum has been obtained from sources we believe reliable; however, GQ North Real Estate has not verified, and will not verify, any of the information contained herein, nor has GQ North Real Estate conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Prospective buyers shall be responsible for their costs and expenses of investigating the subject property.

Exclusively Marketed by:



LU ANN HENDERSON
Senior Vice President
(6) 798-8359
Luann@GQNorth.com
Lic. DRE# 01912126



Monday - Friday 9am - 5pm
Saturday 10am - 4pm
Luann@GQNorth.com

