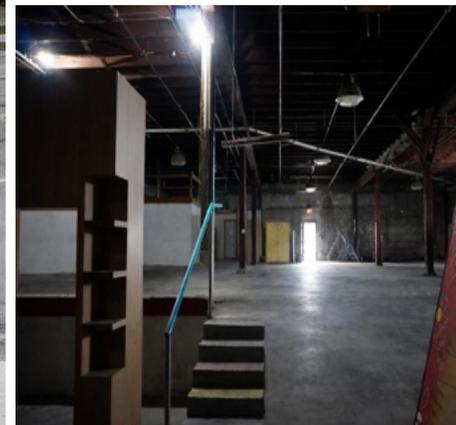
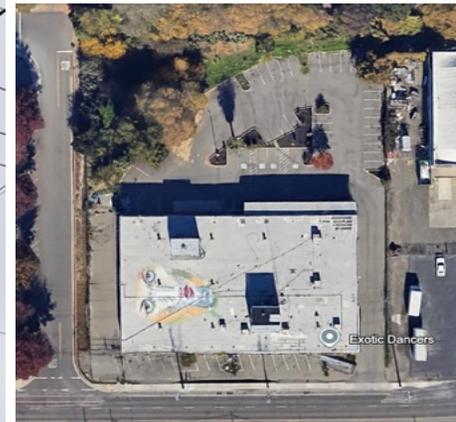
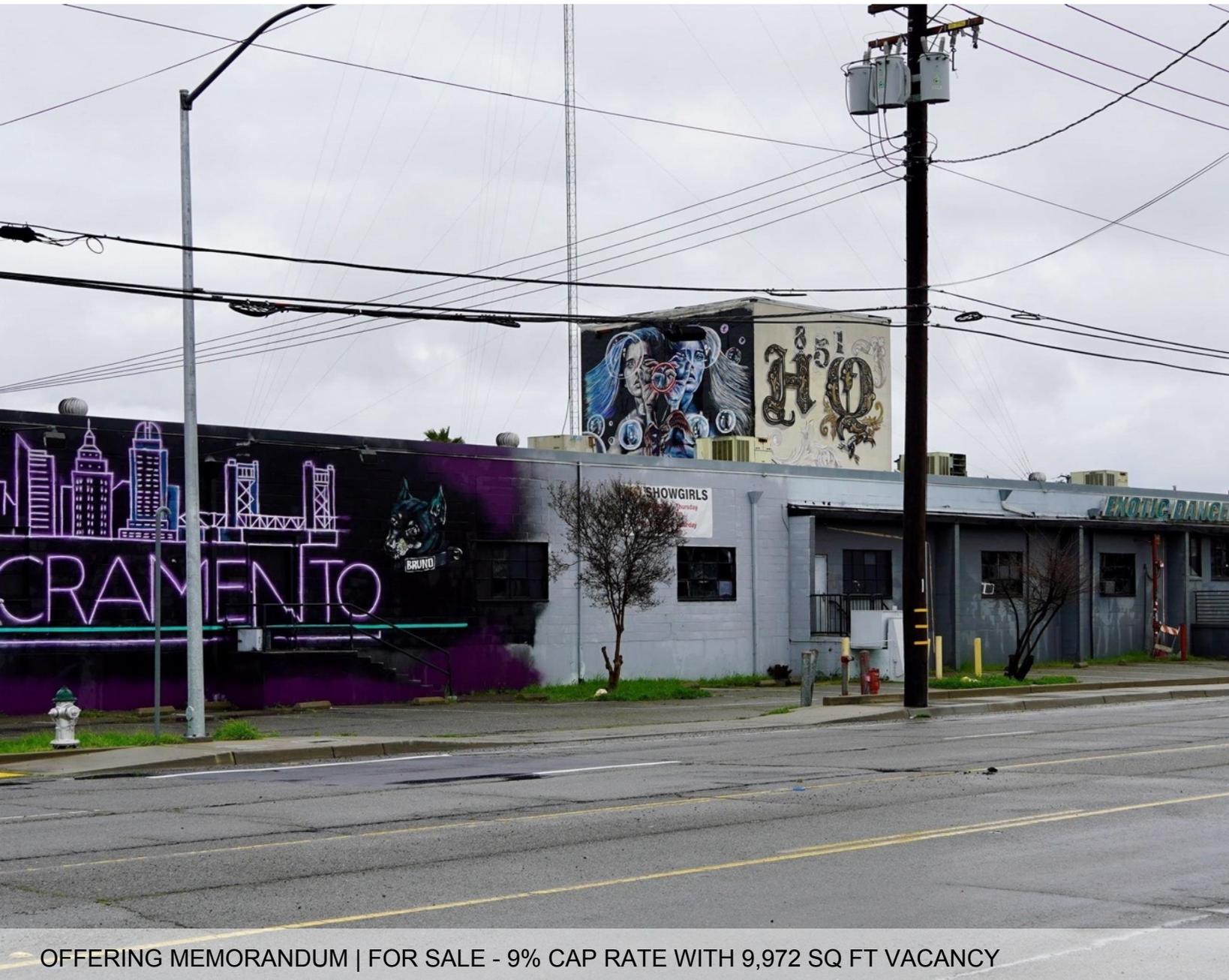


22,320 SF Retail, Showroom, Industrial Warehouse



OFFERING MEMORANDUM | FOR SALE - 9% CAP RATE WITH 9,972 SQ FT VACANCY

851 Richards Blvd
Sacramento, CA 95811

Lu Ann Henderson
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GQNorth
real estate

22,320 SF Retail, Showroom, Industrial Warehouse

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Brokerage License No.: Dre#:01942200



01 **Executive Summary**
Investment Summary

OFFERING SUMMARY

ADDRESS	851 Richards Blvd Sacramento CA 95811
MARKET	The River District
SUBMARKET	Close to Downtown
BUILDING SF	22,320 SF
GLA (SF)	9,972
PROPERTY TYPE	Industrial / Retail
LAND SF	60,983 SF
PROPERTY SUB TYPE	Warehouse / Retail
CONDITIONAL USE PERMIT	Gentlemen's Club and Bar
APN	001-0020-013-0000

FINANCIAL SUMMARY

PRICE	\$2,750,000
PRICE PSF	\$275.77
OCCUPANCY	55.33%
NOI (Current Income)	\$208,608
NOI (Pro Forma)	\$406,566
CAP RATE (CURRENT INCOME)	7.59%
CAP RATE (PRO FORMA)	14.78%

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2026 Population	12,408	172,667	383,738
2026 Median HH Income	\$54,458	\$82,619	\$82,263
2026 Average HH Income	\$87,496	\$111,686	\$111,379

PROPERTY VIDEO



LU ANN HENDERSON
SENIOR VICE PRESIDENT
DRE# 01912126
Commercial Real Estate Sales And Leasing

 San Francisco (415) 982-9496
 Sacramento (916) 798-8559
 info@matrixcre.ai

For Sale

- ✓ • 9% Cap Rate
- Year 2 projected cap rate: 12.17%
- Current tenant (HQ Nightclub): \$3,810.52 NNN, Rent: \$18,857.66 - 3% annual increases
- Available Space:
- 9,972 SF currently vacant—ideal for new tenants or owner-users
- Prime Location:
- Corner of Richards Blvd & N 8th St.
- Immediate access to both I-5 and I-80 freeways
- Just two minutes from Downtown Sacramento, bordering West Sacramento and Natomas
- Across the street from the police station and highway patrol.
- Investment Opportunity:
- Positioned in an emerging development area blending industrial, retail, office buildings, and hotels.
- Excellent mix of security, accessibility, and growth potential. This property captures the intersection of opportunity and high return, making it a standout choice.

9,972 Vacant Unit For Owner User Or Investment

- ✓ The 22,320 SF property is situated on 1.4 acres and offers plenty of shared parking, along with a small private yard for the 9,972 SF vacant unit. The vacant unit features barbed-wire fencing, a sturdy cinder-block building, a split-level warehouse with a pit area, and two drive-in roll-up doors. Enclosed drive-in docks are also located inside the building. On the west side, there's a small private yard with two drive-up docks. Ample shared parking is available behind the building, which is especially convenient since the adjacent club operates from 9:00 PM to 3:00 AM. The vacant unit also provides 2 private offices approximately 315 SF of office space. This is a fantastic location with significant space and growth potential. Invest confidently and unlock the financial rewards of owning this prime industrial property—ideal for owner-users or investors.

HQ Gentlemen's Club, Higher Income Producing Tenant

- ✓ Elevate your investment with this property featuring a Bottle Service Venue alongside an established adult nightclub. Capitalizing on the high-profit margins of bottle service combined with top-notch entertainment, ensuring a steady stream of income and a secure long-term tenant. With a continuous flow of revenue and a reliable, long-lasting tenant. HQ Gentlemen's Club & Bar currently occupies around 12,348 SF, locked into a lease until January 31, 2030 with long term options.

As Sacramento's go-to adult hotspot, HQ operates from 9:00 PM to 3:00 AM, utilizing shared parking mainly during off-peak times. This setup allows for seamless integration of additional daytime tenants or a potential owner-user arrangement. The building has a Unique Permit Advantage: The property's Conditional Use Permit (CUP) allows for adult entertainment and bar operations with a full liquor license. <https://hqnightclub.com/menu/>





02

Location

Location Summary

Regional Map

Local Business Map

Major Employers Map

Aerial View Map

Traffic Counts

The River District

✓ The River District is dramatically transforming from a formerly isolated industrial distribution center into a vibrant mixed-use community. Residential projects like Mirasol Village, Township 9, and Track 281 Apartments have created a sense of community. The State of California has made catalytic investments in projects like the CA Lottery Headquarters and the May Lee State Office Complex – the largest all-electric, carbon-zero building complex in the country. Now, innovative projects harnessing the power of diverse entrepreneurs and designed for sustainability are moving forward, with the imminent groundbreaking of the Alchemist Public Market and the adaptive reuse of the historic old produce terminal and surrounding brick warehouses into the Grower’s District. The River District’s new website documents the rapidly changing environment in this neighborhood on the banks of the American and Sacramento Rivers, just blocks away from Capitol Mall, DOCO, and Old Sacramento and ten minutes from Sacramento International Airport. www.riverdistrict.net.

✓ River District Specific Plan Update

The River District Specific Plan Update kicked off in March 2024, and is scheduled to take approximately 2 years to complete. The existing Specific Plan was adopted in 2011, and a lot has changed in the last 13 years. This update is an opportunity to evaluate goals, policies, and actions against an updated vision for the area. About the River District

The River District Specific Plan area (River District) is located just north of downtown Sacramento and includes around 773 acres of mostly developed land. It is bounded by the Sacramento and American Rivers to the north and west, a rail line along the east boundary, and North B Street and another rail line along the southern boundary. See the map showing the study area boundary.

The River District is home to a number of long-established industrial businesses, restaurants, hotels, and social services organizations. The area also includes a middle school, several parks, a museum, and City and State government offices. In recent years, the area has seen an increase in development interest and has welcomed several major developments, such as the May Lee Office Complex, Township 9, Track 281, and Mirasol Village.

Possible Permitting Cannabis Social Consumption Lounges

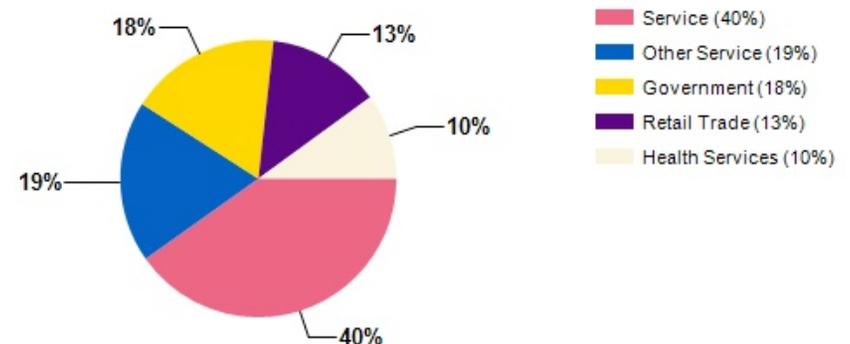
✓ The Office of Cannabis Management is working to develop the requirements for permitting cannabis social consumption lounges. Add-on permits for consumption lounges are anticipated to become available after the City Council reviews cannabis land-use and zoning amendments, expected in early 2025. Following this, administrative steps, such as a fee study, will be completed, with permits likely to be available for issuance in summer 2025.

Title 17 Cannabis Amendments Project

The Community Development Department is preparing proposed amendments to Title 17 (Planning & Development Code) of the City Code for all cannabis business types (i.e., storefront dispensaries, delivery-only dispensaries, cultivation, manufacturing, distribution, and testing). This website provides information about the project to help you both understand and participate in the preparation and adoption of code amendments.

*** Please check with the city of Sacramento's zoning and planning department.

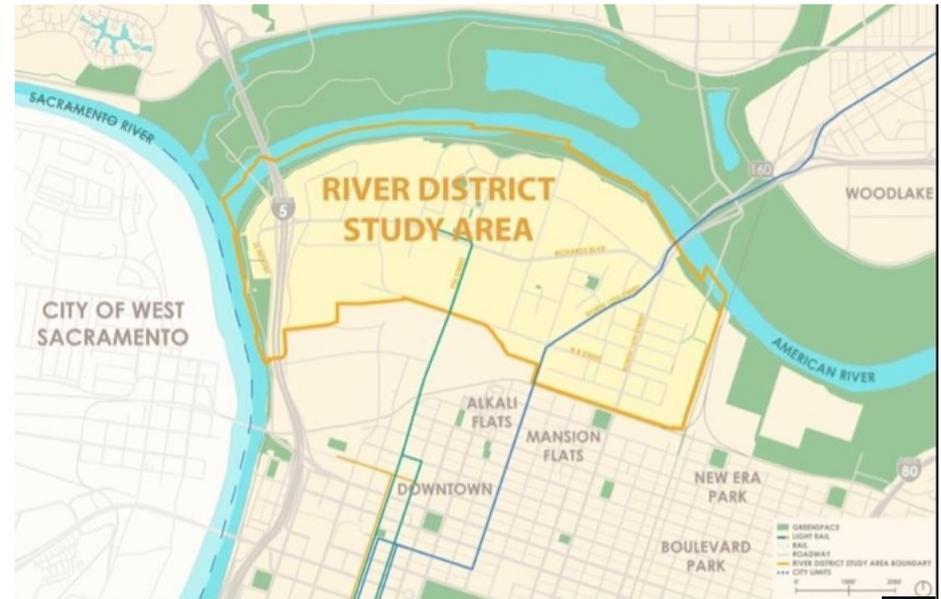
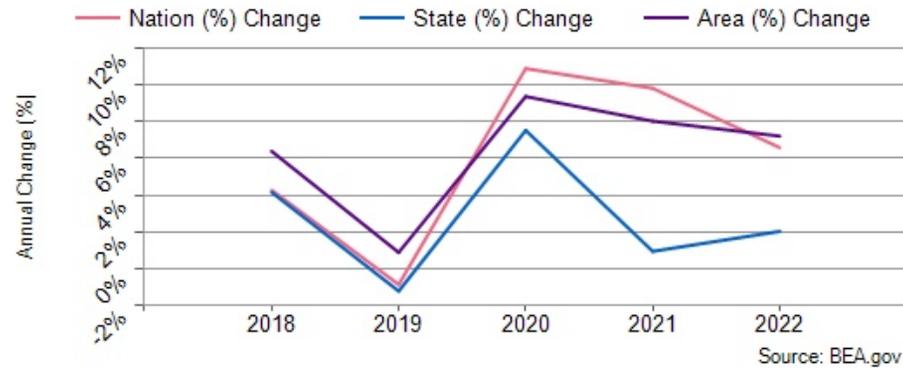
Major Industries by Employee Count

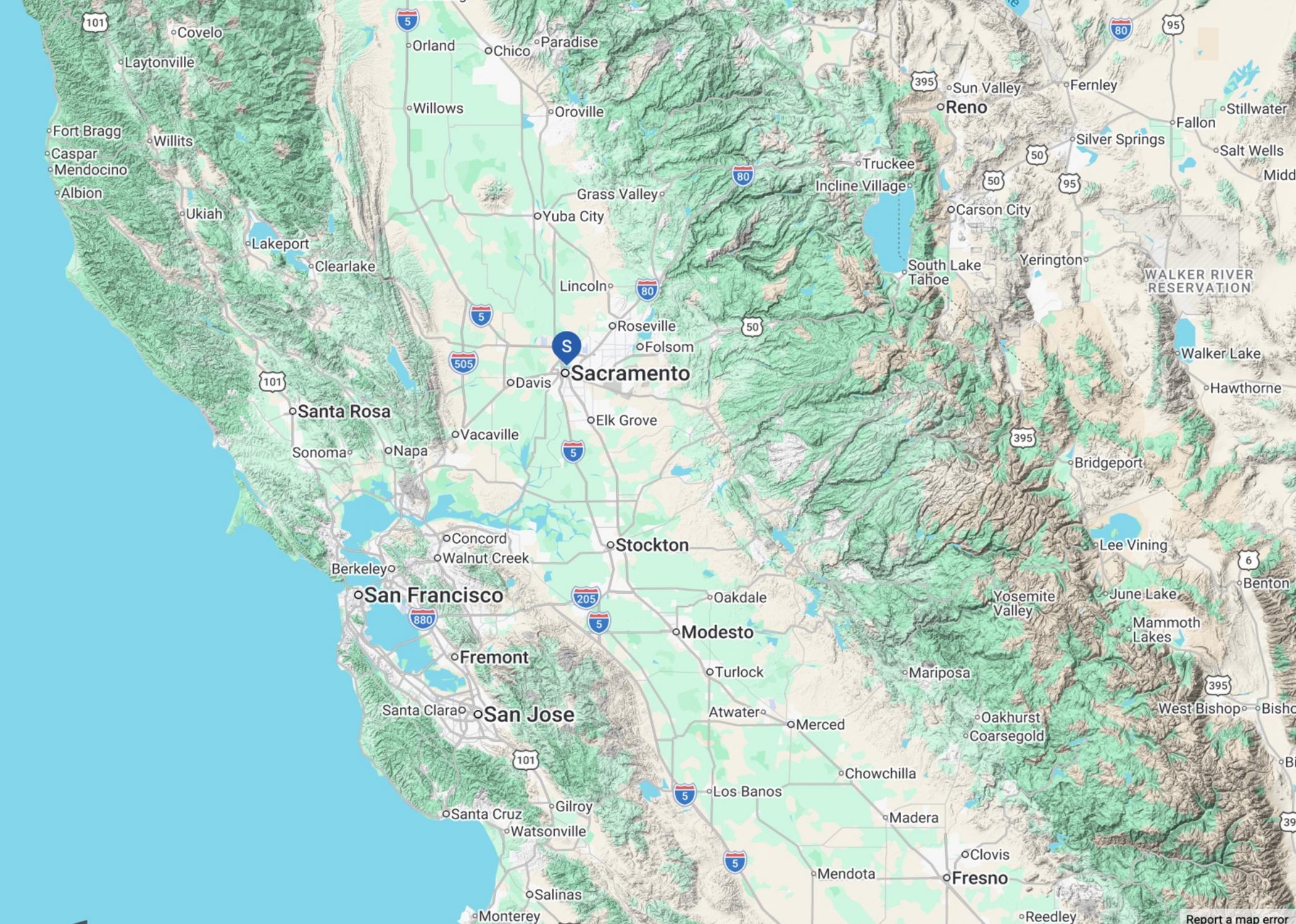


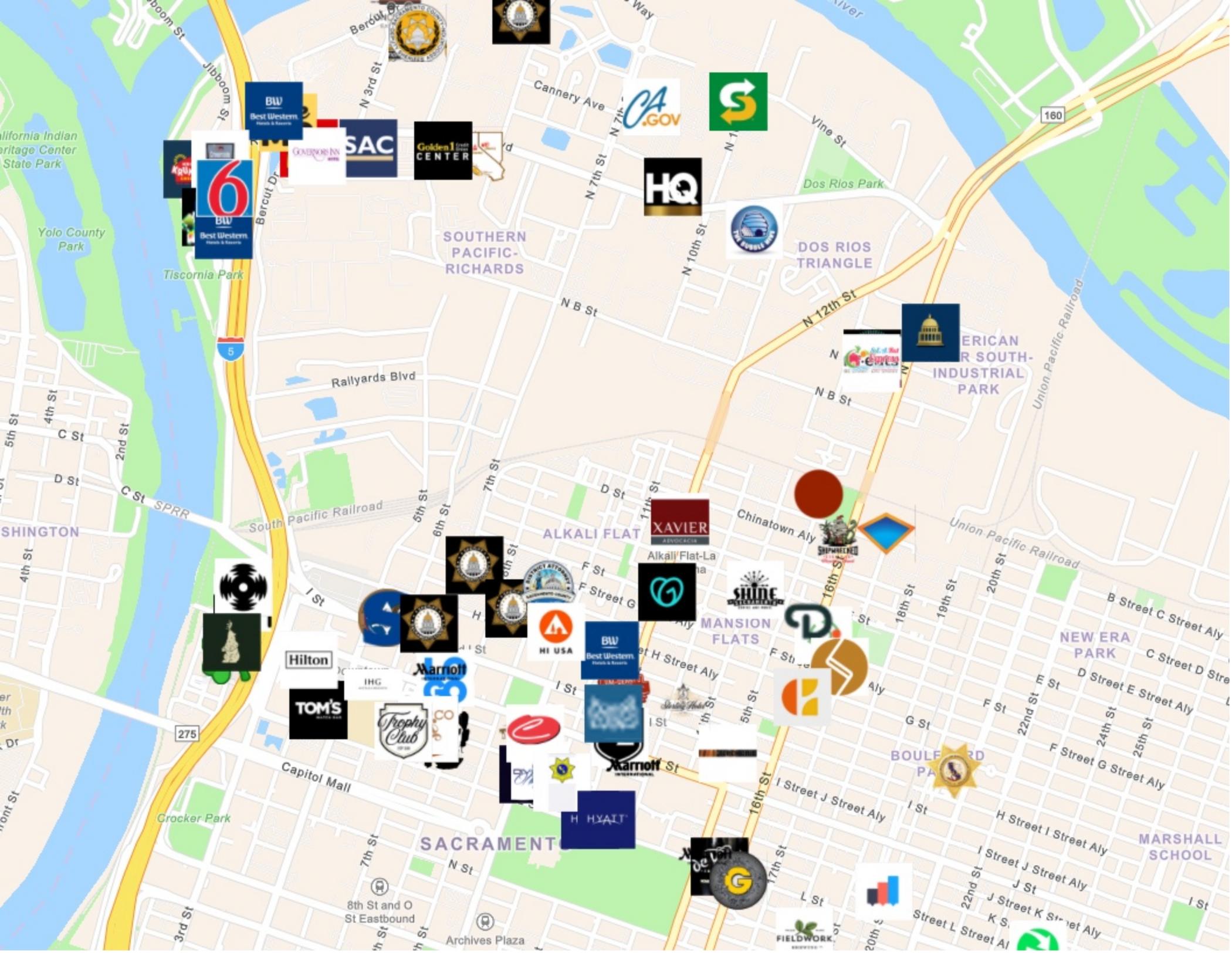
Largest Employers

State of California	107,876
UC Davis Health	16,075
Sacramento County	13,252
Kaiser Permanente	10,934
U.S. Government	10,507
Sutter Health	9,350
Dignity Health/Catholic Healthcare West	7,353
Intel	5,000

Sacramento County GDP Trend







SOUTHERN PACIFIC-RICHARDS

DOS RIOS TRIANGLE



MANSION FLATS



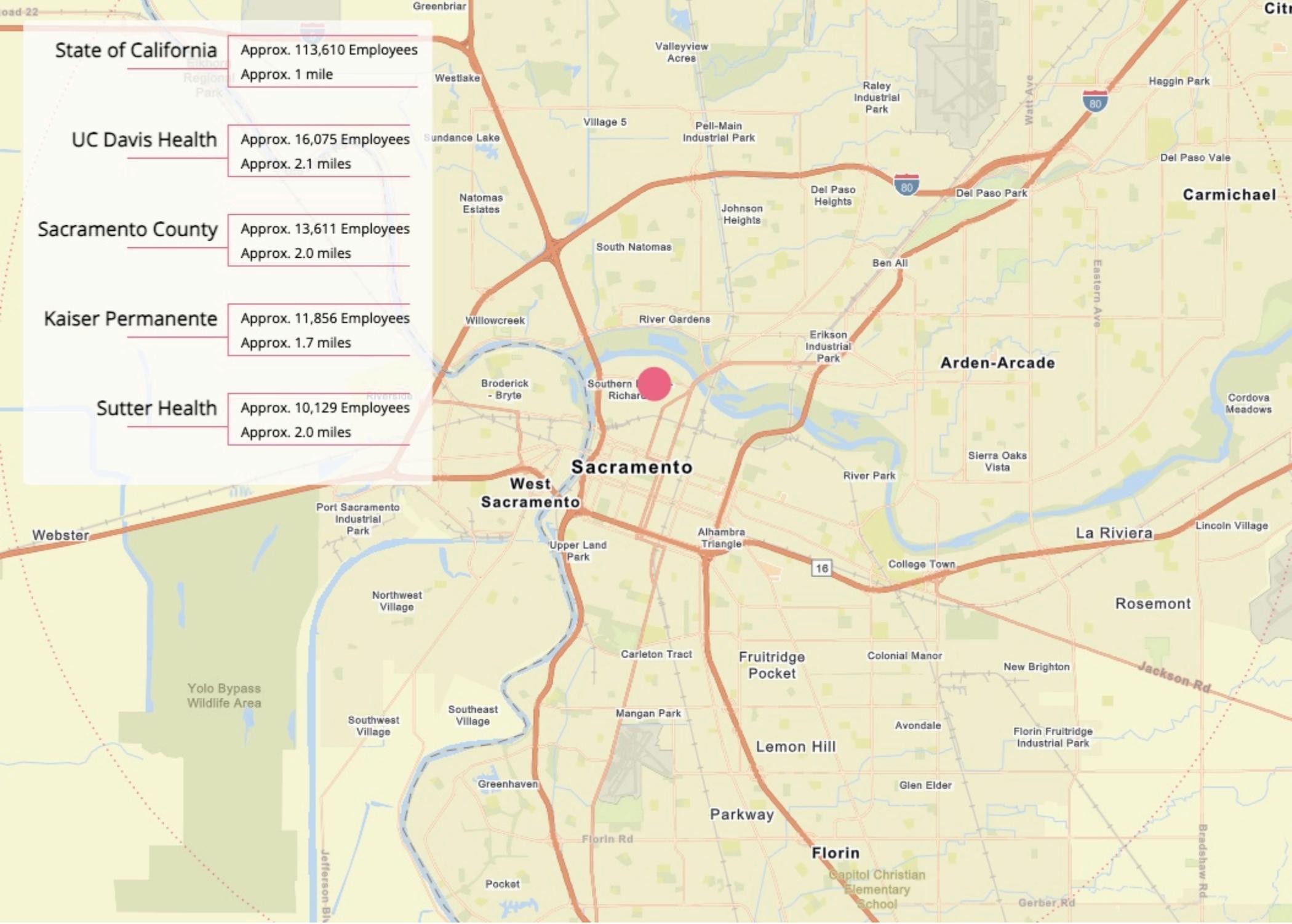
NEW ERA PARK

Capitol Mall

SACRAMENT



MARSHALL SCHOOL



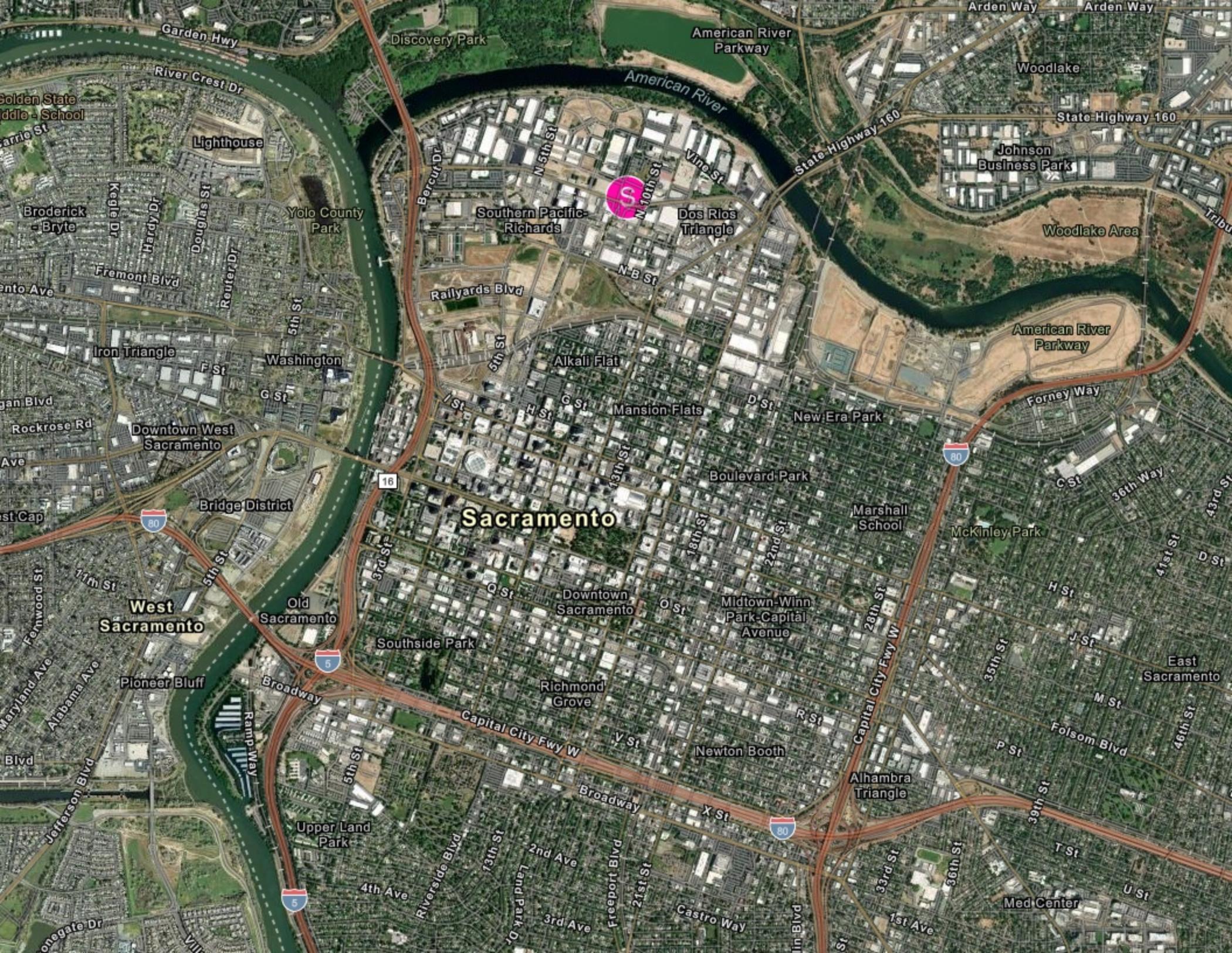
State of California Approx. 113,610 Employees
 Approx. 1 mile

UC Davis Health Approx. 16,075 Employees
 Approx. 2.1 miles

Sacramento County Approx. 13,611 Employees
 Approx. 2.0 miles

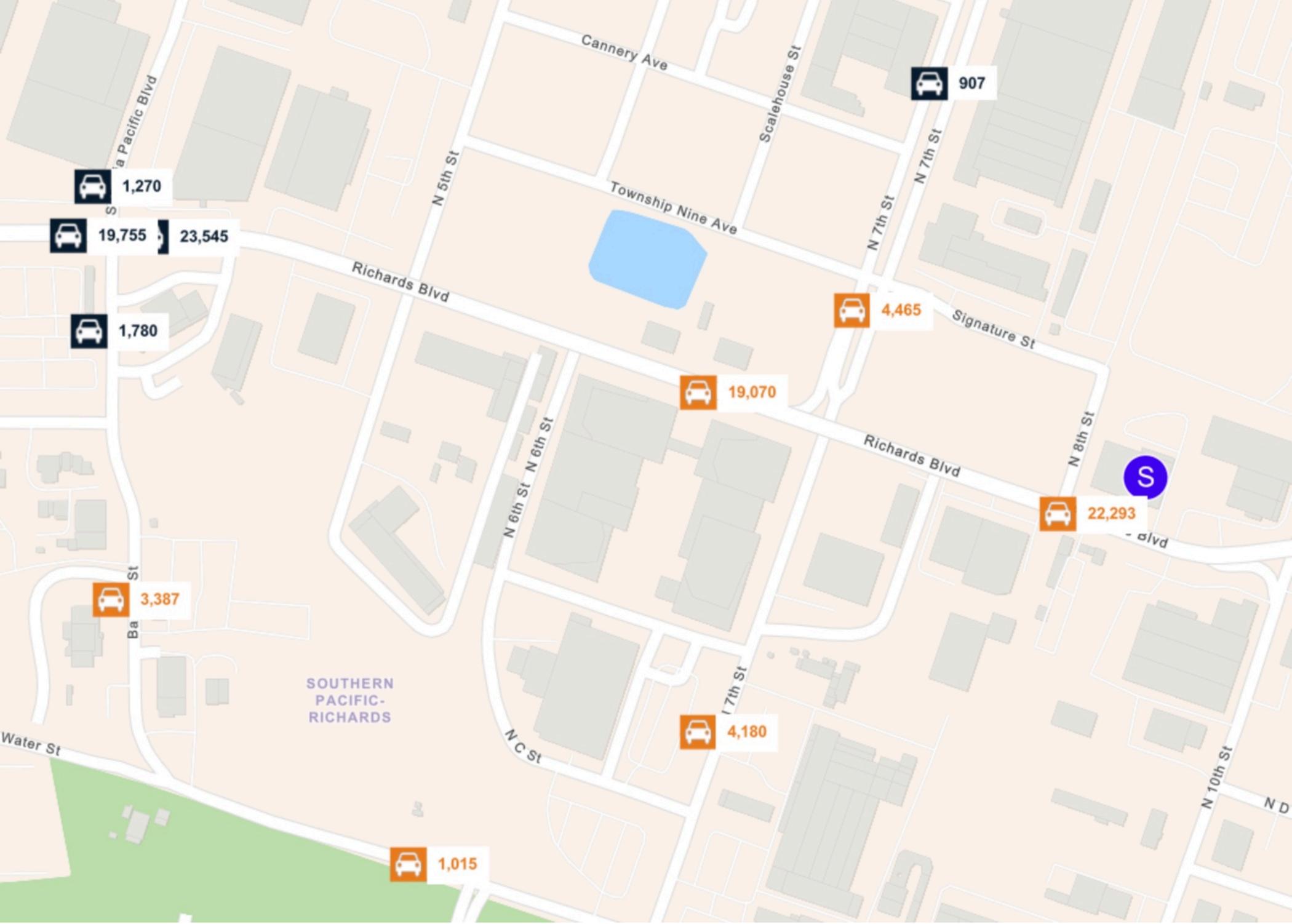
Kaiser Permanente Approx. 11,856 Employees
 Approx. 1.7 miles

Sutter Health Approx. 10,129 Employees
 Approx. 2.0 miles



Sacramento

Map labels include: Garden Hwy, Discovery Park, American River Parkway, American River, State Highway 160, Woodlake, Johnson Business Park, Woodlake Area, Southern Pacific-Richards, Dos Rios Triangle, Railyards Blvd, N 5th St, N 10th St, Vine St, N B St, Alkali Flat, Mansion Flats, Boulevard Park, New Era Park, Forney Way, American River Parkway, Washington, Iron Triangle, Downtown West Sacramento, Bridge District, Old Sacramento, West Sacramento, Pioneer Bluff, Broadway, Capital City Fwy W, Marshall School, McKinley Park, Downtown Sacramento, Midtown-Winn Park-Capitol Avenue, Southside Park, Richmond Grove, Newton Booth, Alhambra Triangle, East Sacramento, Upper Land Park, Riverside Blvd, 13th St, 2nd Ave, Freeport Blvd, 21st St, Castro Way, 3rd Ave, 1st Ave, Med Center, U St, T St, P St, Folsom Blvd, M St, J St, H St, 35th St, 36th Way, 41st St, D St, 43rd St, 46th St, 39th St, 33rd St, 36th St, 1st Ave, 33rd St, 56th St, Capital City Fwy W, 28th St, 22nd St, 18th St, 13th St, 5th St, 1st St, H St, G St, F St, R St, V St, X St, 5th St, 3rd St, 5th St, 11th St, 15th St, 17th St, 19th St, 21st St, 23rd St, 25th St, 27th St, 29th St, 31st St, 33rd St, 35th St, 37th St, 39th St, 41st St, 43rd St, 45th St, 47th St, 49th St, 51st St, 53rd St, 55th St, 57th St, 59th St, 61st St, 63rd St, 65th St, 67th St, 69th St, 71st St, 73rd St, 75th St, 77th St, 79th St, 81st St, 83rd St, 85th St, 87th St, 89th St, 91st St, 93rd St, 95th St, 97th St, 99th St, 101st St, 103rd St, 105th St, 107th St, 109th St, 111th St, 113th St, 115th St, 117th St, 119th St, 121st St, 123rd St, 125th St, 127th St, 129th St, 131st St, 133rd St, 135th St, 137th St, 139th St, 141st St, 143rd St, 145th St, 147th St, 149th St, 151st St, 153rd St, 155th St, 157th St, 159th St, 161st St, 163rd St, 165th St, 167th St, 169th St, 171st St, 173rd St, 175th St, 177th St, 179th St, 181st St, 183rd St, 185th St, 187th St, 189th St, 191st St, 193rd St, 195th St, 197th St, 199th St, 201st St, 203rd St, 205th St, 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03 **Property Description**

- Property Features
- Floor Plan
- Property Images

PROPERTY FEATURES

CURRENT OCCUPANCY	1
BUILDING SF	22,320
GLA (SF)	9,972
LAND SF	60,983
PROPERTY TYPE	Industrial / Retail
PROPERTY SUB TYPE	Warehouse / Retail
CONDITIONAL USE PERMIT	Gentlemen's Club and Bar
# OF PARCELS	1
ZONING TYPE	C2-SPD
TOTAL TENANTS	2 - 3
NUMBER OF STORIES	1 With Loft
NUMBER OF BUILDINGS	1
PRIVATE YARD	Yes / Optional
ACRES	1.4 Acres
PARKING RATIO	Shared Use
CORNER LOCATION	Yes
HIGHER LEVEL CEILING HEIGHT	13 feet
LOWER LEVEL CEILING HEIGHT	15 feet
GRADE LEVEL DOORS	2
DRIVE INDOOR DOCK	2
DRIVE UP	Suite B Side
FENCED YARD	Yes
SKYLIGHTS	Yes

NEIGHBORING PROPERTIES

NORTH	Office
SOUTH	Industrial
EAST	CRESCO restaurant Equip
WEST	Sacramento HWY Patrol Station

MECHANICAL

HVAC	Yes
FIRE SPRINKLERS	Yes

CONSTRUCTION

FOUNDATION	Concrete Slab
FRAMING	Cinder Block Partial
EXTERIOR	Wood / Stucco
ROOF	Wood

TENANT INFORMATION

MAJOR TENANT/S	HQ gentlemen's club
LEASE TYPE	NNN



Take an Instant Walkthrough

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

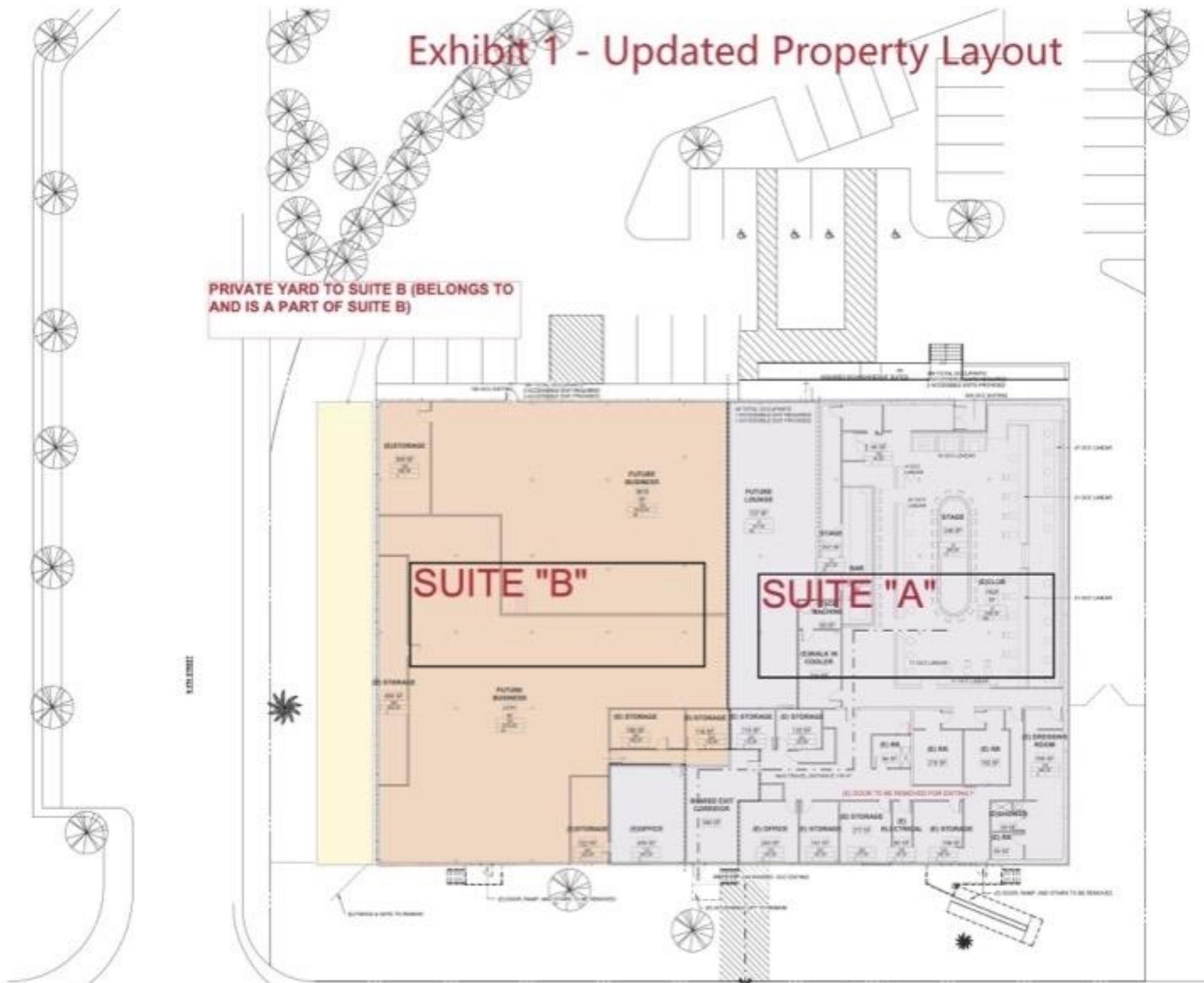



Exhibit 1 - Updated Property Layout

PRIVATE YARD TO SUITE B (BELONGS TO AND IS A PART OF SUITE B)

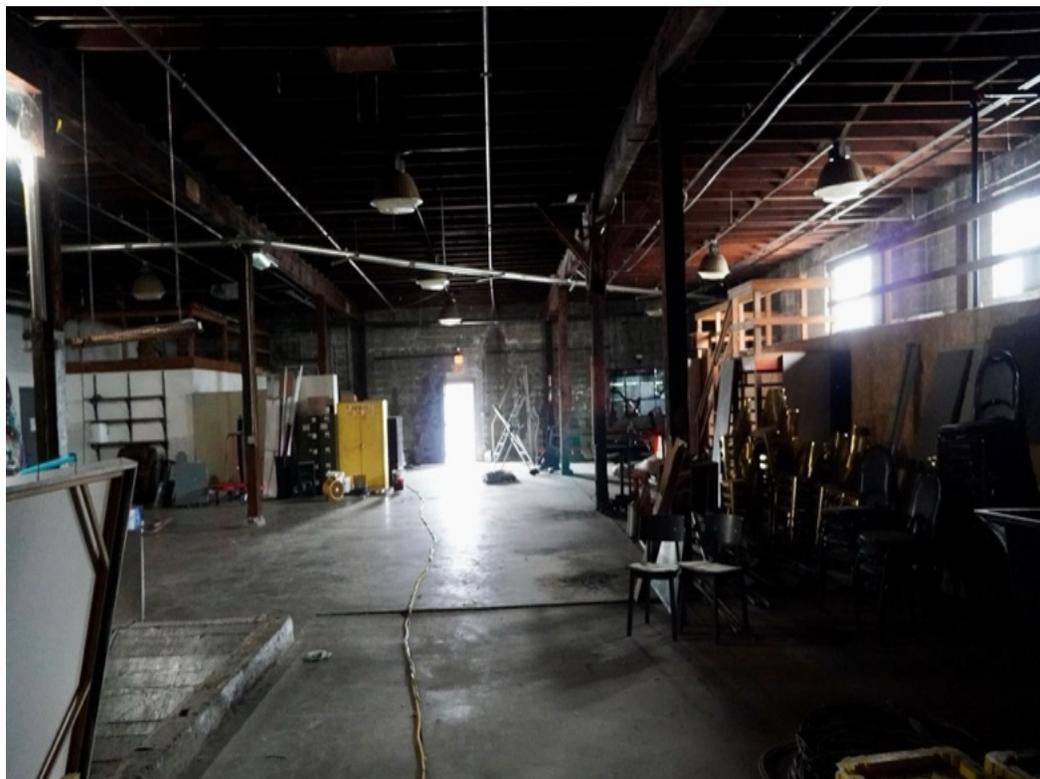
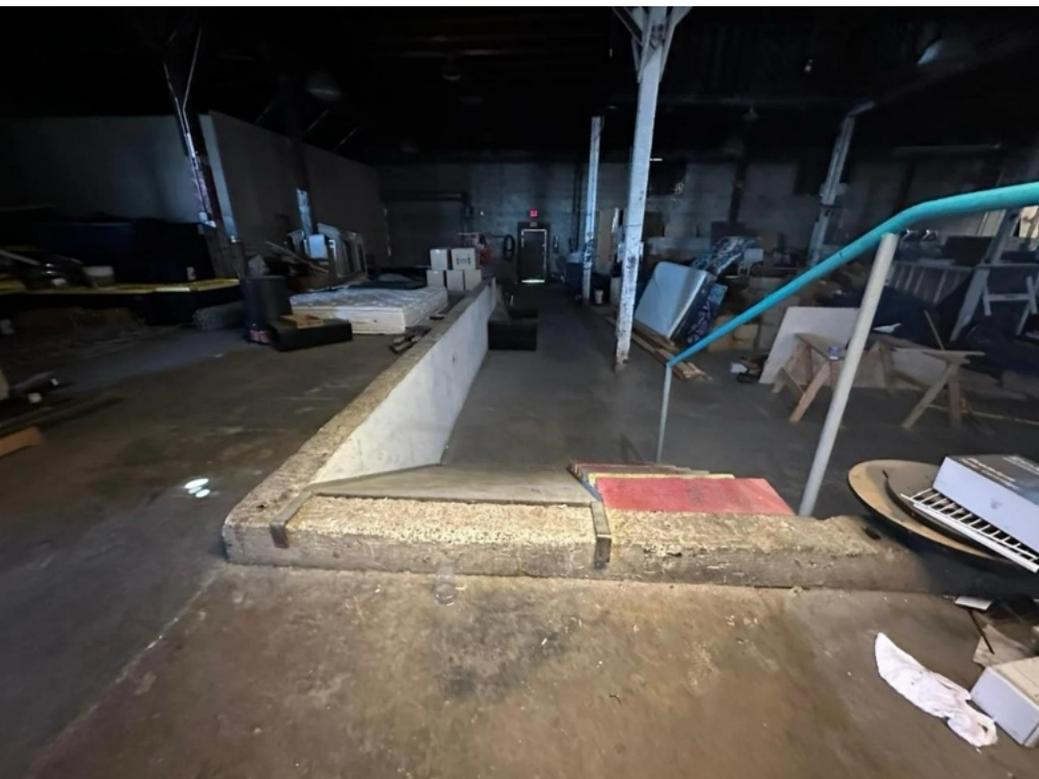
SUITE "B"

SUITE "A"















04

On Market Comps

On Market Comps

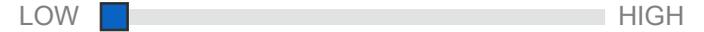
On Market Comps Summary

1



BUILDING SF	45,724
LAND SF	63,162
LAND ACRES	1.45
ASKING PRICE	\$5,500,000
PRICE PSF	\$120.29
LAND PSF	\$87.08
DAYS ON MARKET	2
DISTANCE	50.8 miles

Bldg Price/SF \$120 - \$1,261



Land Price/SF \$87 - \$97



Notes For Sale 935 Scotts Ave, Stockton Zoned M2 Heavy Industrial. <https://matrixcre.ai/>. For property details and offering memorandum.

Heavy Industrial M2

935 Scotts Ave
Stockton , CA 95203

2



BUILDING SF	2,300
LAND SF	30,000
LAND ACRES	0.6887
ASKING PRICE	\$2,900,000
PRICE PSF	\$1,260.87
LAND PSF	\$96.67
DAYS ON MARKET	3
DISTANCE	50.0 miles

Bldg Price/SF \$120 - \$1,261



Land Price/SF \$87 - \$97



Notes For property details and brochure. <https://matrixcre.ai/listings/640-n-el-dorado-street/>. Perfect for owner user.

Retail, Showroom, Warehouse – Industrial Auto Use

640 N El Dorado Street
Stockton , CA 95202

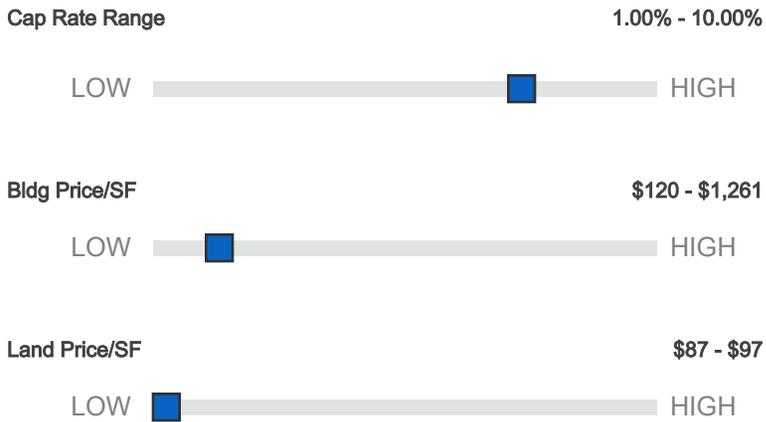
S

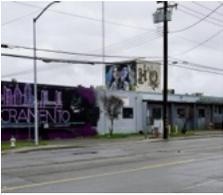


BUILDING SF	9,972
LAND SF	60,983
LAND ACRES	Industrial / Retail
ASKING PRICE	\$2,750,000
PRICE PSF	\$275.77
LAND PSF	\$45.09
CAP RATE	7.59%
OCCUPANCY	55%
LEASE TYPE	NNN

22,320 SF Retail, Showroom, Industrial Warehouse

851 Richards Blvd
Sacramento, CA 95811



	PROPERTY	BLDG SF	ASK PRICE	PSF	CAP RATE	BUILT	DISTANCE (mi)
1	 <p>Heavy Industrial M2 935 Scotts Ave Stockton , CA 95203</p>	45,724	\$5,500,000	\$120.29			50.80
2	 <p>Retail, Showroom, Warehouse – Industrial Auto Use 640 N El Dorado Street Stockton , CA 95202</p>	2,300	\$2,900,000	\$1,260.87			50.00
AVERAGES		24,012	\$4,200,000	\$690.58			
S	 <p>22,320 SF Retail, Showroom, Industrial Warehouse 851 Richards Blvd Sacramento, CA 95811</p>	9,972	\$2,750,000	\$275.77	7.59%		



05 Rent Roll
Rent Roll

Suite	Tenant Name	Square Feet	% of NRA	Lease Term		Begin Date	Rental Rates				CAM Revenue (Annual)	Lease Type	Options/Notes
				Lease Start	Lease End		Monthly	PSF	Annual	PSF			
A	HQ Gentlemen's Club	12,348	123.83%	07/01/19	01/31/30	CURRENT	\$18,858	\$1.53	\$226,291	\$18.33	\$45,732	NNN	The building has a conditional Use permit for an Adult Entertainment club and a full liquor license. A rare and profitable CUP.
						07/01/2026	\$19,423	\$1.57	\$233,080	\$18.84			
B	Available / Owner User	9,972	100.00%	05/01/26	02/28/31	FUTURE	\$8,476	\$0.85	\$101,714	\$10.20	\$14,400	NNN	The is a vacant unit perfect for owner user or investment income producing.
						07/31/2027	\$8,730	\$0.88	\$104,766	\$10.56			
Totals:		22,320					\$18,858		\$226,291		\$45,732		
Totals (Includes Vacant Space)							\$27,334		\$328,005		\$60,132		

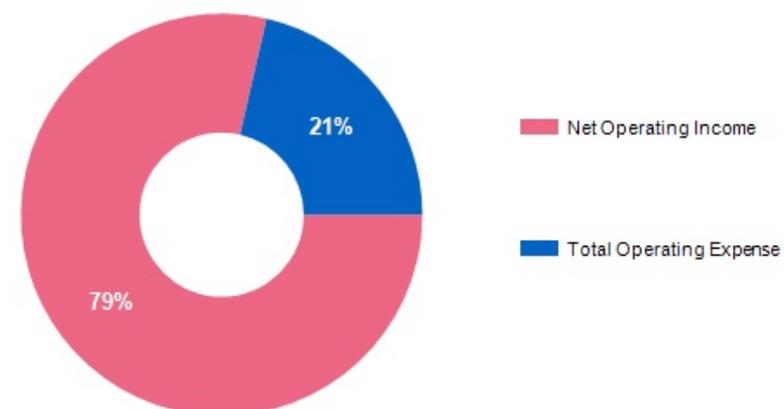


06 Financial Analysis
Income & Expense Analysis

REVENUE ALLOCATION CURRENT INCOME

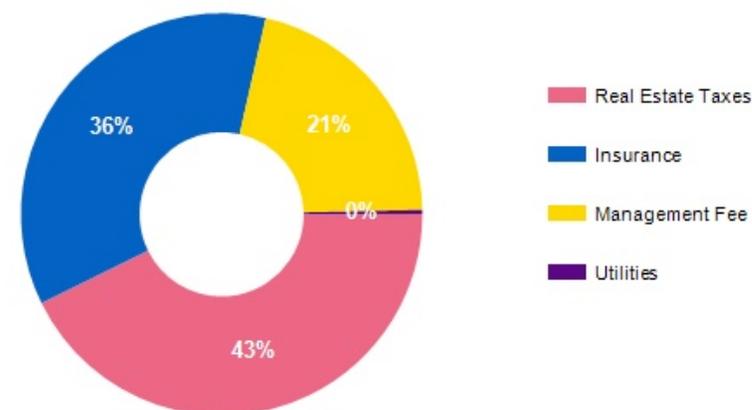
INCOME	CURRENT INCOME		PRO FORMA	
Gross Scheduled Rent	\$219,696	82.8%	\$403,386	87.1%
CAM Revenue	\$45,732	17.2%	\$60,000	12.9%
General Vacancy *	-50.00%			
Effective Gross Income	\$265,428		\$463,386	
Less Expenses	\$56,820	21.40%	\$56,820	12.26%
Net Operating Income	\$208,608		\$406,566	

* vacancy amount factored into gross revenue

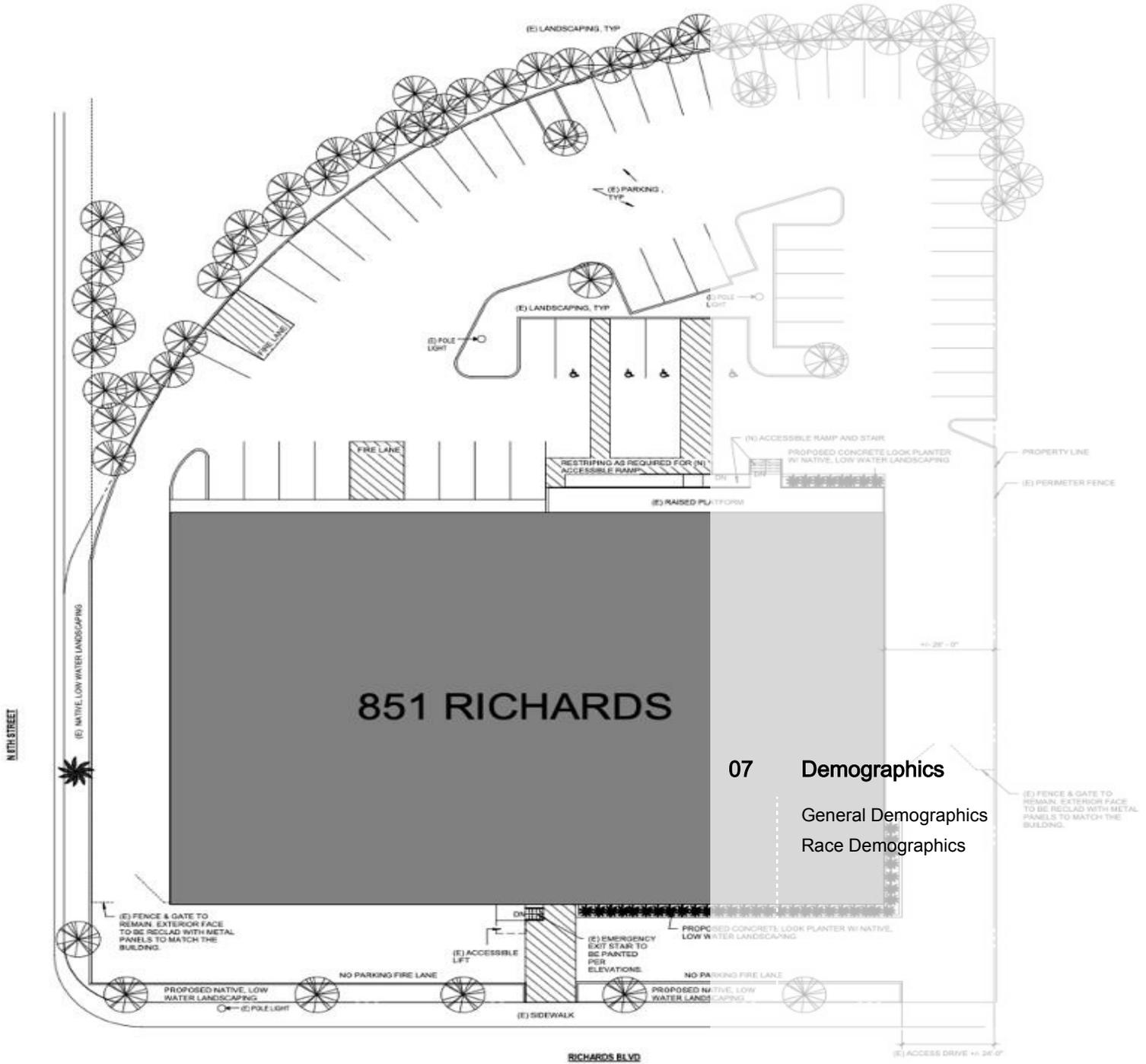


EXPENSES	CURRENT INCOME	PRO FORMA
Real Estate Taxes	\$24,277	\$24,277
Insurance	\$20,344	\$20,344
Management Fee	\$12,000	\$12,000
Utilities	\$199	\$199
Total Operating Expense	\$56,820	\$56,820
Expense / SF	\$5.70	\$5.70
% of EGI	21.40%	12.26%

DISTRIBUTION OF EXPENSES CURRENT INCOME

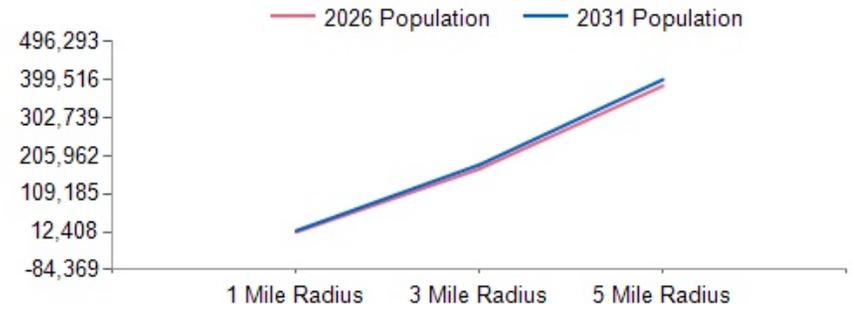


Disclaimer: These numbers are provided as assumptions and are not guaranteed. Broker and/or Seller shall bear no responsibility if actual outcomes vary.

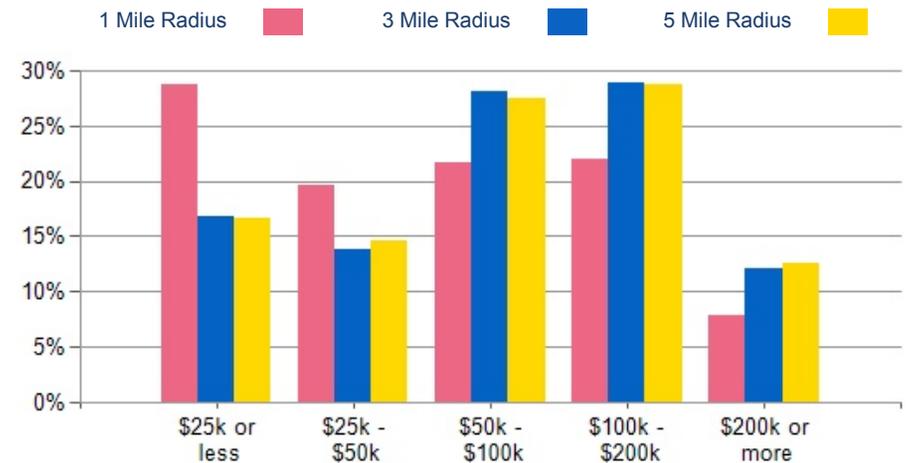


POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	6,974	133,080	285,913
2010 Population	7,590	139,573	319,679
2026 Population	12,408	172,667	383,738
2031 Population	15,304	183,120	399,516
2026 African American	2,286	19,982	43,656
2026 American Indian	219	2,860	5,879
2026 Asian	983	20,733	56,311
2026 Hispanic	3,175	56,368	118,630
2026 Other Race	1,842	28,650	61,340
2026 White	5,356	71,153	152,906
2026 Multiracial	1,633	27,535	59,123
2026-2031: Population: Growth Rate	21.40%	5.90%	4.05%

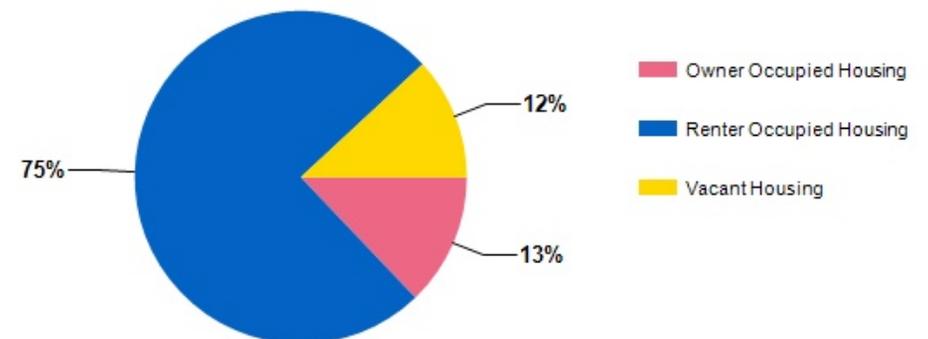
2026 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	712	8,032	16,321
\$15,000-\$24,999	247	3,916	8,554
\$25,000-\$34,999	328	4,052	9,262
\$35,000-\$49,999	328	5,722	12,642
\$50,000-\$74,999	279	9,994	21,128
\$75,000-\$99,999	441	9,957	20,153
\$100,000-\$149,999	544	13,054	27,616
\$150,000-\$199,999	189	7,461	15,601
\$200,000 or greater	262	8,604	18,746
Median HH Income	\$54,458	\$82,619	\$82,263
Average HH Income	\$87,496	\$111,686	\$111,379



2026 Household Income



2026 Own vs. Rent - 1 Mile Radius

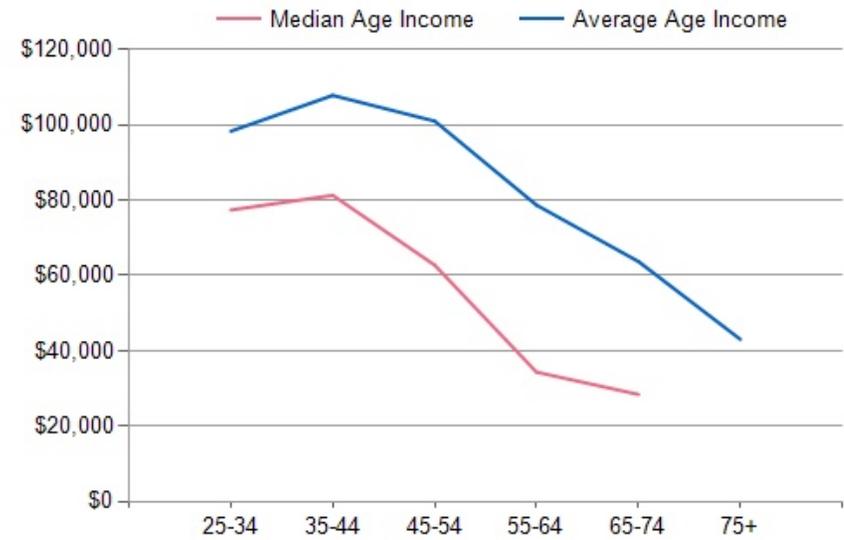
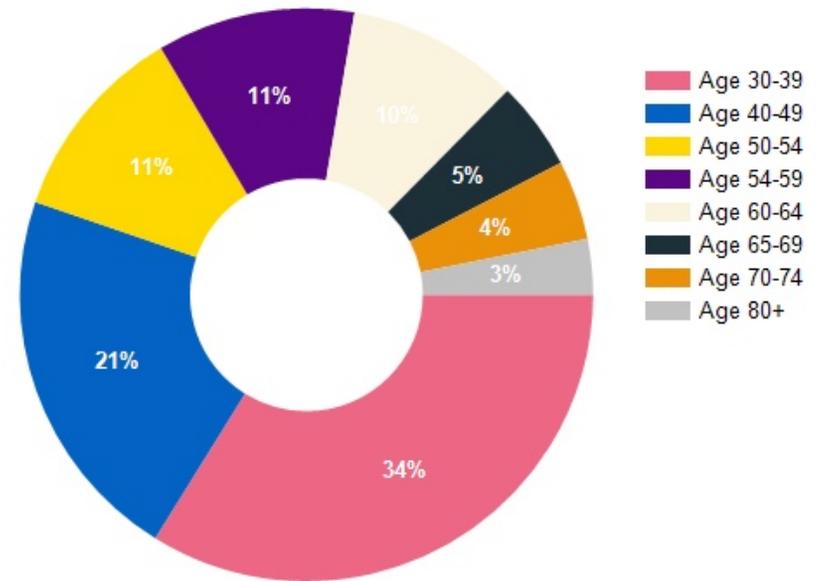


Source: esri

2026 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2026 Population Age 30-34	1,518	18,087	35,466
2026 Population Age 35-39	1,248	15,673	32,373
2026 Population Age 40-44	912	13,267	28,681
2026 Population Age 45-49	838	10,409	22,894
2026 Population Age 50-54	921	9,624	20,951
2026 Population Age 55-59	912	9,307	20,133
2026 Population Age 60-64	792	8,912	19,522
2026 Population Age 65-69	409	7,834	17,835
2026 Population Age 70-74	367	6,569	14,846
2026 Population Age 75-79	256	4,627	10,889
2026 Population Age 80-84	147	2,584	6,157
2026 Population Age 85+	137	2,404	5,868
2026 Population Age 18+	10,786	140,806	305,052
2026 Median Age	38	37	36
2031 Median Age	39	38	37

2026 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$77,393	\$83,608	\$83,743
Average Household Income 25-34	\$98,317	\$106,565	\$106,257
Median Household Income 35-44	\$81,279	\$100,082	\$101,450
Average Household Income 35-44	\$107,829	\$130,456	\$131,381
Median Household Income 45-54	\$62,743	\$104,272	\$104,495
Average Household Income 45-54	\$101,014	\$138,067	\$137,115
Median Household Income 55-64	\$34,322	\$89,111	\$88,716
Average Household Income 55-64	\$78,679	\$121,600	\$121,715
Median Household Income 65-74	\$28,398	\$59,955	\$61,713
Average Household Income 65-74	\$63,705	\$91,614	\$92,357
Average Household Income 75+	\$43,025	\$72,088	\$72,082

Population By Age



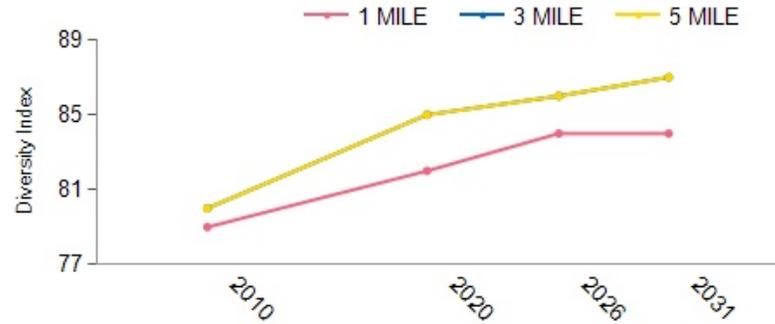
DIVERSITY INDEX	1 MILE	3 MILE	5 MILE
Diversity Index (+5 years)	85	87	87
Diversity Index (current year)	84	86	86
Diversity Index (2020)	82	85	85
Diversity Index (2010)	79	80	80

POPULATION BY RACE



2026 POPULATION BY RACE	1 MILE	3 MILE	5 MILE
African American	15%	9%	9%
American Indian	1%	1%	1%
Asian	6%	9%	11%
Hispanic	20%	25%	24%
Multiracial	11%	12%	12%
Other Race	12%	13%	12%
White	35%	31%	31%

POPULATION DIVERSITY



2026 MEDIAN AGE BY RACE

	1 MILE	3 MILE	5 MILE
Median American Indian/Alaska Native Age	41	37	37
Median Asian Age	45	36	35
Median Black Age	38	36	35
Median Hispanic Age	33	32	31
Median Multiple Races Age	33	31	30
Median Other Race Age	34	33	32
Median Pacific Islander Age	32	34	34
Median White Age	40	41	42

2026 MEDIAN AGE BY RACE





08 **Company Profile**
Advisor Profile



Lu Ann Henderson
Senior Vice President

Lu Ann Henderson is an exclusive Commercial Real Estate listing agent serving California. She has a vast network of business owners and investors and a continuous pool of qualified buyers and tenants seeking quality real estate.

Eighty percent of her sales and leasing transactions are dual agency, which expedites transactions and reduces overall commission costs. Lu Ann has been recognized as a top producer by CoStar/LoopNet. She has received the Top-Performing Broker award in Crexi's Annual Platinum Broker Awards and is responsible for over \$40 million in California sales alone.

She selectively manages several listings, ensuring each client receives personal attention and thorough due diligence. Lu Ann has a proven strategy and specialization in various sectors of business real estate, including industrial, retail shopping centers, mixed-use, residential, office, land development, and specialty assets, which contributes to her status in the top 5 percent of brokers by transaction volume.

Lu Ann is committed to advising you on effective strategies for selling or leasing your property. She focuses on transparent and ethical dealings and wants to alleviate the pressures associated with property transactions.

Lu Ann leverages digital marketing platforms and social media, including commercial real estate platforms, to maximize your property's exposure. She also manages a YouTube channel, MatrixCRE.ai, to showcase each listing and enhance global visibility.

If you seek high-quality advice and result-oriented brokerage services, please call or email her at Infor@MatrixCRE.ai and visit the website at MatrixCRE.ai.



MatrixCRE.AI

Beau Philip
Commercial Real Estate Agent

Beau Philip joined GQ North Real Estate in March 2025. Although new to the industry, he brings two years of internship experience in commercial sales and leasing, as well as practical insight from his own commercial investments.

Before transitioning into commercial real estate, Beau earned a baseball scholarship to Oregon State University. In 2019, he was selected in the second round of the MLB Draft and spent five years in the Atlanta Braves organization as a professional baseball player. His experience as a shortstop and pitcher sharpened his competitive drive and attention to detail—qualities that now enhance his performance in commercial real estate transactions.

Beau’s natural rapport with clients has contributed to a strong start in his career. In his first year, he closed multiple retail and industrial transactions and secured numerous new commercial listings. Committed to versatility, he continues to build experience across all aspects of commercial sales and leasing. Beau specializes in industrial, Retail, and commercial investments. Outside of work, Beau enjoys golfing, coaching baseball, flying planes, and pursuing ongoing education, while prioritizing time with his family.

22,320 SF Retail, Showroom, Industrial Warehouse

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Exclusively Marketed by:



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