

Natomas Gardens Shops

Sacramento, CA





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Fisher James Corp. ("Broker") has been retained on an exclusive basis to market the property described herein ("Property"). Broker has been authorized by the Seller of the Property ("Seller") to prepare and distribute the enclosed information ("Material") for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and a prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

The Material is intended solely for the purpose of soliciting expressions of interest from qualified investors for the acquisition of the Property. The Material is not to be copied and/or used for any other purpose or made available to any other person without the express written consent of Broker or Seller. The Material does not purport to be all-inclusive or to contain all of the information that a prospective buyer may require. The information contained in the Material has been obtained from the Seller and other sources and has not been verified by the Seller or its affiliates. The pro forma is delivered only as an accommodation and neither the Seller, Broker, nor any of their respective affiliates, agents, representatives, employees, parents, subsidiaries, members, managers, partners, shareholders, directors, or officers, makes any representation or warranty regarding such pro forma. Purchaser must make its own investigation of the Property and any existing or available financing, and must independently confirm the accuracy of the projections contained in the pro forma.

Seller reserves the right, for any reason, to withdraw the Property from the market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto. Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.



**Within High-Performing
Foods Co.-Anchored
Shopping Center**



**Half a Mile from I-80
(143,900 ADT)**



**~4 Miles North of
Downtown Sacramento**

- Fully Leased Shops Anchored by Western Dental
 - Complementary Tenant Mix including Pharmacy, Bakery, Health Spa, Nail Salon, & More
 - Value-Add Opportunity with Shorter Lease Terms and Below Market Rent
- Within Foods Co.-Anchored Natomas Gardens Shopping Center
 - Foods Co. is Ranked #2 in the Chain with 1.2M Annual Visits (per Placer.ai)
 - Alongside Dollar Tree, ARCO/ampm, & More
- Excellent Access & Visibility Along Northgate Boulevard (26,803 ADT) at San Juan Road (17,094 ADT)
- Just a Half Mile from Interstate 80 (143,900 ADT)
 - Connects Sacramento to the Bay Area and Reno/Tahoe
- Neighboring Retailers include Smart & Final Extra!, Ross, Starbucks, Taco Bell, Circle K, O'Reilly, Quick Quack Car Wash, IHOP, & More
 - New North80 Development includes McDonald's, KFC, Panda Express, & More
- Surrounded by Dense, Established Neighborhoods, New Residential Developments, and Multiple Schools & Employers
 - Proximity to Multiple Business Parks, Natomas High School, Rio Tierra Junior High School, Garden Valley Elementary, & More
- Strong Demographics within a 5-Mile Radius
 - 342,374 Residents with an Average Household Income of \$110,530
 - Total Daytime Population of 448,652
- ~4 Miles North of Downtown Sacramento
- Sacramento MSA Population of Over 2.4 Million & GDP of \$161 Billion





	LOCATION	3645 Northgate Blvd, Sacramento, CA 95834
	LOT SIZE	±1.8 acres or ±78,408 square feet
	IMPROVEMENTS	13,542 square foot retail building divided into seven suites Western Dental & Orthodontics 4,577 square feet Well Care Pharmacy 2,863 square feet Reg Pros 1,634 square feet Matin et Soir 1,257 square feet Northgate Nails 1,167 square feet Natomas Health Spa 1,024 square feet Baja Insurance Services 1,020 square feet
	YEAR BUILT	2003
	PARKING	Ample parking available on site
	FINANCING	Delivered free and clear of permanent financing

\$4,682,000

6.50% CAP RATE

[View on Map ↗](#)

Projected Gross Revenue	Year 1	Year 10
Total Rental Revenue	\$328,011	\$388,084
Expense Reimbursement Revenue	\$161,022	\$205,075
Vacancy Allowance	-\$24,452	-\$24,870
Effective Gross Revenue	\$464,582	\$562,002
Annual Expenses	Year 1	Year 10
Common Area Maintenance	\$87,346	\$113,967
Taxes	\$53,840	\$70,249
Insurance	\$5,146	\$6,714
Management	\$13,937	\$16,860
Total Operating Expenses	\$160,269	\$207,790
Net Operating Income Return	\$304,312 6.50%	\$354,213 7.57%

NOTE:

The net income is an estimate and does not provide for all potential costs and expenses (i.e. maintenance, repair, etc.) that may be required of the owner. Any reserves set forth herein are merely estimates and not based on any experience, physical inspection, or prior knowledge. All prospective purchasers are strongly advised to make an independent investigation to determine their estimate of costs and expenses prior to entering into an agreement to purchase.

For the Years Ending	Year 1 Aug-2027	Year 2 Aug-2028	Year 3 Aug-2029	Year 4 Aug-2030	Year 5 Aug-2031	Year 6 Aug-2032	Year 7 Aug-2033	Year 8 Aug-2034	Year 9 Aug-2035	Year 10 Aug-2036
Rental Revenue										
Potential Base Rent	\$328,011	\$331,882	\$340,178	\$353,578	\$346,156	\$348,792	\$355,521	\$366,685	\$380,732	\$388,084
Turnover Vacancy	\$0	\$0	-\$1,811	\$0	-\$5,423	\$0	\$0	-\$2,099	\$0	-\$6,287
Total Rental Revenue	\$328,011	\$331,882	\$338,368	\$353,578	\$340,733	\$348,792	\$355,521	\$364,586	\$380,732	\$381,797
Other Revenue & Credit Loss										
Total Expense Recoveries	\$161,022	\$165,677	\$169,498	\$175,811	\$177,231	\$185,746	\$191,208	\$195,688	\$202,957	\$205,075
Vacancy Allowance	-\$24,452	-\$24,878	-\$23,673	-\$26,469	-\$21,948	-\$26,727	-\$27,336	-\$26,020	-\$29,184	-\$24,870
Effective Gross Revenue	\$464,582	\$472,681	\$484,192	\$502,919	\$496,015	\$507,811	\$519,393	\$534,254	\$554,505	\$562,002
Operating Expenses										
CAM	\$87,346	\$89,966	\$92,665	\$95,445	\$98,309	\$101,258	\$104,296	\$107,424	\$110,647	\$113,967
Taxes	\$53,840	\$55,455	\$57,119	\$58,832	\$60,597	\$62,415	\$64,288	\$66,216	\$68,203	\$70,249
Insurance	\$5,146	\$5,300	\$5,459	\$5,623	\$5,792	\$5,966	\$6,145	\$6,329	\$6,519	\$6,714
Management	\$13,937	\$14,180	\$14,526	\$15,088	\$14,880	\$15,234	\$15,582	\$16,028	\$16,635	\$16,860
Total Operating Expenses	\$160,269	\$164,902	\$169,769	\$174,988	\$179,578	\$184,873	\$190,310	\$195,997	\$202,004	\$207,790
Net Operating Income	\$304,312	\$307,779	\$314,423	\$327,931	\$316,437	\$322,938	\$329,084	\$338,257	\$352,501	\$354,213
Leasing & Capital Costs										
Tenant Improvements	\$0	\$0	\$6,790	\$0	\$20,337	\$0	\$0	\$7,871	\$0	\$23,576
Leasing Commissions	\$0	\$0	\$4,326	\$0	\$12,956	\$0	\$0	\$5,015	\$0	\$15,020
Available Cash Flow	\$304,312	\$307,779	\$303,308	\$327,931	\$283,144	\$322,938	\$329,084	\$325,371	\$352,501	\$315,617

GENERAL ASSUMPTIONS

Analysis Date	General Expense Growth per Annum	Real Estate Growth per Annum
09/01/2026	3.00%	3.00%
Total Rentable Area	General Inflation per Annum	Management Fee
13,542	3.00%	3% of EGR

[illegible]

Western Dental & Orthodontics



LESSEE

Western Dental Services, Inc.

NO. OF LOCATIONS

260

WEBSITE

westerndental.com

Western Dental & Orthodontics is a leading dental healthcare provider offering general dentistry, orthodontics, oral surgery, and specialty services through a large network of locations across the western United States. Founded in 1903, the company focuses on affordable, community-based care and operates as part of **Sonrava Health**, a multi-brand healthcare platform.

Well Care Pharmacy



LESSEE

Mobeen Yamin dba Well Care Pharmacy

NO. OF LOCATIONS

1

WEBSITE

wellcarerx1.com

Well Care Pharmacy provides the Sacramento area with patient-focused pharmacy care, emphasizing fast, efficient service and cost-effective healthcare solutions. Services include prescription refills, medication packaging, delivery services, prescription transfers, and pharmacist consultations.

The pharmacy is owned and operated by Mobeen Yamin, a California-licensed pharmacist since 2005 with extensive retail pharmacy experience.

Reg Pros



LESSEE

Erick Gutierrez & Vanessa Aceves dba Reg Pros Inc.

GUARANTOR(S)

Erick Gutierrez & Vanessa Aceves

NO. OF LOCATIONS

3

WEBSITE

regprosc.com

Reg Pros is a California-licensed DMV services provider offering a convenient alternative to traditional DMV offices. The company specializes in fast, efficient, and reliable vehicle registration and title services, including registration renewals, ownership transfers, title replacements, license plate services, and other DMV-related transactions.

Matin et Soir

LESSEE

Pak 2 LLC

GUARANTOR(S)

Misbah Arjumand, Syed Arjuna, Syed Ausaf Ahmed

NO. OF LOCATIONS

1

Matin et Soir is a highly-rated neighborhood cafe and bakery serving coffee, tea, sandwiches, donuts, cakes, freshly baked pastries, and more.

Northgate Nails

LESSEE
 Hong Huynh and
 Tai Nguyen

GUARANTOR(S)
 Hau Nguyen Van

NO. OF LOCATIONS
 1

Northgate Nails is a full-service nail salon offering manicures, pedicures, eyebrow and eyelash services, and more.

Baja Insurance Services

LESSEE
 Baja Insurance Services, Inc. personally by Salvador Ordonez, Sr.

NO. OF LOCATIONS
 1

Baja Insurance Services, Inc. is an independent insurance brokerage offering auto, home, life, health, and commercial insurance solutions. Founded in 1998 and headquartered in Sacramento, California, the company helps individuals and businesses compare coverage options from multiple carriers while emphasizing personalized service and affordable insurance products.

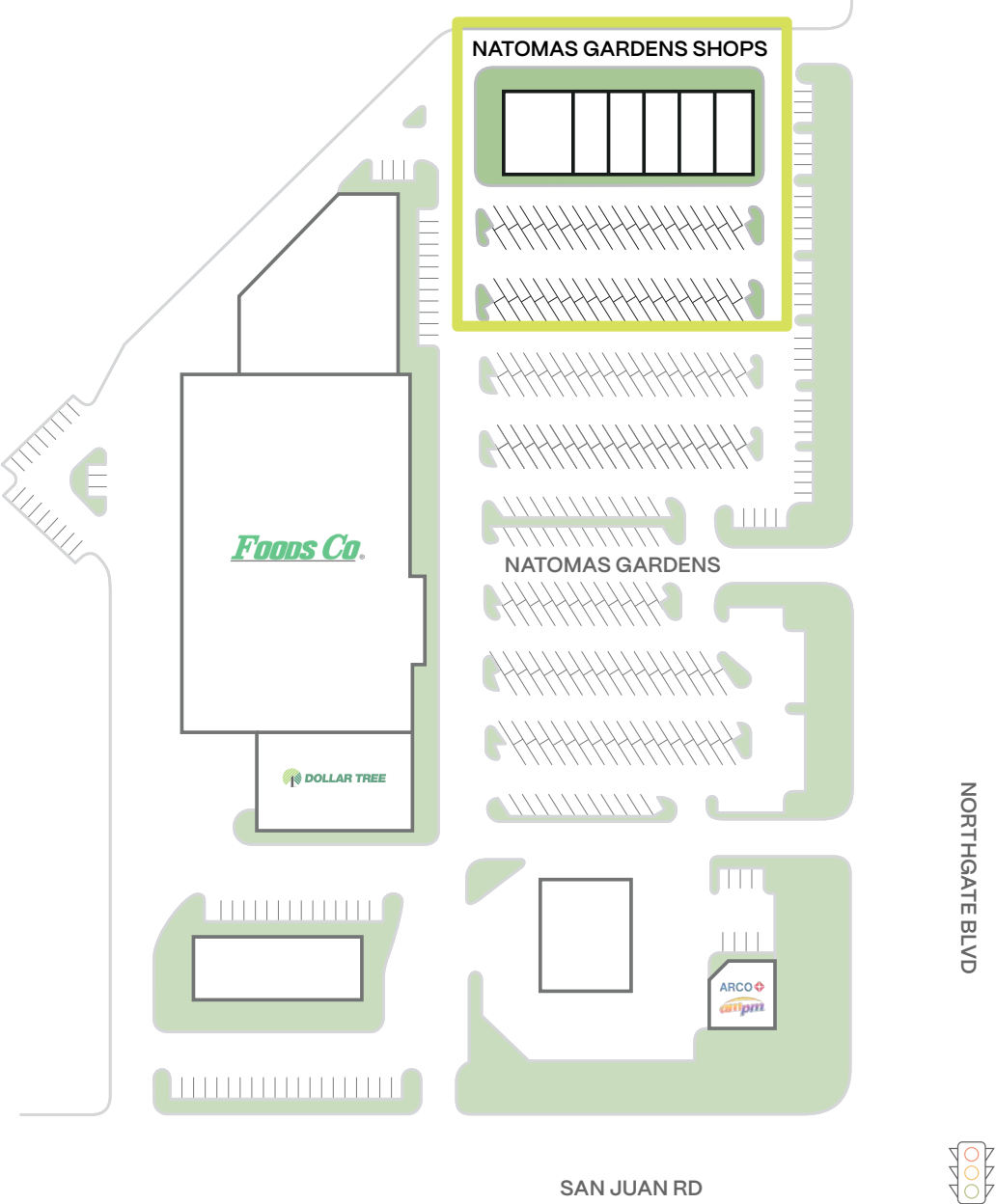
Natomas Health Spa

LESSEE
 Quian Ying Yu and Aihua Zhou dba Natomas Health Spa

NO. OF LOCATIONS
 1

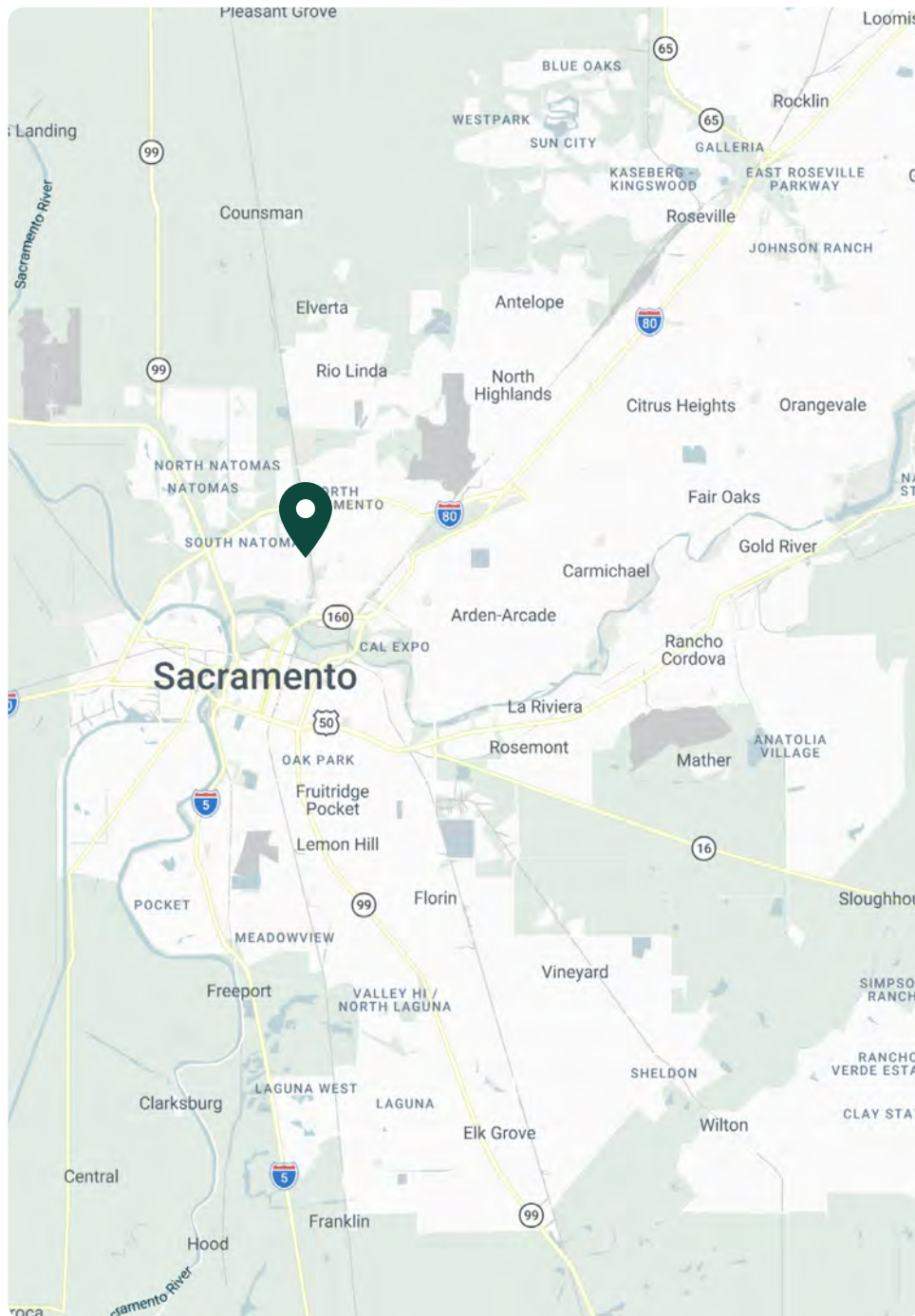
Natomas Health Spa is a local health spa offering massages and other treatments.











Sacramento, California's rapidly expanding capital, anchors one of the state's fastest-growing metro areas. The city sits along the Sacramento River, which is the longest river in the state, and continues to attract both population growth and investment.

Greater Sacramento, also known as the Sacramento–Roseville Combined Statistical Area, includes seven counties: El Dorado, Nevada, Placer, Sacramento, Sutter, Yolo, and Yuba. The CSA has roughly 2.7 million residents. Regional employment is led by state and federal government; major healthcare providers such as Sutter Health and UC Davis Medical Center; a strong agricultural sector producing wine grapes, milk, poultry, pears, and nursery stock; and a growing tech and manufacturing base. The area is also an education hub, featuring Sacramento State University, the University of California Davis, Sacramento City College, American River College, Cosumnes River College, Folsom Lake College, and additional institutions.

Transportation infrastructure underpins continued growth. The region enjoys extensive freeway access via I-5, I-80, US-50, and CA-99, and the forthcoming 34-mile Capital SouthEast Connector. This critical transportation project will run through southeastern Sacramento and connect the cities of Elk Grove, Rancho Cordova, Folsom, and unincorporated areas of Sacramento and El Dorado Counties while offering a multi-use path parallel to the expressway for cyclists and pedestrians. Phase I is nearly completed, with full project completion estimated in 2035.

Additionally, SacRT operates more than 80 bus routes and a 42-mile light-rail system, which is slated to extend to Cosumnes River College in Elk Grove. Sacramento International Airport (SMF) is progressing on its \$1.3 billion SMForward modernization program and handled over 13.6 million passengers in 2024, a 5.1 percent increase over 2023.

The subject property is ideally situated within the Foods Co.-anchored Natomas Gardens shopping center, which also includes Dollar Tree, ARCO/ampm, and additional neighborhood retail and service tenants. The site benefits from exceptional visibility and access along Northgate Boulevard (26,803 ADT) at its intersection with San Juan Road (17,094 ADT), just half a mile from Interstate 80 (143,900 ADT), a major regional transportation corridor connecting Sacramento directly to the Bay Area, Lake Tahoe, and Reno.

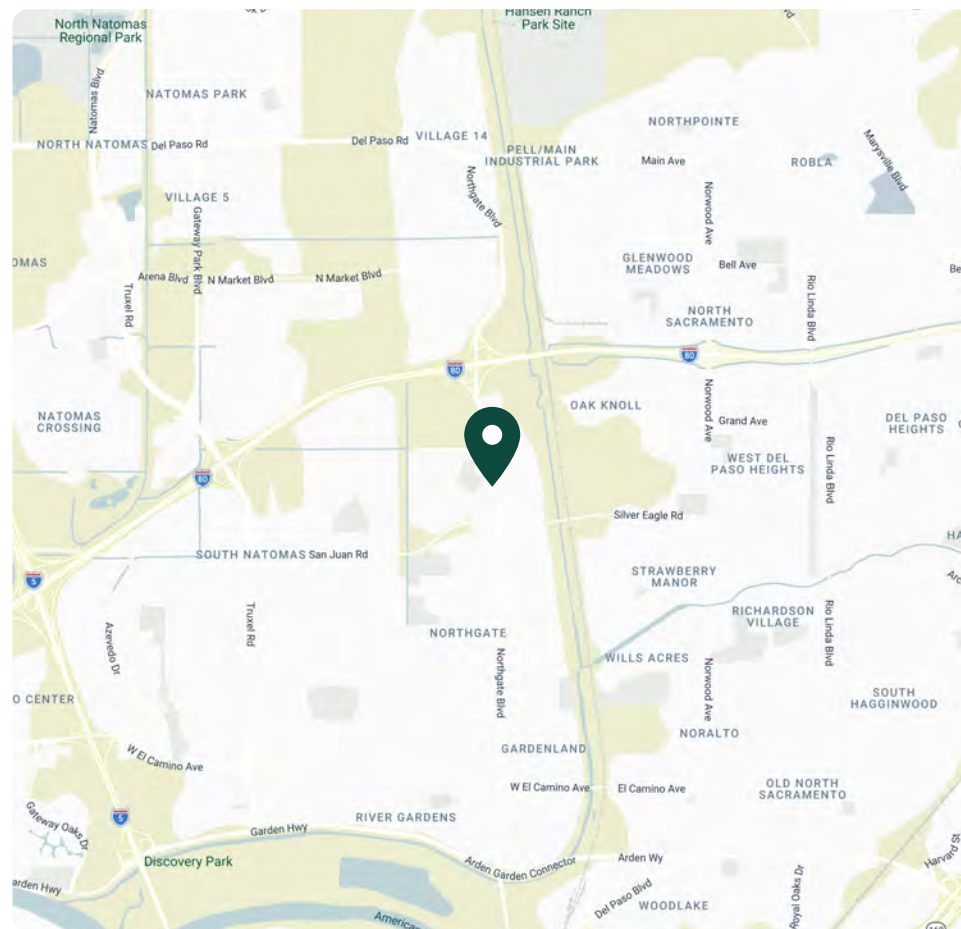
Directly across the street from Natomas Gardens is Northgate Plaza, a Smart & Final Extra! and Ross-anchored shopping center featuring Rainbow, O'Reilly Auto Parts, and multiple restaurants. Additional nearby retailers include Starbucks, El Pollo Loco, Quick Quack Car Wash, Les Schwab Tire Center, Jiffy Lube, Circle K, Jack in the Box, Taco Bell, Carl's Jr., and IHOP. The site is also in proximity to the new North80 commercial development, which includes McDonald's, KFC, and a future Panda Express, along with additional planned retail pad development.

Additional area traffic drivers include Natomas High School, Garden Valley Elementary School, Hazel Mahone College Prep, Rio Tierra Junior High School, Strauch Elementary School, Fairbanks Elementary School, Quest Diagnostics, the InnovAge California PACE Sacramento facility (in partnership with Adventist Health), Caltrans' Northgate Maintenance Station, and multiple national hotel chains.

The North Natomas submarket continues to experience substantial residential and commercial growth. In addition to the North80 development, recent and ongoing projects include Skylar by D.R. Horton with 77 single-family homes, Archer Estates by KB Home with 143 homes, Valley Vista with more than 50 homes, Natomas Landing with multiple phases of residential development, and the broader Natomas Crossing area featuring a new Costco-anchored commercial center, additional single-family residential communities, and the new Amara luxury apartment development.

The property benefits from strong surrounding demographics, including 342,374 residents within a 5-mile radius with an average household income of \$110,530, as well as a daytime population of 448,652. The 3-mile annual population growth rate of 1.06% reflects continued residential expansion and long-term growth throughout the trade area.

Additionally, the property is strategically positioned approximately 4 miles north of Downtown Sacramento, 10 miles from Sacramento International Airport, and 7 miles from Sacramento McClellan Airport, providing strong regional accessibility and connectivity throughout Northern California.



Nearby Shopping Centers & Retailers

Visit Data (per Placer.ai)

Foods Co.	1.3M Annual Visits, #2 Location in Chain
McDonald's	926,400 Annual Visits, Top 2% Nationwide
Smart & Final	498,100 Annual Visits
Taco Bell	371,700 Annual Visits, Top 6% Nationwide

342,374



2025 Total Population

\$600,267



Average Home Value

\$110,530



Average Household Income

📍 3645 Northgate Blvd, Sacramento, CA



Population Summary	1 Mile	3 Miles	5 Miles
2020 Total Population	15,326	132,944	324,109
2025 Total Population	16,171	139,895	342,374
2030 Total Population	16,695	147,490	358,518
2025–2030 Annual Growth Rate	0.64%	1.06%	0.93%
Household Summary			
2025 Total Households	4,863	45,014	128,393
2030 Total Households	5,012	47,612	135,294
2025 Average Household Income	\$103,263	\$103,323	\$110,530
2025 Average Home Value	\$546,870	\$520,735	\$600,267

Major Employers in Sacramento County	# of Employees
UC Davis Health System	16,075
Sacramento County	13,000
Kaiser Permanente	11,856
Sutter/California Health Services	10,129
Dignity/Mercy Healthcare	7,353
Apple Inc.	5,000
City of Sacramento	5,000
Intel Corporation	4,300
Raley's Inc./Bel Air	2,624
Siemens Mobility Inc.	2,500



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