

# ABSOLUTE NNN AUTOZONE GROUND LEASE



**90 WEST MAIN STREET**  
WOODLAND, CA



OFFERING MEMORANDUM

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# 90 W. MAIN STREET WOODLAND, CA



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A large red rounded rectangle with a white border is centered on a blurred background of a parking lot and trees. Inside the rectangle, the words "INVESTMENT" and "OVERVIEW" are written in white. "INVESTMENT" is in a bold, solid sans-serif font, while "OVERVIEW" is in a white outline sans-serif font.

# INVESTMENT OVERVIEW

## 1. INVESTMENT OVERVIEW - OFFERING SUMMARY

90 W. Main Street, Woodland, CA

<b>Price:</b>	<b>\$1,778,000</b>
NOI - Current	\$75,583
Cap Rate - Current	4.25%
NOI - 11/30/2028	\$81,629
Cap Rate - 11/30/2028	4.59%
Gross Leasable Area (SF)	7,170
Land Area (SF)	36,590
Price/SF (GLA)	\$248
Year Built	1999
APN	064-130-039-000
Lease Type	Ground Lease
Lease Expiration	November 30, 2033
Options	4, 5-Year Options
Increases	8% Every 5 Years



1. INVESTMENT OVERVIEW - RENT ROLL

Tenant	GLA (SF)	% of GLA	Lease Start	Lease End	Monthly Rent	Rent/SF/Mo	Annual Rent	Options	Increases
Autozone	7,170	100%	2/20/1998	11/30/2033	\$6,299	\$0.88	\$75,583	4, 5-Year	8% Every 5 Years
<b>TOTAL</b>		<b>100%</b>			<b>\$6,299</b>		<b>\$75,583</b>		

**FULL LEASE TERM & OPTION SCHEDULE THROUGH NOV 30, 2053**

Period	Monthly Rent	Annual Rent	Cap Rate
Current Term	\$6,299	\$75,583	4.25%
12/1/2028-11/30/2033	\$6,802	\$81,629	4.59%
First Option 12/1/2033-11/30/2038	\$7,347	\$88,160	4.96%
Second Option 12/1/2038-11/30/2043	\$7,934	\$95,212	5.36%
Third Option 12/1/2043-11/30/2048	\$8,569	\$102,829	5.78%
Fourth Option 12/1/2048-11/30/2053	\$9,255	\$111,056	6.25%



## 1. INVESTMENT OVERVIEW - OFFERING SUMMARY

Coastal Commercial is pleased to offer For Sale this AutoZone Ground Lease located at 90 W. Main Street in Woodland, CA. AutoZone has been successfully operating at this location since 1999 and in 2023 agreed to extend their lease for an additional 10 Years, expiring November 30, 2033. The lease calls for 8% rental increases every 5 years including in each of the remaining 4, 5-year option periods. AutoZone's in-place rental rate equates to \$0.88 PSF, NNN which ultimately translates into a very rare and low price point Absolute NNN offering in Northern CA.

Built in 1999, the subject property has been well-maintained and offers a pride of ownership asset providing secure, stable and passive income. AutoZone is situated along Main Street on a 0.84 acre parcel and is well parked with 35 spaces on a concrete surface parking lot. The offering benefits from exposure to just over 10K vehicles per day and is located in a densely populated trade area with a 3-mile population of 54,275 people.

The immediate trade area is comprised of a number of national retailers, which include Walmart Neighborhood Market, Nugget Market, Walgreens, CVS, Rite Aid, Les Schwab Tire, Bank of America, McDonald's, Carl's Jr, Arby's, Kentucky Fried Chicken, Starbucks and many others.





## TENANT COMMITMENT CONFIRMED- RECENT 10 YEAR LEASE EXTENSION

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AutoZone exercised a 10-year lease extension in 2023, providing investors with a long-term, contractually secured income stream through November 2033. Tenants do not extend leases at underperforming locations — this extension is the strongest possible signal of AutoZone's confidence in this site.

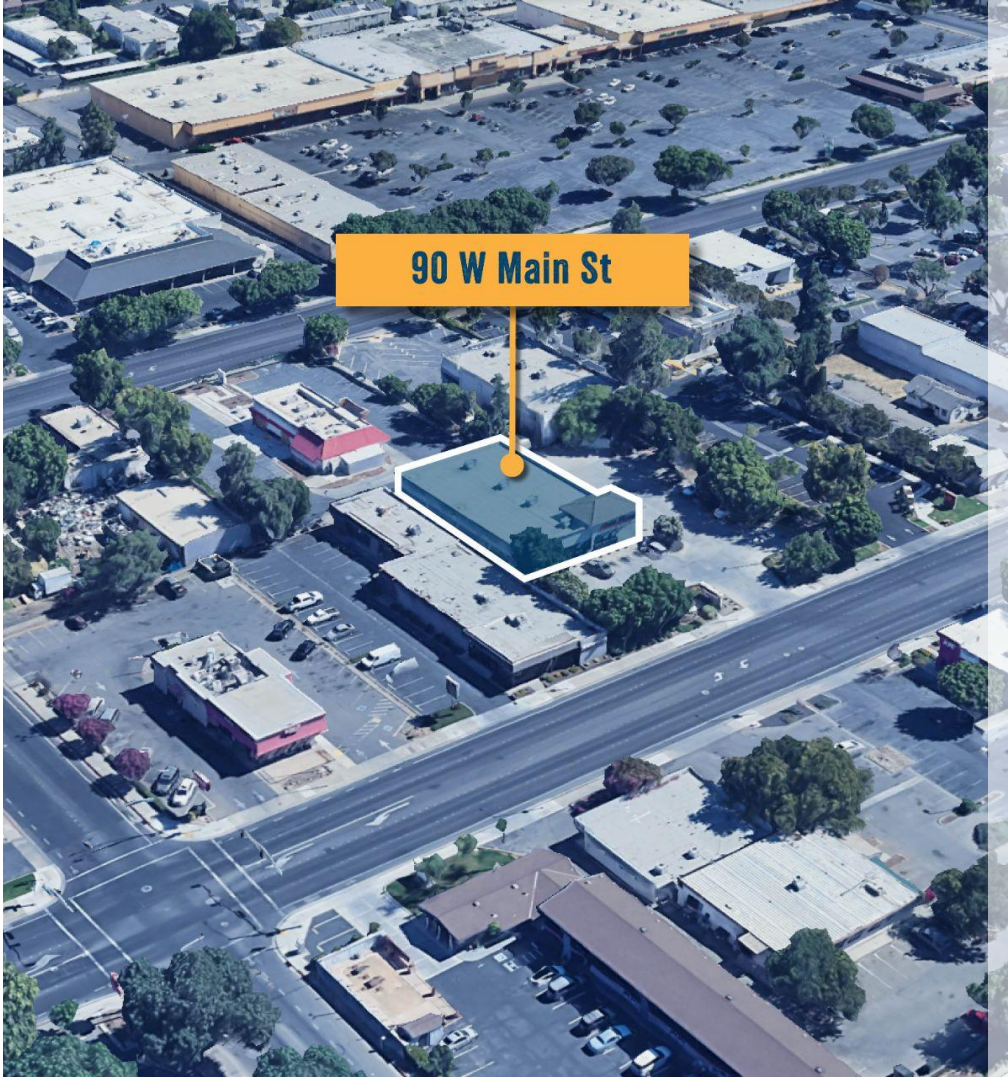


## PROVEN, ESTABLISHED LOCATION - 25+ YEARS OF CONTINUOUS OPERATION

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AutoZone has operated successfully at this location since 1999, demonstrating over two decades of consistent performance and sustained consumer demand. Long-tenured locations carry significantly lower re-leasing risk and represent the most stable assets in the net lease category.





## 1. INVESTMENT HIGHLIGHTS



### **BUILT-IN INCOME GROWTH - 8% RENTAL INCREASES EVERY 5 YEARS**

The lease provides for contractual 8% rental increases every five years through the current term and all four remaining option periods, delivering predictable, inflation-hedging income growth all the way through 2053 if all options are exercised.



### **ABSOLUTE NNN - ZERO LANDLORD RESPONSIBILITIES**

Structured as an Absolute Triple Net lease, AutoZone is responsible for all property taxes, insurance, and maintenance. One of the investor's only obligation is to own the asset and collect the rent — the purest form of passive real estate income available.



### **AMPLE PARKING - 35 DEDICATED SURFACE SPACES**

The property features 35 on-site parking spaces on a concrete surface lot, providing AutoZone customers with convenient, accessible parking that supports high-frequency retail traffic and reinforces the long-term viability of the site.



**TENANT  
PROFILE**

## 2. TENANT PROFILE

### Company Overview

AutoZone, Inc. (NYSE: AZO) is the nation's leading retailer and distributor of automotive replacement parts, accessories, and maintenance products. Founded in 1979 in Memphis, Tennessee, AutoZone has grown into a retail powerhouse with over 7,100 stores across the United States, Mexico, and Brazil. The company serves both do-it-yourself (DIY) consumers and professional mechanics through its commercial sales program, creating two durable revenue streams under one roof.

AutoZone's success is built on a simple but powerful premise: cars break down, and when they do, AutoZone is where Americans go to fix them. With the average age of vehicles on U.S. roads now exceeding 12 years, demand for aftermarket auto parts has never been stronger — and AutoZone has positioned itself at the center of that demand for over four decades.

Headquarters	Memphis, Tennessee
Founded	1979 (45+ years in business)
NYSE Ticker	AZO
Credit Rating	BBB (Investment Grade — S&P)
Store Count (U.S.)	6,200+ domestic locations
Total Locations	7,100+ including Mexico & Brazil
Annual Revenue	Approx. \$17.5 Billion (FY2023)
Net Income	Approx. \$2.7 Billion (FY2023)
Market Capitalization	Approx. \$46 Billion
Employees	115,000+





**PROPERTY  
PHOTOS**

### 3. PROPERTY PHOTOS





**AutoZone**

SALE  
BATTERY  
FREE  
\$38.99

**AutoZone**



West Court Shopping Plaza












90 W Main St




























# LOCATION OVERVIEW

## 4. LOCATION OVERVIEW

### A Prime Northern California Market

Woodland, CA is one of Northern California's most compelling commercial real estate markets—offering investors the rare combination of a large, captive consumer base, a diversified and growing economy, and significantly lower entry costs compared to neighboring markets. As the county seat of Yolo County and a gateway city to the Sacramento metropolitan area, Woodland commands a trade area that punches well above its size.

Situated along Interstate 5 just 20 miles northwest of Downtown Sacramento, Woodland benefits from exceptional regional visibility and accessibility. The city draws consumers from a broad surrounding area, creating sustained demand for retail, service, and commercial tenants. With over 60,000 residents and a 5-mile population exceeding 61,700, Woodland delivers the consumer density that national and regional tenants require—while still offering the favorable pricing and value that large coastal markets simply cannot match.

### Why Invest in Woodland

Woodland presents a fundamentally strong investment case built on the pillars that matter most to commercial real estate investors: population growth, income stability, employer diversity, and infrastructure investment. Key reasons to invest include:

- Affordable entry point relative to Sacramento, Davis, and Bay Area markets, with meaningful upside as the region continues to grow
- Stable, recession-resistant economy anchored by agriculture, distribution, and essential-service employers
- High consumer traffic driven by a dense trade area population of over 54,000 within 3 miles
- Major distribution hub status, with Target, Rite Aid, and Walgreens all operating large-scale distribution centers in the market
- Proximity to UC Davis—one of the nation's top research universities—drives a young, educated workforce and consistent consumer spending
- Proposed 350-acre Research & Technology Park focused on agri-tech will bring new high-wage jobs and further diversify demand
- Low vacancy risk: a deep roster of national credit tenants already operating in the trade area confirms sustained consumer demand

#### 4. LOCATION OVERVIEW - CONTINUED

##### **Strong & Diversified Employment Base**

Woodland's economy is anchored by a broad mix of employers across agriculture, logistics, manufacturing, and research—providing the kind of employment diversification that insulates a market against economic cycles and sustains consumer spending. The 1,900-acre Metro Air Park and proximity to Sacramento International Airport (12.5 miles) have made Woodland a preferred location for major distribution and logistics operations. Notable employers in the market include:

- Target Distribution Center
- Rite Aid Distribution Center
- Walgreens Distribution Center
- Clark Pacific
- Bayer Research Division
- American International Manufacturing
- Leer West / TAG Accessories

These established employers generate a large daytime workforce population that drives consistent traffic and spending at surrounding retail and service businesses—directly benefiting commercial tenants and, by extension, their landlords.

##### **Exceptional Regional Access**

Woodland's location along Interstate 5 and State Route 113 delivers unmatched connectivity to the broader Northern California region. This accessibility is a key driver of both consumer traffic and tenant demand, as businesses value the ability to reach large population centers quickly and efficiently. Woodland effectively serves as a regional crossroads:

Sacramento (City Center)	21.5 Miles
Sacramento International Airport	12.5 Miles
University of California, Davis	7 Miles
San Francisco Bay Area	75 Miles
Napa Valley	60 Miles
Lake Tahoe	130 Miles

This connectivity means that Woodland-based businesses benefit not only from the local consumer base, but also from spillover demand generated by commuters, travelers, and residents of surrounding communities who rely on Woodland's retail corridor for goods and services.

# 1 - 3 - 5 MILE DEMOGRAPHICS

## 5. DEMOGRAPHICS

	1 MILE	3 MILES	5 MILES
<b>POPULATION</b>			
2025 Population - Current Year Estimate	21,612	54,251	65,414
<b>DAYTIME POPULATION</b>			
2025 Daytime Population	25,838	55,167	66,148
Daytime Workers	15,064 (58.3%)	28,260 (51.2%)	33,284 (50.3%)
daytime Residents	10,774 (41.7%)	26,907 (48.8%)	32,864 (32.7%)
<b>RACE &amp; ETHNICITY</b>			
White	9,423 (43.6%)	23,151 (42.7%)	27,931 (42.7%)
Black or African American	464 (2.1%)	1,066 (2.0%)	1,327 (2.0%)
Asian	1,060 (4.9%)	4,172 (7.7%)	6,390 (9.%)
Two or More Races	4,530 (21.0%)	1,126 (2.1%)	1,255 (1.9%)
American Indian or Alaska Native	511 (2.4%)	1,603 (0.9%)	8,698 (1.5%)
Other	5,560 (25.7%)	13,884 (25.6%)	15,529 (23.7%)
<b>HOUSEHOLD INCOME</b>			
2025 Households	8,110	19,037	22,692
2025 Average Household Income	\$94,514	\$150,187	\$128,254
2030 Average Household Income - Projection	\$105,807	\$132,072	\$145,705
2025 Average Value of Owner Occ. Housing Units	\$587,650	\$588,2020	\$623,396



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