

DOWNTOWN
SACRAMENTO

Westlake Village
Shopping Center



Westlake Village
Shopping Center



Angel's Salon & Spa



Sacramento, CA

Westlake Village Shopping Center

Fully Leased Strip Center in
Affluent Submarket



CP PARTNERS
COMMERCIAL REAL ESTATE



CP PARTNERS
COMMERCIAL REAL ESTATE

Contact the Team

David Kram

dkram@cppcre.com

PH: 415.274.2712

CA DRE# 01848816

Rachel Kram

rkram@cppcre.com

PH: 415.274.7392

CA DRE# 02021048

Disclaimer

This document and the information herein (the "Offering Memorandum") have been prepared by CP Partners and CP Partners Commercial Real Estate, Inc. (collectively "CPP") to provide summary, unverified information to prospective purchasers and their representatives (the "Recipients") strictly for purposes of evaluating the subject property's initial suitability for purchase. This information has been obtained from sources believed to be reliable; however, CPP makes no warranty, representation, or guarantee whatsoever regarding the accuracy or completeness of the information provided. As examples, but not limited to the following, references to square footage or age may be approximate, references to terms and conditions of any lease agreement(s) may be paraphrased or inaccurate, and photographs and renderings may be enhanced and not fully representative of the subject property in its actual current condition. Any financial projections or analyses are provided strictly for evaluation purposes, could be in error, and are based on assumptions, factors, and conditions that may or may not exist now or in the future. All Recipients must take appropriate measures to understand the subject property independently from this Offering Memorandum and simultaneously recognize that there is an inherent level of risk and unpredictability that comes with owning assets such as the subject property. CPP does not intend for Recipients to make any decision to purchase based on the information contained herein, and CPP, along with its employees, agents, officers, and owners explicitly disclaim any responsibility for inaccuracies or differences of opinion. CPP strongly encourages all Recipients to seek advice from real estate, tax, financial, and legal advisors before making any offers, entering a binding contract, or consummating a transaction of any kind. By accepting this Offering Memorandum you agree to release CPP and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation, purchase, and ownership of the subject property.

DOWNTOWN SACRAMENTO



Westlake Village Shopping Center



Westlake Village Shopping Center



Westlake Village Shopping Center

3501 Del Paso Road, Sacramento, CA 95835 ➔

PRICE: **\$7,635,000** CAP RATE: **6.45%**

NOI	\$492,308
NO. OF TENANTS	9 Tenants
BUILDINGS	2 Buildings
OCCUPANCY	100%
YEAR BUILT	2007
BUILDING SIZE	17,160 SF
LOT SIZE	2.20 AC



Westlake is a 100% occupied, nine-tenant strip center built in 2007 and positioned at the signalized hard corner of Del Paso Road and El Centro Road in the Natomas submarket.

The property sits within approximately ½ a mile of Interstate 5, providing direct connectivity to Interstate 80, Downtown Sacramento, and Sacramento International Airport. Sacramento is one of California's fastest-growing large cities. Within a 5-mile radius of the subject property, population is projected to grow approximately 19% over the next ten years, pointing to sustained rooftop and consumer demand growth across the Natomas submarket.

Walgreens (NAP) anchors the broader Westlake Shopping Center, reinforcing the center's retail traffic along with Chase, Subway and other daily-needs users.



Established Asset with Measurable Consumer Demand

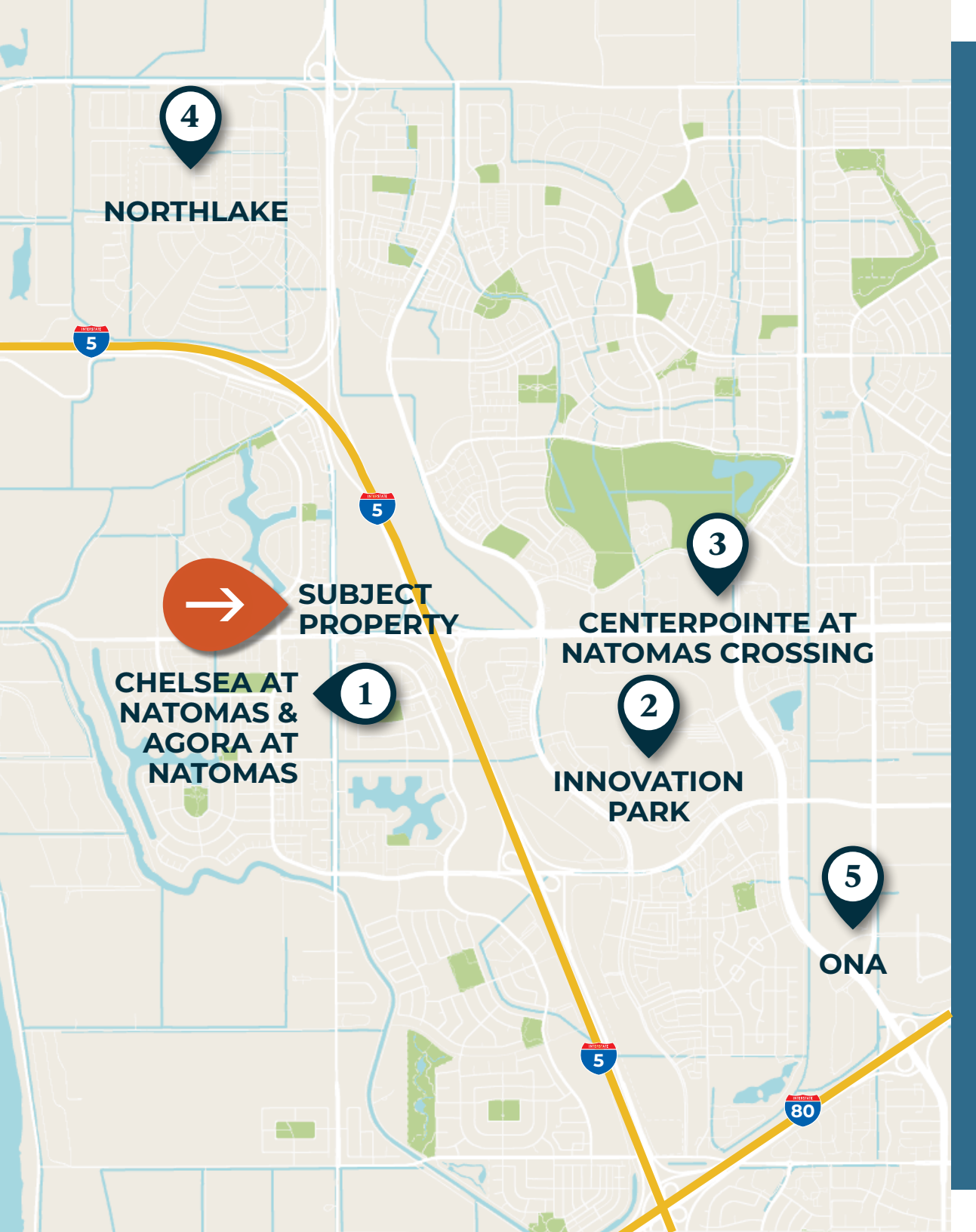
- Built in 2007, the property is 100% occupied across nine tenants, offering immediate, stable cash flow with no lease-up risk
- Over 50% of the GLA is occupied by tenants that have been at the property since 2007 / 2008
- 92% of the GLA is occupied by tenants that have extended or signed new leases since 2025
- Placer.ai ranks the property in the 69th percentile nationwide among strip and convenience centers, based on visitation between July 2025 and June 2026
- The site benefits from an affluent surrounding demographic, with average household incomes of \$147,845 within a 1-mile radius, approximately 21% above the Sacramento city average of \$122,667

Superior Access and Intersection Visibility

- Positioned at a signalized hard corner at Del Paso Road and El Centro Road, with nearly 18,000 vehicles per day passing through the intersection
- Located within ½ a mile of Interstate 5, with convenient connectivity to Interstate 80, Downtown Sacramento, and Sacramento International Airport, which is approximately 5.8 miles from the property
- The Caltrans Sacramento I-5 Auxiliary Lanes Project, with approximately \$38.96 million in programmed funding, proposes capacity and congestion improvements along I-5 near the Del Paso Road interchange

Significant Pipeline Development Surrounding the Property

- Innovation Park, a 183-acre entitled master-planned community on the former Sleep Train Arena site in North Natomas, is planned to include 2,500 housing units
- Directly across the subject's signalized intersection, Agora at Natomas proposes 186,250 SF of commercial development including 23,000 SF of restaurant space, and Chelsea at Natomas proposes 215 single-family detached homes on 19.2 acres
- Natomas Fountains, a 303-unit luxury apartment community developed by Hines and MBK Rental Living, is located at Truxel Road and Gateway Park Boulevard, directly adding rooftops to the property's trade area, and is now leasing under its rebranded name, Ona, with residents already in occupancy



Development at a Glance

Submarket Growth Summary

- Nearly **5,600 new housing units** are in the immediate Natomas development pipeline or have been delivered in the last two years — including a 303-unit luxury apartment community already leasing directly in the trade area and a 2,500-unit master-planned community redeveloping the former Sleep Train Arena site.
- **Over 200,000 SF of new commercial and restaurant space is proposed** within the immediate corridor surrounding Westlake Village, led by a 45-acre mixed-use development proposed directly across the property's signalized intersection — reinforcing consumer demand and daytime traffic at the center's doorstep.

Nearby Developments in the Natomas Submarket

1. **Chelsea at Natomas & Agora at Natomas (0.3 mi)** – A 45-acre mixed-use development proposed directly across Westlake Village's signalized intersection, pairing 215 new single-family homes with approximately 186,000 square feet of commercial space, including 23,000 square feet of restaurant space
2. **Innovation Park (1.3 mi)** – A 183-acre master-planned redevelopment of the former Sleep Train Arena site anchored by a California Northstate University teaching hospital, 2,500 new homes across single-family, townhome, condo, and apartment product, and a new K-8 school
3. **Centerpointe at Natomas Crossing (1.5 mi)** – A proposed retail and office development at Del Paso Road and Truxel Road featuring two retail buildings and one office building totaling 21,600 square feet
4. **Northlake (1.9 mi)** – A 577-acre master-planned community delivering 2,551 residential units, including 376 apartments and 2,175 home sites, alongside 29 acres reserved for commercial use
5. **Ona, formerly Natomas Fountains (2.2 mi)** – A newly delivered 303-unit luxury apartment community by Hines and MBK Rental Living, now leasing with residents already in occupancy

STABILIZED		
Price		\$7,635,000
Capitalization Rate		6.45%
Price Per Square Foot		\$445
Total Leased (SF):	100%	17,160
Total Vacant (SF):	0%	0
Total Rentable Area (SF):	100%	17,160
Income	\$/SF	
Scheduled Rent ¹	\$29.94	\$513,769
Walgreens Reimbursements	\$1.53	\$26,337
Phantom Fireworks	\$0.38	\$6,500
Reimbursements	\$13.21	\$226,665
Effective Gross Income	\$45.06	\$773,270
Vacancy Factor (5.0%) ²	(\$1.58)	(\$27,170)
Adjusted Gross Income	\$43.48	\$746,100
Expense ³	\$/SF	
CAM	(\$6.39)	(\$109,642)
Property Taxes	(\$5.74)	(\$98,430)
Insurance	(\$0.92)	(\$15,870)
Management Fees	(\$1.74)	(\$29,850)
Total Operating Expenses	(\$14.79)	(\$253,792)
Net Operating Income	\$28.69	\$492,308

1) Jan - Dec 2027

2) Vacancy Factor excludes Chase Bank and Walgreens reimbursements

3) Expenses 3% increase over 2026 Budget, adjusted taxes, 4% MGT based on AGI

While we have obtained this information from sources we believe to be reliable, no expressed or implied representation of its accuracy is provided herein. We bear no liability for any errors, inaccuracies, or omissions.



Tenant Info				Lease Terms		Rent Summary			
Unit	Tenant Name	Sq. Ft.	% of GLA	Term		Monthly Rent	Monthly Rent/Ft	Annual Rent	Annual Rent/Ft
F100	Subway	1,200	6.99%	08/01/26	07/31/27	\$3,540	\$2.95	\$42,480	\$35.40
Since 2008	3% annual increases			8/1/2026	7/31/2027	\$3,646	\$3.04	\$43,754	\$36.46
				8/1/2027	7/31/2028	\$3,756	\$3.13	\$45,067	\$37.56
				8/1/2028	7/31/2029	\$3,868	\$3.22	\$46,419	\$38.68
				8/1/2029	7/31/2030	\$3,984	\$3.32	\$47,812	\$39.84
F110 & 120	Naan Twist & Pizza Twist	2,400	13.99%	08/26/25	02/25/28	\$4,752	\$1.98	\$57,024	\$23.76
Since 2020				02/26/28	08/31/30	\$4,992	\$2.08	\$59,904	\$24.96
	Option 1			09/01/30	08/31/35	\$5,242	\$2.18	\$62,904	\$26.21
	Option 2			09/01/35	08/31/40	\$5,504	\$2.29	\$66,048	\$27.52
F130	Angel's Salon & Spa	1,200	6.99%	08/01/26	07/31/27	\$2,496	\$2.08	\$29,952	\$24.96
Since 2007	3% increase			08/01/27	07/31/28	\$2,571	\$2.14	\$30,851	\$25.71
				08/01/28	07/31/29	\$2,648	\$2.21	\$31,776	\$26.48
				08/01/29	07/31/30	\$2,727	\$2.27	\$32,729	\$27.27
				08/01/30	07/31/31	\$2,809	\$2.34	\$33,711	\$28.09
F140	Creative Nails	1,140	6.64%	09/01/25	08/31/26	\$2,601	\$2.28	\$31,212	\$27.38
Since 2007	3% annual increases			9/1/2026	8/31/2027	\$2,679	\$2.35	\$32,148	\$28.20
				9/1/2027	8/31/2028	\$2,759	\$2.42	\$33,113	\$29.05
				9/1/2028	8/31/2029	\$2,842	\$2.49	\$34,106	\$29.92
				9/1/2029	8/31/2030	\$2,927	\$2.57	\$35,129	\$30.82
	Option 1 - 3% annual increases			9/1/2030	8/31/2035	\$3,015	\$2.64	\$36,183	\$31.74

Tenant Info				Lease Terms		Rent Summary			
Unit	Tenant Name	Sq. Ft.	% of GLA	Term		Monthly Rent	Monthly Rent/Ft	Annual Rent	Annual Rent/Ft
F150	Paperclipstax Inc.	1,140	6.64%	07/06/21	12/31/26	\$2,371	\$2.08	\$28,452	\$24.96
Since 2021	Draft 1st Amendment			01/01/27	12/31/27	\$2,565	\$2.25	\$30,780	\$27.00
				01/01/28	12/31/28	\$2,642	\$2.32	\$31,703	\$27.81
F160	AIM Mail Center	1,320	7.69%	11/07/08	02/28/29	\$3,214	\$2.43	\$38,568	\$29.22
Since 2008									
G100A	Qamaria Yemeni Coffee Co.	2,850	16.61%	07/01/25	06/30/30	\$7,125	\$2.50	\$85,500	\$30.00
Since 2025	10% increase in Month 61			07/01/30	06/30/35	\$7,838	\$2.75	\$94,050	\$33.00
G100B	Indian Gate Market	1,910	11.13%	11/01/26	10/31/36	\$3,725	\$1.95	\$44,694	\$23.40
Since 2026	3% annual increases, including (2) Five-Year Options								
G140	Chase	4,000	23.31%	02/01/22	01/31/27	\$13,200	\$3.30	\$158,400	\$39.60
Since 2007	Early termination right 2/1/30, 12-mo notice, \$150K fee			02/01/27	01/31/32	\$12,500	\$3.13	\$150,000	\$37.50
	Option 4			02/01/32	01/31/37	\$13,700	\$3.43	\$164,400	\$41.10
	Option 5			02/01/37	01/31/42	\$14,900	\$3.73	\$178,800	\$44.70
OCCUPIED		17,160	100.00%	TOTAL CURRENT		\$43,024	\$2.51	\$516,282	\$30.09
VACANT		0	0.00%						
CURRENT TOTALS		17,160	100.00%						

LEGEND

Property Boundary

17,160
Rentable SF

2.20
Acres

103
Parking Spaces

Egress





Subway is the world's largest submarine sandwich franchise, with its acquisition by Roark Capital completed in April 2024. Roark's purchase of Subway was reported at approximately \$9.6

billion, adding Subway to a portfolio that includes Dunkin', Jimmy John's and Arby's. Subway operates nearly 37,000 restaurants in more than 100 countries and reported net income of \$688 million in FY2025.

[TENANT WEBSITE](#) ➤



Chase is the U.S. consumer and commercial banking business of JPMorgan Chase & Co. (NYSE: JPM), a leading global

financial services firm. JPMorgan Chase serves more than half of all American households with a broad range of financial services, including personal banking, credit cards, mortgages, auto financing, investment advice, small business loans and payment processing. It has more than 100 global markets, 5,000 branches, and 15,000 ATMs worldwide.

[TENANT WEBSITE](#) ➤



Qamaria Yemeni Coffee Co. is a fast-growing fast-casual coffee franchise specializing in traditional Yemeni coffee, tea, and pastries. Founded in 2020, the company began franchising in 2021 and has since expanded to

roughly 40 locations across several states.

[TENANT WEBSITE](#) ➤



Naan Twist is a fast-casual Indian street food concept blending traditional Punjabi and North Indian flavors with American fusion items like gluten-free pizzas, biryani, chaat, and curry-and-naan combos. It currently operates

11 locations across California, Nevada, and Virginia, including three in Sacramento, plus Antelope, Woodland, Elk Grove, Fair Oaks, Manteca, and Riverside.

[TENANT WEBSITE](#) ➤



Pizza Twist is a fast-casual pizza franchise known for fusing classic pizza with Indian flavors, offering items like Paneer Tikka and Curry Masala pizzas alongside traditional pies, pastas, bread sticks, and wings. Pizza Twist has over 80 active franchise locations across

the United States. Founded in 2014 by Harpreet Dahyia in Sacramento, California, under the original name Chicago's Pizza With-A-Twist.

[TENANT WEBSITE](#) ➤

Angel's Salon & Spa

Angel's Salon & Spa is an independently owned, high-end hair and beauty salon based in Sacramento's Natomas neighborhood, with a second location reported in Downtown Sacramento. Owned and operated by stylist Angel, the salon offers premium services including balayage, keratin treatments, Korean head spa, facials, and makeup, and has built a strong local reputation.

[TENANT WEBSITE](#) ➤





DOWNTOWN SACRAMENTO

Located in California's Capital City

151,700+

VEHICLES PER DAY
ALONG I-5

0.5 miles

TO I-5 ON
RAMP

6.8 miles

TO DOWNTOWN
SACRAMENTO

Immediate Trade Area | 13



91,957 VPD

57,675 VPD

Westlake Village Shopping Center

SUBWAY
naantwist
pizzawist
Qamaria
CHASE

KOHL'S
Marshalls
DOLLAR TREE

TARGET
TJ-maxx
OLD NAVY
five BELOW
Michaels
Burlington

Walmart
PETSMART
HomeGoods
Staples
ROSS

BEST BUY
BOOT BARN
BevMo!

macy's
JCPenney
BEST BUY
BARNES & NOBLE

ROSS
TJ-maxx
ULTA

Walmart
Supercenter



DOWNTOWN SACRAMENTO
6.8 MILES

- GOVERNMENT OFFICE
- ELEMENTARY/ MIDDLE SCHOOL
- HIGH SCHOOL
- GOLF COURSE
- SPORTS COMPLEX

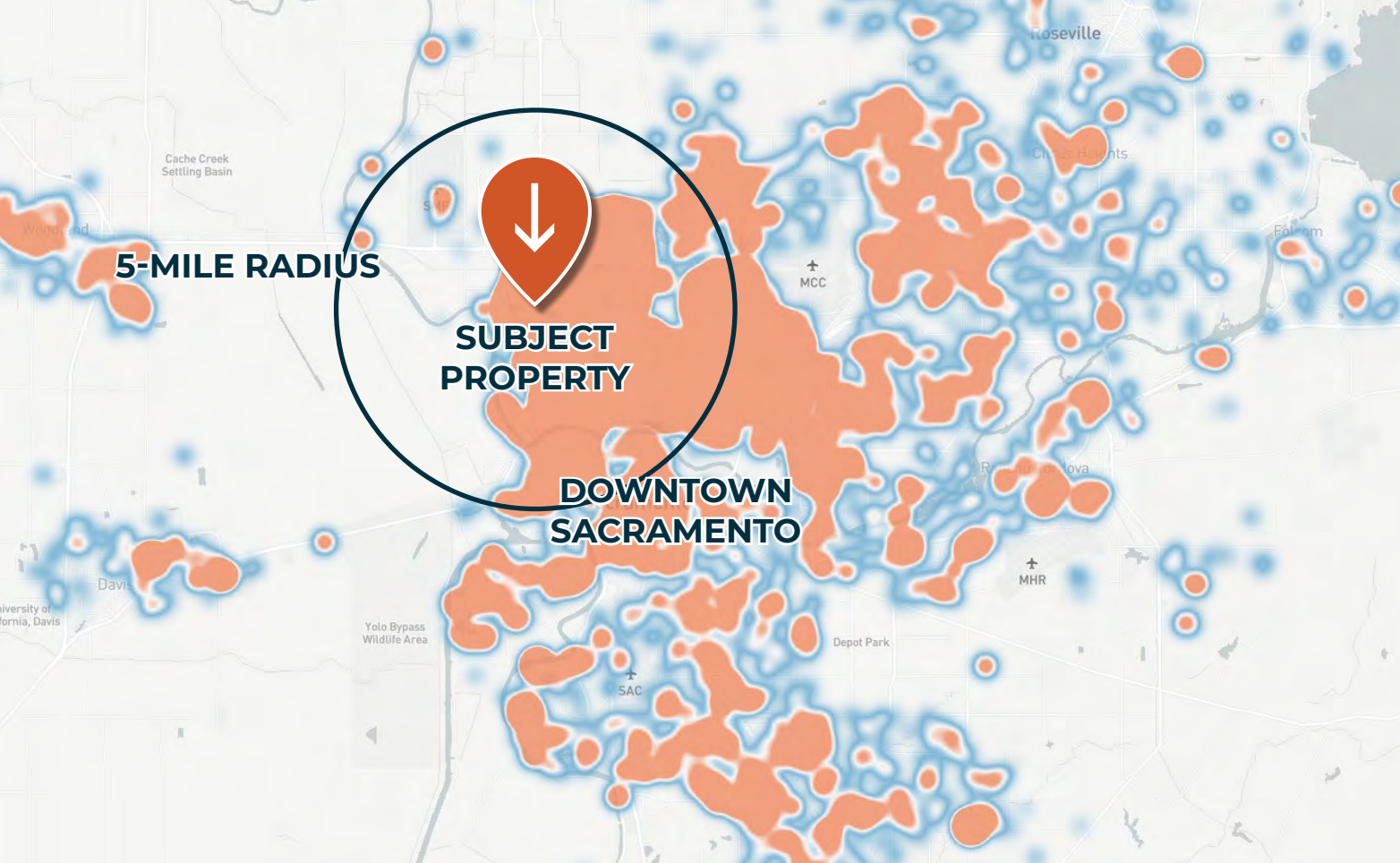
105,159 VPD

17,507 VPD

138,437 VPD

195,351 VPD





Visitation Heatmap

The shading on the map above shows the **home location of people who visited the subject property** over the past 12 months.

Visitation Data

675K Visits

OVER THE PAST 12 MONTHS TO
THE SUBJECT PROPERTY

20 Min

AVERAGE DWELL TIME AT
THE SUBJECT PROPERTY

*Map and data on this page provided by Placer.ai. Placer.ai uses location data collected from mobile devices of consumers nationwide to model visitation and demographic trends at any physical location.

Demographics

Ring Radius Population Data



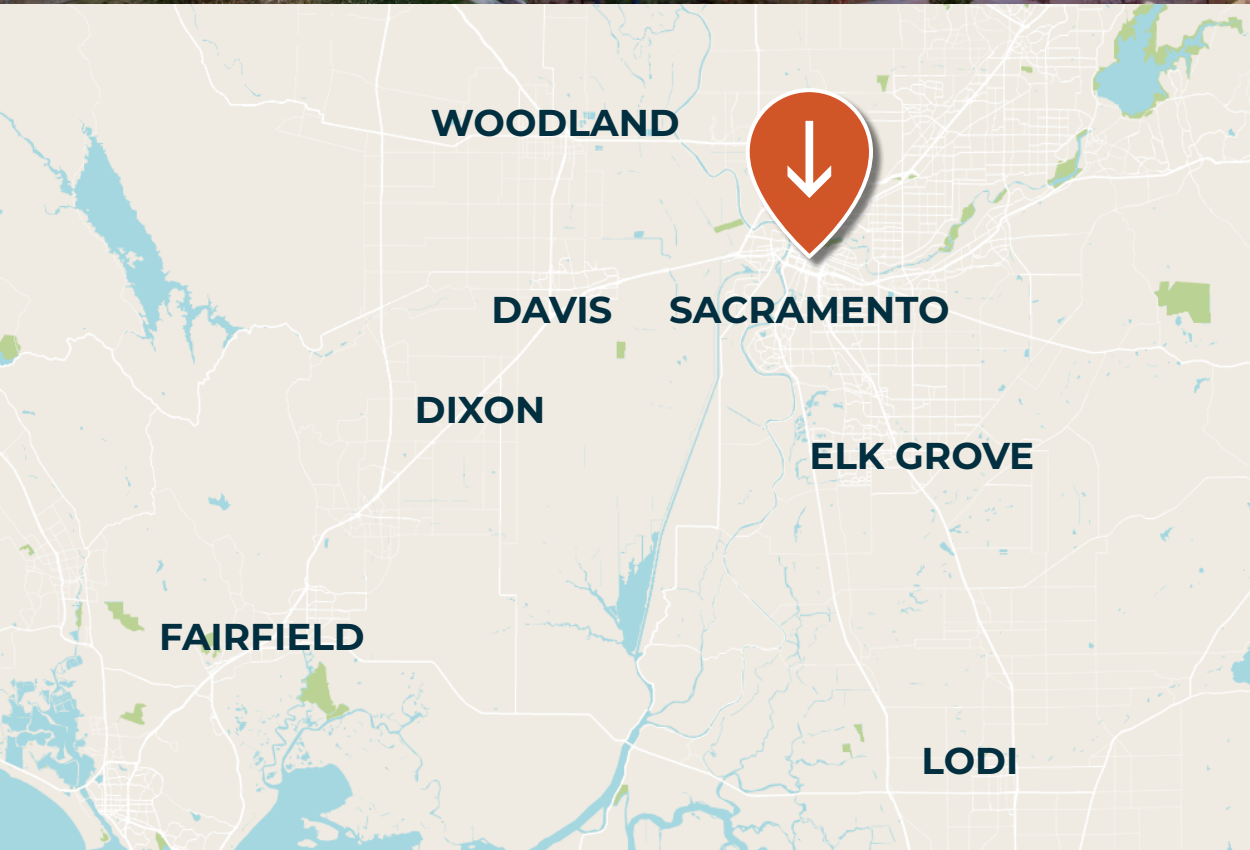
	1-Mile	3-Mile	5-Mile
2025	16,975	84,889	167,111
2035 PROJ.	20,247	104,916	200,011

Ring Radius Household Income Data



	1-Mile	3-Mile	5-Mile
AVERAGE	\$147,845	\$142,454	\$128,592
MEDIAN	\$123,635	\$119,312	\$105,367

*Demographic Data on this page provided by Placer.ai, sourced from Popstats 2025 dataset.



Sacramento, CA



California's Capital City

About Sacramento

- The fastest-growing major city in California, sixth largest city in the state, and the 35th largest city in the United States
- The Sacramento-Roseville-Folsom MSA has a population of 2.47 million while the Sacramento Valley, which covers the northern portion of California's larger Central Valley, includes ten counties and has an estimated population of ~3 million
- One of the most historic cities in California, boasting an impressive array of museums, landmarks, parks, amenities, and more

A Growing Metro Region

- Government and transportation are key sectors of the Sacramento economy
- The cultural and economic hub of the Northern Central Valley – California's most productive agricultural region
- Technology-related companies have increasingly been drawn to Sacramento based on proximity to research centers and a well-educated labor pool
- Sutter Health, UC Davis Health, Golden 1 Credit Union, VSP, Intel Corporation (major campus), State of CA, and Blue Diamond Growers are among the major companies based in Sacramento

2.47 Million

SACRAMENTO MSA ESTIMATED
POPULATION (2025)

\$189.6 Billion

SACRAMENTO MSA
GDP (2024)

Location Overview | 16



CP PARTNERS
COMMERCIAL REAL ESTATE

Contact the Team

David Kram

dkram@cppcre.com

PH: 415.274.2712

CA DRE# 01848816

Rachel Kram

rkram@cppcre.com

PH: 415.274.7392

CA DRE# 02021048