

LAND FOR SALE & LEASE

RETAIL DEVELOPMENT LAND LOCATED IN SIERRA CROSSING BUSINESS PARK

6100 Betty Drive, Visalia, CA 93291



Sale Price

SEE PAGE 4

Lease Rate

**\$2.50
SF/MONTH**

OFFERING SUMMARY

Available SF:	1,700 - 30,000 SF
Lot Size:	0.97 - 45 Acres
Zoning:	C-2 (Commercial)
Market:	CA-99 HWY Commercial
Submarket:	Northwest Visalia Retail
APN:	073-060-040
Traffic Counts:	±163,722 Cars Per Day
Seller Carry:	Available
Flood Map:	NOT Within Flood Zone

PROPERTY HIGHLIGHTS

- ±0.97 - ±45 Acres of Shovel Ready Development Land
- Water, Sewer, Power @ Street w/ All Curb/Gutter In Place
- All Curb/Gutter/Approaches/Cross Access In Place/Utilities At Site
- High Identity Location | Shovel Ready | Expedient County Building Jurisdiction
- Surrounded By Visalia's Highest Trafficked Roads & Major Arterials
- Option to Buy or Lease Land or Build to Suit Buildings For Lease
- ±1,700 - ±30,000 SF Custom Retail Build to Suit Opportunities
- Direct Access to Upgraded HWY 99 Off/On Ramps
- Optimal Visibility w/ Over 163,722 Cars Per Day
- Unmatched Level of Consumer Traffic & High Volume Exposure
- HWY-99 and Betty Dr Access Adjacent to United Pacific/76/Rocket
- Situated Near Many Existing & Planned Developments
- Close to Public Transportation & Growing Residential Developments
- Overnight Access to 40+ Million People
- North & South Bound Traffic Generators Near Highway 198 & Airport
- Ideal for Fast Food, Fuel Station, Hotel, Medical Offices, Super Market, & More!
- New Commercial Development Located at Hard Corner Signalized Intersection

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PROPERTY DESCRIPTION

±0.97- ±45 Acres of shovel ready development land adjacent to a brand new 12 pump ±4,000 SF convenience store and fuel station by United Pacific DBA 76. Site includes utility improvements (water, power, gas) curb/gutter, nearby access from Betty Drive, and easy access benefiting the buyer of the parcel. Acreage for sale with the potential to ground lease individual parcels & seller will carry. There is also an option for the owner to build a 2,500-30,000 SF build to suit retail buildings for tenant to lease. This property represents a true development opportunity. Rarely does a site come available that offers a potential commercial or office use combination of centrality to the entire market, ultra high exposure & easy access.

Highway Commercial Development located at the northwest corner of Betty Dr and State Highway 99, in northwest Visalia, CA. Highly visible corner location with easy nearby Highway Exit and Entrance with long frontage along Betty Drive (road cuts between the property). Quick access to CA-99, which allows for convenient access to all the major Cities in the area absorbing from Fresno, Clovis, Tulare, Hanford, Madera, Fowler, and more. The zoning is flexible and allows for a variety of commercial uses. Betty Dr, a full interchange Highway 99 overpass, is a natural resting spot for travelers and commuters to and from some of the California destinations such as Yosemite National Park, San Francisco, Sacramento, Santa Cruz, Monterey, Pismo Beach, Santa Barbara & Los Angeles. Excellent big-box site, fast food, hotel, supermarket shopping center, medical offices, lodging, restaurant, freeway-oriented hotel, Vehicle Sales. Parcels offered for sale, ground lease, lease w/ option, seller-carry, etc. Strategically positioned at the full interchange with both north and south bound loop on and off-ramps, which carry approximately ±163,722 cars per day in the area; CA-99: ±68,000 northbound and ±63,000 southbound; ±11,685 westbound and ±21,037 eastbound.



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LOCATION DESCRIPTION

Strategically located at new interchange of CA State Highway 99 & Betty Dr in North-West Visalia, CA. Location is 1.45± miles south of the Highway 99 & 198 interchange, adjacent to the city of Visalia. Easy north/south Hwy 99 access & will benefit from this large, expanding commercial market.

Visalia is a city in the agricultural San Joaquin Valley of California. The population was 141,384 as per the 2020 census. Visalia is the fifth-largest city in the San Joaquin Valley, the 42nd most populous in California, and 192nd in the United States. As the county seat of Tulare County, Visalia serves as the economic and governmental center to one of the most productive agricultural counties in the country. It is ideally part of the Visalia-Goshen Metropolitan Area with a 13,964 square mile trade area including Visalia, Kingsburg, Selma, Hanford, Lemoore, Traver, Corcoran, Tulare, Exeter, Woodlake, Dinuba, Tipton, Fowler, Farmersville, Pixley, Orsi, Tipton, Cutler & more.

Situated in the lush rural heartland of California, the city boasts strategic transportation links. The vantage point is along the CA-99 corridor, with the major east-west conduit, CA-198, to the south, and CA-41 to the west. The site is located minutes from the Visalia Airport, less than 2 hours from Sequoia National Park, 2 hours from San Luis Obispo and Los Angeles Counties, and 3 hours from the Bay Area. Fresno, Bakersfield, Clovis, Merced, Madera, Visalia, Porterville, Springville, Lemoore, and Hanford also provide many opportunities close by.



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STATUS	LOT #	SUB-TYPE	SIZE	PRICE	DESCRIPTION
Available	9	Retail	3.501 Acres	\$13.00 / SF	Contiguous; 5.773 Acres
Available	10	Retail	1.136 Acres	\$20.00 / SF	Contiguous; 5.773 Acres
Available	11	Retail	1.136 Acres	\$20.00 / SF	Contiguous; 5.773 Acres
Available	12	Retail	0.972 Acres	\$20.00 / SF	Contiguous; 3.768 Acres
Available	13	Retail	1.031 Acres	\$20.00 / SF	Contiguous; 3.768 Acres
Available	14	Retail	1.765 Acres	\$17.50 / SF	Contiguous; 3.768 Acres
Available	15	Retail	1.66 Acres	\$17.50 / SF	Contiguous; 4.118 Acres
Available	16	Retail	1.249 Acres	\$17.50 / SF	Contiguous; 4.118 Acres
Available	17	Retail	1.209 Acres	\$15.00 / SF	Contiguous; 4.118 Acres
Available	18	Retail	1.396 Acres	\$15.00 / SF	Contiguous; 2.946 Acres
Available	19	Retail	1.55 Acres	\$17.50 / SF	Contiguous; 2.946 Acres
Available	1-8	Office	1.14 Acres	\$8.00 / SF	Contiguous; 15.01 Acres
Available	20-22	Other	1.82 Acres	\$10.00 / SF	Contiguous; 3.85 Acres
Available	23-26	Office	1.14 Acres	\$8.00 / SF	Contiguous; 8.6 Acres
Available	Remainder	Other	106.35 Acres	N/A	

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AVAILABLE SPACES

SUITE	TENANT	SIZE (SF)	LEASE TYPE	LEASE RATE	DESCRIPTION
Building 1	Available	1,700 - 2,500 SF	NNN	\$2.50 SF/month	\$65/SF TI Allowance
Building 2	Available	1,700 - 2,500 SF	NNN	\$2.50 SF/month	\$65/SF TI Allowance
Building 3	Available	1,700 - 2,500 SF	NNN	\$2.50 SF/month	\$65/SF TI Allowance
Building 4	Available	1,700 - 2,500 SF	NNN	\$2.50 SF/month	\$65/SF TI Allowance
Building 5	Available	2,500 - 30,000 SF	NNN	\$2.50 SF/month	\$65/SF TI Allowance
Building 6	Available	2,500 - 30,000 SF	NNN	\$2.50 SF/month	\$65/SF TI Allowance
Building 7	Available	1,700 - 2,500 SF	NNN	\$2.50 SF/month	\$65/SF TI Allowance
Building 8	Available	1,700 - 2,500 SF	NNN	\$2.50 SF/month	\$65/SF TI Allowance
Building 9	Available	1,700 - 2,500 SF	NNN	\$2.50 SF/month	\$65/SF TI Allowance
Building 10	Available	1,700 - 2,500 SF	NNN	\$2.50 SF/month	\$65/SF TI Allowance

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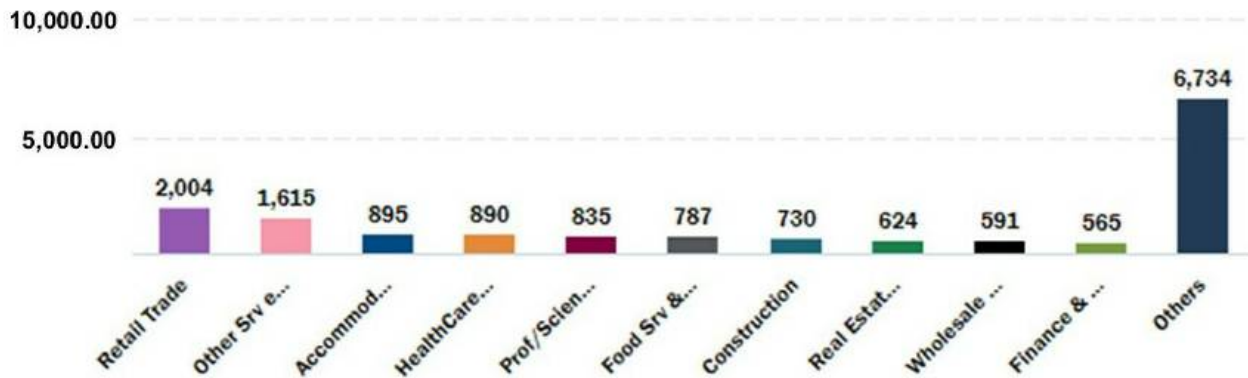
Workforce



Average Wage



Establishments by Industry



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Fox Performing Arts Center Downtown



Nearby Hospital



Visalia, CA

INFORMATION ABOUT VISALIA, CA

Visalia is a city in the agricultural San Joaquin Valley of California. The population was 141,384 as per the 2020 census. Visalia is the fifth-largest city in the San Joaquin Valley, the 42nd most populous in California, and 192nd in the United States. Visalia offers great restaurants, friendly people, a lively downtown & quality schools. Visalia offers Kaweah Delta Medical Center, Family HealthCare Network and independent and group physician practices such as Visalia Medical Clinic, along with a full complement of imaging technologies and specialty care.

In 2020, the top outbound California domestic partner for goods and services (by dollars) was Texas with \$83.5B, followed by Arizona with \$44.4B and Ohio and \$43.3B.

VISALIA, CA OVERVIEW

- Currently there are 61,700 employees in the Visalia labor force
- Overnight shipping to 95 million customers
- From 2019 to 2020, employment in Visalia, CA grew at a rate of 2.49%, from 56.4k employees to 57.8k employees.
- In 2020, total outbound California trade was \$2.26T. This is expected to increase 104% to \$4.61T by 2050.
- Distribution centers in the Visalia Industrial Park ship overnight to 95 million customers within a 300-mile radius
- Nearly \$130 million has been invested in the Visalia Industrial Park to quickly connect Visalia to State Route 99 and the western United States.
- In 2020, the median property value in Visalia, CA was \$254,600, and the homeownership rate was 59.2%.

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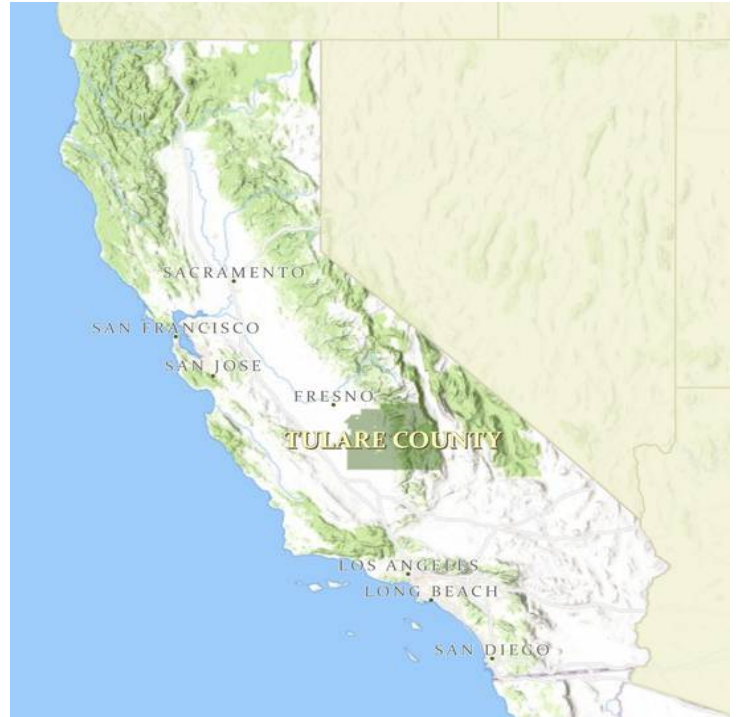
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INFORMATION ABOUT TULARE COUNTY

Tulare County is a county located in the U.S State of California. As of the 2020 census, the population was 473,117. The county seat is Visalia. The county is named for Tulare Lake, once the largest freshwater lake west of the Great Lakes. Drained for agricultural development, the site is now in Kings County, which was created in 1893 from the western portion of the formerly larger Tulare County. Tulare County comprises the Visalia-Porterville, CA Metropolitan Statistical Area. The county is located south of Fresno, spanning from the San Joaquin Valley east to the Sierra Nevada. Sequoia National Park is located in the county, as is part of Kings County National Park, in its northeast corner (shared with Fresno County), and part of Mount Whitney, on its eastern border. As of the 2020 census, the population was 473,117, up from 442,179 at the 2010 census.

TULARE COUNTY, CA OVERVIEW

- Tulare County has a total area of 4,839 sq. miles & a water area of 14 sq miles.
- Tulare County, CA is home to a population of 464k people, from which 86% are citizens.
- The County of Tulare is home to the World Ag Expo in Tulare. The geographic region is culturally diverse and agriculturally rich. Tulare County's total economic picture includes agriculture, logistics, substantial packing and shipping operations, major manufacturing plants, healthcare, and bioeconomy.
- Visalia is the most populated city in Tulare County with a population of 142,978 as of 2021.

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LOCATION

- Centrally Located in Goshen With-in Close Proximity to Visalia Airport
- Direct Access to CA-99 On/Off Ramps
- ±130,459 CPD From CA-99 & Golden State Highway

HOUSING

- 69% of Homes Are Owner Occupied
- \$105,234 Average Household Income Within 5-Miles
- Vacancy Rate of 1.3%

LIFESTYLE

- Consumers Spend a Total of \$278.3M Within 5-Miles & \$1.8B Within 10 Miles.
- By 2027 Consumers Are Projected To Spend \$316.8M Within 5 Miles & \$2B Within 10 Miles.

PEOPLE

- Excellent Daytime Population With 62,300 Employees In The Trade Area
- 82% of Households Are Occupied By More Than 2 People.

Central California's Highest Traffic Count:
147,000 AADT/53 Million Cars Per Year

Near The New 1.3 Million Square Foot Amazon Fulfillment Center In Visalia's Industrial Park
Overnight Delivery Carriers:
FedEx, UPS, Trac, GSO

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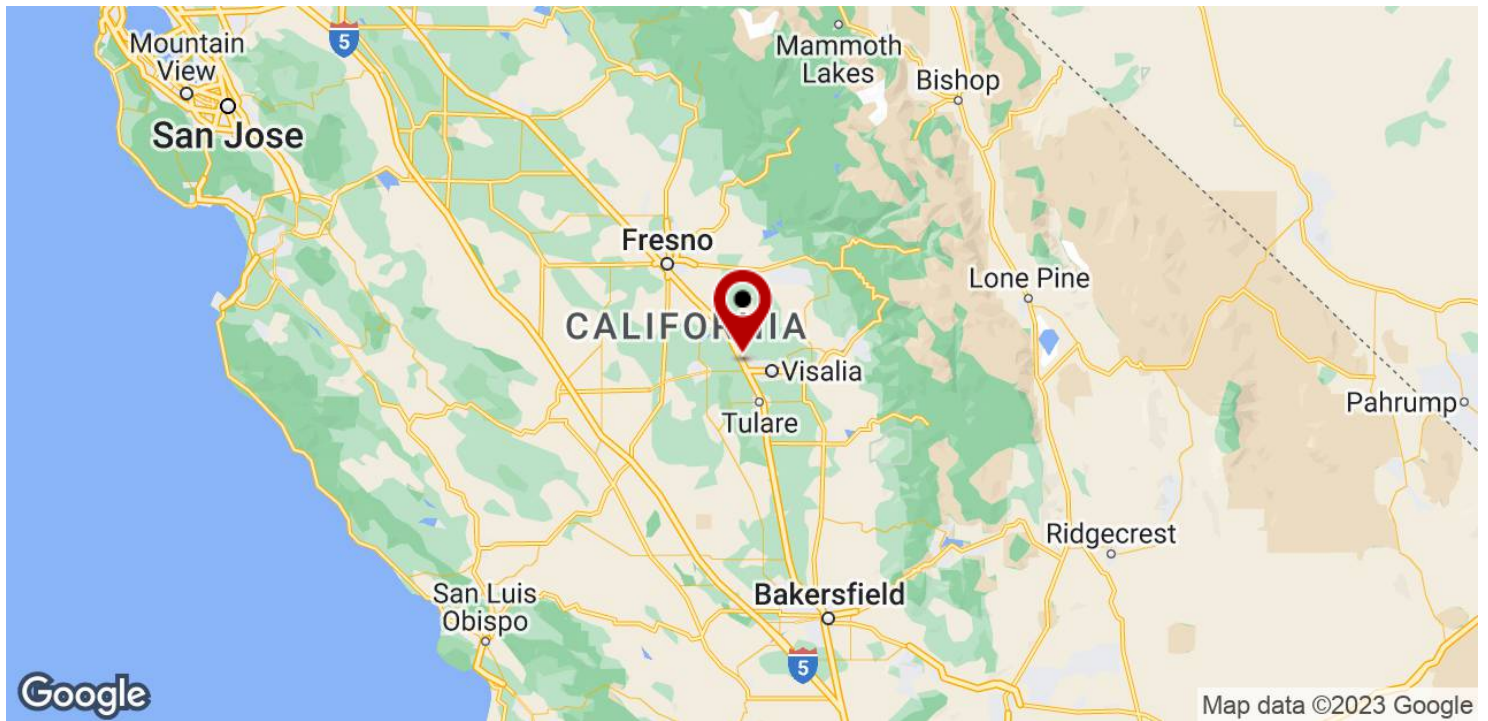
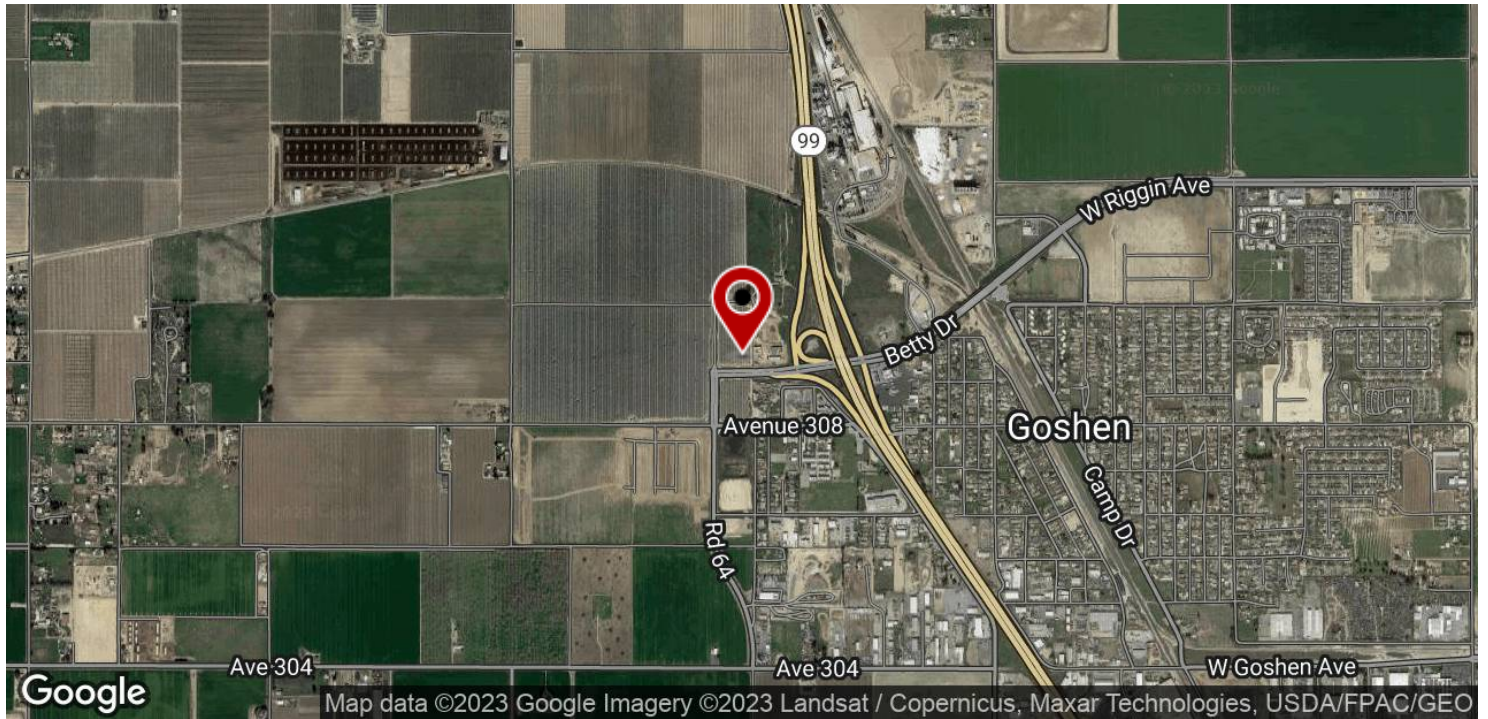
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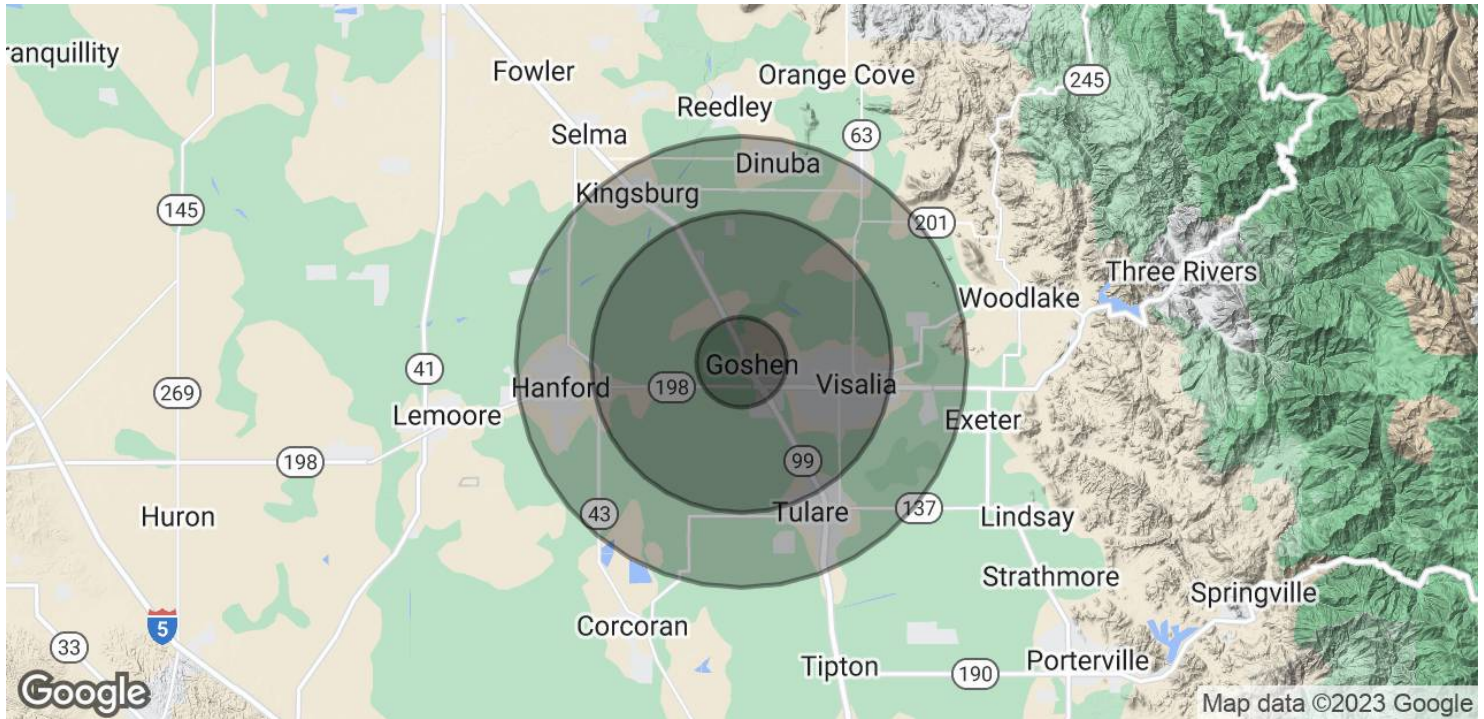
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POPULATION	3 MILES	10 MILES	15 MILES
Total Population	7,899	155,999	362,923
Average Age	30.1	33.2	32.0
Average Age (Male)	29.3	32.3	31.1
Average Age (Female)	30.8	34.0	32.9

HOUSEHOLDS & INCOME	3 MILES	10 MILES	15 MILES
Total Households	2,208	52,684	117,119
# of Persons per HH	3.6	3.0	3.1
Average HH Income	\$81,821	\$78,666	\$74,848
Average House Value	\$255,173	\$244,641	\$235,065

ETHNICITY (%)	3 MILES	10 MILES	15 MILES
Hispanic	68.5%	54.4%	59.3%

* Demographic data derived from 2020 ACS - US Census

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