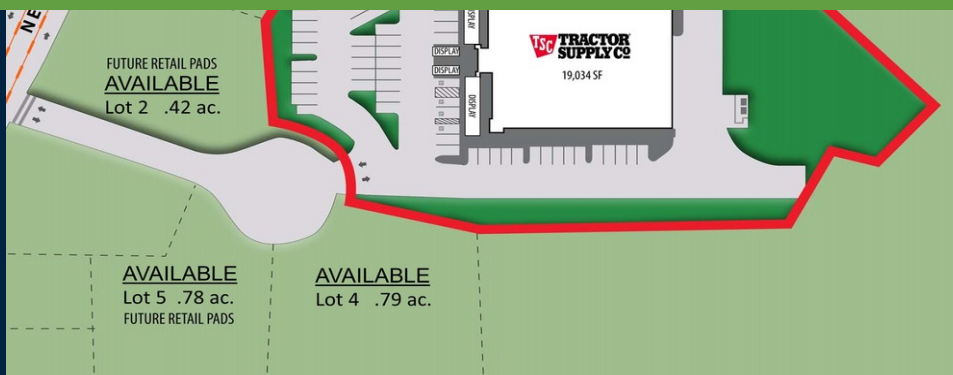




**2391 NEVADA CITY HWY, LOT 5, GRASS VALLEY, CA 95945**  
**COMMERCIAL LOTS AT "TRACTOR SUPPLY" CENTER**



**LOCK RICHARDS**  
 President/Broker  
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 CalDRE #01302767

**HIGHLAND COMMERCIAL**  
 11300 WILLOW VALLEY RD  
 NEVADA CITY, CA 95959  
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# CONFIDENTIALITY & AGREEMENT



Sperry Commercial Global Affiliates, LLC operates a commercial real estate business and is an affiliate or franchisee ("Affiliate") of Sperry Commercial Global Affiliates, LLC Global Affiliates, LLC ("SperryCGA"). Sperry Commercial Global Affiliates, LLC is independently owned and operated. Sperry Commercial Global Affiliates, LLC and the owner ("Owner") of the property referenced herein ("Property") present this Confidential Offering Memorandum ("Memorandum") to assist the recipient(s) ("You" or "Your") in evaluating the Property and it is intended solely for Your limited use in determining whether you desire to acquire the Property. This Memorandum contains brief, selected information pertaining to the Property and should not be considered all-inclusive or permanent. The information in this Memorandum has been obtained from sources believed to be reliable, but Sperry Commercial Global Affiliates, LLC and SperryCGA have not verified it and Owner, Sperry Commercial Global Affiliates, LLC and SperryCGA do not make any guaranty, warranty or representation, express or implied, as to the accuracy or completeness of this Memorandum or the information contained herein.

You should independently verify each item of information in this Memorandum and have the same reviewed by your tax or investment advisor and/or legal counsel. This Memorandum and any communications You may have with Sperry Commercial Global Affiliates, LLC, SperryCGA and/or Owner and their respective officers, brokers, agents or employees regarding this Memorandum or the Property does not in any way constitute any legal, investment or tax advice to You. All assumptions, projections, estimates and/or opinions in this Memorandum are provided as examples only and all information is subject to change, error, omissions and/or withdrawal without notice. Any references in the Memorandum to area, height, acreage, building or premises size or square footage are approximations only and should be independently verified by You. Any references in the Memorandum to any lease or tenant information, including without limitation the premises, rental rates, rent escalations, common area expenses, percentage rents and lease maturities should be independently verified by You. You should conduct your own investigations and due diligence of the Property, including without limitation environmental and physical condition inspections and reach your own conclusions regarding the suitability of the Property for investment.

Sperry Commercial Global Affiliates, LLC, SperryCGA and Owner assume no responsibility for the accuracy or completeness of any information in this Memorandum. Sperry Commercial Global Affiliates, LLC and Owner expressly disclaim any implied or expressed warranties of merchantability, fitness for a particular purpose or non-infringement of intellectual property relating to this Memorandum. In no event shall Sperry Commercial Global Affiliates, LLC, SperryCGA or Owner be liable for any damages resulting from the reliance on or use of any information in this Memorandum, including but not limited to direct, special, indirect, consequential or incidental damages.

By accepting receipt of this Memorandum, You agree to the following: (a) This Memorandum is of a highly confidential nature, will be held in the strictest confidence and shall be returned to Sperry Commercial Global Affiliates, LLC upon request; (b) You shall not contact any property manager, contractor, employee or tenant of the Property regarding the Property or this Memorandum, without prior approval of Sperry Commercial Global Affiliates, LLC or Owner; and (c) You understand and agree that Sperry Commercial Global Affiliates, LLC represents Owner and not You and (iv) this Memorandum and this information contained therein shall not be used by You in any way that is detrimental to Owner, Sperry Commercial Global Affiliates, LLC or SperryCGA. Neither Sperry Commercial Global Affiliates, LLC, SperryCGA nor Owner shall have any obligation to pay any commission, finder's fee, or any other compensation to any broker or other person. You may provide information to persons retained by You to evaluate the Property only after first obtaining a signed confidentiality agreement from such persons and providing a copy of such agreement to Sperry Commercial Global Affiliates, LLC.

The Owner expressly reserves the right, at its sole and absolute discretion, to reject any or all expressions of interest or offers to Purchase or Lease the Property, and/or to terminate discussion with You or any other person or entity at any time with or without notice which may arise as a result of review of the Memorandum.

The Owner shall have no legal commitment or obligation to You or any person or entity reviewing this Memorandum or making an offer to purchase, lease, or finance the Property unless and until written agreement(s) for the purchase or finance of the Property that are satisfactory to Owner in its sole and absolute discretion have been fully executed, delivered and approved by the Owner and any conditions to the Owner's obligations therein have been satisfied or waived.

**COMMERCIAL LOTS AT "TRACTOR SUPPLY" CENTER**

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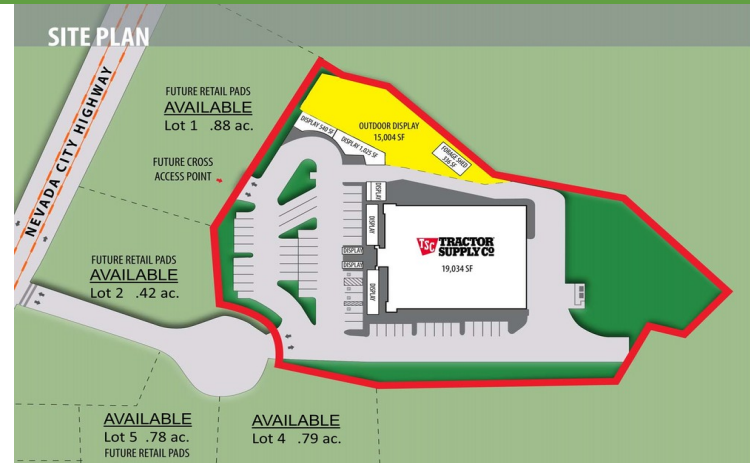
**CONFIDENTIALITY & AGREEMENT // 2**



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# EXECUTIVE SUMMARY



## OFFERING SUMMARY

Sale Price:	\$438,000
Lot Size:	0.78 Acres
Zoning:	C-2 Central Bus.
Market:	Greater Sacramento CSA
Submarket:	Grass Valley - Brunswick Basin
Traffic Count:	12,920 (NC Hwy & Brunswick)

## PROPERTY OVERVIEW

Subject property is one of four commercial lots ranging in size from .42 to 1.56 acres. These parcels have highly coveted C-2 commercial zoning allowing retail, hotel, mixed-use multi-family, school, offices and more. Tractor Supply Company, the largest rural lifestyle retail chain in the US, is the anchor tenant located at the center of this development. The property is situated in the Glenbrook/Brunswick Basin, the busiest retail hub in Nevada County. The Buxton Report on retail potential commissioned by the City identified over \$200m in regional retail sales leakage annually to outside areas, making these new lots highly desirable in a severely supply-constrained market. Lots 1 & 2 represent highly coveted retail pad sites positioned in front of the TSC store, while lots 4 & 5 could allow for mixed-use development consisting of market-rate multi-family rental or sale housing, hotel, medical, live/work... These lots might also be assembled with additional available lots fronting Nevada City Highway for a larger project benefiting from prime exposure.

## PROPERTY HIGHLIGHTS

- "Tractor Supply" anchored retail/mixed-use center.
- Top-priority infill site in the City of Grass Valley.
- Retail pads in front - mixed-use beside.
- High demand retail market with severe supply constraints.
- Record low housing inventory.
- Superb Nevada City Highway frontage.

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EXECUTIVE SUMMARY // 3

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# LOCATION OVERVIEW

## LOCATION OVERVIEW

Grass Valley is nestled in the Sierra Nevada foothills only one hour from both Lake Tahoe & Sacramento. Located below the snow line & above the fog for the perfect 4-season climate. Within 90 minutes of 4 major universities (UC Davis, CS Chico, CS Sacto & UN Reno) & 2 intl. airports (Sacto & Reno). Nevada County's economy has effectively transitioned from mining/logging/construction to video tech, digital media & other high-tech industries, balanced by national-caliber arts & entertainment sectors. With superb schools & multiple national awards relating to unbeatable quality of life, the region continues to attract residents & businesses from nearby Sacramento & the SF Bay Area.

The property is located in the Brunswick/Glenbrook Basin, the most active commercial hub in the City, situated on both sides of Highway 49 at the Brunswick Road exit adjacent to Nevada City. The area contains 3 anchored centers with tenants including Safeway, SaveMart, Bank of America, RiteAid, Walgreens, Staples, CVS and various national fast food eateries. Numerous arterial roadways lead to and from the area increasing its convenience and popularity.

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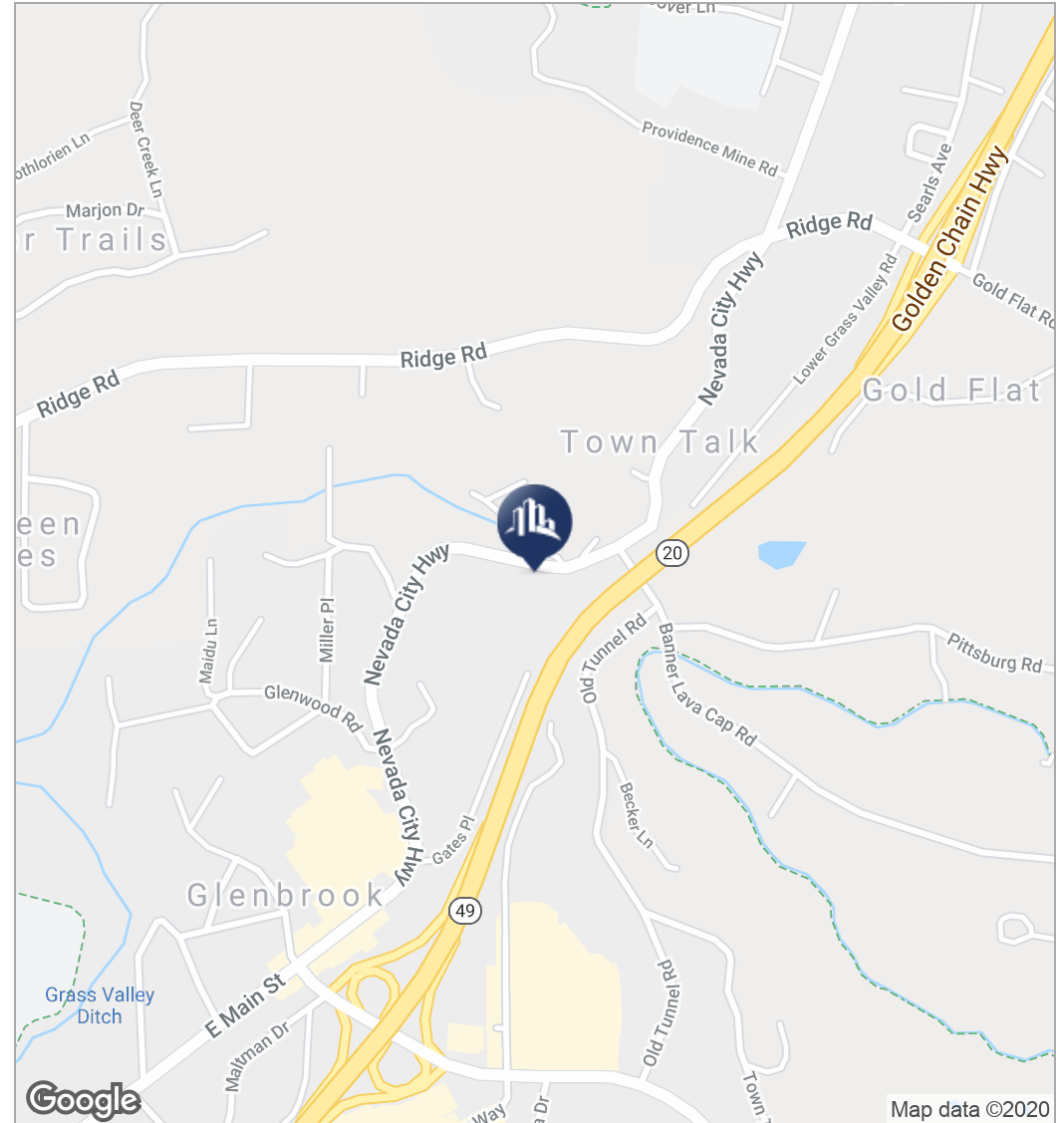
**LOCATION OVERVIEW // 4**



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# LOCATION MAPS



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## 2391 NEVADA CITY HWY, LOT 5, GRASS VALLEY, CA 95945

**LOCATION MAPS // 5**



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# AERIAL - VICINITY



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**AERIAL - VICINITY // 6**



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# AERIAL - CLOSE-UP



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AERIAL - CLOSE-UP // 7

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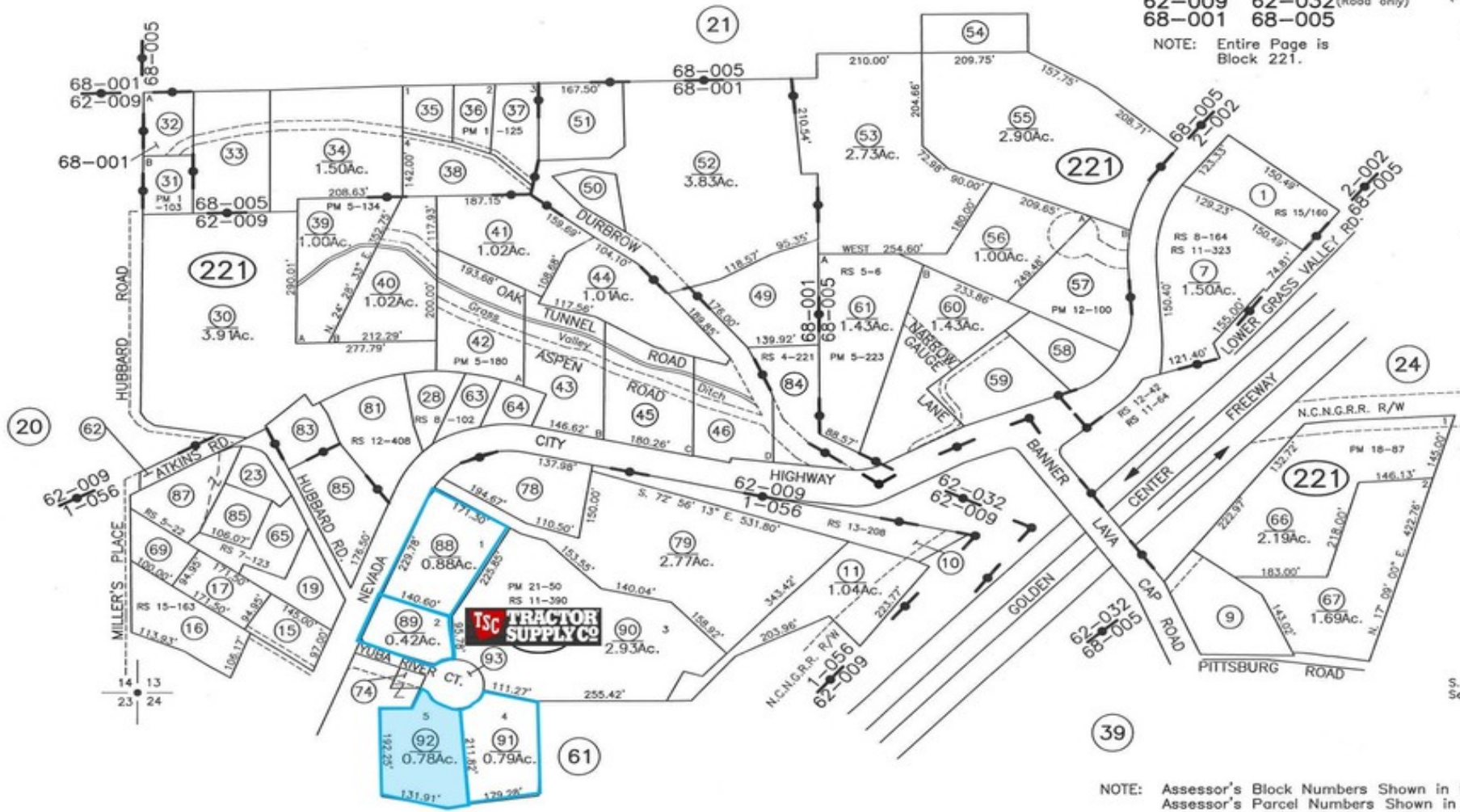
# PARCEL (APN) MAP

PTN. SEC'S 13 & 24, T. 16 N., R. 8 E., M.D.B. & M.

Tax Area Code  
 2-002 1-056  
 62-009 62-032 (Road only)  
 68-001 68-005

35-22  
 (Fmly. 4-31)

NOTE: Entire Page is Block 221.



NOTE: Assessor's Block Numbers Shown in Ellipses  
 Assessor's Parcel Numbers Shown in Circles

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PARCEL (APN) MAP // 8



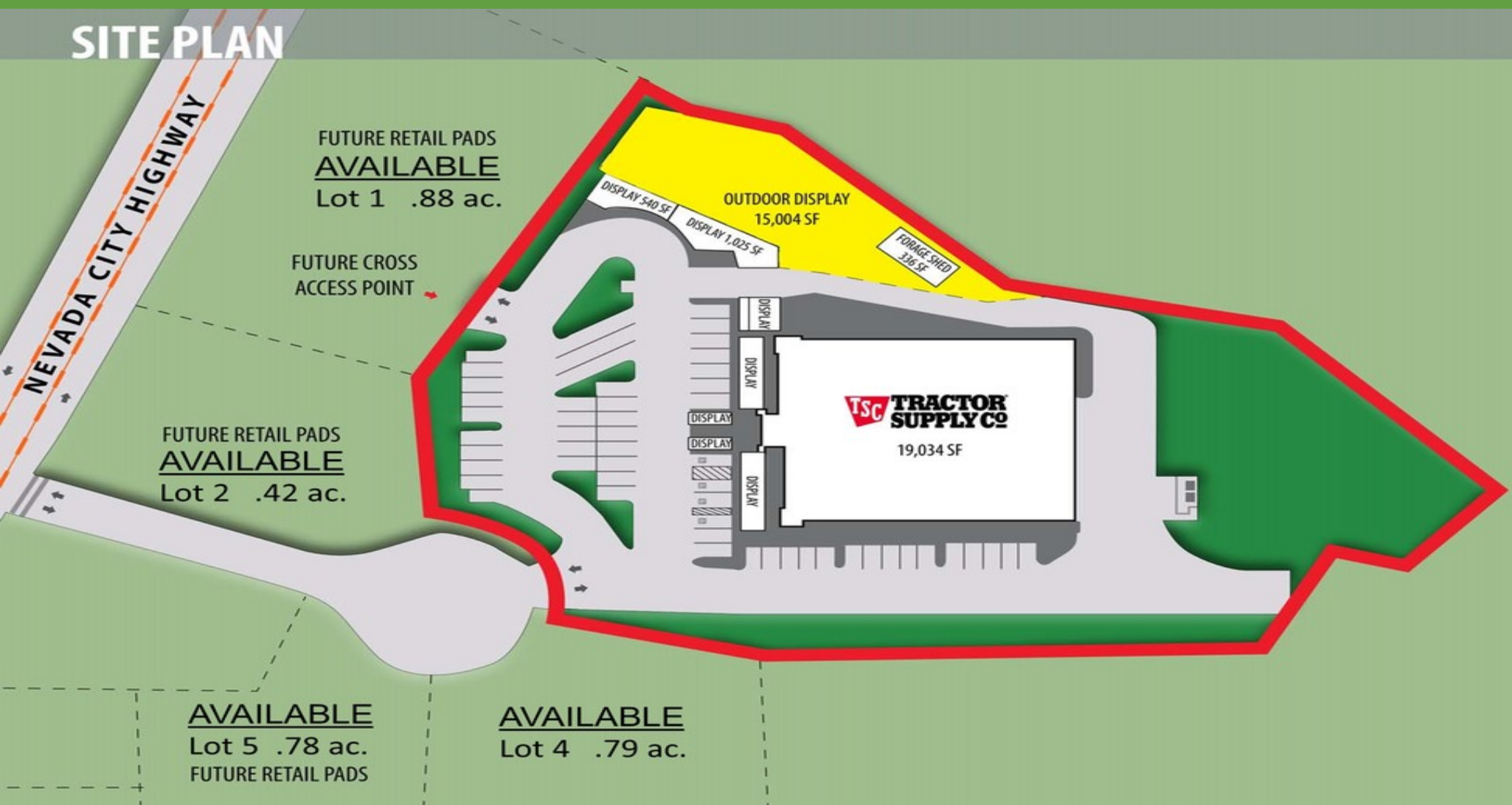
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# SITE PLAN

## SITE PLAN



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SITE PLAN // 9



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# LOT PRICING



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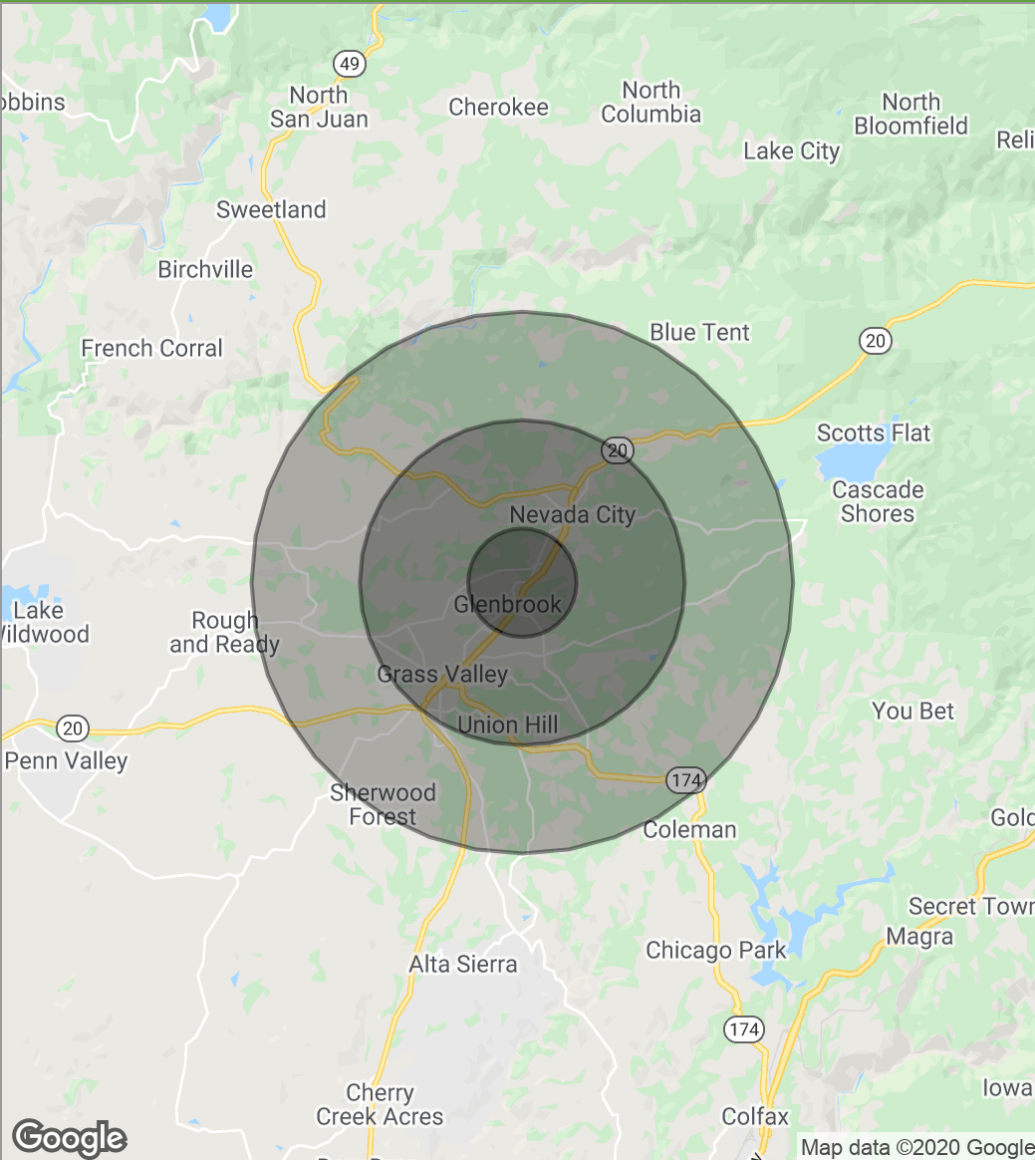
**LOT PRICING // 10**



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# DEMOGRAPHICS MAP



<b>POPULATION</b>	<b>1 MILE</b>	<b>3 MILES</b>	<b>5 MILES</b>
Total population	2,835	18,294	33,885
Median age	43.0	43.0	44.7
Median age (Male)	40.1	39.9	41.3
Median age (Female)	46.4	46.9	48.1
<b>HOUSEHOLDS &amp; INCOME</b>	<b>1 MILE</b>	<b>3 MILES</b>	<b>5 MILES</b>
Total households	1,186	7,821	14,566
# of persons per HH	2.4	2.3	2.3
Average HH income	\$64,284	\$64,804	\$63,629
Average house value		\$620,478	\$575,210
<b>ETHNICITY (%)</b>	<b>1 MILE</b>	<b>3 MILES</b>	<b>5 MILES</b>
Hispanic	11.5%	11.4%	9.6%
<b>RACE (%)</b>	<b>1 MILE</b>	<b>3 MILES</b>	<b>5 MILES</b>
White	91.2%	89.8%	90.9%
Black	0.7%	0.5%	0.6%
Asian	1.8%	2.4%	2.1%
Hawaiian	0.0%	0.0%	0.0%
American Indian	3.7%	4.9%	3.7%
Other	0.5%	0.5%	0.8%

\* Demographic data derived from 2010 US Census

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DEMOGRAPHICS MAP // 11



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# ADVISOR BIO

## LOCK RICHARDS

President/Broker



11300 Willow Valley Rd  
Nevada City, CA 95959  
T 530.470.1740  
lock@highlandcre.com  
CalDRE #01302767

## PROFESSIONAL BACKGROUND

Lock Richards serves as a President and Broker for Highland Commercial, Inc. specializing in the sale and leasing of office, industrial, retail, land & multi-family properties in the Sierra Foothills and Greater Sacramento regions of Northern California. As an active licensed real estate broker since 1990, he has over 30 years of invaluable knowledge and experience and has grown his firm into the region's most respected commercial real estate company.

Prior to joining with Sperry Commercial Global Affiliates, Richards' firm was affiliated with Sperry Van Ness/SVN for 15 years, and Richards consistently earned annual recognition in the top echelon of producers nationally for the company. In his backyard of Nevada County, he has brokered the majority of all commercial land deals and has successfully closed many of the area's highest-profile commercial property transactions. He has completed deals with such prominent companies as Tractor Supply, Dollar General, 2Wire, Tektronix and Linear Technology Corporation.

Prior to moving to Nevada County, Richards spent several years in corporate real estate in the Bay Area. At Beazer Developments and Hanson Properties in San Francisco, he managed several large-scale, formerly industrial properties, transitioning them into successful developments, including a half-million square foot office park in the heart of Silicon Valley (now home to Microsoft Corp.). Richards was also responsible for the project management and disposition of a multi-million dollar portfolio of numerous surplus properties throughout the Western United States.

Richards began his career in Sacramento working in office leasing for Buzz Oates Enterprises / Sylva-Kirk & Company. He also spent several years in office leasing and sales in the East Bay Area at Norris, Beggs & Simpson. Richards graduated from the University of California at Berkeley in 1982.

See more at [HighlandCRE.com](http://HighlandCRE.com)

## EDUCATION

University of California, Berkeley, B.A. 1982

## MEMBERSHIPS & AFFILIATIONS

Northern California CCIM, Nevada County Association of Realtors, Nevada County Contractors Assoc (NCCA), Grass Valley & Nevada City Chambers of Commerce, Greater Sacramento Metrolist, Nevada County Economic Resource Council

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**ADVISOR BIO // 12**



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