



Yolo County Commercial



by Tim Schimmel

SEPTEMBER 2026 MARKET REPORT

9

ACTIVE NEW
LEASE LISTINGS

13

ACTIVE NEW
SALE LISTINGS

7

SALES UNDER
CONTRACT

6

CLOSED SALES
THIS PERIOD



YOLO COUNTY, CALIFORNIA

Woodland • Davis • West Sacramento • Winters



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WOODLAND

RECENT CLOSED SALES

RETAIL

ADDRESS	PRICE	DETAILS
1435 East St / County Fair Fashion Mall	\$950,000 portfolio total	5,984 SF, Sold Sep 4, 2026; sold with 120 W Lincoln Ave; price covers both properties

SPECIALTY

ADDRESS	PRICE	DETAILS
1405 Cottonwood St	\$1,700,000 (\$91.51/SF)	18,578 SF, Sold Sep 8, 2026, Sale type: Investment
120 W Lincoln Ave	Included in \$950,000 portfolio	7,999 SF, Sold Sep 4, 2026; sold with 1435 East St; same portfolio transaction

UNDER CONTRACT OR ESCROW

INDUSTRIAL

ADDRESS	PRICE	DETAILS
1785 E Beamer St	\$6,600,000 (\$311.32/SF)	21,200 SF / 10.77 AC, Under Contract, Sale type: Owner User

SIGNED LEASES

INDUSTRIAL

ADDRESS	RATE	DETAILS
1400 Churchill Downs Ave, Suite D	Asking \$0.52/SF/month NNN	159,850 SF, Signed Sep 21, 2026; 10 year term

RETAIL

ADDRESS	RATE	DETAILS
Bronze Star Dr / Anchor Space Phase 1, M5	Not Disclosed	35,000 SF, Signed Sep 29, 2026
1780 E Main St, Suite 200	Not Disclosed	1,250 SF, Signed Sep 10, 2026

NEW FOR SALE

LAND

ADDRESS	PRICE	DETAILS
25 East St	\$650,000 (\$21.98/SF)	29,569 SF / 0.68 AC, Sale type: Investment

RETAIL

ADDRESS	PRICE	DETAILS
527 Main St	\$525,000 (\$160.75/SF)	3,266 SF, Sale type: Owner User

NEW FOR LEASE

INDUSTRIAL

ADDRESS	RATE	DETAILS
1230 Harter Ave, Suite 1230 D / Harter Business Center	\$0.95/SF/month	2,184 SF available, Triple Net, Occupancy: Immediately

OFFICE

ADDRESS	RATE	DETAILS
530 Main St, Suite D	\$2.50/SF/month	250 SF available, Full Service, Occupancy: Immediately



DAVIS

RECENT CLOSED SALES

MULTIFAMILY

ADDRESS	PRICE	DETAILS
750 B St	\$2,900,000 (\$181,250/Unit)	16 units / 10,025 SF, Sold Sep 11, 2026, Sale type: Investment

UNDER CONTRACT OR ESCROW

MULTIFAMILY

ADDRESS	PRICE	DETAILS
1424 Wake Forest Dr / Oxford Parkside Apartments	\$14,500,000 (\$230,159/Unit)	63 units, Under Contract, Cap rate: 5.50%, Sale type: Investment

LAND

ADDRESS	PRICE	DETAILS
44643 County Road 29	\$1,799,900 (\$0.34/SF)	121.00 AC, Escrow, Sale type: Investment or Owner User
4398 Mahogany Ln	Not Disclosed	12.00 AC, Under Contract, Sale type: Investment

SIGNED LEASES

RETAIL

ADDRESS	RATE	DETAILS
1411 to 1471 W Covell Blvd / The Marketplace	Not Disclosed	2,507 SF, Signed Sep 13, 2026

NEW FOR SALE

OFFICE

ADDRESS	PRICE	DETAILS
1756 Picasso Ave / Green Meadows Office Park	\$620,000 to \$1,650,000	Three condo offerings: 2,068 SF; 3,354 SF at \$999,000; 5,593 SF. Sale type: Investment or Owner User
409 3rd St	\$1,360,000 (\$412.50/SF)	3,297 SF; ground floor retail and second floor office; Sale type: Investment or Owner User

LAND

ADDRESS	PRICE	DETAILS
1222 Research Park Dr	Not Disclosed	4.36 AC with approximately 33,500 SF of existing improvements; redevelopment offering
212 University Ave	\$3,250,000 (\$503.88/SF)	6,450 SF / 0.15 AC; redevelopment offering, Sale type: Investment
38364 Wisteria Way / Wisteria Springs Farm	\$2,995,000 (\$32.90/SF)	91,040 SF / 2.09 AC, Sale type: Investment or Owner User

NEW FOR LEASE

MULTIPLE SPACE USES

ADDRESS	RATE	DETAILS
132 E St / Mansion Square	\$2.15 to \$5.67/SF/month	150 to 5,953 SF available; Office/Retail, Full Service or Modified Gross; some rates undisclosed

OFFICE

ADDRESS	RATE	DETAILS
202 and 260 Cousteau Pl / Mace Ranch Corporate Centre	\$2.85 to \$2.95/SF/month	2,155 to 67,857 SF available; quoted rates vary by suite, some undisclosed; Occupancy: Multiple



WEST SACRAMENTO

RECENT CLOSED SALES

OFFICE

ADDRESS	PRICE	DETAILS
750 Riverpoint Dr	\$11,000,000 (\$110.00/SF)	100,000 SF, Sold Sep 21, 2026, Sale type: Owner User

RETAIL

ADDRESS	PRICE	DETAILS
800 Riverpoint Dr / Shell and McDonald's	\$5,512,000 (\$1,252.73/SF)	4,400 SF, Sold Sep 2, 2026, Sale type: Investment

UNDER CONTRACT OR ESCROW

INDUSTRIAL

ADDRESS	PRICE	DETAILS
860 to 870 Riske Ln	\$4,950,000 (\$69.13/SF)	71,600 SF / 2.89 AC, Escrow; industrial and land records describe the same offering

RETAIL

ADDRESS	PRICE	DETAILS
1552 Jefferson Blvd	\$2,200,000 (\$555.28/SF)	3,962 SF, Under Contract, Cap rate: 8.43%, Sale type: Investment or Owner User

SIGNED LEASES

INDUSTRIAL

ADDRESS	RATE	DETAILS
830 Northport Dr, Suite 203	Asking \$0.80/SF/month	2,000 SF, Signed Sep 27, 2026
1030 Riverside Pky, Suite 140	Asking \$1.05/SF/month	4,076 SF, Signed Sep 24, 2026
4081 Seaport Blvd	Asking \$0.96/SF/month	10,400 SF, Signed Sep 23, 2026
506 Glide Ave	\$0.97/SF/month NNN starting	3,100 SF, Signed Sep 22, 2026; 3 year term
3121 Evergreen Ave	\$0.83/SF/month NNN effective	25,966 SF, Signed Sep 17, 2026; starting rent \$0.82/SF/month; 2 year term

OFFICE

ADDRESS	RATE	DETAILS
1275 Halyard Dr, Suite 175	Asking \$1.60/SF/month	1,124 SF, Signed Sep 30, 2026

RETAIL

ADDRESS	RATE	DETAILS
2105 to 2155 Town Center Plz / Buildings E and F	\$2.24/SF/month NNN effective	2,096 SF, Signed Sep 29, 2026; starting rent \$2.08/SF/month; 10 year term

NEW FOR SALE

INDUSTRIAL

ADDRESS	PRICE	DETAILS
2205 Rice Ave	\$1,855,000 (\$231.88/SF)	8,000 SF / 0.93 AC across two parcels, Sale type: Owner User
616 Galveston St	\$9,950,000 (\$592.26/SF)	16,800 SF on approximately 7.25 AC; truck service facility and industrial yard
2530 Boatman Ave	\$2,100,000 (\$225.56/SF)	9,310 SF, Sale type: Owner User

OFFICE

ADDRESS	PRICE	DETAILS
995 Riverfront St	Not Disclosed	44,362 SF, Completion: Oct 2026, Sale type: Investment

RETAIL

ADDRESS	PRICE	DETAILS
841 Harbor Blvd / Del Taco	\$1,788,000 (\$826.25/SF)	2,164 SF, Cap rate: 4.00%, Sale type: Investment Triple Net

NEW FOR LEASE

INDUSTRIAL

ADDRESS	RATE	DETAILS
885 Stillwater Rd / Pacific Rose Industrial Park	\$1.10/SF/month	15,560 SF available, Modified Gross, Occupancy: 30 Days
1811 to 1901 Enterprise Blvd	\$0.85/SF/month	6,415 to 14,899 SF available, Industrial Gross, Occupancy: Multiple
820 E St / 820 and 830 E St	Not Disclosed	17,818 SF available, Terms: TBD, Occupancy: 30 Days

OFFICE

ADDRESS	RATE	DETAILS
995 Riverfront St, Suite 200	Not Disclosed	3,706 SF available, Full Service, Occupancy: Immediately



WINTERS

UNDER CONTRACT OR ESCROW

LAND

ADDRESS	PRICE	DETAILS
Grant Ave vacant land	Not Disclosed	13.75 AC, Under Contract, Sale type: Investment

NEW FOR SALE

MULTIFAMILY

ADDRESS	PRICE	DETAILS
101 and 102 Elliott St	\$2,799,000 (\$215,308/Unit)	13 cottage residences / 1.03 AC, Cap rate: 6.16%; parcels offered together only

NEW FOR LEASE

RETAIL

ADDRESS	RATE	DETAILS
180 to 196 E Grant Ave, Suite 184	\$2.25/SF/month	1,120 SF available, Triple Net, Occupancy: Immediately

Yolo County Commercial

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ACTIVE NEW
LEASE LISTINGS

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SIGNED
LEASES

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ACTIVE NEW
SALE LISTINGS

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UNDER CONTRACT
OR ESCROW

\$22.1M

DISCLOSED CLOSED
VOLUME

Tim's Take

MARKET COMMENTARY

September's \$22.1 million in reported sales was heavily concentrated in two West Sacramento transactions: the \$11 million office sale at 750 Riverpoint Drive and the \$5.512 million retail sale at 800 Riverpoint Drive. Together, they accounted for roughly three quarters of the month's dollar volume. Those are significant sales, but they do not tell us that every property in the county has moved in the same direction. For an owner considering a sale, I would start with comparable properties in the same city and asset class, then look closely at condition, occupancy and income.

Woodland led the month's reported leasing, accounting for 196,100 of the county's 247,369 square feet. The 159,850 square foot industrial lease at 1400 Churchill Downs Avenue and the 35,000 square foot retail lease on Bronze Star Drive drove most of that activity. At the other end of the market, September also included smaller office, retail and industrial leases. A large warehouse transaction and a small storefront lease answer very different questions, so size, use and lease terms matter more than a single countywide figure.

My focus is what these transactions mean for your particular property or business. A recent sale can help frame a pricing conversation. A newly listed property can show what buyers are being offered, and available lease space can show what tenants are comparing. An asking price or advertised rent is not the same as a completed deal. If you are weighing a sale, purchase or lease, I am available to help sort out which of this month's activity is actually relevant to you.



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