

Commercial Real Estate

LaTerra Development shows off changes to former Fry's Electronics store on Northgate



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For about 30 years, the building at 4100 Northgate Blvd. was best known as home to electronics retail chains, with a visible location from nearby Interstate 80. [Expand to read more](#)
BY BEN VAN DER MEER



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At 4100 Northgate Blvd. in Sacramento, the murals, mezzanine and rotunda that marked the building's high visibility as a big-box site for electronics chain retailers are long gone.

Instead, the 156,000-square-foot building has shiny concrete floors and new roll-up doors, now in full adaptive reuse to become Northgate Industrial Park.

"It's really a transformational thing," said Charles Tourtellotte, CEO of LaTerra Development, as he showed off his company's project this month at a dedication event. "We had a second floor, and we took that away."

Best known for nearly three decades as the site first for Incredible Universe [and then Fry's Electronics](#), 4100 Northgate had fallen into blight by the time LaTerra began exploring potential new uses. Based on the zoning and economic feasibility, Tourtellotte said, [adaptive reuse was the best option](#).

General contractor Mason Builders stripped out everything retail, though the company discovered taking out the mezzanine also meant creating additional internal bracing to keep structural integrity.

The building's electrical equipment, such as switchgear and generator, were restored and live again in the reconfigured building, Tourtellotte said, helpful in a time when such materials often have lag times for new production. The scope of work also added two new roll-up doors and modernized the building's look and feel.

"They told us, we want to see something decent with it," said Jim Teegarden, vice president of construction for Marina del Rey-based LaTerra, describing how city planners saw the property. "Clean it up, do something significant."

Tourtellotte said [CBRE](#) is representing LaTerra for leasing the building, with three currently interested parties. Two of them would take the entire building, he said.

Depending on how leasing goes, LaTerra could also start work this year on a second phase of the park: a new ground-up, 110,000-square-foot industrial building to the west, in what was parking for the retailers.

RMW Architecture & Interiors was the project architect. Though project costs weren't available, LaTerra previously estimated the entire Northgate Industrial cost at about \$40 million.