

NEARBY SCULPTURE @ 16TH & Q:
FULLER POLES

**\$55,000
PRICE REDUCTION**

19

31

1931 P ST

**FOR SALE OR LEASE - MIXED-USE RETAIL BUILDING
ON ONE OF SAC'S BUSIEST THOROUGHFARES**



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SCAN/CLICK FOR VIDEO TOUR

THE OPPORTUNITY

± 1,765
CONFIGURABLE SF

\$1,095,000
SALE PRICE

\$2.50
SF/MONTH NNN

PATIO
POTENTIAL

>17,000
CARS/DAY

SHORT WALKING DISTANCE TO THE ICE BLOCKS & THE MIDTOWN FARMERS MARKET

Turton Commercial Real Estate is pleased to present for sale or lease 1931 P Street (The Property), one of the only bite-sized mixed-use stand-alone retail locations in Midtown. With ±1,765 square feet of configurable space for an owner-user or tenant, this high visibility P Street location benefits from over 17,000 vehicles daily and heavy pedestrian traffic. The Property further benefits from the railroad crossing on P between 19th and 20th Streets, sitting just far enough away to not be disruptive while still benefiting from the “captive audience” sitting in traffic multiple times a day.

The Property features a window lined open area, private offices/treatment rooms, a break room with kitchen, laundry and storage area, en suite restroom, and onsite parking. This leads to a variety of uses, retail, salon, and with proper conversion work, food and beverage. The ample sidewalk space flanking the property offers a unique opportunity for any owner or tenant to take advantage of Sacramento’s “three-season” weather with patio seating. Situated on the corner of P Street and 20th Street, The Property sits just one block from the south entrance to the Midtown

Farmers Market, five blocks from the Ice Blocks development/R Street Corridor, four blocks from John C. Fremont Park, two blocks from The Press multifamily development, five blocks from the 23rd Street SacRT Light Rail station, two blocks from the Truitt Bark Park, and of course, a 5-minute walk from the MARRS Building/Lavender Heights/20th and K. Because of its location in the heart of Midtown, 1931 P Street will continue to benefit from its ongoing revitalization efforts for many decades to come.





PROPERTY DETAILS

Address:	1931 P Street, Sacramento, CA 95811
Zoning:	C-2-SPD
Ground FI Retail Size:	± 1,765 SF
Building Size:	± 2,670 SF
Land Size:	±3,200 SF
Sale Price:	\$1,095,000
Lease Rate:	\$2.50/SF/Month NNN
Residential Units:	2 recently remodeled in the past 3 years
Residential Unit Size:	± 400 SF

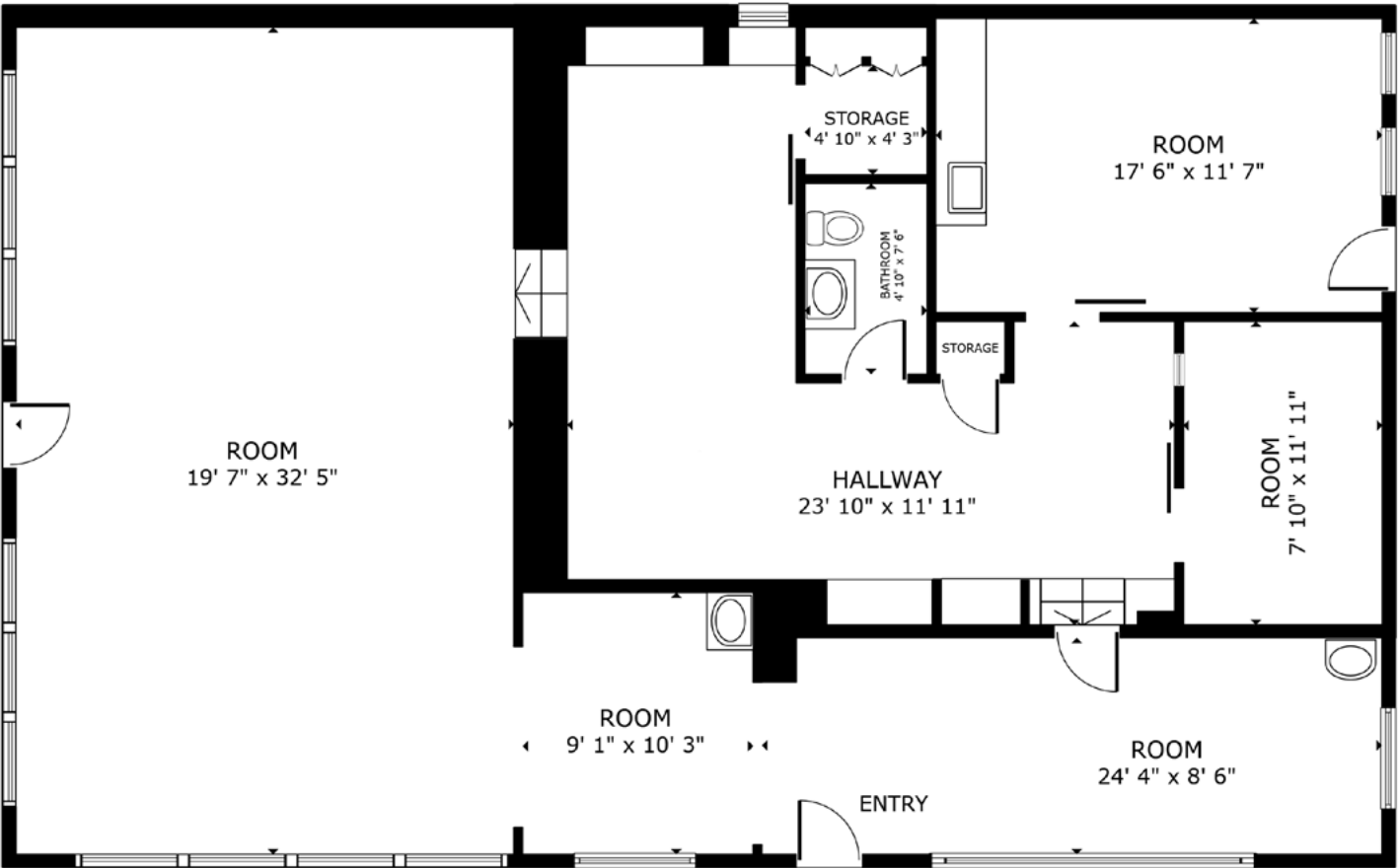
FEATURES

- Power and water distributed throughout the space
- Potential for light restaurant/cafe/coffee conversion
- Previous salon use
- Onsite Parking
- Extensive window line
- Private rooms, one with a separate entrance

THE FLOOR PLAN

* FLOOR PLAN DIMENSIONS MAY VARY

± 1,765 SF



THE APARTMENTS

TWO 1-BEDROOM, 1-BATH UNITS

EACH UNIT IS \pm 400 SF

CURRENTLY LEASED FOR \$1,295/MO & \$1,125/MO

EACH UNIT WAS REMODELED WITHIN THE LAST 3 YRS



THE VISION

Position your brand in the heart of Sacramento's most vibrant, walkable, and culture-rich district. Located at 1931 P Street, this ±1,765 square foot ground-floor retail space offers unmatched corner visibility, infrastructure for culinary and retail concepts, and the authenticity Midtown is known for. With distributed power and water, the potential to add a Type 1 exhaust hood, and a patio-ready layout, this is a rare opportunity to make your mark on a high-traffic, design-forward corner. A stunning 180-degree glassline wraps the entire corner, flooding the interior with natural light and maximizing both street presence and customer engagement.

- ↓ ±1,765 SF ground-floor retail
- 🏠 Located at a high-visibility corner in Midtown, Sacramento
- 🏡 Stunning 180° glasslines flood the space with light
- 💡 Distributed power and water throughout
- 🍴 Type 1 hood capable — ideal for restaurants and cafés
- 📺 Patio potential enhances customer experience and revenue
- 🏷️ Surrounded by vibrant businesses and residential including, fitness concepts, dense residential, parks, bars, restaurants, and both professional and creative offices



1931

AI RENDERINGS

CONCEPT 1: RESTAURANT USE

Engineered for Culinary Impact

Take full advantage of Midtown's appetite for bold flavors and beautiful spaces. With ample utilities, potential for a Type 1 exhaust hood, and corner patio capability, this space is a blank canvas for an iconic culinary destination—whether fine dining, fast casual, or chef-driven.

CONCEPT 2: CAFÉ OR COFFEE SHOP

Your Everyday Ritual Starts Here

1931 P offers everything a café needs to become a neighborhood staple: corner identity, sunlit seating, and the potential for a welcoming patio. Serve morning commuters, remote workers, and weekend wanderers in a high-design, infrastructure-ready space that invites community connection.

CONCEPT 3: WINE & BEER BAR

Casual Elegance in Midtown's Cultural Heart

This space checks all the boxes for a neighborhood bar or tasting room: natural light, infrastructure to support bar service, and patio potential that turns passersby into regulars. Elevate the experience with Midtown's walkability and built-in base of creative professionals, residents, and nightlifers.

CONCEPT 4: BOUTIQUE RETAIL

Wrap-Around Glass. Wrap-Around Attention.

The dramatic 180-degree corner glassline creates an unmatched retail experience—offering natural light, visibility, and architectural impact. Whether you're curating fashion, design goods, or wellness offerings, this space supports elevated merchandising and a distinct visual brand.

ECONOMICS

SCHEDULED NET REVENUE

FLOOR	SIZE (SF)	BASE RENT/SF/MO	MONTHLY BASE RENT	BASE RENT/YR
Ground Floor Retail (NNN)	1,760	\$2.75	\$4,840.00	\$58,080.00
Upstairs Residential - Unit #1	400	\$3.24	\$1,295.00	\$15,540.00
Upstairs Residential - Unit #2	400	\$2.81	\$1,125.00	\$13,500.00
SUBTOTAL	2,560			\$87,120.00
LESS VACANCY RESERVE (5%):				\$82,764.00

CAPITALIZED VALUE

CAP RATE	PRICE/SF	PRICE
6.00%	\$538.83	\$1,379,400.00
6.50%	\$497.38	\$1,273,292.31
7.00%	\$461.85	\$1,182,342.86
AVERAGE		\$1,273,292.31

IMPROVEMENT COSTS

ITEM	PRICE/SF	AMOUNT	NOTES
TENANT IMPROVEMENTS	\$0.00	\$0.00	(Assumes some Landlord contribution to the ground floor tenant, possibly ADA restroom)
CAPITAL IMPROVEMENTS	\$20.00	\$35,200.00	(Assumes HVAC/MEP work required in the first 2 years)
SUBTOTAL	\$20.00	\$35,200.00	

OPERATING EXPENSES

ITEM	ANNUAL
CITY UTILITIES	\$3,315.18
PG&E	\$647.64
SMUD	\$3,380.82
PROPERTY TAX	\$10,303.07
INSURANCE	\$6,923.00
LANDSCAPING	\$1,000.00
REPAIRS AND MAINTENANCE	\$7,500.00
SUBTOTAL	\$33,069.71

2025 AS-IS PRICE	PRICE/SF	NOTES
\$1,205,022.60	\$470.71	(Average capitalized value less improvement costs)

THE LOCATION

*** Midtown Farmers Market**
Ranked as the #1 Farmers Market in CA
Every Saturday 9am-1pm @ 1050 20th Street
Spans 5 blocks with over 200 vendors





LAVENDER HEIGHTS

PLACER AI JULY 2023 - JULY 2024



3
BLOCKS



1.1M
YEARLY VISITS



12
BARS & RESTAURANTS



\$75,149
HOUSEHOLD INCOME

TOP VISITORS: SINGLES & STARTERS, YOUNG CITY SOLOS & SIGNIFICANT SINGLES

Lavender Heights in Sacramento has emerged as one of the city's hottest micro-markets, with the MARRS building at its epicenter. The neighborhood recently welcomed rainbow crosswalks, symbolizing its commitment to cultural inclusion and progressive thinking. This area serves as an

excellent starting point for the popular Second Saturday festivities and hosts various noteworthy events, including Midtown Love, Midtown Mini, THIS Sacramento block parties, and PARK(ing) Day. One of the standout attractions is the Midtown Farmers' Market, held year-round on Saturdays.

This vibrant market attracts thousands of visitors each week, offering a wide array of local produce, artisanal goods, and community activities. It has become a cornerstone event for Lavender Heights, highlighting the area's dynamic atmosphere and community spirit.



THE HANDLE DISTRICT

PLACER AI JULY 2023 - JULY 2024



3

BLOCKS



1.3M

YEARLY VISITS



18

BARS & RESTAURANTS



\$86,038

HOUSEHOLD INCOME

TOP VISITORS: SINGLES & STARTERS, YOUNG CITY SOLOS & THRIVING BOOMERS

The Handle District in Sacramento is a vibrant and bustling area known for its eclectic mix of successful restaurants, nightlife venues, local eateries, art galleries, coffee houses, and boutiques. This district experiences high foot traffic both day and night, making it a hotspot

for those who love to eat, drink, and enjoy Midtown's popular establishments. Notable spots include Zocalo, known for its vibrant Mexican cuisine; The Rind, specializing in cheese and wine; Mulvaney's B & L, offering upscale American fare; Aioli Bodega Espanola, with its

authentic Spanish dishes; and Saigon Alley Kitchen + Bar, featuring flavorful Vietnamese cuisine. Whether you're in the mood for a gourmet meal, a casual bite, or a night out on the town, the Handle District has something to offer for everyone.





THE R STREET CORRIDOR

PLACER AI JULY 2023 - JULY 2024



24

BLOCKS



3M

YEARLY VISITS



31

BARS & RESTAURANTS



\$84,042

HOUSEHOLD INCOME

TOP VISITORS: SINGLES & STARTERS, YOUNG CITY SOLOS & BOOMING W/CONFIDENCE

The R Street Corridor in Sacramento has transformed from an industrial zone into a lively community with Ice Blocks at its center. This development anchors the area, offering a mix of retail, dining, and entertainment that draws visitors citywide. The corridor's blend

of modern urban living and its historic roots as the state's original railroad and industrial area creates a unique atmosphere that has become a hub for creativity and culture. The corridor's dining scene includes Beast + Bounty for innovative dishes and Men-

docino Farms for farm-fresh meals, along with Mas Taco and Device Taproom for casual eats. Unique spots like Bottle and Barlow, a combined barbershop and bar, and Shady Lady, a speakeasy-style cocktail bar, enhance the eclectic atmosphere.



NEARBY AMENITIES

POPULAR AMENITIES NEAR 1931 P STREET (NOT ALL ARE MENTIONED HERE):

- | | | | | |
|-----------------------|-------------------------|---------------------|-----------------------|-----------------------|
| 58 Degrees & Holding | Chipotle | Ju Hachi | Omakase Por Favor | Sibling by Pushkin's |
| Ace of Spades | Crepeville | Karma Brew | Old Soul Coffee | Station 16 |
| Aioli Bodega Espanola | Darling Aviary | Kin Thai | Pachamama | Tank House BBQ |
| Adamo's | Der Biergarten | Kodaiko Ramen & Bar | Paesano's | Tapa the World |
| Alaro | Drunken Noodle | Koja Kitchen | Paragary's | Tasty Dumpling |
| At Ease Brewing | Echo & Rig | Kru | Pazza Notte | Temple Coffee |
| Azul Mexican | Ella | Bombay Bar & Grill | Philz Coffee | Thai Basil |
| Babe's Ice Cream | Estelle Bakery | Kupros Craft House | Plant Power Fast Food | Thai Canteen |
| Bambina's Pizza | Federalist Public House | La Costa Cafe | Polanco | The Coconut on T |
| Beach Hut Deli | Fieldwork Brewing Co. | Localis | Prelude Kitchen & Bar | The Golden Bear |
| Bento Box | Fizz Champagne | LowBrau | Rare Tea | The Mill Coffee House |
| Bottle & Barlow | Fixin's Soul Kitchen | Majka Pizza | Rick's Dessert Diner | The Rind |
| Buddha Belly Burger | Fox & Goose | Maydoon | Ro Sham Beaux | The Waterboy |
| Burger Patch | Ginger Elizabeth | Mendocino Farms | Roots Coffee | The Zebra Club |
| Burgers and Brew | Grange | Mikuni Sushi | Roscoe's Bar | Tres Hermanas |
| Cafe Bernardo | I Love Teriyaki | Morning Fork | Safeway | Truitt Bark Park |
| Cafeteria 15L | Iron Horse Tavern | Morton's | Saigon Alley | Uncle Vito's Pizza |
| Camden Spit & Larder | Jack's Urban Eats | Mulvaney's B&L | Salt & Straw | World Famous HOT |
| Camellia Coffee | Journey to the | N Street Cafe | Sauced | BOYS |
| Cantina Alley | Dumpling | Nash & Proper | Scorpio Coffee | Yard House |
| Channel 24 | | Nekter | Shady Lady | Zelda's Pizza |



SACRAMENTO DATA BITES

Urban Sacramento is the perfect blend of carefully curated local and national retail embedded in a landscape of unique older buildings, mature trees, and a burgeoning mural scene. Business owners, residents, and investors near and far have flocked to the center of Sacramento's art, music, and cultural scene to cash in on this fruitful submarket. In July 2020, Sacramento was the most popular migration destination in the U.S, with more than half of home searches coming from buyers outside of the area (Redfin). In 2023 Forbes named Sacramento the best place to live in California. Attracted by the affordability of real estate, lower cost of living and booming Downtown, many have found that Sacramento is an ideal location to achieve a turnkey live-work-play lifestyle.

SACRAMENTO'S CITY RANKINGS:

- #1 Best Place to Live in CA
- #1 Happiest Workers in Midsize City
- #3 Best Foodie City in America
- #4 Best Cities for Nerds
- #5 U.S. Cities with Fastest Growth in Tech Jobs
- #5 Bike-friendly Cities
- #6 Nation's Greatest Cities for Food Lovers
- #7 Best Place to Raise Active Children
- #9 City with Best Connectivity in U.S.
- #9 City for Happiest Young Professionals
- #10 Best City for Women in the Workforce
- #10 Most Hipster City in America

POPULATION
GREATER SACRAMENTO REGION

2,623,204

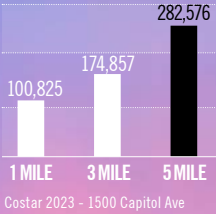
GSEC 2023
Applied Geographic Solutions & GIS Planning 2022

PERCENTAGE OF POPULATION WITH
A DEGREE OR SOME COLLEGE:

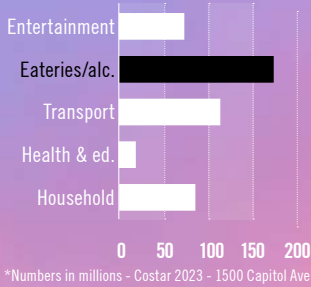
68%

GSEC 2023
Applied Geographic Solutions & GIS Planning 2022

NUMBER OF
EMPLOYEES
WITHIN VARYING
RADIUS OF THE STATE
CAPITOL:



ANNUAL CONSUMER SPENDING
WITHIN ONE MILE OF THE STATE
CAPITOL:



COST OF LIVING INDEX - \$100,000 BASE SALARY
MOVE TO SACRAMENTO FROM SAN FRANCISCO

Grocery will cost:	18.68% less
Housing will cost:	52.93% less
Utilities will cost:	17.94% less
Transportation will cost:	9.30% less
Healthcare will cost:	12.58% less

GSEC 2023
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SACRAMENTO LARGEST JOB COUNTS BY
OCCUPATION:

Office & Administrative Support	14.20%	115,931
Sales	10.91%	89,063
Executive, Managers & Admin	10.58%	86,391
Food Preparation, Serving	6.12%	49,978
Business and Financial Operations	5.94%	48,500

GSEC 2023
Applied Geographic Solutions & GIS Planning 2022

SACRAMENTO
OWNERS VS. RENTERS



GSEC 2023
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WALK
SCORE:
98
Walker's
Paradise

BIKE
SCORE:
62
Biker's
Paradise

TRANSIT
SCORE:
96
Good
Transit

walkscore.com
1500 Capitol

