

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**



TURTON
COMMERCIAL REAL ESTATE



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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.



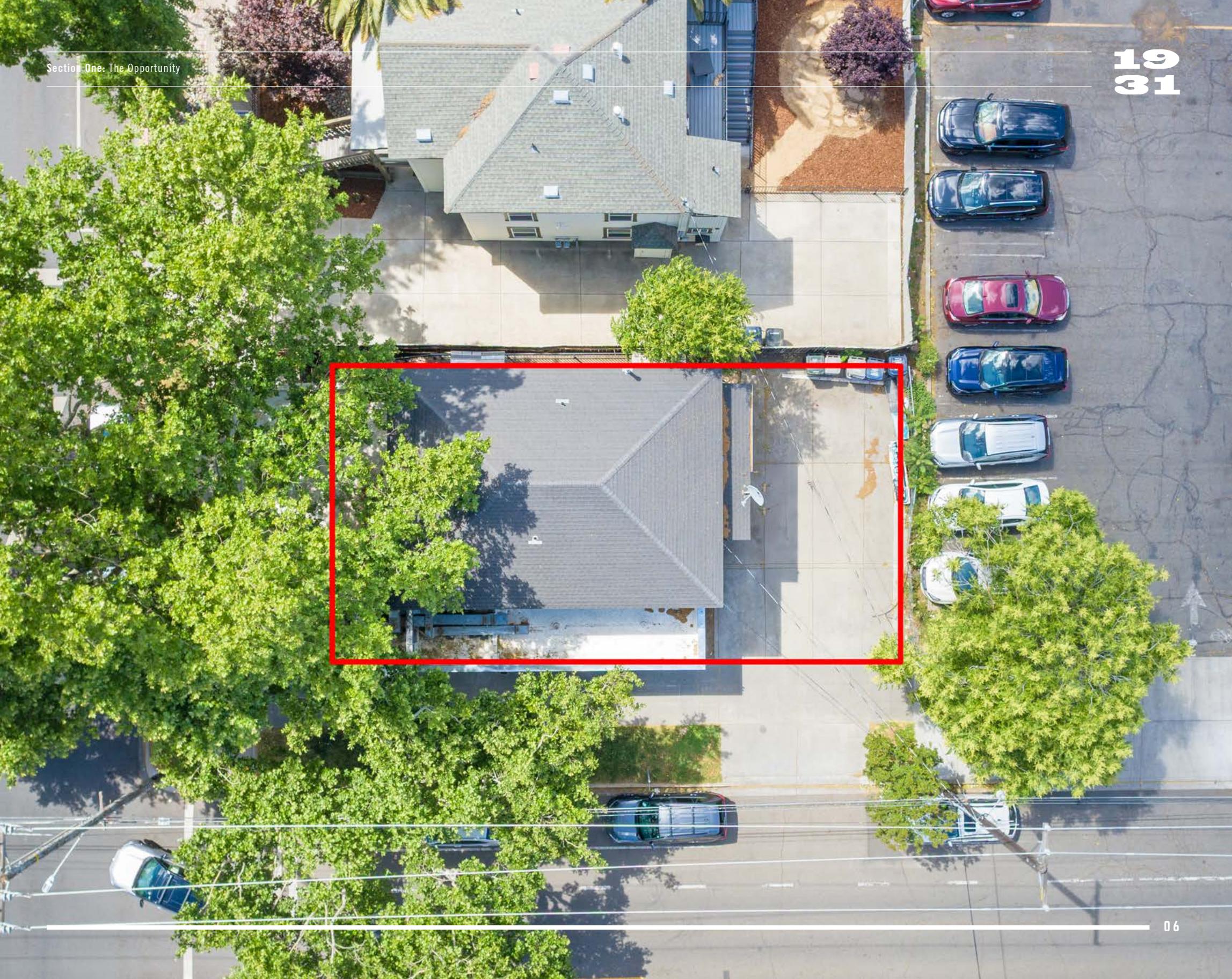


PROPERTY DETAILS

| | |
|-------------------------------|--|
| Address: | 1931 P Street, Sacramento, CA 95811 |
| Zoning: | C-2-SPD |
| Ground Fl Retail Size: | \pm 1,765 SF |
| Building Size: | \pm 2,670 SF |
| Land Size: | \pm 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: | \pm 400 SF |

FEATURES

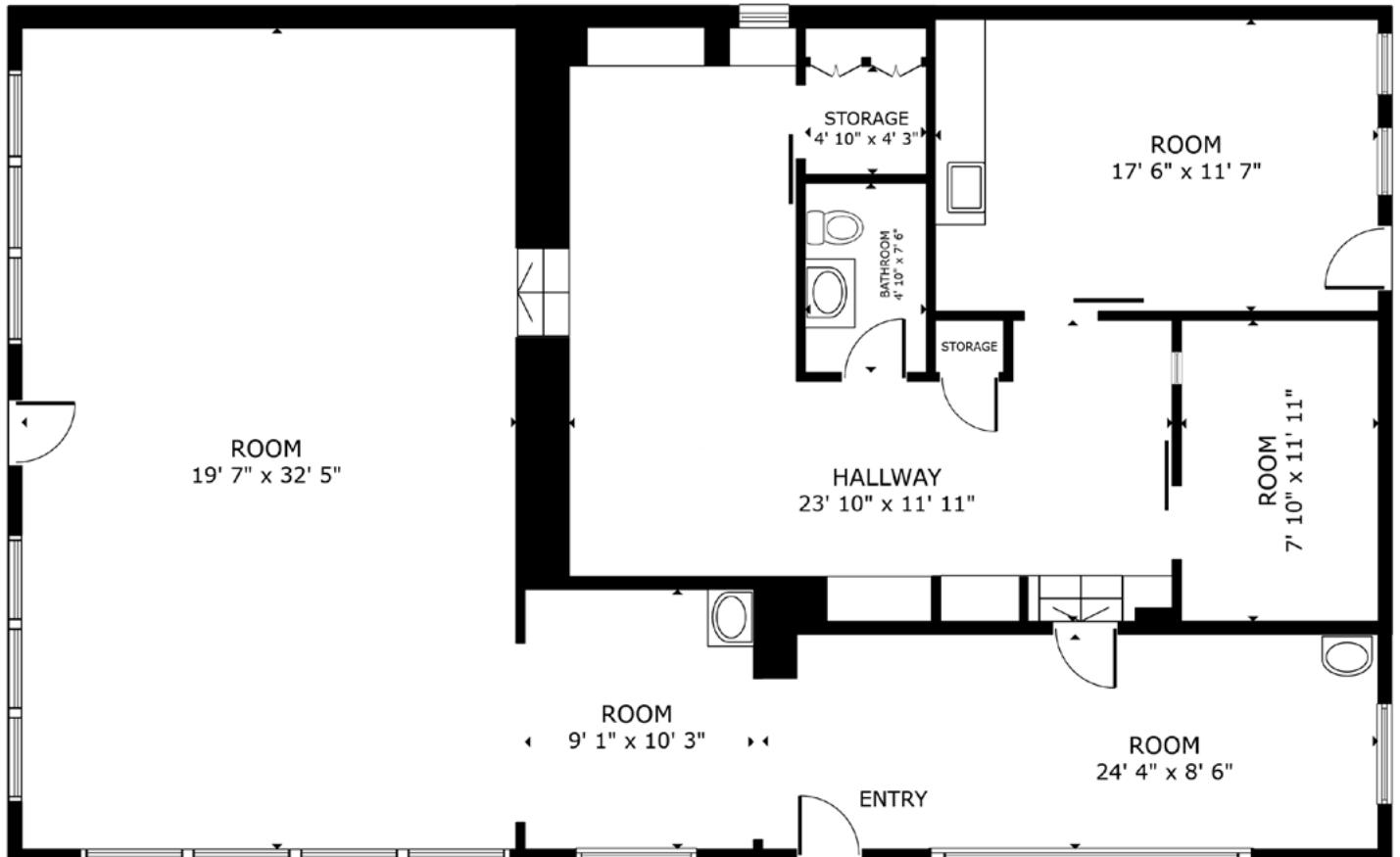
- Power and water distributed throughout the space
- Potential for light restaurant/cafe/coffee conversion
- Previous salon use
- Onsite Parking
- Extensive window line
- Private rooms, one with a separate entrance



THE FLOOR PLAN

* FLOOR PLAN DIMENSIONS MAY VARY

± 1,765 SF



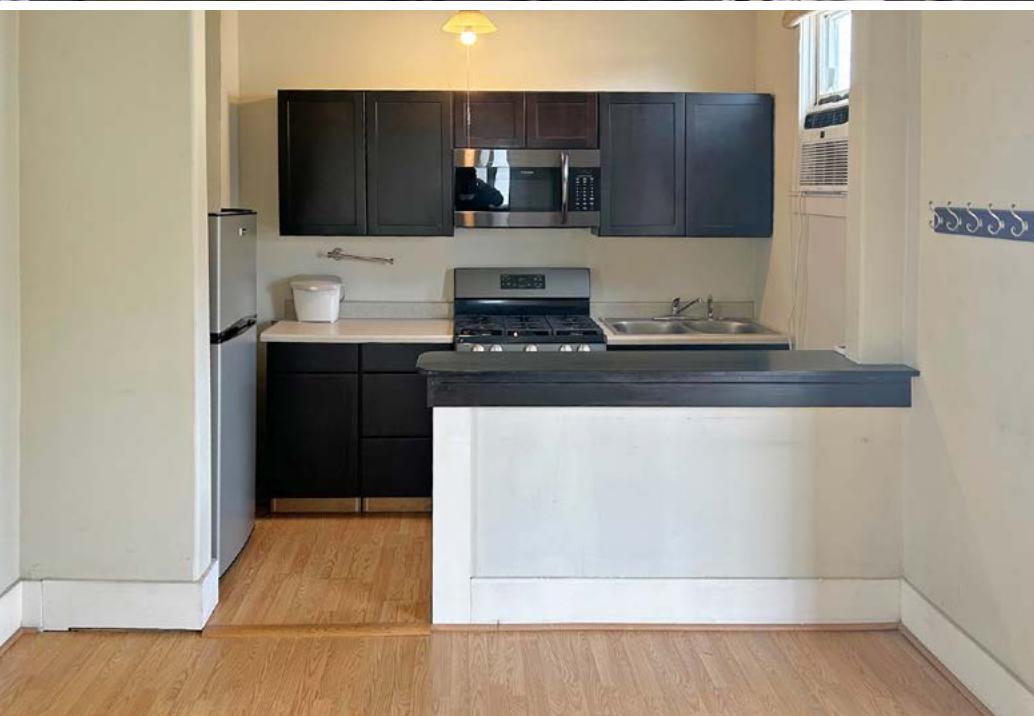
THE APARTMENTS

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 $\pm 1,765$ 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.

↓ **$\pm 1,765$ 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**



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



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.

PLACER AI JULY 2023 - JULY 2024





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 |
| Alioli 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 | La Costa Cafe | Polanco | The Coconut on T |
| Beach Hut Deli | House | Localis | Prelude Kitchen & Bar | The Golden Bear |
| Bento Box | Fieldwork Brewing Co. | LowBrau | Rare Tea | The Mill Coffee House |
| Bottle & Barlow | Fizz Champagne | Majka Pizza | Rick's Dessert Diner | The Rind |
| Buddha Belly Burger | Fixin's Soul Kitchen | Maydoon | Ro Sham Beaux | The Waterboy |
| Burger Patch | Fox & Goose | Mendocino Farms | Roots Coffee | The Zebra Club |
| Burgers and Brew | Ginger Elizabeth | Mikuni Sushi | Roscoe's Bar | Tres Hermanas |
| Cafe Bernardo | Grange | Morning Fork | Safeway | Truitt Bark Park |
| Cafeteria 15L | I Love Teriyaki | Morton's | Saigon Alley | Uncle Vito's Pizza |
| Camden Spit & Larder | Iron Horse Tavern | Mulvaney's B&L | Salt & Straw | World Famous HOT |
| Camellia Coffee | Jack's Urban Eats | N Street Cafe | Sauced | BOYS |
| Cantina Alley | Journey to the | Nash & Proper | Scorpio Coffee | Yard House |
| Channel 24 | Dumpling | 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 Midsized 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

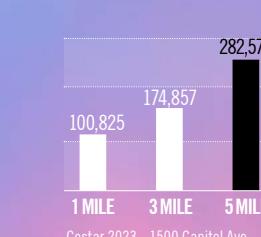
GSEC 2023
Applied Geographic Solutions & GIS Planning 2022

PERCENTAGE OF POPULATION WITH A DEGREE OR SOME COLLEGE:

68%

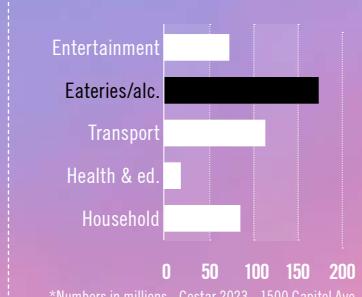
GSEC 2023
Applied Geographic Solutions & GIS Planning 2022

NUMBER OF EMPLOYEES WITHIN VARYING RADIUS OF THE STATE CAPITOL:



Costar 2023 - 1500 Capitol Ave

ANNUAL CONSUMER SPENDING WITHIN ONE MILE OF THE STATE CAPITOL:



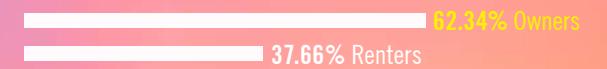
*Numbers in millions - Costar 2023 - 1500 Capitol Ave

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
Applied Geographic Solutions & GIS Planning 2022

WALK
SCORE:
98

Walker's
Paradise

BIKE
SCORE:
62

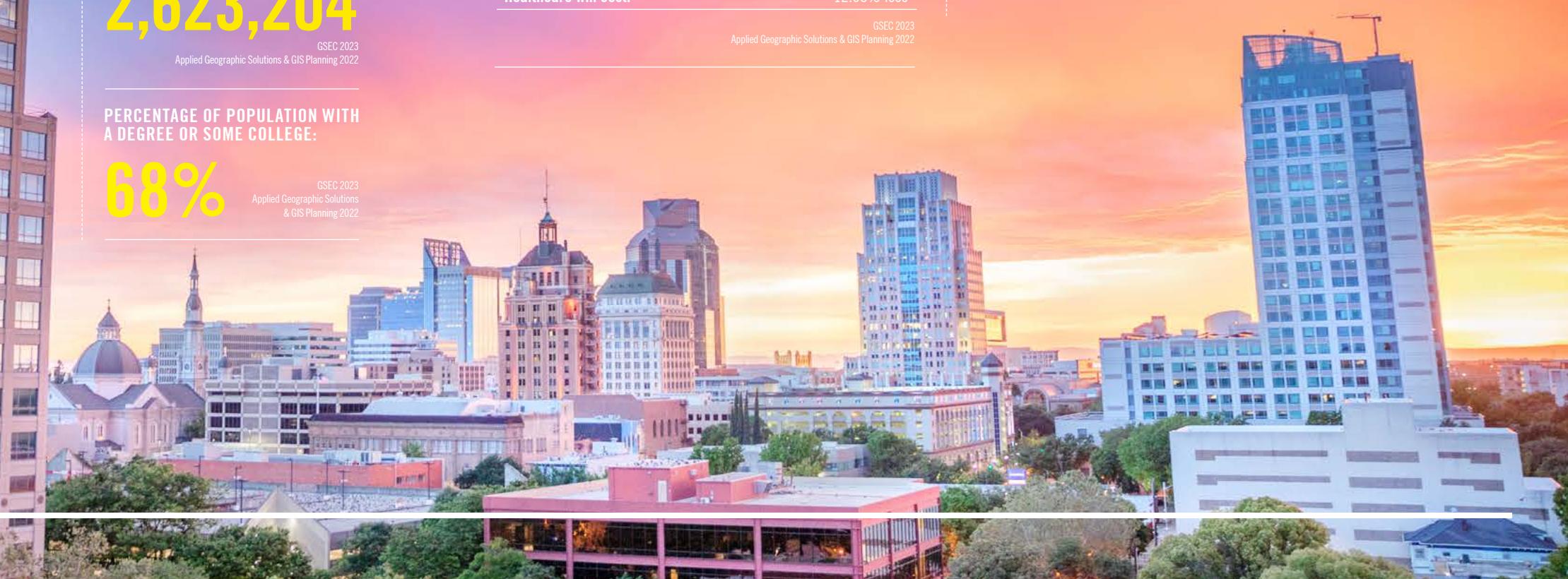
Biker's
Paradise

TRANSIT
SCORE:
96

Good
Transit

walkscore.com

1500 Capitol



19

31

1931 P ST