

FOR SALE MULTI-TENANT FULLY LEASED OFFICE INVESTMENT

21

NATOMA STREET | FOLSOM  
NATOMA PROFESSIONAL CENTER



OFFERING MEMORANDUM

**NEWMARK**



# TERMS OF OFFERING

On behalf of the 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 for Your use only. 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 has not been verified and is not guaranteed. You should independently verify each item of information and have the same reviewed by Your tax advisor and/or legal counsel. Assumptions, projections, estimates and/or opinions are provided as examples only and all information is subject to changes, errors, omissions and/or withdrawal without notice. Broker and Owner assume no responsibility for and make no warranty as to the accuracy or completeness of any information in this Memorandum. Broker 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 Broker 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 Broker upon request; (b) You shall not contact any property manager, employee or tenant of the Property regarding the Property or this Memorandum, without prior approval of Broker or Owner; and (c) You understand and agree that Broker represents Owner and not You. Neither Broker nor Owner shall have any obligation to pay any commission, finder’s fee, or any other compensation to any broker or other person. By accepting receipt of this Memorandum, you agree to defend, indemnify and hold harmless Broker and Owner (including all of their agents, employees, subsidiaries, affiliated entities, successors and assigns) from and against any and all claims, disputes, litigation, demands, damages, liabilities, losses, judgments, expenses, fines, contributions, charges, injuries and/or costs and expenses, including reasonable attorneys’ fees, arising or resulting from acts by You.

Legal documents and reports summarized in this brochure are not intended to be comprehensive statements of the terms and contents of such documents and reports. Although Broker and Owner believe the information to be accurate, no warranty or representation is made as to its accuracy or completeness. Interested parties should conduct independent investigations and reach conclusions without reliance on materials contained herein.

The Property shall be sold AS-IS, WHERE-IS, WITH ALL FAULTS, and Seller makes no warranties, representations, certifications nor “to the best of my knowledge” type statements to the status of the Property, the improvements thereon, potential use, economic feasibility, environmental matters, the availability of development rights or permits or any other matters. Seller will not incur any obligations that extend beyond the Closing.

## OFFERING PROCESS

Offers should be delivered to the office of the Exclusive Listing Broker Newmark by contacting:

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**CA RE License #02114854**

**TOM CONWELL**

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**To facilitate analysis of offers, prospective buyers are encouraged to provide information relative to: funding sources, experience in owning and operating similar properties, familiarity with the market and any other information which is likely to favorably reflect on the offerer’s ability to close this proposed transaction in a timely manner.**

Procuring broker shall only be entitled to a commission, calculated in accordance with the rates approved by our principal only if such procuring broker executes a brokerage agreement acceptable to us and our principal and the conditions as set forth in the brokerage agreement are fully and unconditionally satisfied. Although all information furnished regarding property for sale, rental, or financing is from sources deemed reliable, such information has not been verified and no express representation is made nor is any to be implied as to the accuracy thereof and it is submitted subject to errors, omissions, change of price, rental or other conditions, prior sale, lease or financing, or withdrawal without notice and to any special conditions imposed by our principal.

The distributor of this communication is performing acts for which a real estate license is required. The information contained herein has been obtained from sources deemed reliable but has not been verified and no guarantee, warranty or representation, either express or implied, is made with respect to such information. Terms of sale or lease and availability are subject to change or withdrawal without notice. 23-0614 • 9/24

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# EXECUTIVE SUMMARY

Newmark is pleased to exclusively offer a prime investment opportunity for sale: A fully leased, multi-tenant property located in the vibrant city of Folsom, California. Situated at 21 Natoma Street, this property features an approximately 8,148 square foot building within a complex at Natoma Professional Center which is comprised of four office buildings. Constructed in 2005 on a lot size of roughly 0.63 acres, the building enjoys full occupancy by seven well-established tenants. Strategically positioned to benefit from the bustling Natoma Street corridor, the site is ideally located near City Hall, a variety of local amenities, and both elementary and middle schools.

With high-quality, fully leased investment properties in scarce supply, 21 Natoma Street offers a reliable investment opportunity in Folsom, characterized by stable, long-term tenants and a proven track record of demand. Additionally, this asset has well configured office suites. This is critical in today's office market and this is an ideal asset.

## OFFERING SUMMARY

### PRICE

~~\$2,995,000~~ **\$2,495,000**

### ADDRESS

21 Natoma Street, Folsom, Sacramento County, CA

### PROPERTY TYPE

± 8,148 square foot office building

### PARCEL

±0.63 acres

### DELIVERED

100% leased

### CONSTRUCTION

Wood frame

### EXTERIOR

Stucco/stone veneer

### FOUNDATION

Concrete slab

### ROOF

Pitched concrete tile roof, mounted HVAC units

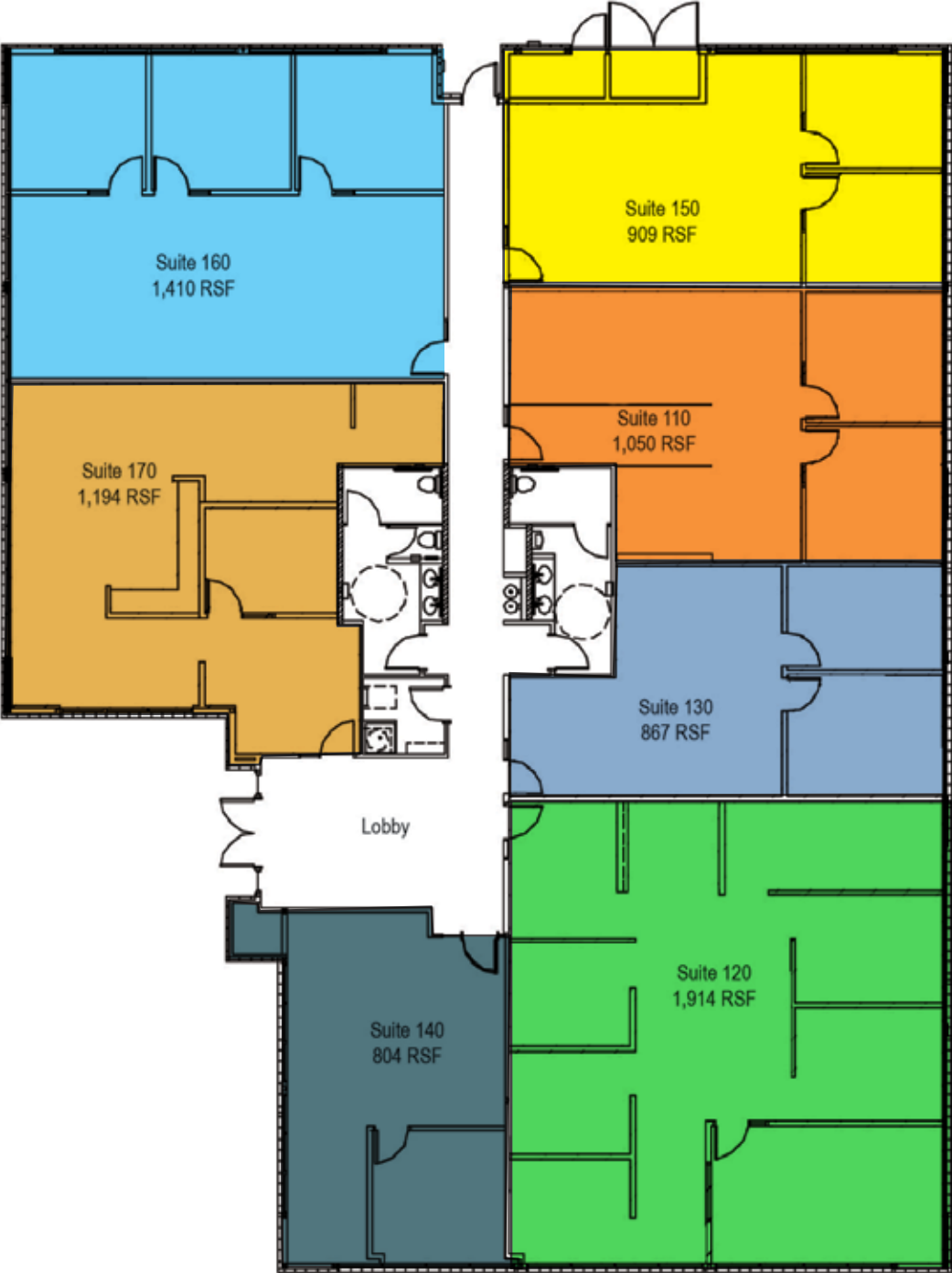
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071-0310-012-0000

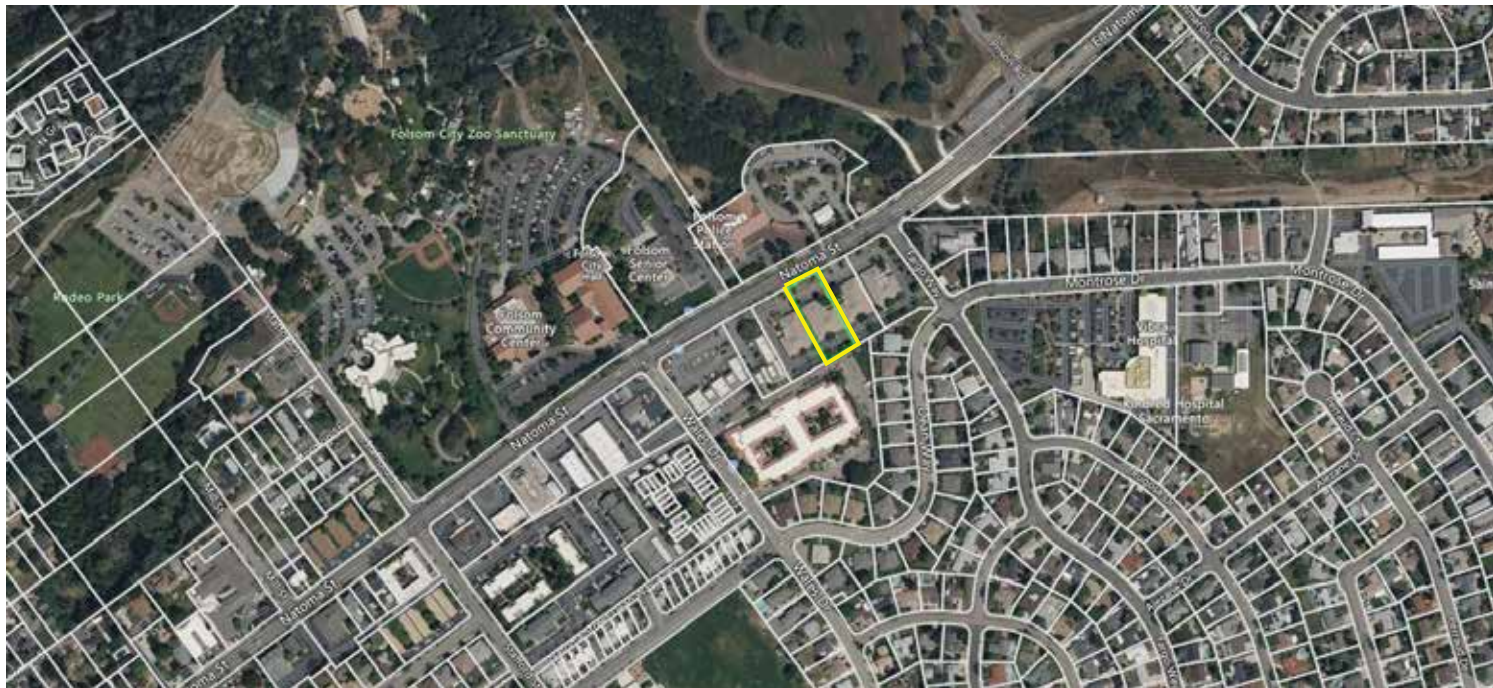
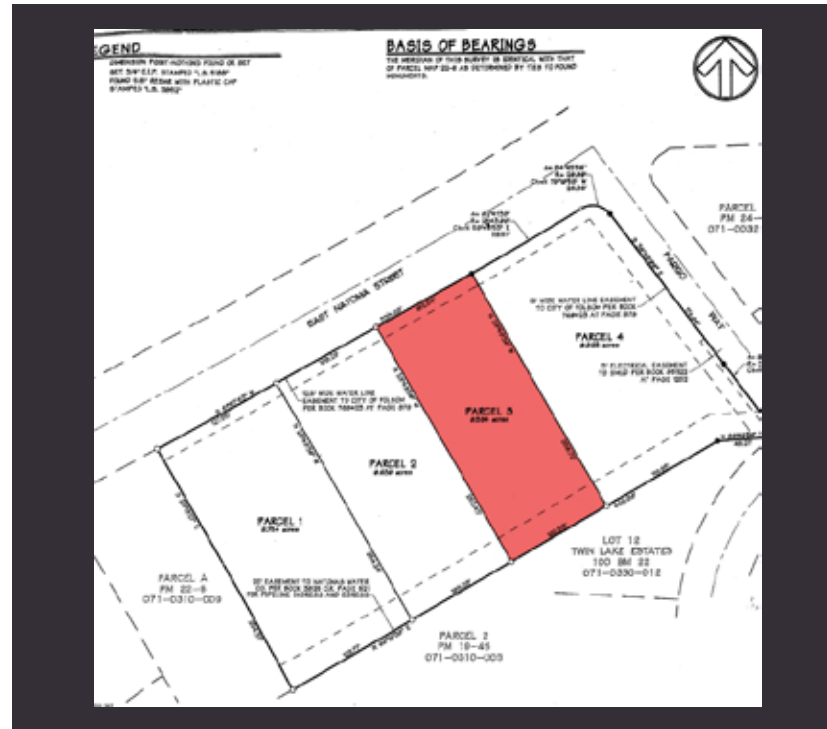
## OFFERING HIGHLIGHTS

- » Great upside potential
- » \$0.05 per square foot annual rent increases
- » 3 of the 7 tenants have options to renew
- » Stable asset located in the heart of Folsom
- » 7 perfectly configured suites, each of an ideal size for the office leasing market
- » This property features small suites occupied by well-established tenants
- » Ample parking with a ratio of 5 stalls per 1,000 square feet
- » Highly visible building with daily traffic counts exceeding 15,000
- » Natoma Street is a major connector between El Dorado Hills to Folsom
- » Flexible C-2 zoning is suitable for a variety of uses
- » Well maintained by the original owner

# FLOOR PLAN



# PARCEL MAP



# RENT ROLL | INCOME & EXPENSES

SUITE	SQ. FEET	MONTHLY RENT	\$/SF	LEASE EXPIRES	OPTIONS
110	1,050	\$1,837.50	\$1.75	2025	No
120	1,914	\$3,732.30	\$1.95	2024	No
130	867	\$1,603.95	\$1.85	2026	No
140	804	\$1,487.40	\$1.85	2025	Yes
150	909	\$1,590.75	\$1.75	2024	Yes
160	1,410	\$1,945.80	\$1.38	2025	Yes
170	1,194	\$2,328.30	\$1.95	2024	No
<b>TOTALS:</b>	<b>8,148</b>	<b>\$14,526.00</b> AS OF MAY, 2024			

## INCOME & EXPENSES

## 2024 ACTUAL

### CURRENT

Scheduled Gross Income:	\$188,838
CAM Reimbursements:	Modified Gross
OPEX	\$ 75,460 (Based on \$2,950,000 Purchase Price at 1.31% Property Tax at \$39,234 annually)
Adjusted Scheduled Gross Income:	\$113,378
Less Vacancy (5%):	(\$5,668)
Net Operating Income:	\$107,710
CAP Rate:	3.6%

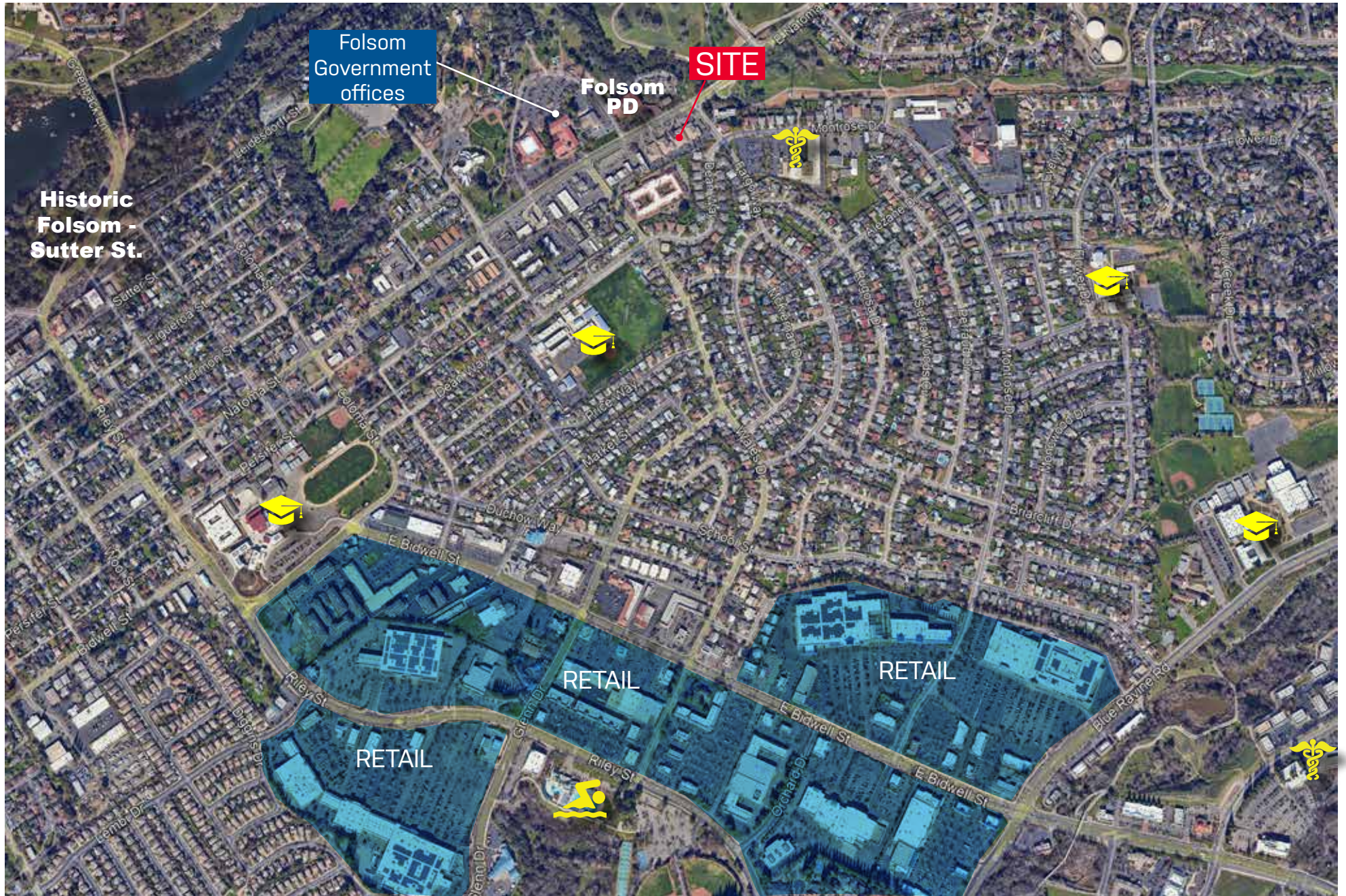


# GALLERY





# AERIAL - LOCAL SUBMARKET



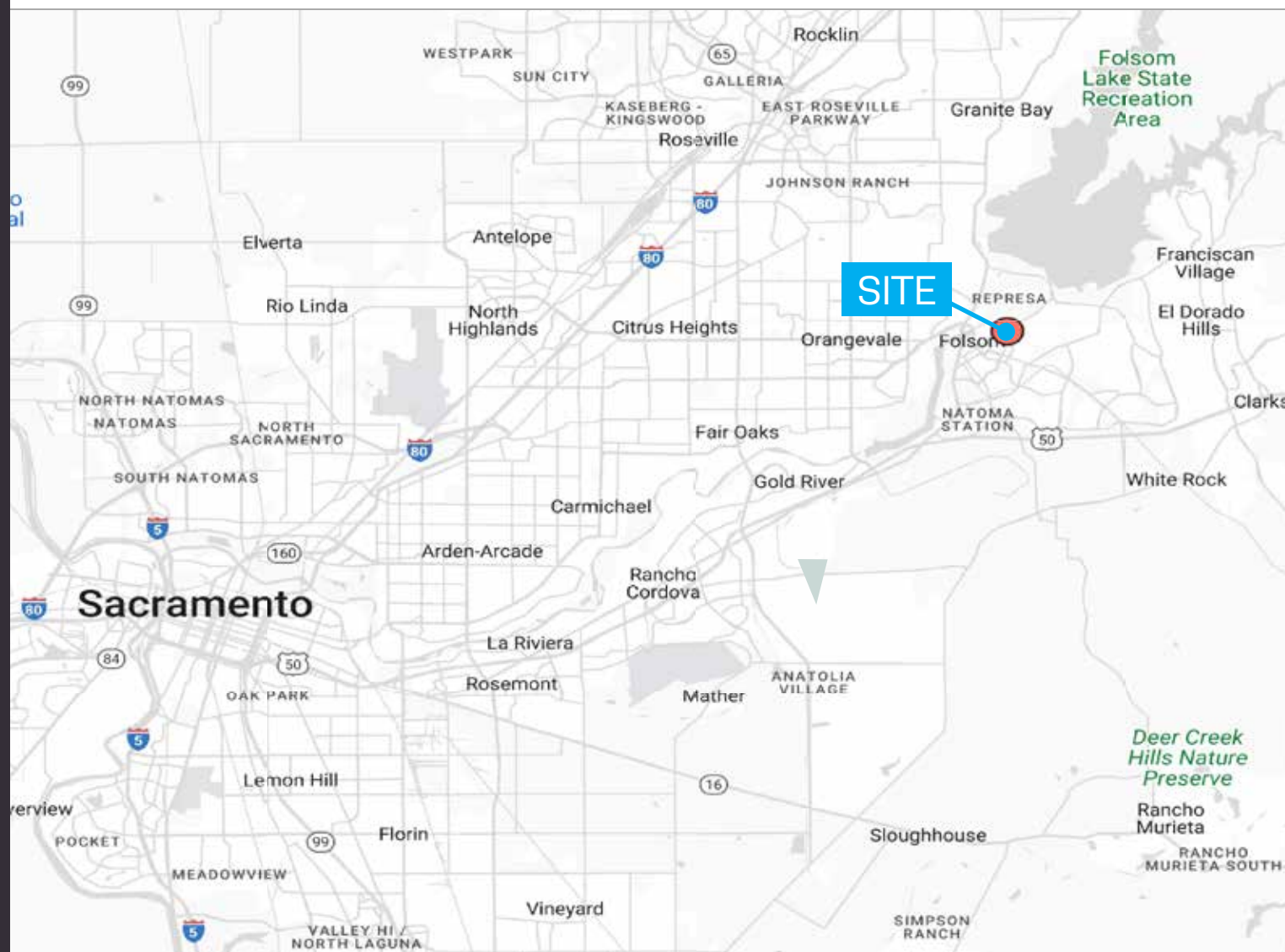


# FOLSOM

Folsom, California is a mid-sized city in Sacramento County with a population of 76,000. It's known for its Gold Rush history, welcoming neighborhoods, high-quality schools, and excellent job opportunities. Folsom is home to tech giants like Intel, Micron, and Toshiba, as well as start-ups like PowerSchool, Inductive Automation, and StemExpress.

Folsom has many outdoor activities, family-friendly attractions, and dining, shopping, arts, and entertainment options. It also has a celebrated historic downtown, vibrant neighborhoods, and highly rated public schools. Folsom has been recognized nationally as one of the best places to raise a family, one of the safest cities in the U.S., and one of the most livable small cities in California.

Folsom has a dense suburban feel, with many residents owning their homes. The median age is 40, which is higher than the U.S. average.



## DISTANCE TO:

Rancho Cordova	14 Miles
Downtown Sacramento	23.6 Miles
Roseville	12.9 Miles
San Francisco	109 Miles
Lake Tahoe	89 Miles



## DISCLAIMER

This Memorandum does not constitute a representation that the business or affairs of the Property or Seller since the date of preparation (05/16/2024) of this Memorandum have remained the same. Analysis and verification of the information contained in this Memorandum are solely the responsibility of the prospective purchaser.

Additional information and an opportunity to inspect the Property will be made available upon written request of interested and qualified prospective purchasers. Seller and Agent each expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers regarding the Property, and/or terminate discussions with any party at any time with or without notice. Seller reserves the right to change the timing and procedures for the Offering process at any time in Seller's sole discretion. Seller shall have no legal commitment or obligations to any party reviewing this Memorandum, or making an offer to purchase the Property, unless and until such offer is approved by Seller, and a written agreement for the purchase of the Property has been fully executed and delivered by Seller and the Purchaser thereunder.

This Memorandum and the contents, except such information which is a matter of public record or is provided in sources available to the public, are of a confidential nature. By accepting this Memorandum, you agree that you will hold and treat it in the strictest confidence, that you will not forward, photocopy or duplicate it, that you will not disclose this Memorandum or any of the contents to any other entity (except to outside advisors retained by you, if necessary, for your determination of whether or not to make a proposal and from whom you have obtained an agreement of confidentiality) without the prior written authorization of Seller or Agent, and that you will not use this Memorandum or any of the contents in any fashion or manner detrimental to the interest of Seller or Agent.

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## NATOMA STREET | FOLSOM NATOMA PROFESSIONAL CENTER



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