



PRICE REDUCED  
BY  
\$700,000

WATCH THE REEL



# 920 20th Street

INCOME PRODUCING OWNER-USER CREATIVE OFFICE BUILDING  
FOR SALE IN THE HEART OF MIDTOWN

AAA-LOCATED  
BUILDING IN MIDTOWN  
NOW PRICED AT  
UNDER  
\$200 PSF



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# THE OPPORTUNITY

± 11,281  
SF OFFICE BUILDING

\$2,200,000  
PURCHASE PRICE

± 5,865  
SF AVAILABLE FOR OWNER/USER

7  
ON-SITE PARKING STALLS

## CREATIVE OFFICE SPACE IN THE HEART OF THE MIDTOWN EXPERIENCE!

Turton Commercial Real Estate is pleased to present the opportunity to purchase an income producing creative office and retail building located at 920 20th Street (the "Property").

Located in the epicenter of Midtown, Sacramento, 920 20th Street is one of the most prominent, visible, walkable and desirable locations at the northwest corner of 20th and J Streets.

The Property features approximately 11,281 square feet of office and retail space, across two floors. The first floor is fully leased to three tenants, generating approximately \$90,876 in year 1 rental

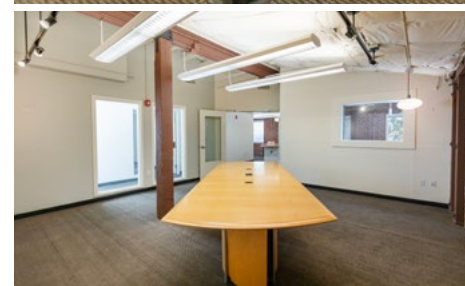
income. The second floor, which is approximately 5,865 square feet, is available for an owner/user or investor. The Property also features seven (7) on-site parking stalls, a rare amenity for Midtown.

Truly the cultural epicenter and entertainment district for the entire city, any business located in 920 20th Street will benefit from immediate access to Midtown's best amenities. The Property also sits immediately adjacent to Northern California's largest and most visited farmer's market. The visibility provided from both J and 20th Streets presents one of the best opportunities for prominent branding in

all of the urban core. The Property is well-suited for a creative firm, trade association, union, law firm, non-profit, or other business that benefits from being near Sacramento's cultural hub.

Creative office buildings in Midtown rarely hit the market for sale. 920 20th Street presents an exceptional opportunity to own a property in a location where not only is the daily quality of life the best in the urban core, but the Building can be used for recruiting, retention and branding too. Great space leads to great ideas, and draws in the best people.

920 20TH STREET IS AVAILABLE FOR IMMEDIATE OCCUPANCY AND IS IN THE HEART OF MIDTOWN



# PROPERTY DETAILS

## OVERVIEW

Address: 920 20th Street, Sacramento, CA 95811  
APN: 007-0014-018-0000  
Building Size: ± 11,281 SF  
Parcel Size: ± 9,600 SF  
Zoning: C-2-SPD  
Year Built: 1910  
Year Renovated: 2007  
Parking: Seven (7) Stalls

## ECONOMICS

Price: \$2,200,000  
Price Per SF: \$195  
Number of Tenants: 3  
Occupancy: 48%  
Year 1 Budget NOI: \$213,324  
Year 1 Cap Rate: 6.88%

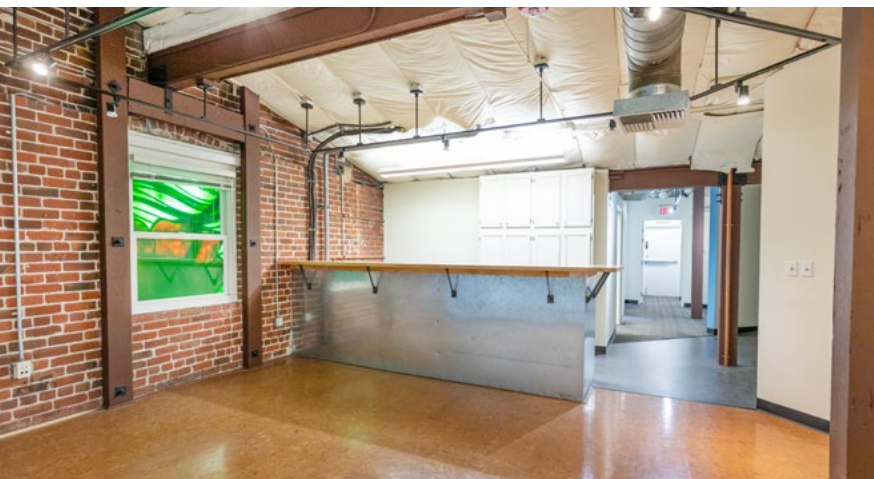
## UTILITY DETAILS

Electricity: SMUD  
Water: City of Sacramento  
Sewer/Stormwater: City of Sacramento  
Gas: Pacific Gas & Electric



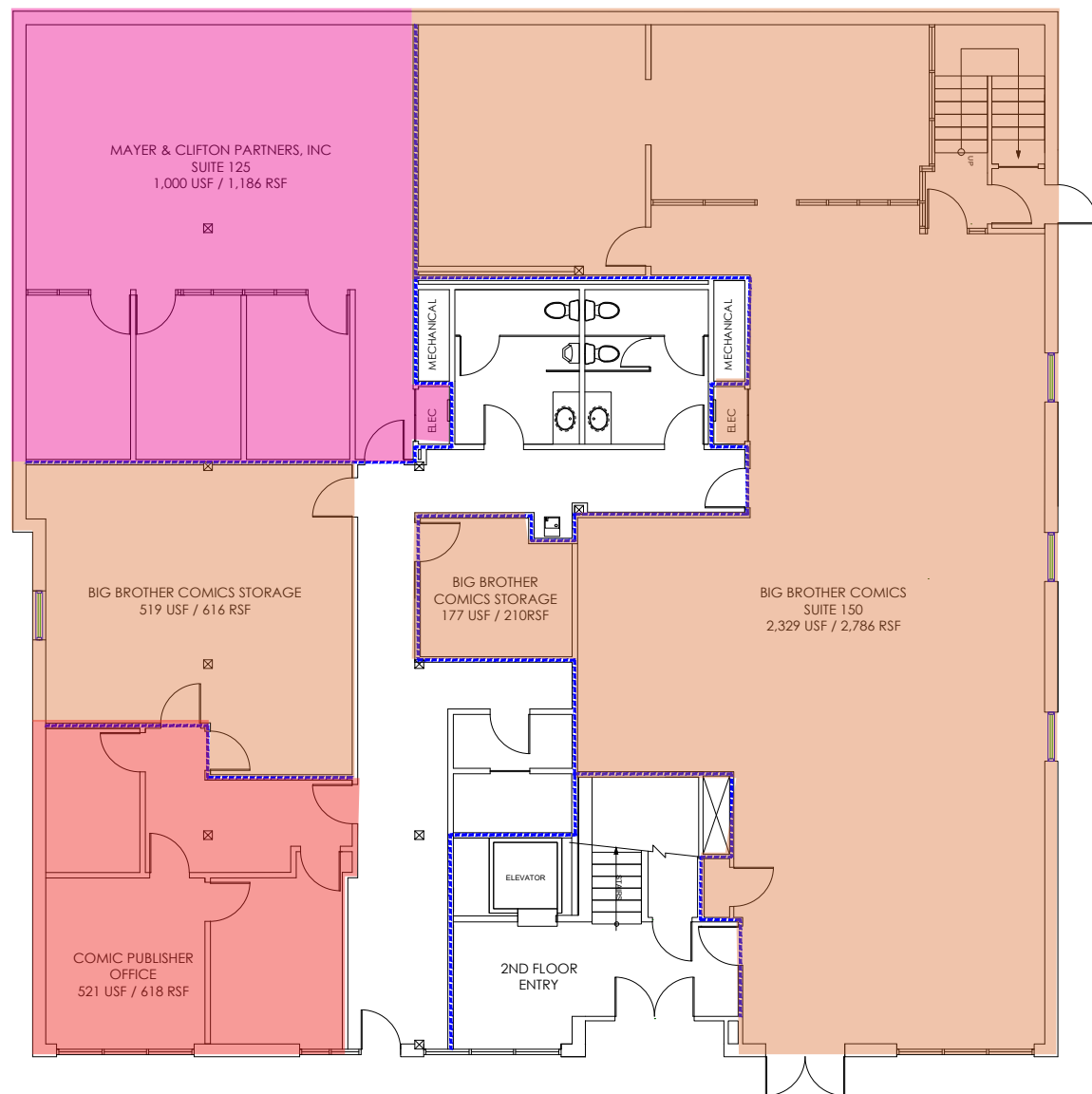
Section One: The Property

920 20th



# FLOOR PLANS

± 5,416  
1ST FLOOR SF



**MAYER & CLIFTON PARTNERS, INC. - SUITE 125:**  
1,000 USF  
1,186 RSF

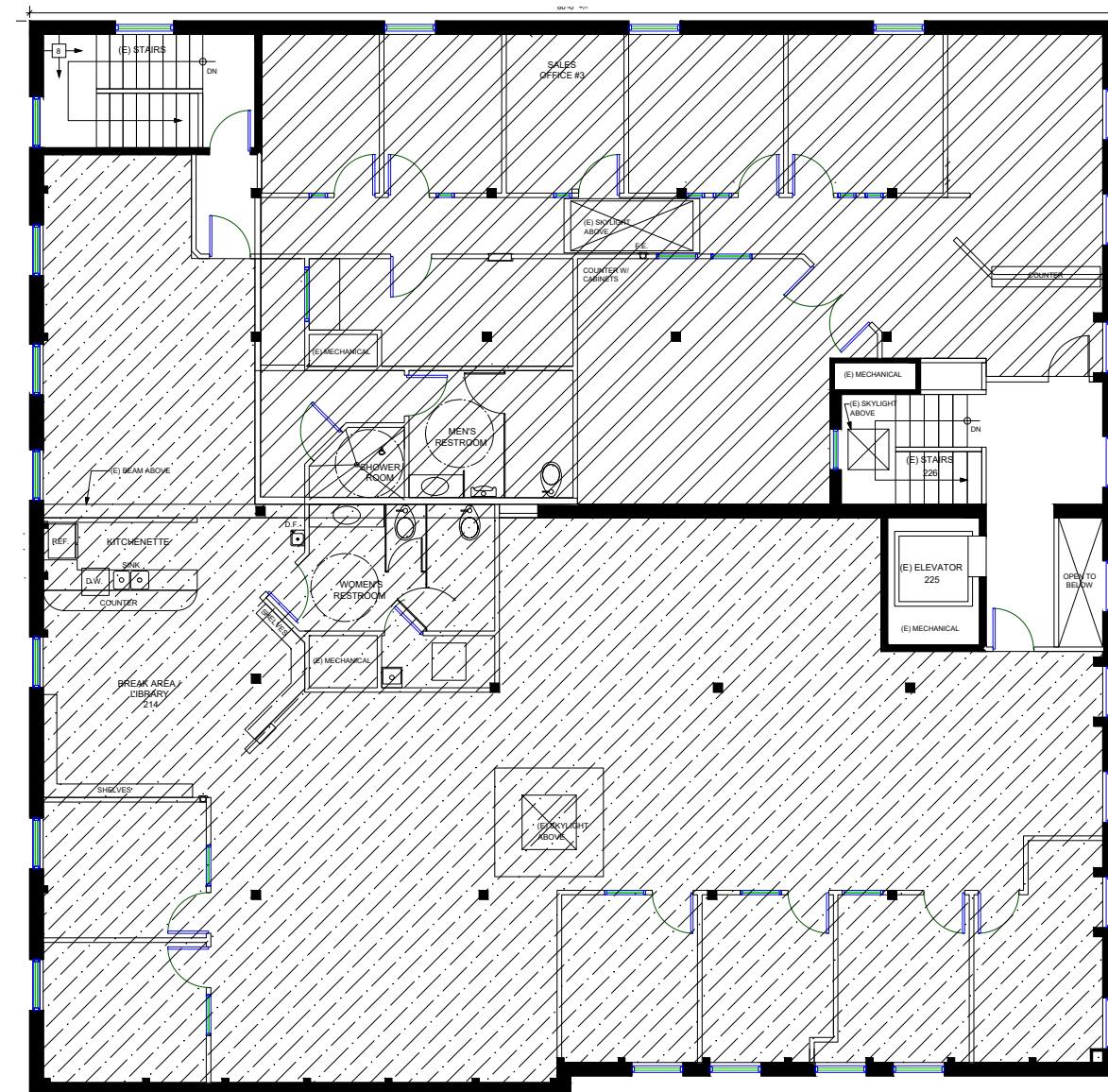
**BIG BROTHER COMICS - SUITE 150:**  
2,329 USF  
2,786 RSF

**STORAGE:**  
519 USF  
616 RSF

**STORAGE:**  
177 USF  
210 RSF

**COMIC PUBLISHER OFFICE:**  
521 USF  
618 RSF

± 5,865  
2ND FLOOR SF



← 20TH STREET →



# THE TENANTS

## BIG BROTHER COMICS

Since 2006 Big Brother Comics has been the Sacramento region's source for new & used comics, trade paperbacks, board games, and Magic: the Gathering. They cater to a variety of interests, including boardgames, comic books, trading cards, collectables, and art.

Big Brother has a very loyal and strong following in the Sacramento region and beyond, with patrons coming from as far as the Bay Area and Placer County. Big Brother benefits greatly from having a familiar and central Midtown location, and intends on being at the Property for the long-term.

|                        |                      |
|------------------------|----------------------|
| Lease Start:           | June 1, 2022         |
| Lease Expiration:      | May 31, 2032         |
| Rentable SF:           | 2,765 SF             |
| Current Monthly Rent:  | \$4,788 or \$1.73/SF |
| Estimated Market Rent: | \$6,500 or \$2.35/SF |



## WHATNOT PUBLISHING

Whatnot Publishing is a comic book publisher that encourages creatives to see their dreams and ideas come to reality. They focus on new ideas, characters and concepts from a variety of writers and artists.

They publish dozens of comic lines, for a variety of interests and readers. They are headquartered in Sacramento, and occasionally collaborate with Big Brother Comics.

|                        |                      |
|------------------------|----------------------|
| Lease Start:           | December 1, 2022     |
| Lease Expiration:      | November 30, 2023    |
| Rentable SF:           | 520 SF               |
| Current Monthly Rent:  | \$1,000 or \$1.92/SF |
| Estimated Market Rent: | \$1,222 or \$2.35/SF |



## MAYER & CLIFTON

Mayer & Clifton Partners, Inc. is a full service commercial real estate mortgage banking and brokerage company. The Partners and their Broker Associates have over 75 years of combined real estate and financing expertise.

The goal of Mayer & Clifton is to provide a highly professional and personalized level of service with particular attention on serving clients in the Sacramento Valley and the San Francisco Bay Area. They have leased at the building for many years, and benefit from a central Midtown Sacramento location.

|                        |                      |
|------------------------|----------------------|
| Lease Start:           | 2010                 |
| Lease Expiration:      | Month to month       |
| Rentable SF:           | 1,186 SF             |
| Current Monthly Rent:  | \$1,385 or \$1.30/SF |
| Estimated Market Rent: | \$2,372 or \$2.00/SF |





# BUILDING LOCATION

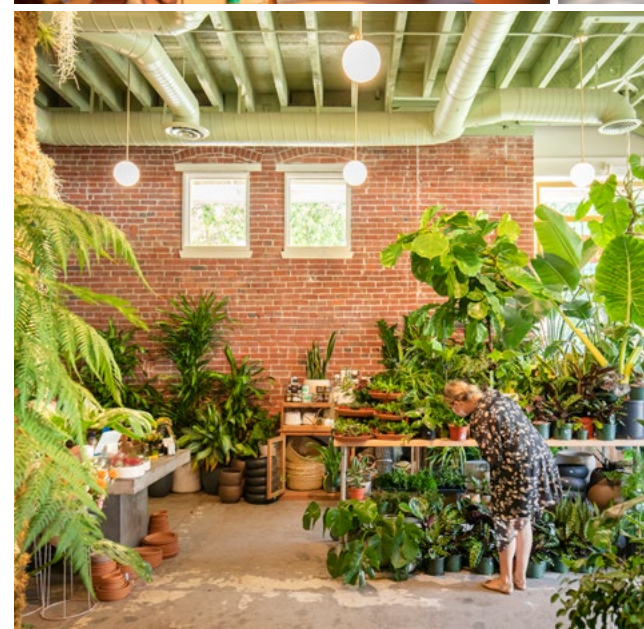
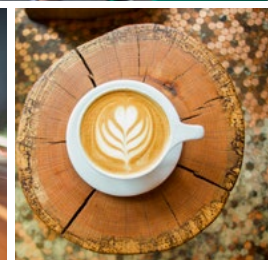
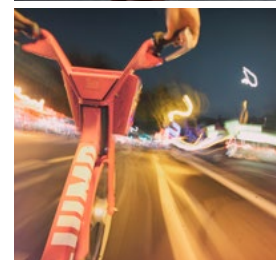
## IN THE HEART OF MIDTOWN SACRAMENTO!

- 1/2 block from MARRS Building
- 3 blocks from the Memorial Auditorium
- 5 blocks from the Safe Credit Union Convention Center
- 6 blocks from the California State Capitol

920 20th Street is located within a short walk from many of Midtown's most desirable amenities, including Temple Coffee, N Street Café, Jack's Urban Eats, Chipotle, Waterboy, Zocalo, Mulvaney's, Der Bier Garten, Cantina Alley, LEXI boutique, the Burger Patch, Art Beast, Flamingo House, the MARRS Building (home to LowBrau, Love Child, Nekter Juice Bar, Azul taqueria & tequila bar, Sleek Wax, Kin Thai restaurant, and Peet's Coffee), Faces, The Depot, Mango's and much more. Furthermore, the Subject Property can take advantage of a handful of service-based amenities within a few blocks including Golden 1 Credit Union, UPS Store, Floppy's Printing, Judi's cleaners, and some of the best hair and nail salons in the region. Midtown Sacramento is the perfect blend of care-

fully curated local, national, and regional retailers with an eclectic mix of high-end demographic occupations embedded in a landscape of unique older buildings paired with mature trees. 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 the fruitful submarket. Many people consider Midtown to be the most desirable area in the city of Sacramento, with easy freeway access and adjacent to Downtown, Old Sacramento, West Sacramento and East Sacramento. One block away the opportunity, the Lavender Heights neighborhood has emerged as one of the submarket's hottest micro-markets. The epicenter of this exciting district is the MARRS building. The neighborhood recently welcomed rainbow cross

walks to commemorate the cultural inclusion and progressive thinking of the neighborhood. The neighborhood features some of Sacramento's most successful restaurants and nightlife venues and has over thirty unique mix of local restaurants, art galleries, coffee houses and boutiques. The Lavender Heights district has high foot traffic both day and night and is a local hot spot for those who love to eat and drink and enjoy many of Midtown's most popular establishments. While it is an excellent starting location for the popular Second Saturday festivities, this area is home to many additional noteworthy events such as the Midtown Love, The Midtown Farmers' Market, Midtown Mini, THIS Sacramento block parties, PARK(ing) Day, and so much more!





## MIDTOWN SACRAMENTO

Business owners, residents and investors near and far have flocked to Midtown - the center of Sacramento's art, music, and cultural scene to cash in on the fruitful submarket. Where people come to meet with friends and make new friends over beer, good food, farmer's markets and art events, Midtown caters to the daytime workforce as well as the weekend neighborhoods. Embedded in canopies of old growth elms, oak, sycamore and maple trees,

Midtown provides the most walkable live/work district in the region. Twenty of the best 25 restaurants in the region are located in the urban core. Businesspeople and dog walkers alike fill the regions most distinct and eclectic cafes. Midtown is regarded as the heart-beat of Sacramento culture. This whole area boasts high foot traffic both day and night; it's a hot spot for those who love to eat, drink, and enjoy many of Midtown's most popular estab-

lishments. Large infill housing and mixed-use development projects are sprinkled throughout the grid but concentrated in Midtown, indicating regional growth and an increased emphasis on inner-city living. Midtown development is abundant and headlined by several high identity projects. With over 2,000 residential units constructed since 2018 and an-other 2,000 planned, the outlook for business and retail in Midtown is very bright indeed.



# NEARBY AMENITIES

The Property benefits from all that Midtown Sacramento has to offer. The ultra centralized location provides easy access to both the Lavender Heights District and Handle District which both offer numerous amenities and events\*.

### LAVENDER HEIGHTS

- Azul Mexican
- Badlands
- Burger Town
- Comedy Spot
- Domino's Pizza
- Faces
- Hoptology Beer Lab
- Kin Thai
- Lavender Library
- LowBrau
- Mango's
- Mercantile Saloon
- Morning Fork
- Nekter
- Peet's Coffee
- Q Spot
- Roscoe's Bar & Burgers
- Sacramento LGBT Community Center

- Sac Republic FC Store
- Sawasdee Thai
- Sleek Wax Bar
- Starbucks
- The Depot
- The G Spot
- The Old Spaghetti Factory
- Time Tested Books
- World Famous HOTBOYS
- Midtown Farmers' Market\*

### HANDLE DISTRICT

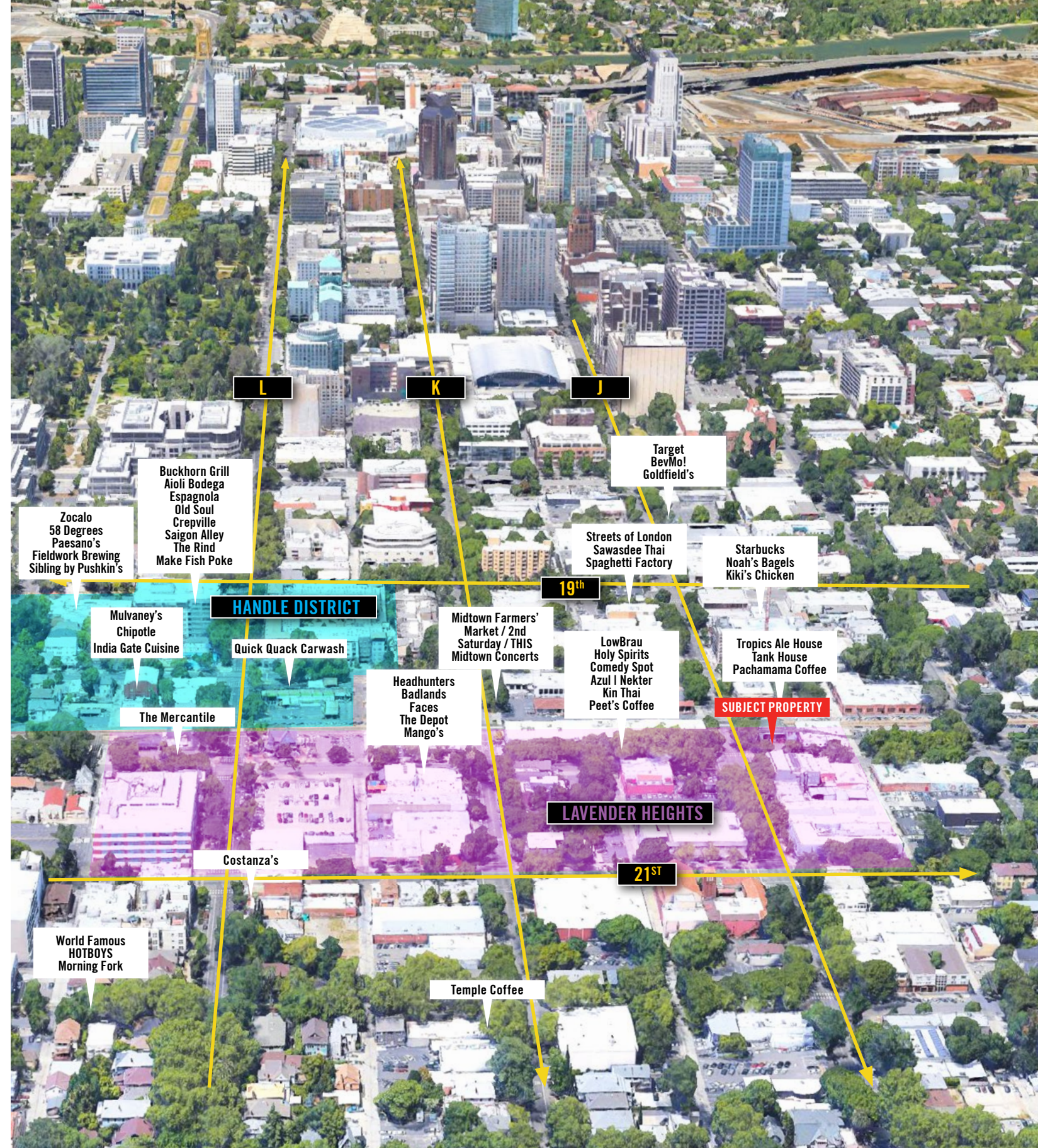
- 58 Degrees & Holding Co.
- Aioli Bodega Espanola
- Bober Tea & Coffee
- Chipotle
- Crepeville
- Fieldwork Brewing Co.
- Grocery Outlet
- Heart Clothing Boutique

- Jack's Urban Eats
- Jet's
- Kombucha Kulture
- Mulvaney's B&L
- Old Soul Coffee
- Paesanos
- Pazza Notte
- Portofino's
- Quick Quack Car Wash
- Saigon Alley
- Scout Living
- Sibling by Pushkin's
- Strapping Midtown
- The Rind
- The Waterboy
- Yogurtagogo
- Zocalo
- Bastille Day Festival\*
- Beer Street\*
- Dress up, Wine Down\*

### OTHER (WALKING DISTANCE)

- Second Saturday\*
- Adamo's
- Babe's Ice Cream
- Burger Patch
- Bombay Bar & Grill
- Burgers and Brew
- Cantina Alley
- Chicago Fire
- Chita's Taqueria
- Cornerstone
- Der Biergarten
- Drunken Noodle
- Federalist Public House
- Flamingo House
- Fleet Feet
- Ginger Elizabeths
- I Love Teriyaki
- Kupros Craft House

- Mike's Camera
- Noah's Bagels
- N Street Cafe
- Otoro Midtown
- Pachamama Coffee Coop
- Pizzasaurus Rex
- Rick's Dessert Diner
- Ro Sham Beaux
- Sun & Soil Juice
- Starbucks
- Tank House BBQ
- Tapa the World
- Temple Coffee
- Thai Basil
- The Cabin
- The Golden Bear
- The Mill
- The Porch
- Tres Hermanas
- Zelda's Pizza





# NEARBY DEVELOPMENT

## The Convention Center



Reopened in July of 2021, the convention center's new renovations are expected to increase citywide conventions from 36 to 61. That is an increase of more than 150,000 new hotel room nights. The average spending of a convention attendee is \$100 per day in Sacramento, with an average hotel room costing about \$150 per night. According to the Greater Sacramento Economic Council, the convention center brings more than \$700 million to the region.

## The Bernice



The former Clarion Hotel will be replaced by a 180,000 SF mixed-use residential project dubbed the The Bernice. The project will include 186 market rate apartment units and 3,010 SF of retail

## 19J



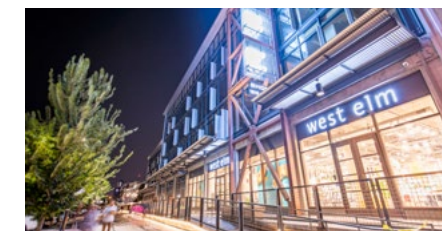
Located at 9th and J, this project is a mixed-use building with 7,000 SF of retail space under 173 residential units. Aimed at Millennials, these apartments will be affordable yet competitive in price.

## H16



A residential development with 95 apartment units and live-work units on the first floor. Built on what was the former Clarion Hotel parking lot.

## Ice Blocks



Completed. Sacramento's largest live, work, play destination with creative retail, including: West Elm, Mendocino Farms, Shake Shack & Beast + Bounty.

## 17 Central



Mixed-use residential project that will feature 111 residential units and over 1,800 SF of commercial space. Proposed by D&S Development, will be built on what is the former home of the Sacramento Ballet.

## E@16 - The Eleanor



95 market rate and live-work units, pet spa, bike storage and other amenities.

## 16th & J



A parking lot on the NE corner of 16th and J in Midtown would disappear for a five-story, 73-unit apartment building with ground-floor retail, by SKK.



# SACRAMENTO

1,317,600  
LABOR FORCE

91,637  
TOTAL ESTABLISHMENTS

\$83,493  
MEDIAN HOUSEHOLD EXPENDITURE

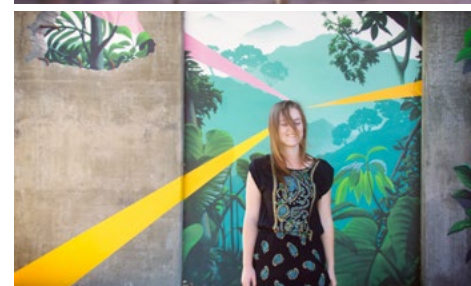
GSEC 2023  
GIS Planning 2022

## CALIFORNIA'S FASTEST-GROWING METROPOLITAN AREA

The word "renaissance" is often overused and inappropriate to describe economic improvement in the urban core of cities throughout the United States. However, that's not the case for Sacramento. Since the formal approval to construct Golden 1 Center, the floodgates have figuratively

opened to the urban migration of retailers, businesses and residents. Huge chunks of the urban core have been revamped, with more redevelopment currently underway. New projects surrounding the property, namely the Downtown Commons and The Railyards, are contributing to this an

exciting time for the city. In California, nowhere is the word "renaissance" more applicable and demonstrable than in Downtown Sacramento, and 920 20th Street is situated in the middle of everything.



# 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 Mid-sized 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**

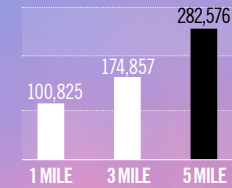
GSEC 2023  
Applied Geographic Solutions & GIS Planning 2022

## PERCENTAGE OF POPULATION WITH A DEGREE OR SOME COLLEGE:

**68%**

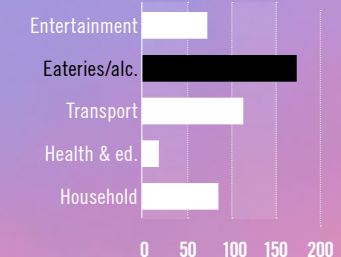
GSEC 2023  
Applied Geographic Solutions & GIS Planning 2022

## 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

## 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  
Applied Geographic Solutions & GIS Planning 2022

## 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  
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## SACRAMENTO OWNERS VS. RENTERS



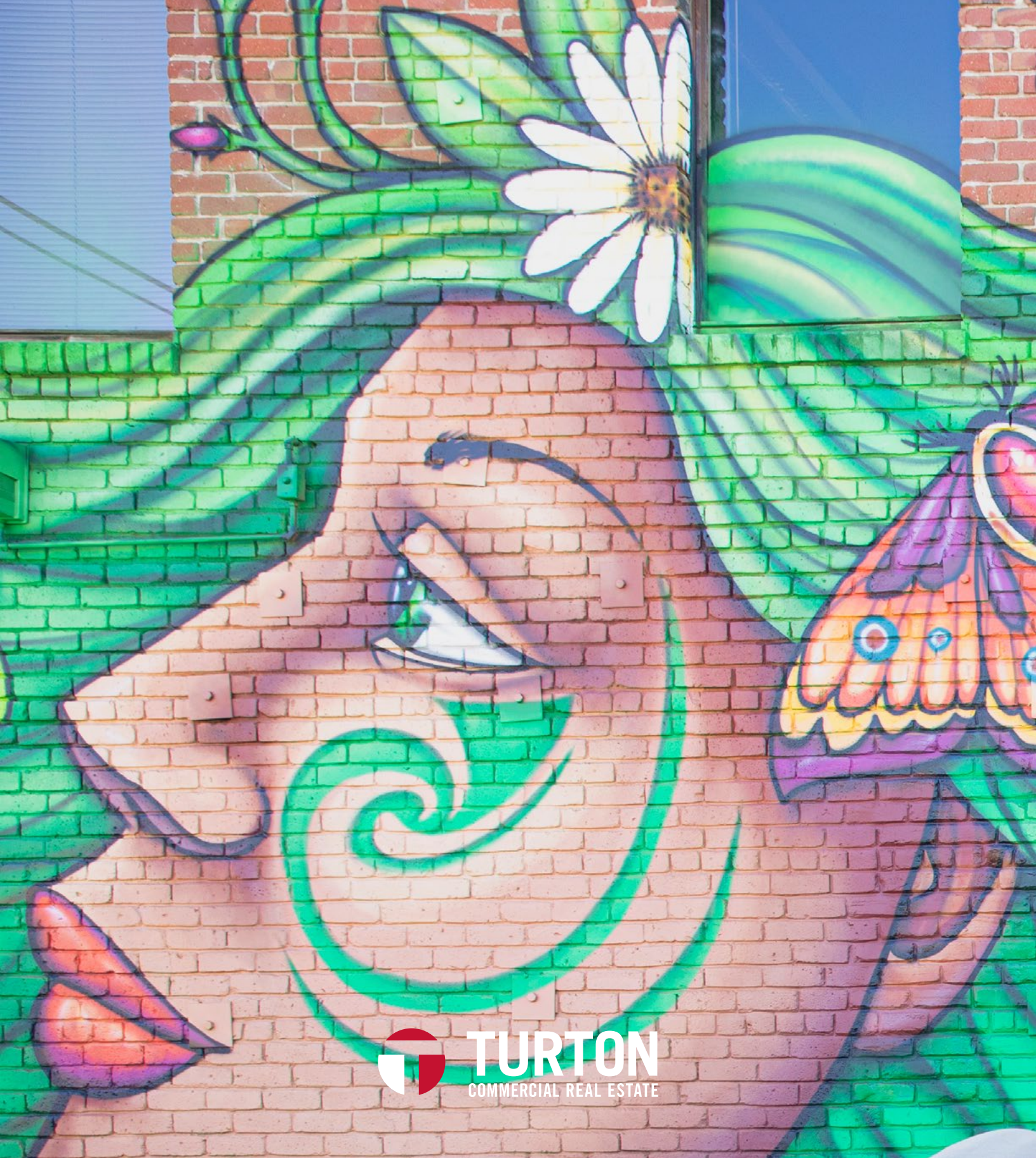
GSEC 2023  
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**WALK SCORE:**  
**98**  
Walker's Paradise

**BIKE SCORE:**  
**62**  
Biker's Paradise

**TRANSIT SCORE:**  
**96**  
Good Transit

walkscore.com  
1500 Capitol



**TURTON**  
COMMERCIAL REAL ESTATE