



13405 FOLSOM BLVD.

BLDG. 500

**Owner/User and/or
Investment Property**
in Folsom



NEWMARK

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Summary of Basic Facts



ADDRESS	13405 Folsom Blvd, Building 500 Folsom, CA
SIZE	12,000 SF (Per assessors records)
AVAILABLE SPACE	Currently 90% leased
OWNER/USER OPPORTUNITY	Seller will vacate 6,040 RSF to allow an owner user to occupy over 50% of the building
YEAR BUILT	2005
ROOF	Tile
HVAC	12 Individual units (7 new)
CONSTRUCTION	Wood Frame with structural steel and stucco exterior



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Fee Simple with Owners Association

Highlights

- ★ Multi-tenant office building for sale
- ★ 90% leased. Seller will sign a 5 year lease at close of escrow
- ★ Seller will vacate 6,040 RSF to allow an owner user to occupy over 50% of the building
- ★ Value-add opportunity to convert leases to BOMA rentable square footage calculations
- ★ Move-in ready with furniture available for purchase
- ★ Full service lease with common area break room
- ★ Within an office-retail business park
- ★ Located on Folsom Blvd, near Blue Ravine Road
- ★ Abundant on-site parking
- ★ Easy access to Highway 50
- ★ Immediate vicinity of housing, shopping and restaurants



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13405 Folsom Blvd, Building 500



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Folsom Region



Population
92,577



Median Household Income
\$119,824



Homeownership
72%



Education
50.1% Bachelor's Degree or
higher



8% office vacancy rate



\$2.33 average office asking rent
PSF



Major employers & top workforce segments



Market Observations



Economy

Tech-Oriented: Folsom's economy is heavily influenced by the technology sector, with a presence of major companies like Intel.

Diversified Industries: While tech is prominent, the city also supports a wide range of industries, including healthcare, professional services, and manufacturing.

Strong Economic Development Efforts: The City of Folsom, in partnership with the Folsom Economic Development Corporation, actively supports business growth through various initiatives.

Fiscal Stability: The city's financial planning emphasizes careful management of expenditure growth to ensure long-term sustainability.

Economic Statistics: Unemployment Rate: As of June 30, 2024, Folsom's unemployment rate was 3.8%, significantly lower than the state average.

Home Values: The average home value in Folsom is **\$832,000**, reflecting a 4% increase over the previous year.



Market Observations



Lease Market Fundamentals

- » Sacramento's office market continued showing signs of stabilization in the second quarter. The total vacancy rate **decreased just 20 basis points** over the quarter to **15.8%**, continuing the decline from the vacancy rate of 17.3% a year ago in the second quarter 2025. Availability dropped 40 basis points to **19.4%**, a drop of **160** basis points from one year ago.
- » Net absorption was **139,554** square feet, **bouncing back** from the negative 317,080 SF from the first quarter.
- » Leasing activity in the second quarter remained steady compared to last quarter but is the **lowest since** the second quarter of 2021 as occupiers appear to still be waiting on the sidelines as they wait out recent fluctuations in the overall market.



Major Transactions

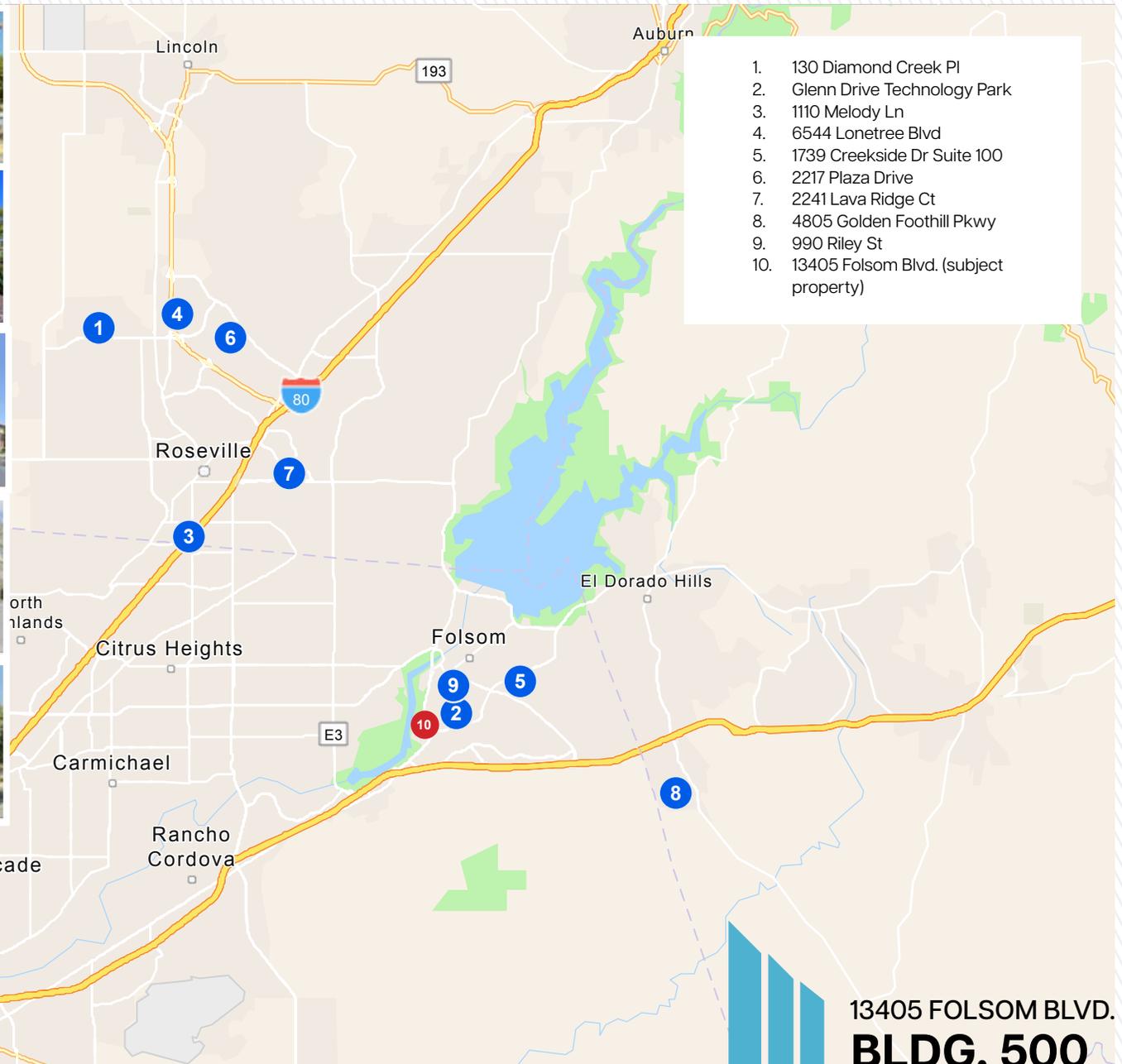
- » **Sutter Health** signed the largest lease of the quarter in Downtown Sacramento, leasing over 133,000 square feet at 660 J Street.
- » Another healthcare provider signed the second largest lease for the quarter. **Kaiser Foundation Health Plan** extended their lease of 73,180 SF at 1660 E Roseville Parkway in the Roseville Douglas Corridor submarket.
- » Sales volumes was muted in the first half of the year. The largest sale in the second quarter was **ICC Investments'** acquisition of 2750 Gateway Oaks Drive in South Natomas for \$6.77M, or \$83.13/SF. This was a private sale between two individual parties.



Outlook

- » The demand and supply equation should return to a more balanced outlook over the longer term once the economy settles and companies start expanding and taking larger blocks of space again.
- » We anticipate that leasing fundamentals will improve in the medium to longer term, with the vacancy rate ticking down as asking rents continue to get pushed up. Once the market starts tightening, we expect concessions should back off, putting upward pressure on effective rental rates.

Sale Comparables



**13405 FOLSOM BLVD.
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Sale Comparables Summary Statistics

SALE ATTRIBUTES	LOW	AVERAGE	MEDIAN	HIGH
Sale Price	\$1,600,000	\$2,659,773	\$2,136,000	\$5,031,000
Sale Price Per SF	\$215	\$283	\$287	\$380
Cap Rate	7.0%	7.3%	7.2%	7.7%
Sale Price Per AC	\$1,972,477	\$4,004,838	\$3,435,746	\$14,146,667

PROPERTY ATTRIBUTES	LOW	AVERAGE	MEDIAN	HIGH
Building SF	5,516 SF	9,412 SF	9,454 SF	16,125 SF
Year Built	1960	1999	2003	2007
Stories	1	1	1	1
Typical Floor SF	4,727 SF	9,241 SF	9,454 SF	16,125 SF
% Leased At Sale	0.0%	56.9%	100%	100%
Star Rating	 2	 2.7	 3	 3

Summary Statistics exclude For Sale and Under Contract listings

Sale Comps List

	PROPERTY NAME ADDRESS	TYPE	BUILT/ RENOVATED	SIZE (% LEASED)	SALE DATE	PRICE	CAP RATE
1	130 Diamond Creek Pl Roseville, CA 95747	Office ★☆☆☆☆	2002	6,914 SF (0%)	10/1/2024	\$2,000,000 (\$289.27/SF)	-
2	Glenn Drive Technology Park 910 Glenn Dr Folsom, CA 95630	Office ★★★★☆	2007	8,958 SF (0%)	5/31/2024	\$2,010,728 (\$224.46/SF)	-
3	1110 Melody Ln Roseville, CA 95678	Office ★★☆☆☆	1960	6,437 SF (12.4%)	5/31/2024	\$1,600,000 (\$248.56/SF)	-
4	Bldg 23 6544 Lonetree Blvd Rocklin, CA 95765	Office ★★★★☆	2007	5,516 SF	11/1/2023	\$1,650,000 (\$299.13/SF)	-
5	Bldg A 1739 Creekside Dr Folsom, CA 95630	Office ★★★★☆	2007	9,950 SF (0%)	10/18/2023	\$3,234,000 (\$325.03/SF)	-
6	Stanford Ranch Office Plaza 2217 Plaza Dr Rocklin, CA 95765	Office ★★★★☆	2005	14,106 SF (100%)	9/15/2023	\$3,800,000 (\$269.39/SF)	7.25% Actual
7	2241 Lava Ridge Ct Roseville, CA 95661	Office ★★☆☆☆	1996	5,584 SF (100%)	7/31/2023	\$2,122,000 (\$380.01/SF)	-
8	4805 Golden Foothill Pky El Dorado Hills, CA 95762	Office ★★★★☆	1996/2012	16,125 SF (100%)	6/21/2023	\$5,031,000 (\$312.00/SF)	-
9	990 Riley St Folsom, CA 95630	Office ★★★★☆	2004	10,527 SF (100%)	3/24/2023	\$3,000,000 (\$284.98/SF)	7.00% Actual
10	13405 Folsom Blvd. Folsom, CA 95630	Office ★★★★☆	2004	12,000 (91.5%)			

First Floor Plan

PREPARED FOR:
13405 Folsom Blvd, Suite 511
Folsom, CA 95630

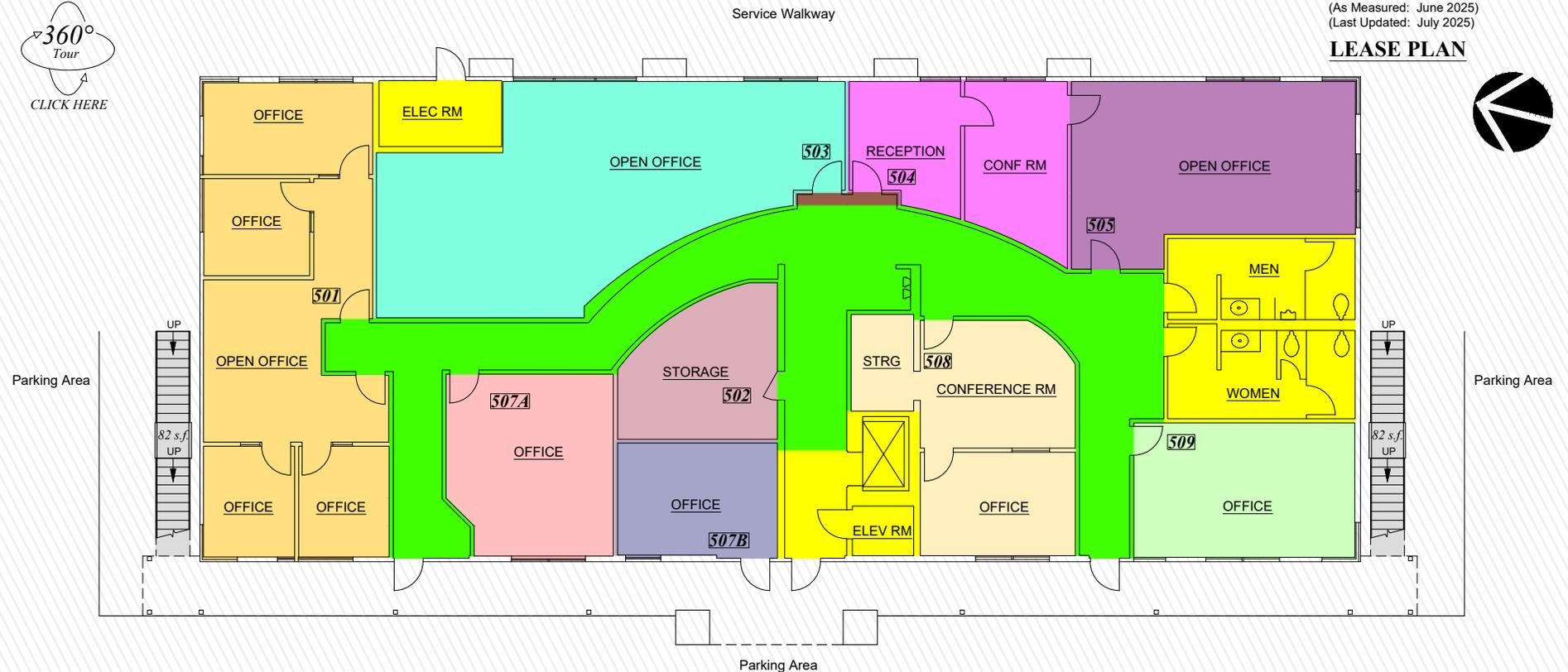


FOLSOM BLVD

13405 FOLSOM BLVD
FOLSOM, CA

FIRST FLOOR
(As Measured: June 2025)
(Last Updated: July 2025)

LEASE PLAN



BUILDING SUMMARY	SQ.FT.
Total Rentable	12,390
Total Occupant	8,311
Total Usable	8,281
Total Tenant Ancillary	30
Total Non-Allocated Tenant	0
Floor Service	2,118
Building Service	1,549
Inter-Allocated Service	0
Building Amenity	411
Inter-Allocated Amenity	0
Total Vertical Penetration	73
Total Parking	0

FLOOR SUMMARY	SQ.FT.
Total Rentable	6,213
Total Occupant	4,096
Total Usable	4,081
Total Tenant Ancillary	14
Total Non-Allocated Tenant	0
Floor Service	1,086
Building Service	678
Inter-Allocated Service	0
Building Amenity	0
Inter-Allocated Amenity	0
Total Vertical Penetration	0
Total Parking	0

Suite #	Occup. Area	Non-Alloc.	Rentable	Final R.	Final LF	% of Tot. R.
501	866.4		1,314.4	1,314.4	1,517.1	10.6
502	226.3		343.3	343.3	1,517.1	2.8
503	863.3		1,309.7	1,309.7	1,517.1	10.6
504	342.4		519.4	519.4	1,517.1	4.2
505	505.4		786.7	786.7	1,517.1	6.2
507A	318.9		483.9	483.9	1,517.1	3.8
507B	200.5		304.1	304.1	1,517.1	2.5
508	452.3		686.1	686.1	1,517.1	5.5
509	320.1		485.6	485.6	1,517.1	3.9

AREAS COMPUTED IN ACCORDANCE WITH
ANSI/BOMA (Z65.1) 2024 OFFICE STANDARD,
METHOD A (Multiple Load Factors Method).

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Survey Accuracy: +/- 0.03%

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Second Floor Plan

PREPARED FOR:
13405 Folsom Blvd, Suite 511
Folsom, CA 95630

13405 FOLSOM BLVD
FOLSOM, CA

SECOND FLOOR
(As Measured: June 2025)
(Last Updated: July 2025)

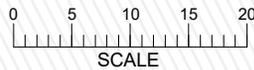


LEASE PLAN



FLOOR SUMMARY	SQ.FT.
Total Rentable	6,177
Total Occupant	4,216
Total Usable	4,199
Total Tenant Ancillary	18
Total Non-Allocated Tenant	0
Floor Service	1,036
Building Service	571
Inter-Allocated Service	0
Building Amenity	411
Inter-Allocated Amenity	0
Total Vertical Penetration	73
Total Parking	0

Suite #	Occup. Area	Non-Alloc.	Rentable	Final R.	Final LF	% of Tot. R.
511	3,066.0		5,696.9	5,696.9	1,465.3	46.0
517	327.9		479.9	479.9	1,465.3	3.9



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Proforma Financials

INCOME	
Other Income	0.00
Rental Revenue	222,212.00
Telco Revenue	4,200.00

EXPENSE	
Association Due	30,062.33
Computer and Internet Expenses	7,639.96
Insurance Expense	5,000.00
Janitorial Service	14,834.12
Permit	225.00
Professional Fees	0.00
Property Tax	Ad Valorum
Rent Expense	0.00
Repairs and Maintenance	10,000.00
Signage	0.00
Tax	1,100.00
Utilities	20,932.10



Rent Roll

Ste.#	Per Leases		Per BOMA Calcs		Status & Notes	Current Rents and SF		Market Rents and Current SF	
	RSF	USF	RSF	USF		\$/RSF	\$	\$/RSF	\$
501	1012	843	1314	866	Leased-1	\$1.95	\$1,973.40	\$2.15	\$2,175.80
502	313	250	343	226	Storage	\$0.00	\$0.00	\$2.15	\$672.95
503	1016	847	1309	863	Vacant	\$0.00	\$0.00	\$2.15	\$2,184.40
504	462	385	519	342	Leased-4	\$2.10	\$969.56	\$2.15	\$993.30
505	552	460	767	505	Leased	\$2.10	\$1,158.44	\$2.15	\$1,186.80
507A	377	314	484	318	Leased	\$2.22	\$838.00	\$2.15	\$810.55
507B	228	190	304	200	Leased	\$2.32	\$528.00	\$2.26	\$515.28
508	526	440	686	452	Leased	\$2.38	\$1,252.02	\$2.21	\$1,162.46
509	386	322	486	320	Leased	\$2.15	\$830.25	\$2.15	\$829.90
510	4286	3572	5697	3888	Leased-10	\$1.83	\$7,843.75	\$2.15	\$9,214.90
516	554	462			Common	\$0.00	\$0.00	\$0.00	\$0.00
517	386	322	480	328	Leased	\$2.04	\$786.95	\$2.15	\$829.90
Total	10,098	8,407	12,389	8,308			\$16,180.37		\$20,576.24

Notes:

Suite 501 includes 506 on old building diagrams

Suite 510 includes 510-515 and north hallway on old building diagrams

Suite 502 is currently used as storage

Suite 516 is kitchen - common area

1. Commenced 4/1/25; \$2081.94 on 4/1/26; \$2196.44 on 4/1/27

4. 2/1/27: \$2,345; 2/1/28: \$2,600 for Suites 504 & 505

10. 5 year lease from COE with 2% annual increases

Annual:	\$194,164	Annual:	\$246,915
Vacancy Rate:	Actual	Vacancy Rate:	10%
Forecast:	\$194,164		\$222,223



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