



97 Natoma Street, Folsom CA Leased Investment Opportunity

Offering Memorandum



97

Natoma Street

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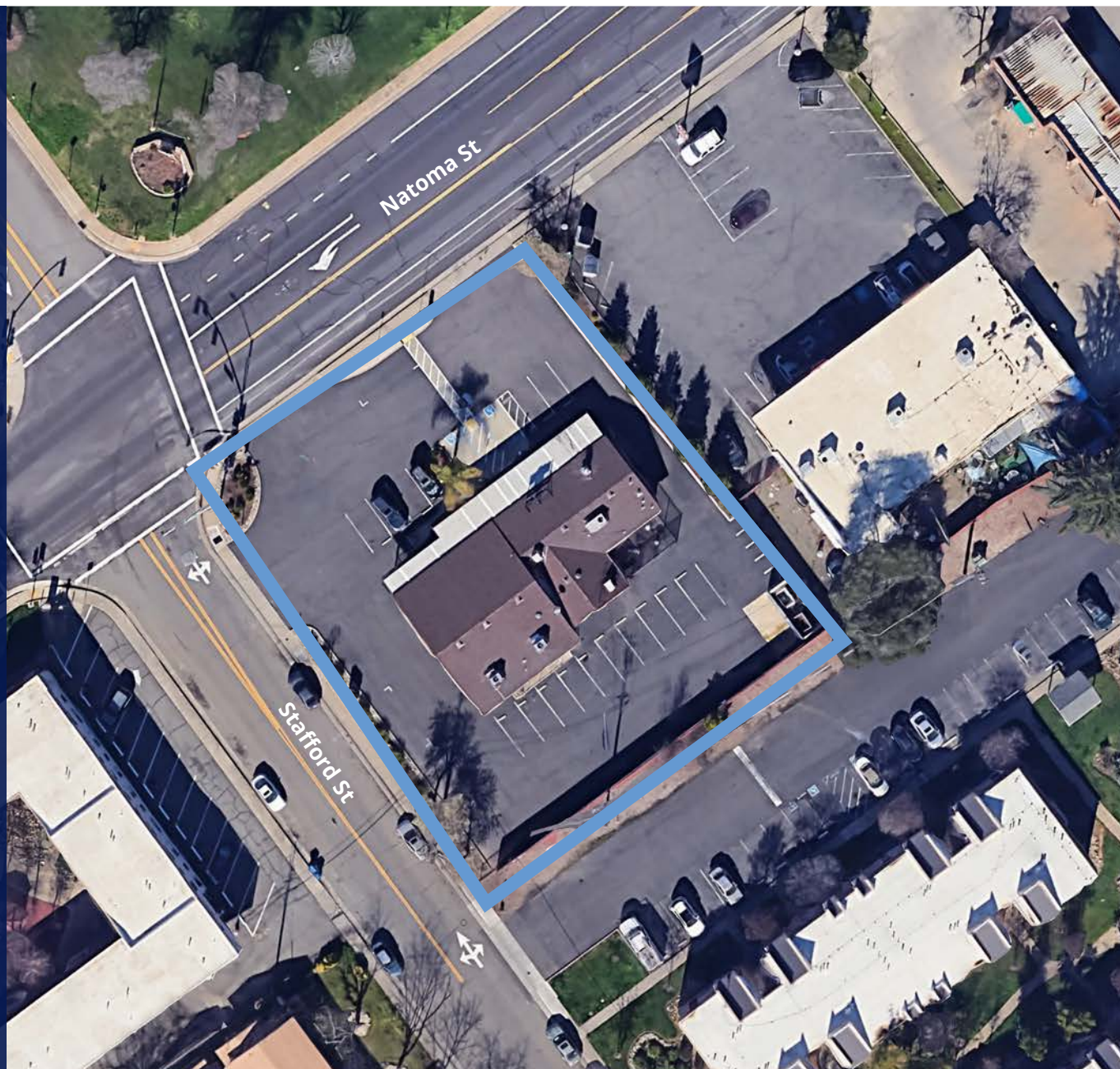
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Presented by

Mallory Gonzalez, CCIM
Senior Associate
+1 916 830 2578
mallory.moore@colliers.com
CA Lic. 02030854

Scott Bennett
Executive Vice President
+1 916 563 3013
scott.bennett@colliers.com
CA Lic. 01351389

Colliers
301 University Avenue Ste 100
Sacramento, CA 95825
+1 916 929 5999
colliers.com/sacramento

Colliers

01 | Executive Summary

The Offering

Colliers is pleased to present this one of a kind Leased Investment opportunity to acquire 97 Natoma St, which is a single-story, ±3,862 SF multi-tenant retail building, located in Folsom CA.

The building is leased to Poppy's Bar & Que Restaurant, and Folsom City Ink, both well-known, established local tenants. The restaurant and bar's strong local following stems from the previous long-term tenancy of Folsom Dam Bar.

The subject property is located in the heart of Folsom, close in proximity to Historic Folsom, Folsom Lake, Lake Natoma, and the Palladio.



97 Natoma Street | Folsom, CA

Investment Summary

Offering Price	\$1,350,000
Cap Rate	4.38%
Size	±3,862 SF
Year Built/ Renovated	1985/2024
Tenants	Poppy's Bar & Que/Folsom Dam Bar Folsom City Ink
2025 Rental Income	\$86,100
2025 Est. OPEX	Insurance: \$10,000 (estimate) Taxes: \$14,850 Landscaping: \$2,020 Total OPEX: \$26,870
2025 NOI	\$59,230

Investment **Highlights**



Leased Investment

Both Tenants have recently renewed their leases, with expirations between 2027-2029.

Specialized Tenant Improvements

The restaurant/bar interior has brand new improvements, with all FF&E, including restaurant equipment, owned by Landlord.

Accessible Location

97 Natoma sits in the center of Sacramento's most affluent communities, with easy access to Granite Bay, Roseville, El Dorado Hills, and Rancho Cordova, and Orangevale.

Recent Upgrades

- Brand new roof in 2024
- Both HVAC units replaced in last 3-4 years
- Full interior renovation to restaurant space in 2021

Abundant Parking

20 spaces on a ±0.58 AC parcel

Demographics

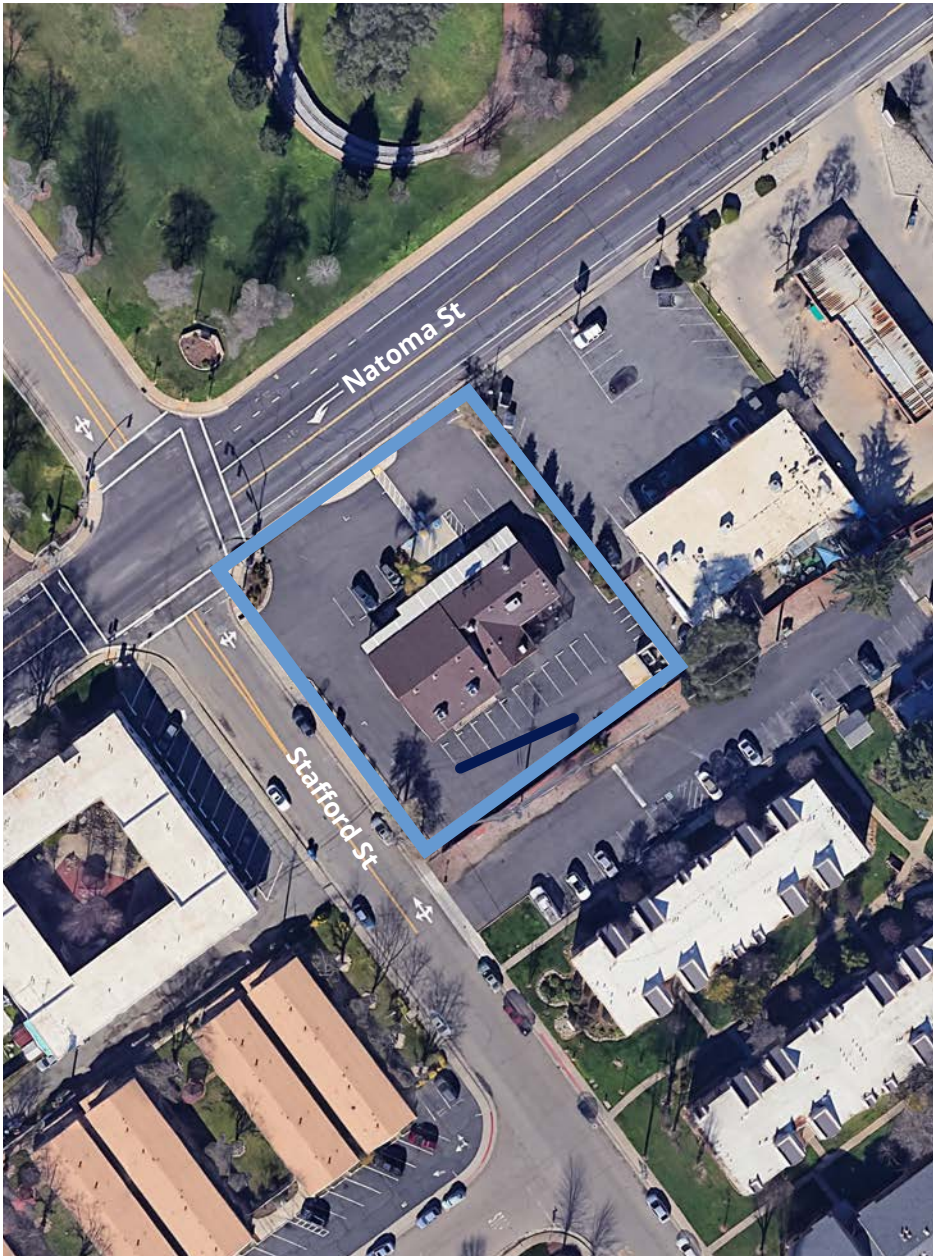
The subject property is located in Folsom, CA on Natoma Street, just outside of Folsom’s central business district and historic downtown. Highway 50 is easily accessible from the site and numerous coffee shops and restaurants are a short walk away.

Folsom is comprised of mostly single family homes occupied by high income families with an average household income of \$142,744 annually.

Folsom is a high growth area and over the course of the next 5 years is expected to expand its population by nearly 10% within a one mile radius and 4.5% in the entire city.

There are over 85,000 employees within a five mile radius of the subject property.

	1 mile	3 mile	5 mile
2024 Population	9,956	84,434	172,483
2029 Population	10,319	86,456	178,610
Median Household Income	\$95,240	\$122,717	\$137,702
Total Households	4,154	30,646	62,381
Median Age	41.3	41.6	42.8



Folsom Market Overview



Distinctive by nature, the city of Folsom is located 25 miles east of Downtown Sacramento on the eastern border of Sacramento County. With a population of approximately 85,000, Folsom is a vibrant city in the Sacramento metropolitan area, which contains 2.4 million residents. Folsom's population has increased 10% from 2018 through 2023 while the metro area grew by about 3% during that period. Employment anchors in Folsom include Intel's 4,300 employees, Dignity Health's Folsom Hospital, and Folsom Prison. Folsom is home to a burgeoning technology scene from the likes of PowerSchool, Micron Technology, Agilent Technologies, Inductive Automation, and Eurofins. The city's low crime rate, highly ranked schools, and elevated lifestyle make it attractive to families, young professionals, and retirees. Folsom Ranch is a 3,500-acre master planned community south of Highway 50 that has had roughly 900 new home sales in the last two years and will have 11,000 homes at full build out. Local healthcare providers Dignity Health, Sutter Health, Kaiser Permanente, and UC Davis Health are all planning new medical office expansions in Folsom to serve the area's growing patient base.

Folsom has a 3.5% unemployment rate and is home to 42,683 employees across roughly 3,600 businesses. The median salary of \$91,700 is 11% above the national average. The top industries include Professional Services, Healthcare, and Retail. The office vacancy rate in Folsom was 14.4% in Q1 2024 across 2.5 million square feet of existing inventory, making it one of the lower

vacancy rates in the region. Other major office occupiers include California ISO, SAFE Credit Union, Verizon Wireless, Stellant Systems, L3 Harris, Sierra Nevada Company, PRISM, HDR, Taylor Morrison, and Benefit & Risk Management. Folsom also has 1.0 million square feet of flex and light industrial space, which boasts a vacancy rate of just 2.2% as of Q1 2024.

Folsom offers an excellent quality of life and abundant al opportunities with its access to the American River and Folsom Lake. The city also has top-rated schools, parks, and cultural amenities. Folsom is a full-service city with outstanding shopping, dining, and entertainment options. Folsom's history is tied to the California Gold Rush. Historic Sutter Street will make you feel like you've stepped back in time with well-preserved historic buildings, quaint shops, and restaurants. In addition to Historic Folsom, there are plentiful shopping offerings at Palladio and Folsom Premium Outlets. Folsom was ranked the number one place to raise a family in California. Folsom was also ranked the ninth best city for high-paying entry-level jobs. It was also ranked the third best place to live in Sacramento. Folsom's median home sale price was \$772,000 in March 2024 and the median days on market was only seven as of April 2024, revealing strong home-buyer demand in the area. There have been 880 multifamily units completed in Folsom in the last two years and the multifamily market maintained a 5.0% vacancy rate as of Q1 2024.

02 | Property Overview

Property Summary



Property Address	97 Natoma Street Folsom, CA 95630
Year Built/Renovated	1985/2024
Total Building SF	±3,862 SF
Land Area Acres	±0.58 AC
Land Area SF	±25,395 SF
Parcel Numbers	071-0251-006
Tenant	Poppy's Bar & Que/Folsom City Ink

Zoning	C-2
County	Sacramento
Walk Score	Very walkable (73)
Mass Transit	Some Transit (49) Light rail stop (Historic Folsom Stop) 1.1 miles away
Neighborhood	Folsom
Traffic Counts	Natoma St/Coloma St: 14,720 AADT

Lease Summary

Price
\$1,350,000

Cap Rate
4.38%

Occupancy
100%

Lease Summary

Tenant	Poppy's/Folsom Dam Bar	Folsom City Ink
Size	1,800 SF	1,250 SF
Term	January 1, 2024 - January 31, 2029	March 1, 2022 - February 28, 2027
Rent/Mo.	\$4,750	\$2,425
Rent/Mo. MG	\$2.64	\$1.94
Lease Type	Modified Gross	Modified Gross
Annual Increases	5.5% in year 2, 5.25% year 3, then 3% thereafter	No increase in years 1-3, then base rent to be \$2,425 in years 4-5.
Option	One (1) Five (5) Year Option	None
Utilities, Maintenance, Property Taxes	Tenant responsible for all utilities, including gas, electric, water, sewer, internet/phone, garbage. Tenant responsible for all HVAC & FF&E service contracts. Landlord is responsible for property taxes.	Rent includes Lessee's share of utilities, including water, sewer, garbage, and gas. Tenant is responsible for electricity and internet/phone. Landlord is responsible for property taxes.
Comments	Landlord has invested ±\$500K toward interior renovations and building improvements, and is the sole owner of all FF&E (including all restaurant equipment), and décor.	Tenant has been at location for 8+ years and has exercised all options to extend.

Site Plan



Location Aerial

Old Folsom



General Folsom



Nearby Retailers and Businesses





Confidentiality Agreement

This Confidential Offering Memorandum (the "Memorandum") has been prepared and presented to the recipient (the "Recipient") by Colliers International ("Colliers") as part of Colliers' efforts to market for lease the real property located at 97 Natoma St Folsom, CA 95630 (the "Property"). Colliers is the exclusive agent and broker for the owner(s) of the Property (the "Owner"). Colliers is providing this Memorandum and the material contained in it to the Recipient solely to assist the Recipient in determining whether the Recipient is interested in potentially purchasing all or part of the Property.

Colliers also is providing this Memorandum and the material in it to the Recipient with the understanding that the Recipient will independently investigate those matters that it deems necessary and appropriate to evaluate the Property and that the Recipient will rely only on its own investigation, and not on Colliers, the Owner or this Memorandum, in determining whether to purchase the Property. The Recipient's use of this Memorandum and the material in it is strictly governed by the terms and conditions of the Registration and Confidentiality Agreement that the Recipient previously executed and delivered to Colliers.

Please Note the Following: Colliers, the Owner and their respective agents, employees, representatives, property managers, officers, directors, shareholders, members, managers, partners, joint venturers, corporate parents or controlling entities, subsidiaries, affiliates, assigns and predecessors and successors-in-interest make no representations or warranties about the accuracy, correctness or completeness of the information contained in this Memorandum. The Recipient is urged not to rely on the information contained in this Memorandum and to make an independent investigation of all matters relating to the Property.

This Memorandum includes statements and estimates provided by or to Colliers and/or the Owner regarding the Property. Those statements and estimates may or may not be accurate, correct or complete. Nothing contained in this Memorandum should be construed as a representation or warranty about the accuracy, correctness or completeness of such statements and estimates. Further, nothing contained in this Memorandum should be construed as representation or warranty about any aspect of the Property, including, without limitation, the Property's (1) past, current or future performance, income, uses or occupancy, (2) past, current or prospective tenants, (3) physical condition, (4) compliance or non-compliance with any permit, license, law, regulation, rule, guideline or ordinance, or (5) appropriateness for any particular purpose, investment, use or occupancy. Again, the Recipient is urged not to rely on this Memorandum and the statements and estimates in it and to make an independent investigation regarding the Property and the statements and estimates contained herein.

This Memorandum may include statements regarding, references to, or summaries of, the nature, scope or content of contracts and/or other documents relating to the Property. Those statements, references or summaries may or may not be accurate, correct or complete. Additionally, Colliers may not have referenced or included summaries of each and every contract and/or other document that the Recipient might determine is relevant to its evaluation of the Property. Nothing contained in this Memorandum should be construed as a representation or warranty about the accuracy, correctness or completeness of such statements, representations or summaries. On request and as available, and subject to the Owner's consent, Colliers will provide the Recipient with copies of all referenced contracts and other documents. Colliers assumes no obligation to supplement or modify the information contained in this Memorandum to reflect events or conditions occurring on or after the date of its preparation of this Memorandum. More detailed information regarding the anticipated terms, conditions and timing of any offering by the Owner relating to the Property will be provided in due course by separate communication. Colliers and/or the Owner reserve the right to engage at any time in discussions or negotiations with one or more recipients of this Memorandum and/or other prospective purchasers of the Property without notice or other obligation to the Recipient.

Mallory Gonzalez, CCM
Senior Associate
+1 916 830 2578
mallory.moore@colliers.com
CA Lic. 02030854

Scott Bennett
Executive Vice President
+1 916 563 3013
scott.bennett@colliers.com
CA Lic. 01351389

Colliers
301 University Avenue Ste 100
Sacramento, CA 95825
+1 916 929 5999
colliers.com/sacramento

