

# 6200 - 6300 FOLSOM BOULEVARD EAST SACRAMENTO

EAST SACRAMENTO'S MOST DESIRABLE  
INFILL DEVELOPMENT SITE



**TURTON**  
COMMERCIAL REAL ESTATE



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# THE OFFERING

± 148,975 SF  
± 3.42 ACRES  
RMX-TO-SPD ZONING  
\$0.50 PER SF GROUND LEASE

Turton Commercial Real Estate is pleased to present the opportunity to ground lease two contiguous parcels totaling approximately 148,975 square feet, located at the epicenter of East Sacramento's urban development.

**6200–6300 Folsom Boulevard (collectively referred to as "The Folsom Block") represents East Sacramento's largest and most desirable development opportunity.**

The site consists of two parcels (±3.42 acres) of vacant land fronting one of Sacramento's busiest

corridors, Folsom Boulevard. Once developed, the project will offer sweeping views of Downtown Sacramento, the American River, and California State University, Sacramento ("Sac State").

The Folsom Block offers immediate access to Highway 50, is just five minutes from Interstates 80 and 99, and approximately twenty-five minutes from Sacramento International Airport. Located squarely within Sac State's off-campus housing and an eight-minute walk from the Hornet Crossing entrance, the site is ideally positioned to serve the

university's ever-growing population. It also sits less than a two-minute drive from the iconic "Fab Forties," Sacramento's most affluent residential neighborhood. All these factors combine to make it a prime candidate for a mixed-use development with compelling retail potential.

6200–6300 Folsom Boulevard is undeniably one of the most important and valuable development opportunities in the greater Sacramento area. Stake your name on one of the last major development parcels in East Sacramento.





1 THE OPPORTUNITY  
6200-6300 FOLSOM BLVD

## THE DETAILS

**PROPERTY DETAILS:**

**APN:** 008-0010-018, 008-0010-019  
**Zoning:** RMX-TO-SPD  
**Size:** ± 148,975 SF  
**Lease Rate:** \$0.50 per SF per Month,  
Representing a developer cost based  
on a 6% annual yield on an estimated  
land value of \$100/SF

**UTILITY DETAILS:**

**Electricity:** Sacramento Municipal Utilities District (SMUD)  
**Gas:** Pacific Gas & Electric (PG&E)  
**Water/Sewer/Trash:** City of Sacramento  
**Storm Drain:** City of Sacramento  
*\*additional upgrades to existing utilities and related offsite work may be required for a new development project.*

**SEISMIC/FLOOD:**

**Fault Zone:** This parcel is not within an Earthquake Fault Zone (per CA Dept. of Conservation)  
**Flood Zone:** Zone X (FEMA Map 06067C0195H)



1 THE OPPORTUNITY  
6200-6300 FOLSOM BLVD

# PROPERTY HIGHLIGHTS

## LANDMARK DEVELOPMENT SITE

Located in Sacramento's most affluent sub-market, the Property's landmark location on the city's main East to West artery, Folsom Boulevard, represents an opportunity for a distinct development and offers a rare assemblage of parcels large enough to build one or more significant structures of various property types including retail, student housing, hotel, high density multi-family apartments and condos.

## INTERCONNECTED LOCATION

6200-6300 Folsom Boulevard provides excellent access to all major freeways, with it sitting a mere minute from Highway 50, six minutes from Highway 99 and Highway 80, eight minutes from Interstate 5 and twenty minutes from the Sacramento International Airport. The property is also an eight minute walk from University/65th Street Station, one of Sacramento's busiest and well-trafficked stations and it provides an eight minute walking commute to Sac State.

## FLEXIBLE ZONING

6200-6300 Folsom Boulevard is zoned RMX. This zoning provides for the most dense residential, retail, commercial and office development opportunities in the city and under the current zoning allows for a maximum FAR of 4:1.

# ZONING & 2040 GENERAL PLAN



Under Sacramento's 2040 General Plan, the concept of maximum residential density has been replaced by Floor Area Ratio (FAR) as the primary metric for regulating development intensity. This shift allows for greater flexibility in building design and land use, enabling developers to focus on the overall mass and form of buildings rather than a fixed number of units per acre. [records.cityofsacramento.org](http://records.cityofsacramento.org)

## ELIMINATION OF MAXIMUM DENSITY CAPS

The previous limits on the number of dwelling units per acre have been removed. Instead, developers can determine the number of units based on the allowable FAR, building height restrictions, and other design standards.

## TRANSIT-ORIENTED DEVELOPMENT INCENTIVES

Properties located within proximity to transit stops may benefit from increased FAR allowances, promoting higher-density developments that support public transportation usage. [planning.saccounty.gov](http://planning.saccounty.gov)

## DESIGN FLEXIBILITY

The FAR-based approach encourages innovative architectural designs and mixed-use developments, as long as they comply with the overall massing and form guidelines set forth in the General Plan.

# ADVANTAGES OF LAND LEASES

## LOWER UPFRONT CAPITAL REQUIREMENTS

**Benefit:** Developers don't need to pay the full purchase price of the land.

**Impact:** Frees up capital for construction, amenities, or other investments that directly enhance the project.

## ACCESS TO PRIME LOCATIONS

**Benefit:** Landowners (e.g., public agencies, universities) may lease land in high-demand areas where land sales are otherwise restricted.

**Impact:** Enables development in locations that would be inaccessible through purchase.

## LONG-TERM CONTROL WITHOUT OWNERSHIP

**Benefit:** Are often structured for 50–99 years, allowing long-term planning and operations.

**Impact:** Developers can operate almost as if they own the land, while preserving the landowner's long-term interest.

## INCREASED RETURN ON EQUITY

**Benefit:** With less equity tied up in land acquisition, the project's return on equity (ROE) can be higher.

**Impact:** Improves the financial performance and attractiveness to investors.

## TAX ADVANTAGES

**Benefit:** Lease payments are typically fully tax-deductible as an operating expense.

**Impact:** Enables development in locations that would be inaccessible through purchase.

## FAVORABLE TERMS IN CERTAIN CASES

**Benefit:** Land leases from government or nonprofits may come with subsidized rates or incentives (e.g., affordability requirements).

**Impact:** Can significantly improve the financial viability of affordable or mixed-income housing.

## ASSET-LIGHT STRATEGY

**Benefit:** Leasing supports an "asset-light" development model, reducing risk exposure tied to land value fluctuations.

**Impact:** Appealing to REITs, institutional investors, or developers managing large portfolios.

## FLEXIBILITY FOR EXIT STRATEGY

**Benefit:** If structured well, the leasehold interest can be sold or assigned, allowing flexibility in disposition or recapitalization.

**Impact:** Maintains liquidity and optionality for investors and developers.

# LEASE EVALUATION

## PROPERTY DETAILS:

- Location:** Folsom Blvd, Sacramento, CA 95827
- Lot Size:** 3.42 acres (approx. 149,071 square feet)
- Lease Rate:** \$0.50 per square foot per month
- Monthly Lease Cost:** Approximately \$74,535
- Annual Lease Cost:** Approximately \$894,420

## CONSIDERATIONS:

- Development Potential:** The property's size and location may be suitable for a multifamily development, subject to zoning and planning approvals.
- Financial Analysis:** The annual lease cost should be weighed against potential revenue from the development to assess feasibility.
- Lease Terms:** It's crucial to review the specific terms of the lease, including duration, renewal options, rent escalations, and responsibilities for taxes and maintenance.

## PROS OF LEASING THIS PROPERTY:

- Reduced Initial Capital Requirement:** Leasing avoids the significant upfront cost of purchasing the land, freeing capital for construction and other expenses.
- Location Advantage:** Situated in Sacramento, the property offers access to a growing market with demand for multifamily housing.

## RECOMMENDATION:

Before proceeding, conduct a detailed financial analysis comparing the total cost of leasing versus purchasing a similar property. Consider factors such as projected rental income, financing options, tax implications, and long-term investment goals. Consulting with a real estate attorney and financial advisor can provide further insights tailored to your specific situation.

FACTOR	LAND LEASE (GROUND LEASE)	LAND PURCHASE
UPFRONT CAPITAL	Lower initial investment; no need to purchase land	High upfront cost to acquire land
OWNERSHIP	Developer owns improvements; land reverts to owner at lease end	Full ownership of land and improvements
FINANCING	Potentially more complex; lenders may require longer lease terms	Generally straightforward; land can be used as collateral
TAX IMPLICATIONS	Lease payments are usually tax-deductible; property taxes may still apply	Full property taxes apply; land can be depreciated over time
FLEXIBILITY	Long-term control (often 50–99 years); less flexibility at lease end	Full control; flexibility to sell, lease, or redevelop at any time
RESIDUAL VALUE	Improvements may revert to landowner at lease end	Full residual value retained by owner
RISK EXPOSURE	Lower exposure to land value fluctuations	Higher exposure to market volatility
EXIT STRATEGY	May be limited by lease terms; potential challenges in transferring leasehold interest	Easier to sell or refinance; more attractive to investors

# THE LOCATION



LOCATED IN EAST SACRAMENTO  
2 MINS FROM TAHOE PARK  
3 MINS FROM ELM HURST  
5 MINS FROM MED CENTER

East Sacramento is one of the most highly sought-after and supply-constrained neighborhoods in the region. Bordered by Highway 50, Business 80, and the American River, this historic community has little to no land remaining for new development—making opportunities like this exceptionally rare. With consistent demand from high-income households, the area remains underserved by multifamily housing,

neighborhood retail, and other compatible uses. Celebrated for its tree-lined streets, early 20th-century homes, and the iconic “Fab Forties,” East Sac continues to attract residents who value character, walkability, and proximity to Midtown, Sacramento State, and top-performing schools. Its enduring appeal and strong identity make it an ideal setting for thoughtful infill that adds to the neighborhood’s quality of life.

This land lease presents a rare opportunity to deliver new development along Folsom Boulevard, a major corridor offering direct access to Highway 50 and convenient regional connectivity. Located next to the SMUD campus and surrounded by an established residential population, the site is well-positioned for multifamily, retail, or other neighborhood-serving uses.



# DEMAND FOR MULTIFAMILY EXCEEDS SUPPLY



**THE WEXLER** STUDENT HOUSING  
Built in 2022, The Wexler is off-campus student housing with 200 apartments and 800 beds.



**OAKMONT** ASSISTED LIVING  
Built in 2021, Oakmont of East Sacramento has 146 senior housing units in a 1 3-story building.



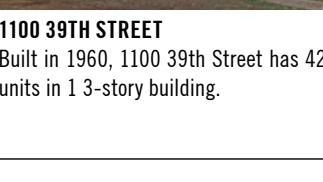
**3008-3014 O STREET**  
Built in 1955 and renovated in 2007, 3008-3014 O Street has 26 units across 2 buildings.



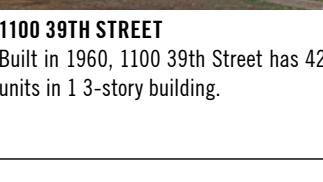
**MCKINLEY MANOR**  
Built in 1974, 3644 H Street Street has 42 units in 1 1-story building.



**BURGUNDYWOOD**  
Built in 1965, 3500-3504 J Street has 50 units across 2 buildings.



**LINQ**  
Built in 2009, The LINQ is home to 275 market rate units across 3 buildings. On-site pool.



**1100 39TH STREET**  
Built in 1960, 1100 39th Street has 42 units in 1 3-story building.

**ACADEMY 65** STUDENT HOUSING

Built in 2019, Academy 65 is off-campus student housing with 90 apartments and 270 beds.



**THE MEZZO APARTMENTS**  
Built in 2007, Mezzo Apartments, formerly Upper Eastside Lofts, has 140 market rate apartments for students and non-students.

All Properties with 25+ Units  
East Sacramento - Costar 2025



# BE THE SOLUTION TO SAC STATE'S HOUSING SHORTAGE

University Housing Services - Fall 24

-  30,631 STUDENTS
-  3,277 ON-CAMPUS BEDS
-  SHORTAGE OF 1,356 BEDS

California State University, Sacramento, also known as Sac State, is undergoing a significant transformation. Once primarily considered a commuter campus, the university is now increasingly chosen as a first-choice institution by students seeking a more residential and immersive college experience. With enrollment exceeding 30,000 and continuing to rise annually, pressure on the university's limited housing infrastructure is intensifying.

As of Fall 2024, Sac State had just 3,277 on-campus beds, enough to house approximately 10 percent of its student population. Demand has significantly outpaced supply:

4,633 students requested housing leaving an estimated 1,356 students without on-campus accommodations. To begin addressing this gap, the university is constructing Student Housing III, a five-story facility that will add 335 new beds, including 285 designated as affordable housing, by June 2026. Even with this addition, Sac State would still need to add at least 1,500 more on-campus beds and a greater number of off-campus units to meet both current and projected demand.

The campus is physically constrained by Highway 50, active railroad tracks, and the American River, which leaves little room

for further expansion. As a result, nearby off-campus housing has become essential to supporting the university's continued growth.

This East Sacramento site, located just west of campus and directly connected via the Elvas Avenue pedestrian tunnel, is well-positioned to serve that need. With walkable access to Sac State, strong regional connectivity along the Folsom Boulevard corridor, and proximity to amenities already used by students, the site presents a compelling opportunity for student-oriented multifamily development in a high-demand, supply-limited market.



# STUDENT HOUSING SACRAMENTO STATE

Costar 2025



## THE WEXLER

Built in 2022, The Wexler is off-campus student housing with 200 apartments and 800 beds.



## ACADEMY 65

Built in 2019, Academy 65 is off-campus student housing with 90 apartments and 270 beds.



## THE MEZZO

Built in 2007, Mezzo Apartments, formerly Upper Eastside Lofts, has 140 market rate apartments for students and non-students.



## THE ELEMENTS

Built in 2004, The Elements is off-campus student housing with 200 apartments and 792 beds.



## THE LARK

Built in 2015 The Lark is off-campus student housing with 213 apartments and 726 beds.



## HORNET COMMONS

Built in 2021, Hornet Commons is on-campus student housing with 284 apartments and 1,136 beds.



## NORTH VILLAGE

7 Resident halls consisting of 2,100 beds. 5 of the 7 were built in the 1960's, with 2 new additions in 2009 and 2017. 335 beds coming June 2026.

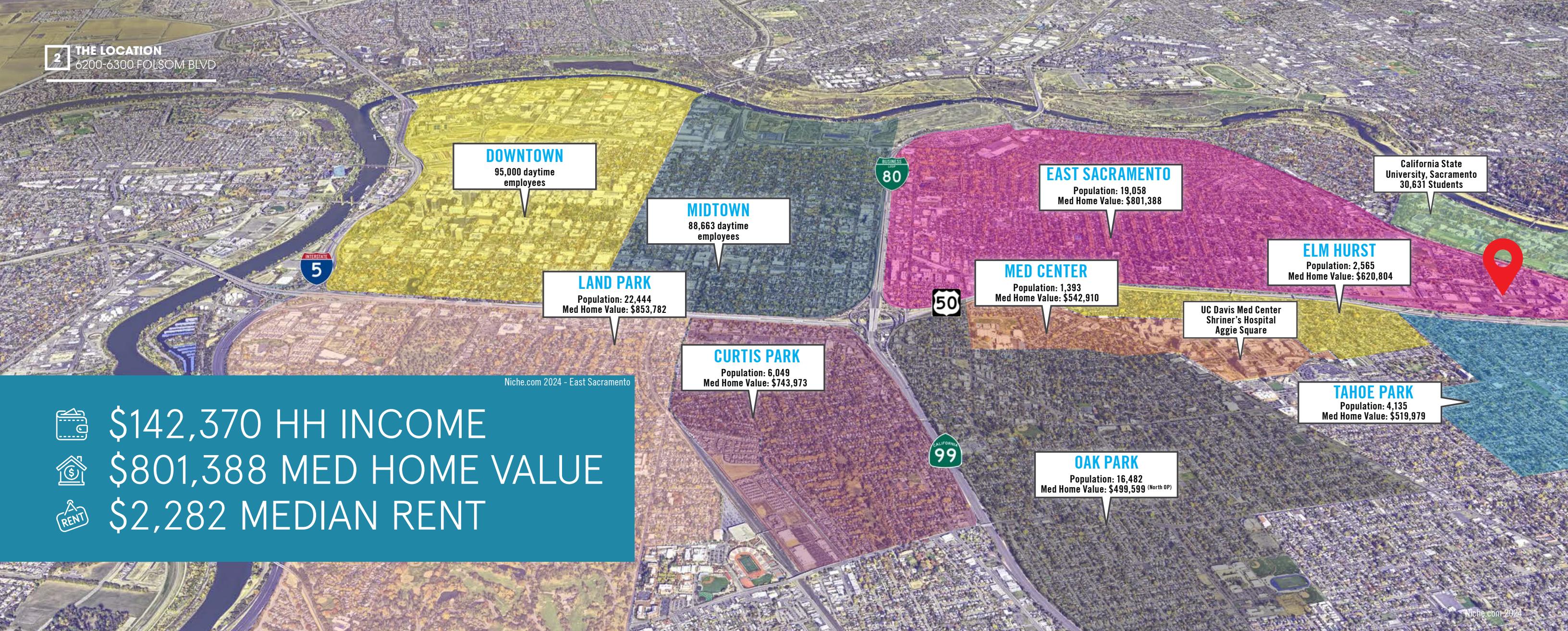


## COLLEGE TOWN APTS

Built in 1968, College Town Apartments has 282 units of affordable housing.



2 THE LOCATION  
6200-6300 FOLSOM BLVD



**\$142,370 HH INCOME**  
 **\$801,388 MED HOME VALUE**  
 **\$2,282 MEDIAN RENT**

#### TAHOE PARK

Located just south of the site and accessible via 59th and 65th Streets, Tahoe Park is a well-established neighborhood with a strong residential base. Developed primarily in the post-World War II era, it features a mix of bungalows and ranch-style homes that attract families, young

professionals, and longtime residents. While Tahoe Park is largely residential, its residents frequently travel into East Sacramento for shopping, dining, and services—making East Sac a key commercial hub for the surrounding area.

#### ELMHURST

Southeast of the site, Elmhurst is a quiet, well-established neighborhood known for its early 20th-century homes, mature trees, and strong residential character. Many Elmhurst residents work at the nearby UC Davis Medical Center and surrounding hospitals, making the

neighborhood popular among healthcare professionals. With limited retail or dining options within Elmhurst itself, residents frequently rely on East Sacramento for everyday services—especially along the Folsom Boulevard corridor. This steady connection helps support the viability of new development in East Sac.

#### THE AMERICAN RIVER

The American River is a recreational amenity that enhances the appeal of this opportunity. Just minutes away, the American River Parkway and the 32-mile Jedediah Smith Memorial Trail offer direct access to cycling, running, and walking routes stretching from Old Sacra-

mento to Folsom Lake. Popular river spots like Paradise Beach and Watt Avenue Access Park provide places to swim or unwind by the water, while Riviera East Park adds tennis courts, playgrounds, and picnic areas. This connection to outdoor recreation is a key lifestyle benefit that strengthens the draw of this site.

# MED CENTER'S AGGIE SQUARE INCREASES DEMAND FOR MULTIFAMILY

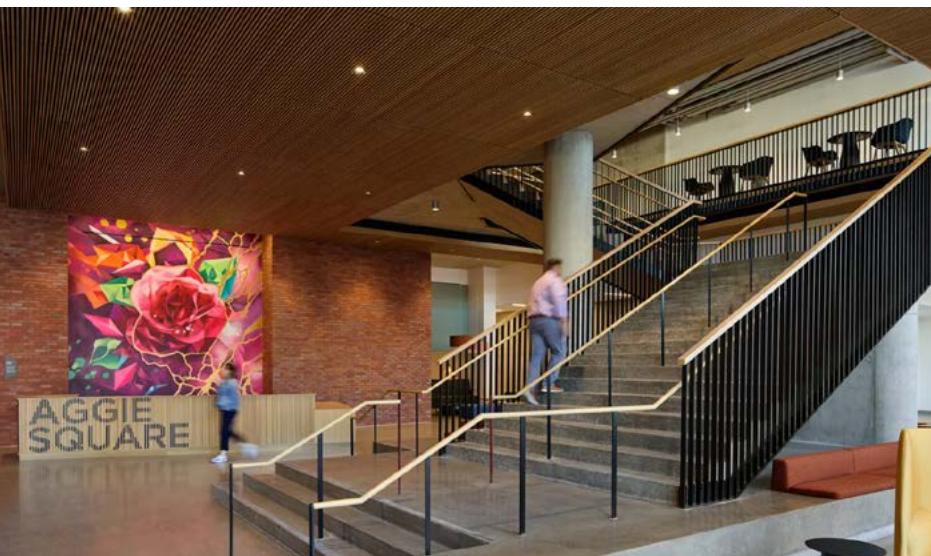
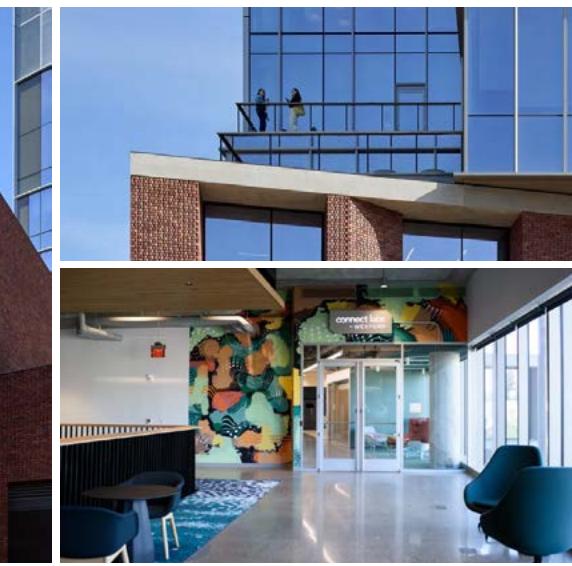
-  767,000 SF 1A DEVELOPED
-  ANCHORED BY UC DAVIS
-  3,200 JOBS

UC Davis Medical Center is more than a hospital—it functions as a full-scale medical campus and one of the most influential economic engines in the region. With 651 licensed beds and over 19,000 employees, the Med Center includes a nationally ranked teaching hospital, a Level I trauma center for both adults and children, and one of the country's leading burn units. The campus also includes Shriners Children's Northern California, further expanding its scope of specialized care. Each year, the Med Center handles more than 900,000 outpatient visits and roughly 30,000 inpatient admissions, bringing a steady flow of healthcare

professionals, researchers, students, patients, and visitors through its doors. Directly adjacent to the medical center, Aggie Square officially opened in May 2025, marking a major milestone in Sacramento's emergence as a hub for life sciences and innovation. Developed in partnership with Wexford Science & Technology, Phase I includes more than 767,000 square feet across three buildings—two focused on research and office space (200 and 300 Aggie Square) and one residential building, ANOVA Aggie Square, with 190 apartments and 252 beds. Future phases will bring the total buildout to over 1.2 million

square feet. Anchored by UC Davis Health and programs in biomedical engineering and life sciences, Aggie Square is projected to generate more than \$500 million in annual economic output and support over 3,200 jobs.

Together, the Med Center and Aggie Square are fueling demand for housing, retail, and neighborhood-serving amenities. With close proximity to both campuses, this East Sacramento site presents a strategic opportunity to capture that momentum through well-positioned multifamily or mixed-use development in a historically supply-constrained submarket.



# SACRAMENTO

Greater Sacramento



2.62 MILLION POPULATION  
#2 IN U.S. FOR INCLUSION  
4 MAJOR UNIVERSITIES

Sacramento is increasingly recognized as one of California's most promising markets for growth, combining the advantages of a capital city with the energy of a region on the rise. Its central location—within easy reach of the Bay Area, Lake Tahoe, and Napa Valley—makes it more than a midpoint; it's a destination with strong fundamentals and long-term investment potential.

While other major metros have seen population declines, Sacramento continues to grow. From 2014–2018 to 2019–2023, Sacramento County's population rose by 4.9%, even as San Francisco and Los Angeles saw losses (Axios,

2024). In 2025, the region hit 2.27 million residents, up 1.16% from the prior year (Macro-trends, 2025). This growth reflects a wave of professionals and families drawn to space, affordability, and access to culture and opportunity.

That momentum is driving demand for new development across multifamily, retail, and hospitality. Sacramento is now a year-round event destination, with Golden 1 Center concerts, Kings games, conventions, and Capitol Mall festivals consistently filling hotel rooms and energizing the core. Major draws like After-shock, Ironman, the Farm-to-Fork Festival, and

the California International Marathon bring hundreds of thousands of visitors each year. The city's food and creative scenes continue to add to its appeal. As the Farm-to-Fork Capital, Sacramento has built a national reputation for its access to fresh ingredients, strong restaurant scene, and community pride—all of which contribute to a vibrant, experience-driven urban environment.

For developers, The Folsom Block offers a rare opportunity: a high-profile site in a metro with growth, foot traffic, and a clear need for new places to live, stay, and experience the city.



# SACRAMENTO'S CENTRALIZED LOCATION IS AN ADVANTAGE



60 MILES TO NAPA  
85 MILES TO SAN FRANCISCO  
100 MILES TO LAKE TAHOE

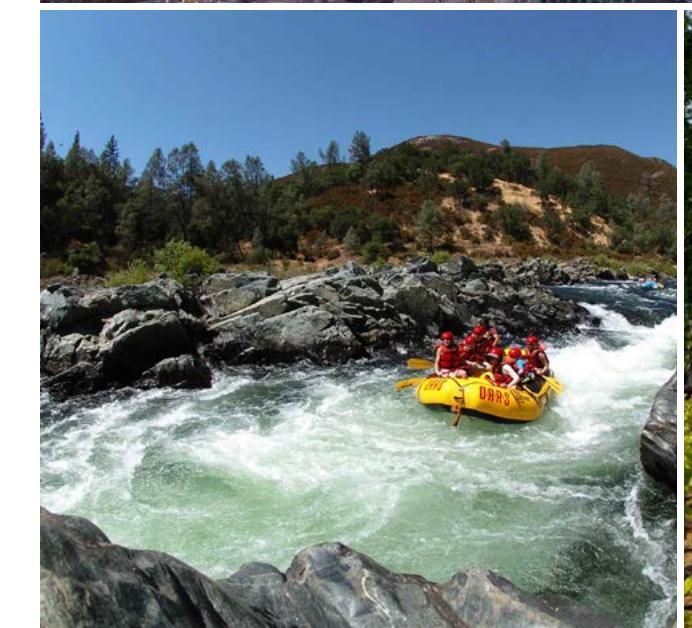


Sacramento's location is one of its most valuable assets—and the Folsom Block sits at the center of it. Positioned on Folsom Boulevard with direct access to I-80 and Hwy 50, the site offers seamless regional connectivity and puts future development within reach of the entire Northern California megaregion. Just 85 miles from San Francisco and close to destinations like Lake Tahoe, Napa Valley, and Yosemite, Sacramento offers a central location that appeals to residents, visitors, and investors alike.

As the capital of California—the world's sixth largest economy—Sacramento plays a central role in statewide decision-making and serves as a logistical hub for business, travel, and governance. That strategic role is supported by a growing international airport with nonstop flights to major domestic markets, a strong freight and passenger rail network, and expanding public transit options including light rail.

Tourism continues to play a key role

in Sacramento's economy, with millions visiting each year to experience its rich history, award-winning food scene, and packed calendar of events. From Golden 1 Center shows to festivals and conventions, demand for high-quality hospitality and entertainment, continues to rise. For residents, this connectivity enhances quality of life—offering access to job centers, outdoor recreation, and cultural amenities. For developers, it creates a clear advantage: a high-profile location with built-in infrastructure, multimodal access, and statewide reach. The Folsom Block isn't just in the middle of it all—it's poised to become a defining part of what's next.



# SAC DATA BITES

## MULTIFAMILY RENTAL TRENDS - URBAN CORE:

Class	Units	Effective Rent	Vacancy Rate	Under Const. (units)
4-5 Star	5,017	\$2,189	12.6%*	443**
3 Star	2,514	\$1,600	10.8%	89***
1 & 2 Star	7,834	\$1,160	5.8%	0
All Types	15,365	\$1,787	8.9%	532

\* Brand new projects recently completed adding to this vacancy rate.  
Studio30, The Richmond, 1928 21st Street

\*\* Under construction: The A.J. (345 Units), Cypress (98 Units)  
\*\*\* The Sequoia (89 Units)

Past 12 Months: 4/2025  
Costar, Multifamily All Unit Mixes

## 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

# 2,611,868

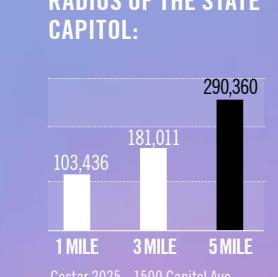
GSEC 2025  
Applied Geographic Solutions 2024

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

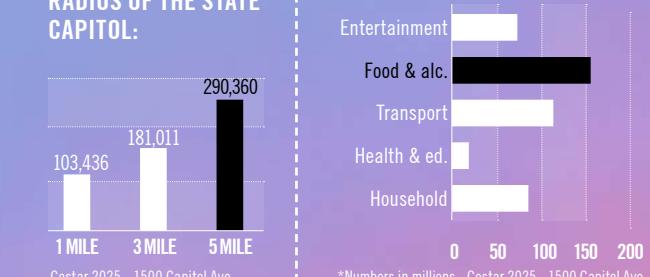
# 69%

GSEC 2025  
Applied Geographic Solutions 2024

## NUMBER OF EMPLOYEES WITHIN VARYING RADIUS OF THE STATE CAPITOL:



## ANNUAL CONSUMER SPENDING WITHIN ONE MILE OF THE STATE CAPITOL:



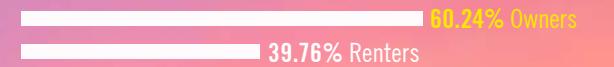
\*Numbers in millions - Costar 2025 - 1500 Capitol Ave

## SACRAMENTO LARGEST JOB COUNTS BY OCCUPATION:

Office & Administrative Support	13.15%	108,243
Sales	10.69%	87,972
Executive, Managers & Admin	11.7%	96,301
Food Preparation, Serving	6.15%	50,631
Business and Financial Operations	6.31%	51,957

GSEC 2025  
Applied Geographic Solutions 2024

## SACRAMENTO OWNERS VS. RENTERS



GSEC 2025  
Applied Geographic Solutions 2024

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

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

TRANSIT  
SCORE:  
**96**  
Good  
Transit  
walkscore.com  
1500 Capitol

## MIDTOWN FARMERS MARKET

- #1 California's top farmers market
- #3 Best farmers market in the country

America's Farmer's Market Celebration by American Farmland Trust  
2024





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