

FOR SALE

\$6,835,000

PRIME INFILL LAND OPPORTUNITY

NORTHEAST CORNER OF
EAST BIDWELL STREET &
OAK AVENUE PARKWAY
FOLSOM, CALIFORNIA
±6.69 ACRES



**BROADSTONE
PLAZA**

**FOLSOM LAKE
COLLEGE**

**LAKESIDE
CHURCH**



**EAST BIDWELL
STREET**

**OAK AVENUE
PARKWAY**

Peter Nixon

916 259 4453

peter.nixon@newcastlepg.com

Lic. 00975548

Kris Riley

916 259 4454

kris.riley@newcastlepg.com

Lic. 01290492



**NEWCASTLE
PROPERTIES
GROUP**



**FOLSOM
FOOTHILLS**

THE OPPORTUNITY

The Lakeside Church excess land has never before been available to purchase. The property is an extremely well located infill site ideal for a multifamily product at a time when demand and funding have never been greater. This property is arguably the best available multifamily property in the entire Sacramento region.

Folsom is a well planned city that has experienced explosive residential growth over the last two decades. The City has been collecting "in lieu" affordable housing fees, largely from single family home builders, for years. The City's Housing Services Agency now has a huge "bucket" of approximately \$22 million in unspent funds, as of May 2026. These funds are primarily earmarked to provide gap funding loans to developers of affordable housing projects.

While the City of Folsom has entertained hosting a "Request For Proposals" (RFP) process to match developers, properties and funds, and even considered City acquisition of potential affordable housing sites, the City has not done either to date. However, the City of Folsom will continue to consider affordable housing funding applications on an individual property basis to assist developers in completing projects.

Prospective purchasers interested in pursuing a housing opportunity should contact Stephanie Traylor Henry, the Housing Services Director at the City of Folsom directly (916.461.6208 and shenry@folsom.ca.us).

- **Abundant Parks & Recreational Opportunities**
- **Access to Hwy 50 & Arterial Roadways**
- **Bidwell is a Major Retail Corridor**
- **Established Community & Newer Amenities**
- **Excellent Public Schools Nearby**
- **Grocery Stores and Restaurants Nearby**
- **Low Crime Rate**
- **Major Medical Services Proximate (Dignity Health, Kaiser, and Sutter)**
- **Public Transit in Walking Distance**
- **Rare Infill Location**
- **Strong Demographics**
- **Utilities and Services Available**
- **Vibrant Sense of Community**



THE BACK STORY

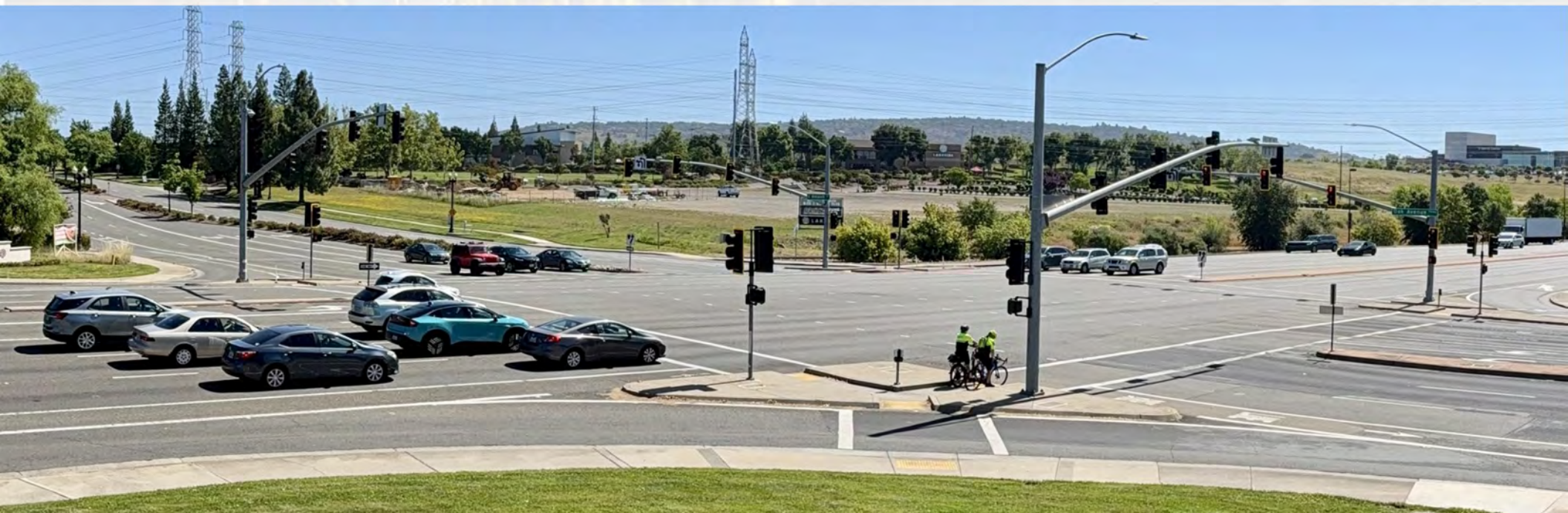
The City of Folsom, and particularly the Broadstone community, is no longer a hidden gem, as its 28% population growth from the years 2010 to 2025 demonstrates. However, Folsom still has a few great infill opportunities to "get in the action" of a well planned, and largely built-out community, with no opportunity better than this offering.

Lakeside Church and the City of Folsom have successfully grown in tandem. The previous owner of the property, Buzz Oates, provided Lakeside Church with a generous ±28 acre campus (mostly by donation) knowing that someday the opportunity would come for Lakeside to sell excess lands, and that day has come. At the northeast corner of East Bidwell Street and Oak Avenue Parkway there is approximately 6.7 acres of vacant excess land separated from the church facilities by Lakeside Church's parking field. Lakeside has elected to sell this land now.

As Folsom has grown into an upscale community, this excess land has become increasingly well located and valuable. This acreage is now surrounded by excellent schools, convenient medical services, all types of retail amenities, and a multitude of restaurant choices. All of these immediate amenities are located within the backdrop of the excellent "Quality Of Life" that the City of Folsom offers its residents, including the American River Bike Trail, Lake Natoma kayaking, Folsom Lake boating, and walking, and Historic Old Town Folsom.

Recently, and appropriately, this property has been designated as a "RHNA housing" location by the City of Folsom due to its proximity to the aforementioned amenities; and the obvious need to provide more affordable housing options for the first time home buyers, the workforce community, students, seniors and others. In fact, this property is within walking distance of Folsom Community College, which specifically provides an enhanced opportunity for student housing. The City of Folsom shows a "Regional Housing Needs Allocation" (RHNA) of 199 units of "inventoried" capacity and 221 units of "maximum" capacity for this acreage.

Today, this favorable RHNA designation, coupled with the high demand for well located and relatively reasonably priced for sale and for rent product, make this property one of the very best residential infill development opportunities in the entire Sacramento region. Lakeside Church's engineers and land planners are well under way with creating the legal parcel to convey this property to a buyer to take advantage of this opportunity.



FOLSOM, CALIFORNIA

THIS SITE BY THE NUMBERS



- **Vista del Lago High School - 10 out of 10 ("Great Schools" rating)**
(The Folsom Cordova Unified School District High School which serves this property)
Note: Niche K-12 school rating of A+.

- **Median Household Income - \$119,825**
(2025 state of California Dept. of Finance & US Census Bureau)

- **Distance to Highway 50 - ±.5 miles**

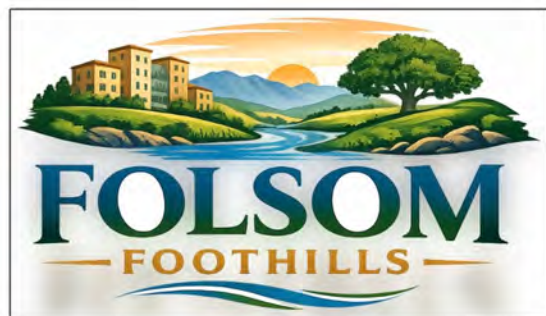
- **Population of the City of Folsom - ±95,680**
(2025 state of California Dept. of Finance & US Census Bureau)

- **Cost to Raft Down the American River - ±\$85**
(A 4-person raft, but doesn't include a ride home)

- **Medical Facilities in Close Proximity - 3**
(Kaiser Medical Offices, Mercy Hospital and Sutter Medical Plaza are all within ±2 miles)

- **Regional Transit (SAC RT) Bus Stop Distance - ±.1 miles**

- **Distance to Trader Joe's - ±.4 Miles**
(Bel Air, Whole Foods, Sam's Club, Wal-Mart, Sprouts and Target are also nearby)





PRIME INFILL LAND OPPORTUNITY

**NORTHEAST CORNER OF
EAST BIDWELL STREET &
OAK AVENUE PARKWAY
FOLSOM, CALIFORNIA**

±6.69 ACRES

FOR SALE



**FOLSOM MIDDLE
SCHOOL
(±.85 MILES)**

**OAK CHAN
ELEMENTARY
SCHOOL
(±.73 MILES)**

**FOLSOM
SQUARE**

**MERCY
HOSPITAL**

SITE

**FOLSOM
LAKE
COLLEGE**

**SUTTER
MEDICAL
PLAZA**

**BROADSTONE
PLAZA**

**VISTA DEL LAGO
HIGH SCHOOL
(±1.48 MILES)**

INTEL

**KAISER
MEDICAL**

**FOLSOM
GATEWAY**



U.S. HIGHWAY 50



HEART OF FOLSOM

**NORTHEAST CORNER OF
EAST BIDWELL STREET &
OAK AVENUE PARKWAY
FOLSOM, CALIFORNIA
±6.69 ACRES**

PROPOSED PARCEL

±6.69 Net Acres

Note: The area outlined above is not a legally separated and conveyable parcel at present.

FRONTAGE IMPROVEMENTS

Curb, Gutter, Sidewalk & Street Lights in both Oak Avenue Parkway and East Bidwell Street.

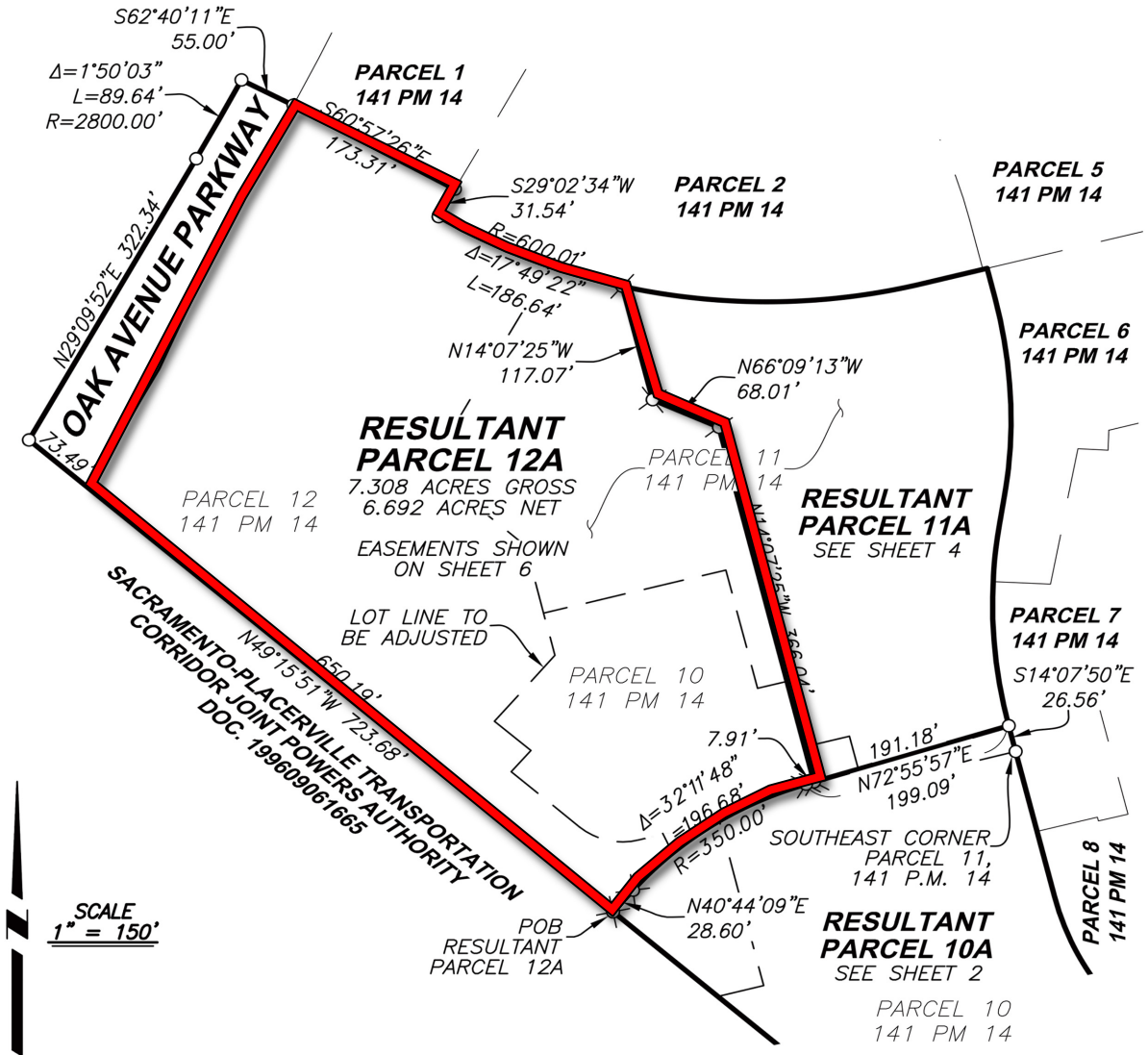
BONDS & ASSESSMENTS

Minimal

UTILITIES TO SITE

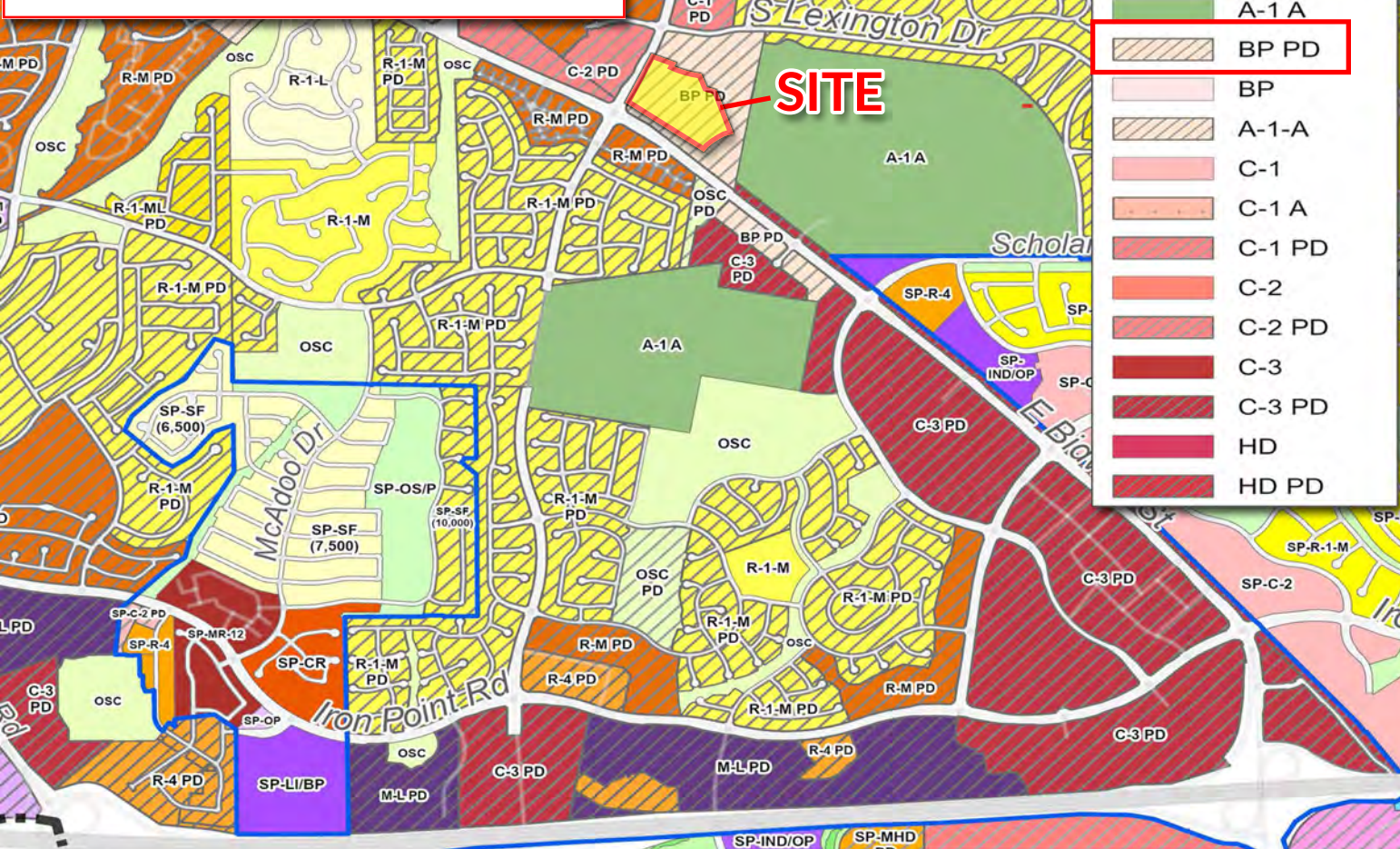
To Site

The Buyer shall independently investigate and confirm the information provided above, elsewhere in this Offering Memorandum and the separately provided "Property Information Materials".



CITY OF FOLSOM ZONING

Business Professional - Planned Development



PRINCIPALLY PERMITTED USES:

- Colleges or K-12 Schools
- Banks / Financial Institutions
- Business or Professional Offices
- Medical & Dental Offices
- Public Facilities

CONDITIONALLY PERMITTED USES:

- Athletic Clubs
- Child Care Centers
- Hospitals
- Hotels
- Indoor/Outdoor Recreation
- Residential Care Homes
- Restaurants
- Senior Residential Complexes
- Veterinary Hospitals

All uses are subject to City of Folsom and other governmental approvals. Owner and Broker make no representations as to the ability to obtain use permits, approvals, general plan amendments, rezones, environmental permits, or other entitlements.

THE ZONING

The property is zoned "Business Professional - Planned Development" with a General Plan Land Use designation of "Professional/Office/East Bidwell Mixed Use Overlay" within the City of Folsom. Consistent with the zoning, there are a number of "principally permitted" uses and "conditionally permitted" uses that are allowed (some of which are shown here).

Importantly, this acreage was identified by the City of Folsom in the 2021 2029 Housing Element most recently (RHNA "Cycle 6") as a vacant or underutilized site designated for multifamily high density development, or mixed use development, allowing residential densities of up to 30 units per acre.

The City's Housing Element also specifies that this site has access to water, sewer, storm drainage, and other utilities.. The City's "Inventory Profile" for the site calls out a density of 20 to 30 dwelling units per acre, with a maximum site capacity of 221 total units. A General Plan overlay in 2024 established a minimum density of 30 units per acre, although affordable projects can be exempt from a local minimum density requirements and enjoy other "by right" privileges. The City of Folsom also adopted "objective development standards" in 2025 to conform to the State of California housing laws.

Note: The interaction between State of California laws and mandates, and local municipalities housing elements, zoning regulations and lot development standards should be fully investigated by prospective Buyers. The Seller and Broker make no representations or warranties to third parties as to the accuracy of this information.

Northern California's Premier Live-Work-Play Destination

Strong Demographics High Quality of Life Expanding Employment Base Regional Connectivity

Why Folsom?

- One of the Sacramento region's most desirable communities
- Highly educated and affluent population base
- Major employment growth in technology and healthcare sectors
- Excellent schools, trails, parks, and outdoor recreation
- Strong multifamily and residential demand drivers
- Pro-business development environment
- Access to Highway 50 and regional transit systems
- Gateway to the Sierra Foothills and Lake Tahoe corridor

Major Economic Drivers

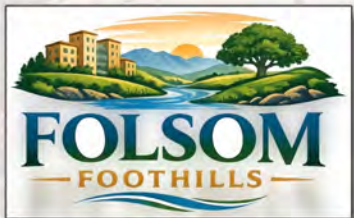
- Intel Corporation regional campus presence
- Growing life science and healthcare sectors
- Expanding office and flex-industrial market
- Historic Folsom tourism and retail district
- Folsom Lake recreation economy
- Strong regional commuter demographics
- Continued master-planned residential expansion

Community Amenities

- 50+ miles of bike and pedestrian trails
- Folsom Lake and American River access
- Premium retail and dining destinations
- High-performing public schools
- Extensive parks and open space network
- Light rail connectivity to Downtown Sacramento
- Active lifestyle and outdoor recreation culture

Folsom Snapshot

Located approximately 25 miles east of Downtown Sacramento, Folsom has emerged as one of Northern California's most attractive suburban markets for residential, multifamily, mixed-use, and employment-oriented development. The city combines exceptional quality of life amenities with a growing economic base, regional transportation access, and proximity to major outdoor recreation destinations including Folsom Lake and the Sierra Nevada foothills.



Perfectly Placed.
**NATURALLY
 CONNECTED.**

The best of Northern California
 is *right here.*

NATURAL BEAUTY
 Folsom Lake, the American River,
 and miles of trails in the Sierra
 Nevada foothills.

STRONG ECONOMY
 A thriving business community
 with a highly educated workforce
 and leading employers.

EXCEPTIONAL LIFESTYLE
 Top-rated schools, safe
 neighborhoods, and a vibrant
 historic district.

ENDLESS RECREATION
 Boating, hiking, biking, golf,
 events, and year-round
 outdoor adventure.

CONNECTED & CONVENIENT
 Easy access to Sacramento,
 Tahoe, the Bay Area and
 beyond via Hwy 50
 and major corridors.



CLOSE TO EVERYTHING THAT MATTERS


SACRAMENTO
 25 MINUTES

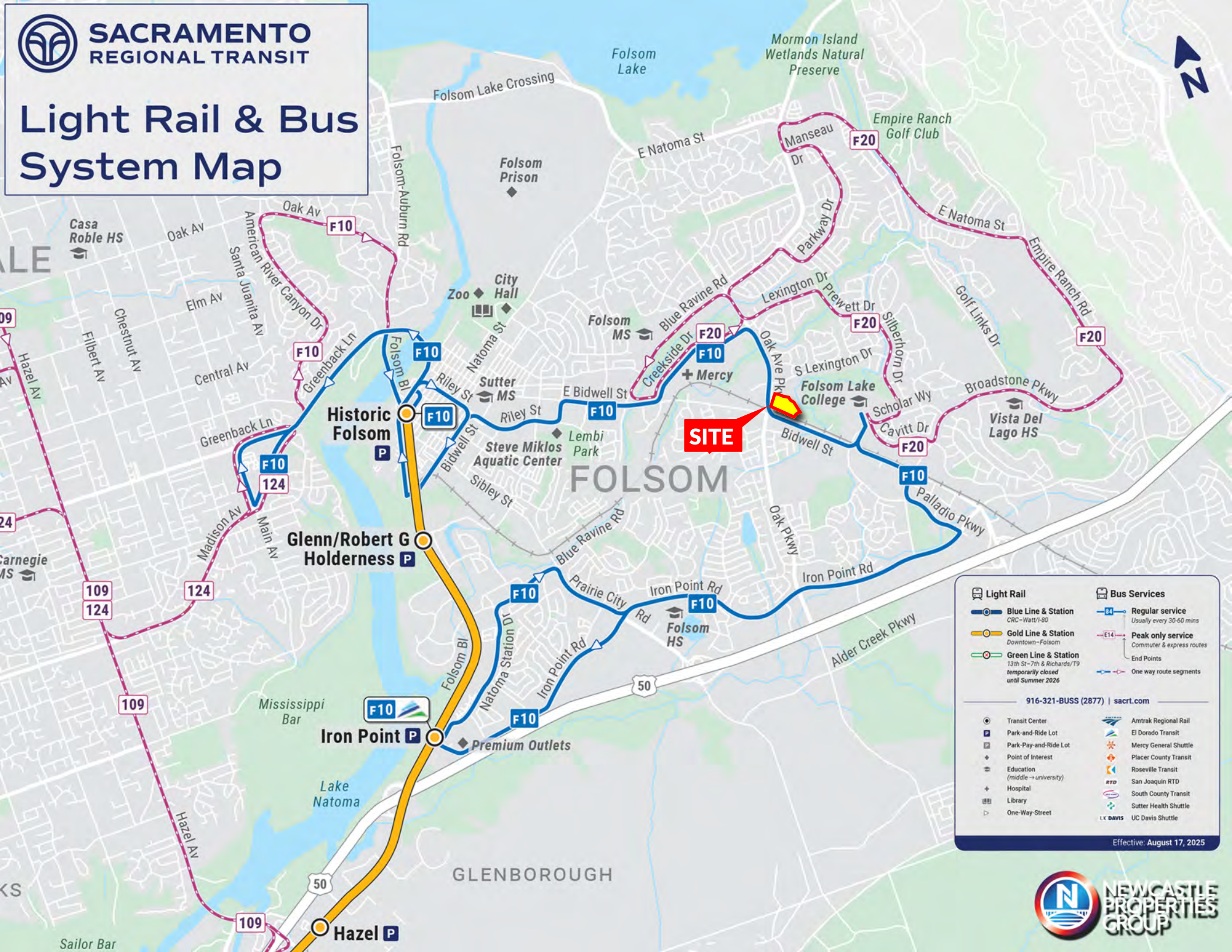

LAKE TAHOE
 90 MINUTES


**SAN FRANCISCO
 BAY AREA**
 2 HOURS


SILICON VALLEY
 2 HOURS

*Where Nature
 Meets Opportunity*

Light Rail & Bus System Map



| Light Rail | | Bus Services | |
|------------|--|--------------|---|
| | Blue Line & Station CRC - Watt/80 | | Regular service Usually every 30-60 mins |
| | Gold Line & Station Downtown - Folsom | | Peak only service Commuter & express routes |
| | Green Line & Station 13th St - 7th & Richards/T9 temporarily closed until Summer 2026 | | End Points |
| | | | One way route segments |

916-321-BUSS (2877) | sacrt.com

| | | | |
|--|-------------------------------------|--|-----------------------|
| | Transit Center | | Amtrak Regional Rail |
| | Park-and-Ride Lot | | El Dorado Transit |
| | Park-Pay-and-Ride Lot | | Mercy General Shuttle |
| | Point of Interest | | Placer County Transit |
| | Education (middle -> university) | | Roseville Transit |
| | Hospital | | San Joaquin RTD |
| | Library | | South County Transit |
| | One-Way-Street | | Sutter Health Shuttle |
| | | | UC Davis Shuttle |

Effective: August 17, 2025





**NORTHEAST CORNER OF
EAST BIDWELL STREET &
OAK AVENUE PARKWAY**

**FOLSOM, CALIFORNIA
±6.69 ACRES**

**MERCY
HOSPITAL**

**BROADSTONE
VILLAGE
CENTER**

**IN-SHAPE
FITNESS**

**THE FAIRMOUNT
AT VILLAGE CREEK**

OAK AVENUE PARKWAY

EAST BIDWELL STREET

