

FOR SALE

2330 E BIDWELL

FOLSOM, CA

VALUE-ADD MEDICAL OFFICE BUILDING



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COMMERCIAL REAL ESTATE



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YOUR NAME HERE



THE OPPORTUNITY

 39,062 RSF MEDICAL BUILDING

 CURRENTLY 80% LEASED

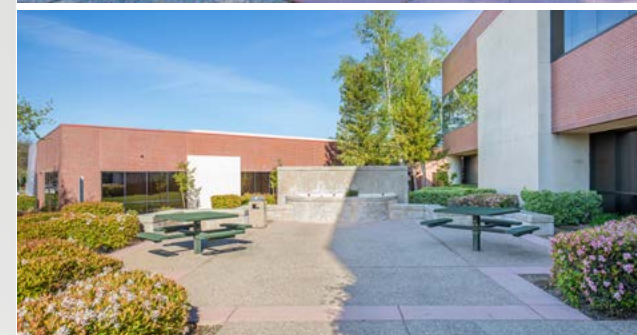
 \$7,850,000 (\$200 PSF)

2330 E Bidwell (the “Property”) is an upscale two (2) story medical office building located in Sacramento’s most desirable suburb of Folsom. The Property sits squarely in a medical hub anchored by Dignity Health - Mercy Folsom Hospital located less than 1 mile away. The Property measures approximately 39,062 rentable square feet and is leased to a diverse and stable mix of medical and office tenants including Vitero Retinol Medical Group, Folsom Spine Surgery, HMA Architecture, and West Valley Construction. The Property is currently 80% leased to 13 tenants

paying an average rent of \$1.88 per square foot, fully serviced, which is approximately 50% below the average market rent for comparable medical space nearby. The Property is the largest of ten office and medical buildings constructed in 2000 as part of an association-managed development known as Broadside Village.

Given the Property’s proximity to existing medical uses and practices, Mercy Folsom Hospital, and several new state-of-the-art medical campuses, the Property is in a unique position to capture the growing demand for medical office

space nearby. Medical-related tenants currently occupy one-quarter of the Property paying an average rent of \$2.23 per square foot, which is approximately 18% higher than the average rent among traditional office tenants also in the Property. Over time, a value-add strategy can be implemented to transition the entire tenancy into medical-related practices, which command a higher base rent than traditional office tenants and generally result in longer term commitment to the Property. Alternatively, the entire second floor of the Property measuring approximately 20,000





1 THE OPPORTUNITY
2330 EAST BIDWELL STREET

5.75% CAP RATE ON CURRENT NOI 
8.10% PROFORMA CAP RATE 
PROMINENT BUILDING SIGNAGE 



square feet can be made available to an owner-user as soon as Q1 2029 and the entire building by Q1 2031.

The Property has three vacant spaces totaling 7,644 rentable square feet, or approximately 20% of the building. Assuming lease-up of the vacancy, including lease-up costs, 6 months of carry, 6 months of free rent, \$65 per square foot in tenant improvements, and commissions, the 2027 pro forma cap rate is 8.10%. Assuming 60% LTV, financed at 6.5% with a 25-year amortization schedule, the cash-on-cash return (not including principal paydown) when the Property is fully

leased is 10.80% per year.

However, as the leases expire over time and the tenancy is transitioned to a medical-centric tenant mix, it is entirely reasonable to assume the Property will achieve market medical rents of \$2.50+ per rentable square foot inclusive of the load factor ultimately providing ownership with a stabilized annual yield of over 12% within 48 to 60 months of acquisition. Assuming a 7.0% cap rate disposition in 2030, the proforma value of the Property could exceed \$12 million (\$300 per square foot) providing a strategic investor with a highly reliable income in the meantime.

Folsom is a highly desirable and affluent community in Greater Sacramento. It combines a high standard of living, a well-educated population, excellent schools and a business-friendly community – making it a fantastic alternative for professional services, tech/life sciences companies exiting the expensive and seismically active Bay Area. Users will appreciate the quality, low-cost alternative with immediate occupancy in the most seismically stable region of California with very inexpensive utility rates and a municipal utility company created to attract and retain business.



1 THE OPPORTUNITY
2330 EAST BIDWELL STREET

PROPERTY HIGHLIGHTS



STRATEGIC LOCATION

The Property is located on E. Bidwell Street, a main thoroughfare that connects the Historic Folsom District with Highway 50 to the south. Over the last twenty years, E. Bidwell has become a premiere shopping and amenity destination in the region headlined by the Palladio Marketplace, a 700,000 square foot mixed use project completed in 2011 and now anchored by Whole Foods, Nordstrom Rack, Barnes and Noble, and CimemaWest. Additionally, Broadstone Plaza, a 532,000 square foot center featuring 50 national and regional tenants, is located just 1.4 miles from the Property. Other notable retailers on E. Bidwell include Costco, Sam's Club, Green Acres Nursery, Lifetime Fitness, Bel Air Grocery Store, Home Depot, Lowe's Home Improvement, Trader Joes, and DICK'S Sporting Goods. The Property sits just 2.3 miles, or approximately 7 minutes, from Highway 50, allowing easy access to El Dorado Hills to the east and Sacramento to the west.

PROXIMITY TO MEDICAL

The Property sits within a robust medical ecosystem surrounding Mercy Hospital of Folsom, a 106-bed acute care hospital that has served

as the primary care facility for Folsom's roughly 90,000 residents. Approximately 65 privately-owned medical office buildings totaling over 450,000 square feet, including the Property, are located within 1 mile of the hospital. As such, the Property is well positioned to serve medical tenants seeking easy access to the hospital and affiliated medical practices.

VALUE-ADD INVESTMENT

The Property is currently 80% leased to 13 office and medical tenants. The average base rent among the leased spaces is \$1.88 per square foot, fully serviced. However, the average base rent for medical office space along E. Bidwell and in comparable medical buildings nearby is approximately \$2.45 per square foot, modified gross, which represents significant 50%+ upside in the existing rents moving forward.

DEMAND FOR MEDICAL OFFICE SPACE

Excluding the existing vacancies at the Property, the surrounding medical office buildings within 1 mile of the Property are currently 95.4% leased. Of the total 413,938 cumulative square feet, only 19,050 square feet are cur-

rently vacant, indicating very strong demand for medical office space near Mercy Folsom Hospital and the Property.

MEDICAL GRADE PARKING

The Property benefits from approximately 200 on-site surface parking stalls to the west and east of the structure, which equates to nearly 5 parking stalls per 1,000 square feet. The Property features approximately 20% more on-site parking than comparable office buildings, thus the Property can satisfy the parking requirements for the densest medical users.

PRICED BELOW REPLACEMENT COST

Priced at \$200 per square foot, the Property represents a cost-efficient investment relative to today's construction environment. With stabilized income in place, the project trades at a significant discount to current replacement cost, thereby providing long-term value preservation at a basis well below what it would cost to deliver a comparable office building in Folsom, CA.

1 THE OPPORTUNITY
2330 EAST BIDWELL STREET



MERCY HOSPITAL



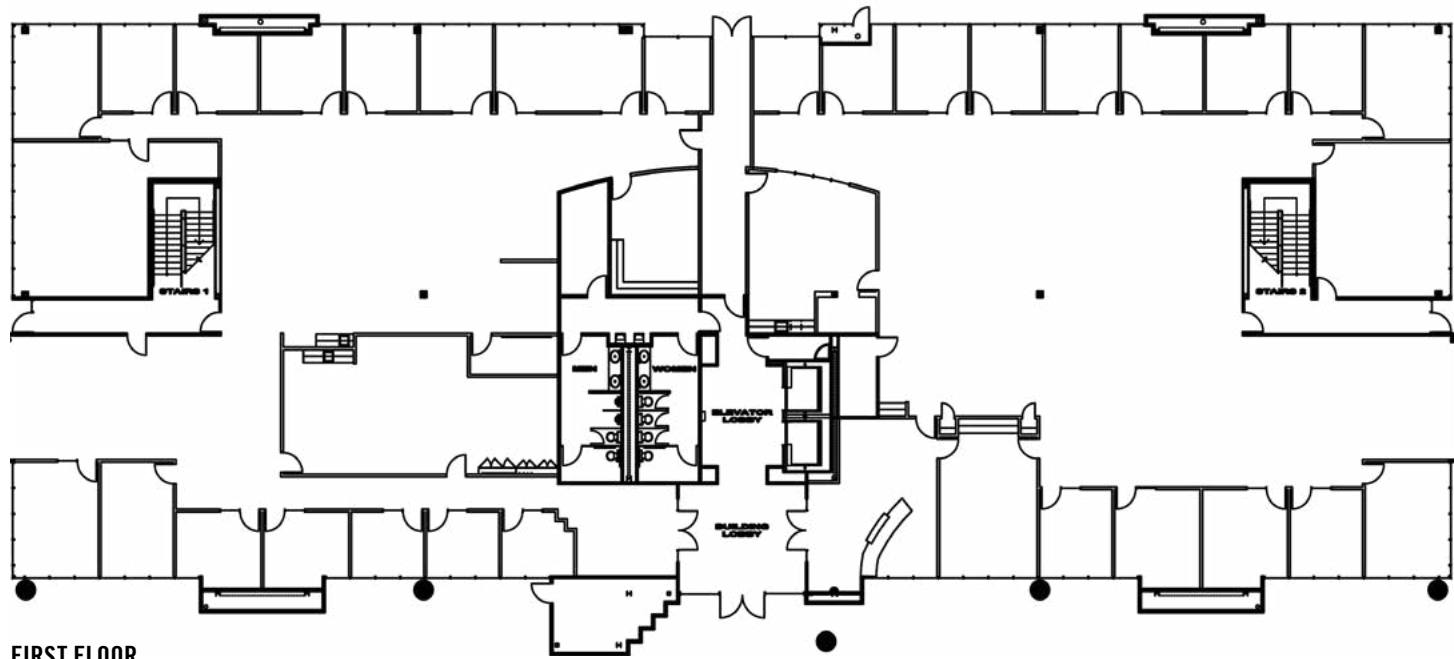
MERCY HOSPITAL

E BIDWELL ST = 25,922 CPD

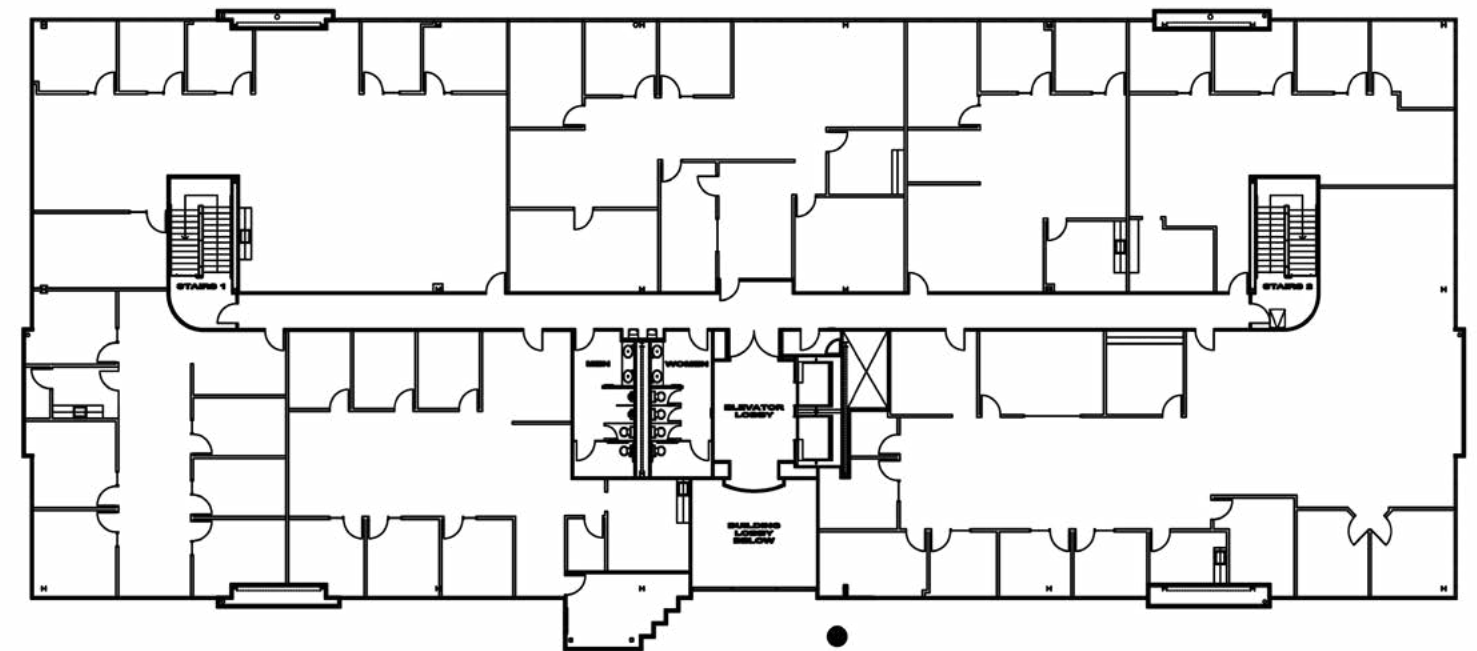
PROPERTY DETAILS

Address:	2330 E Bidwell Street, Folsom, CA 95630
Submarket:	Sacramento, California
APN:	072-1510-009
Building Size:	39,062 RSF
Stories:	Two (2)
Elevator:	Yes
Site Size:	118,483 SF / 2.72 Acres
Zoning:	C-2 (PD)
Flood Zone:	Zone X (FEMA Flood Map)
Earthquake Zone:	Not located in Fault-Rupture Hazard Zone
Electricity:	Sac Municipal Utility District (SMUD)
Gas:	Pacific Gas & Electric (PG&E)
Year Built:	2000
Parking Stalls:	Approximately 200 surface stalls
Parking Ratio:	5.00/1,000 SF

THE FLOOR PLANS



FIRST FLOOR



SECOND FLOOR

FOLSOM

Placer AI 2025

 83,900 RESIDENTS
 43,200 EMPLOYEES
 \$155,800 MEDIAN HH INCOME

The City of Folsom has a rich history beginning with the '49ers during California's great Gold Rush. It was the site of the West's first railroad and the world's first long-distance transmission of electricity.

Today Folsom is a forward-looking city, a high-tech community, with firms ranging from small businesses to major employers such as Intel Corporation, Micron Technology, and PowerSchool. Folsom also boasts excellent schools, beautiful family-oriented neighborhoods, and outstanding shopping, dining, and cultural options, including destinations like Palladio at Broadstone and Folsom Premium Outlets.

The City's General Plan, adopted in 1988, set the path the City is following into the 21st century. It shows a growing city that intends to keep its human scale. It places large retail centers in places easily accessible to regional shoppers, without cramming more traffic

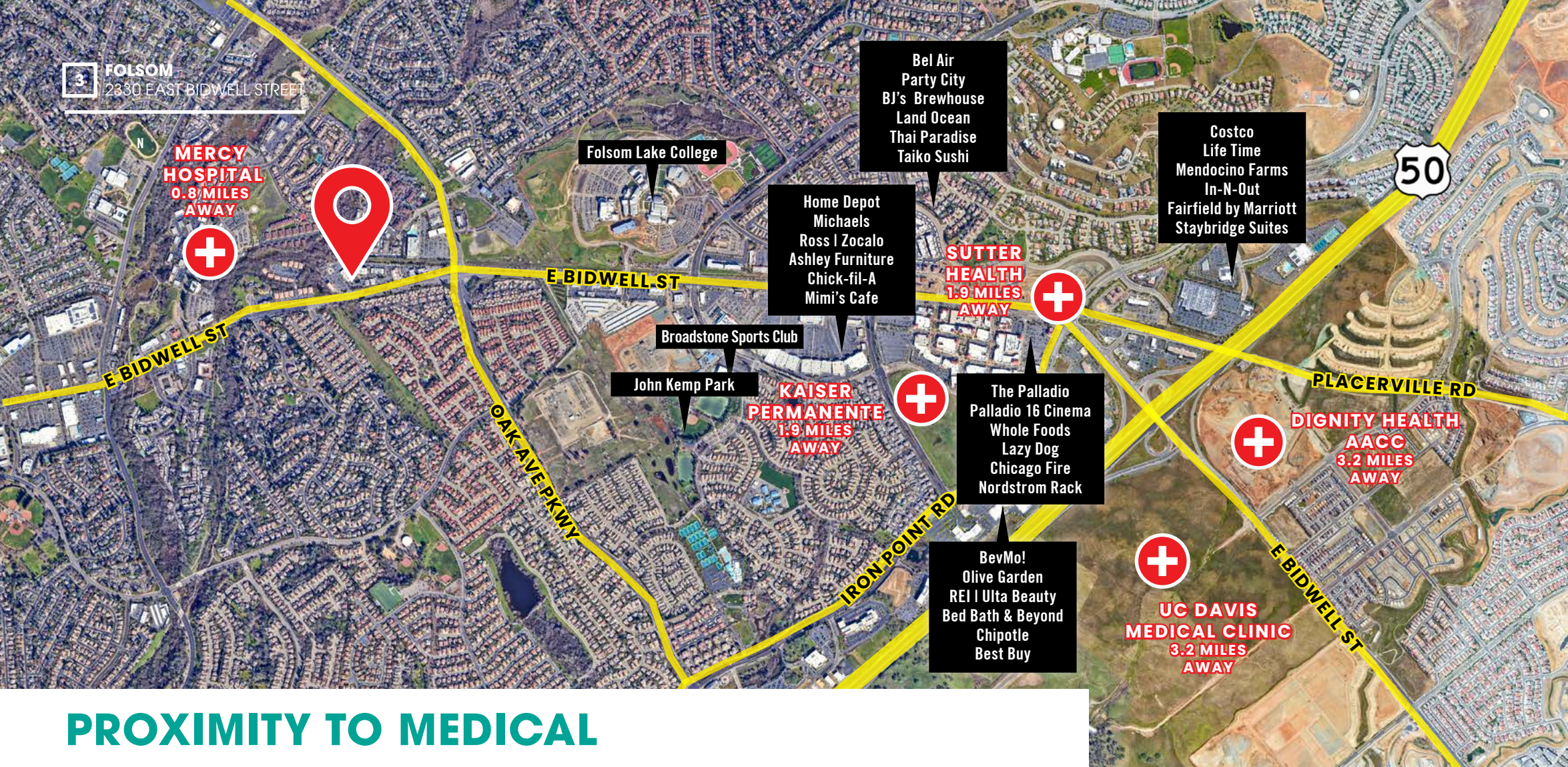
into the City's core. It paints a picture of new neighborhoods as well as a carefully preserved Historical District. The General Plan also takes note of the community's family orientation, calling for a minimum of five acres of park land for each 1,000 residents, and for city co-sponsorship of special activities that involve the entire family. Although Folsom has the feel of a small city, it does not lack the conveniences of modern living. It has ample shopping and cultural facilities, either in town or within a few minutes drive, and there are plans for more. It also has new hospital facilities and an expanding corps of professional specialists.

Folsom is home to natural amenities that provide a year-round playground for recreational enthusiasts on land and water. Folsom Lake, Lake Natoma, and the American River bound the city, hosting kayakers, swimmers and other water sports enthusiasts from around the re-

gion. Residents cherish the city's network of 43+ miles of paved trails, showcasing some of the city's beautiful assets as they meander through open space, woodlands, wildlife habitats, and along creeks and streams.

Folsom is a cyclist's dream come true, with everything from short local rides to options that lead to the Gold Country foothills, and nationally-renowned mountain biking trails. For most residents, the path to fitness and recreation begins just steps from home; nearly every home in the city is within a half-mile radius of a park. The city's 46 parks teem with a nearly limitless range of activity, from cricket to lacrosse, tennis to T-ball, soccer, football, and more. The Folsom Zoo Sanctuary – ranked a regional treasure – provides care for rescued domestic, wild and exotic animals and serves as both a tourist attraction and humane education center.





PROXIMITY TO MEDICAL

MERCY HOSPITAL [0.8 MILES AWAY]

The Property is located 0.8 miles from Dignity Health – Mercy Hospital of Folsom, a 106-bed acute care facility located at E. Bidwell and Creekside Drive. Mercy Folsom has been the premiere medical facility in Folsom for over 35 years, offering a 25-bed emergency room, family birth center, heart & vascular services, orthopedics, and neurology. Mercy Folsom currently employs 900 people including 186 active medical staff. The hospital is surrounded by ancillary medical office buildings totaling

453,000 square feet across 65 different buildings. The average vacancy rate among these medical office buildings is 5.9% with an average market rent of \$2.48 per square foot, fully serviced.

SUTTER HEALTH [1.9 MILES AWAY]

Sutter Health Folsom Care Complex is a 106,500 square foot primary care center located across from Broadstone Development, at the corner of E. Bidwell and Iron Point Road. The heart of the new care complex will be a

state-of-the-art outpatient surgery center and the Sutter Advanced Cancer Center. When the center opens, it will bring together 27 new specialty and primary care physicians focusing on heart and vascular; dermatology; gastroenterology; neuroscience; women's health; cancer services; orthopedics; and plastic and reconstructive surgery among other practices. The facility will cost \$145 million and is scheduled to open Fall 2027.

KAISER PERMANENTE [1.9 MILES AWAY]

Kaiser Permanente purchased 50 acres of land at the corner of Iron Point Road and Palladio Parkway in 2003. Since that time, Kaiser has constructed a 45,000 square foot Ambulatory Surgery Center and as of late 2024, is moving forward with the construction of a four-story, 183,417 square foot Comprehensive Care Center next door. Kaiser has also filed plans to double the size of the existing surgery center while also adding urgent care to the medical campus.

UC DAVIS MEDICAL CLINIC [3.2 MILES AWAY]

UC Davis Medical Center recently celebrated the opening of its new Folsom Medical Care Clinic, a 114,000 square foot facility with primary and specialty care services including a state-of-the-art infusion center, expanded radiology technology, cardiology, neurology, sports medicine and much more. The medical facility opened in September 2025 and cost \$182 million to construct.

DIGNITY HEALTH [3.5 MILES AWAY]

Dignity Health Advanced Ambulatory Care Center (AACC) at Folsom Ranch is a state-of-the-art facility that will expand Dignity Health's footprint in Folsom. The center will include an outpatient surgery center, specialty services, and integrated technology such as telehealth and home monitoring. The project is expected to open Summer 2027 and employ hundreds of full-time staff. The new center represents the first phase of a multi-year development that could ultimately grow into a full medical campus serving Folsom.

SACRAMENTO COUNTY

Placer AI 2025



1.6 MILLION RESIDENTS



762,000 EMPLOYEES



4 MAJOR UNIVERSITIES

Sacramento is increasingly recognized as one of California's most promising markets, combining the influence 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 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, Sacramento reached 1.6 million residents (Placer AI), reflecting a wave of professionals and families drawn to space, affordability, and access to opportunity.

That momentum is driving demand across multifamily, retail, and hospitality. Sacramento has become a year-round event destination, with Golden 1 Center concerts, Kings games, conventions, and Capitol Mall festivals consistently filling hotel rooms and activating the city's core. Major draws like Aftershock, Ironman, the Farm-to-Fork Festival, and the California International Marathon bring hundreds

of thousands of visitors annually.

Sacramento's food and creative scenes deepen its appeal. As the Farm-to-Fork Capital, the city has earned national recognition for fresh ingredients, a vibrant restaurant landscape, and strong local pride.

For investors, 2330 E Bidwell presents a compelling opportunity within a growing metro with strong fundamentals, sustained demand, and long-term upside.



SACRAMENTO 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 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

2,611,868

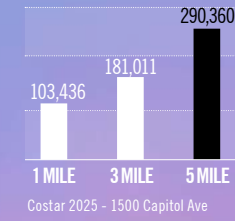
GSEC 2025
Applied Geographic Solutions 2024

PERCENTAGE OF POPULATION WITH A DEGREE OR SOME COLLEGE:

69%

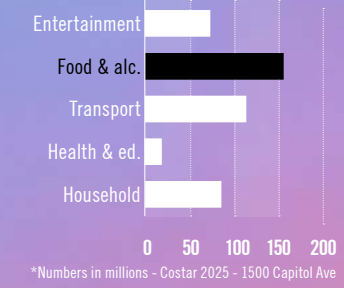
GSEC 2025
Applied Geographic Solutions 2024

NUMBER OF EMPLOYEES WITHIN VARYING RADIUS OF THE STATE CAPITOL:



Costar 2025 - 1500 Capitol Ave

ANNUAL CONSUMER SPENDING WITHIN ONE MILE OF THE STATE CAPITOL:



*Numbers in millions - Costar 2025 - 1500 Capitol Ave

COST OF LIVING INDEX - \$100,000 BASE SALARY MOVE TO SACRAMENTO FROM SAN FRANCISCO

Grocery will cost:	13.51% less
Housing will cost:	47.13% less
Utilities will cost:	8.93% less
Transportation will cost:	5.85% less
Healthcare will cost:	21.87% less

GSEC 2025
Applied Geographic Solutions 2024

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

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

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

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

**TRANSIT
SCORE:
96**
Good
Transit

walkscore.com
1500 Capitol



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