

**707 & 709
NATOMA**
FOLSOM | CA

For Sale

±2,730 Square Feet

Two salon suite buildings
in Historic Folsom, CA

- Twelve private salon suites designed for long term tenant occupancy.
- Historic Folsom location with ±100 feet of Natoma Street frontage and on-site parking.
- Strong rental history with established tenant demand supporting investment stability.



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EXECUTIVE SUMMARY

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PROPERTY OVERVIEW

This ±2,730 square foot salon suite investment property in Historic Folsom consists of two well-maintained buildings designed for long-term salon suite tenancy. 707 Natoma is a ±1,500 square foot structure originally built in 1996 and renovated in 2020, featuring six private salon suites, a reception and waiting area, restroom, breakroom with kitchen area, washer/dryer hookups, and approximately 14-foot ceilings. 709 Natoma is a ±1,230 square foot building completed in 2022 and includes six private salon suites, approximately 11-foot ceilings, windows in every suite, a reception area, and restroom facilities. The property offers a turnkey investment opportunity with a strong operating history and a salon suite layout that supports stable occupancy and long-term income generation.

Located in the Historic Folsom district, the property benefits from a highly desirable business environment known for its established local commerce, dining, entertainment, and pedestrian activity. The combination of a walkable location, dedicated parking, and a proven salon suite concept positions the asset as an attractive investment opportunity in one of Folsom's most recognized commercial districts. The site provides on-site parking serving both buildings and features full ADA accessibility throughout the property.

OFFERING SUMMARY

707 Natoma Street: ±1,500 square feet
709 Natoma Street: ±1,230 square feet
Price: \$1,899,950



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CASH FLOW DETAILS

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INCOME

FOR THE YEAR ENDING	YEAR 1 MAY 2026	YEAR 2 MAY 2027	YEAR 3 MAY 2028	YEAR 4 MAY 2029	YEAR 5 MAY 2030	YEAR 6 MAY 2031	YEAR 7 MAY 2032	YEAR 8 MAY 2033	YEAR 9 MAY 2034	YEAR 10 MAY 2035
POTENTIAL RENTAL INCOME (PRI)	\$165,000	\$169,950	\$175,049	\$180,300	\$185,709	\$191,280	\$197,019	\$202,929	\$209,017	\$215,288
- Vacancy / Credit Loss	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
EFFECTIVE RENTAL INCOME (ERI)	\$165,000	\$169,950	\$175,049	\$180,300	\$185,709	\$191,280	\$197,019	\$202,929	\$209,017	\$215,288
+ Other Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL OTHER INCOME	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
GROSS OPERATING INCOME (GOI)	\$165,000	\$169,950	\$175,049	\$180,300	\$185,709	\$191,280	\$197,019	\$202,929	\$209,017	\$215,288

EXPENSE DETAIL

Real Estate Taxes	\$6,120	\$6,120	\$6,120	\$6,120	\$6,120	\$6,120	\$6,120	\$6,120	\$6,120	\$6,120
Insurance (building/liability)	\$3,420	\$3,420	\$3,420	\$3,420	\$3,420	\$3,420	\$3,420	\$3,420	\$3,420	\$3,420
Cleaning Service	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000
Total Utilities	\$7,464	\$7,464	\$7,464	\$7,464	\$7,464	\$7,464	\$7,464	\$7,464	\$7,464	\$7,464
Maintenance	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
Phone Line	\$510	\$510	\$510	\$510	\$510	\$510	\$510	\$510	\$510	\$510
Maintenance	\$1,096	\$1,096	\$1,096	\$1,096	\$1,096	\$1,096	\$1,096	\$1,096	\$1,096	\$1,096
TOTAL OPERATING EXPENSES	\$25,810	\$25,810	\$25,810	\$25,810	\$25,810	\$25,810	\$25,810	\$25,810	\$25,810	\$25,810

NET OPERATING INCOME (NOI)	\$139,190	\$144,140	\$149,239	\$154,490	\$159,899	\$165,470	\$171,209	\$177,119	\$183,207	\$189,478
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EXTERIOR PHOTOS

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INTERIOR PHOTOS

707 Natoma Street

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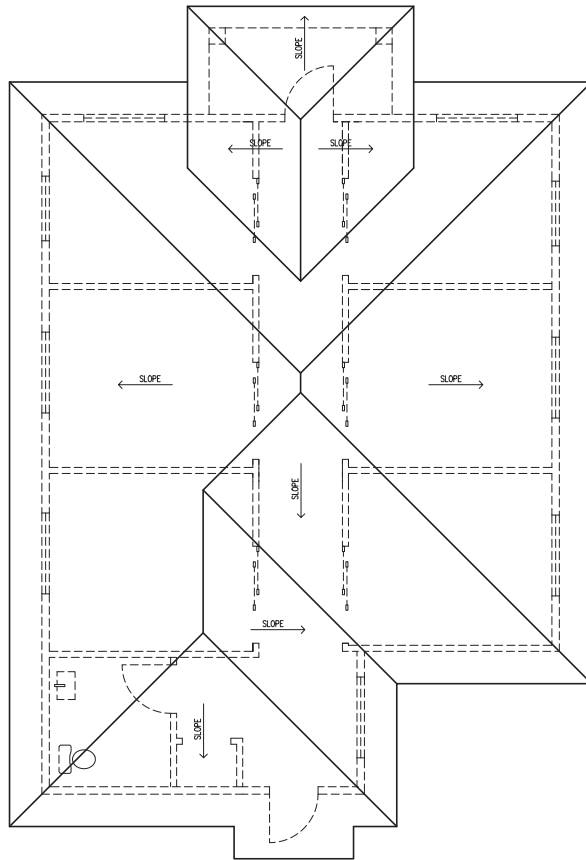


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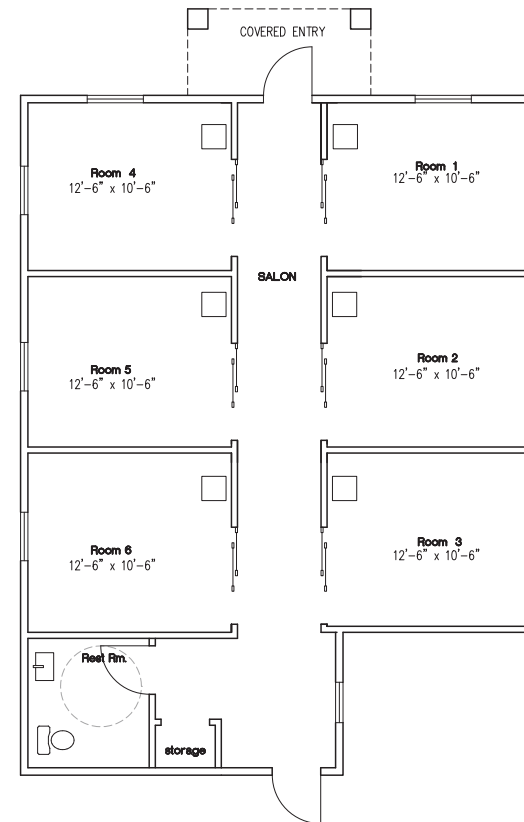
FLOOR PLAN

709 Natoma Street

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ROOF PLAN



GROUND FLOOR PLAN
1,238 S.F.

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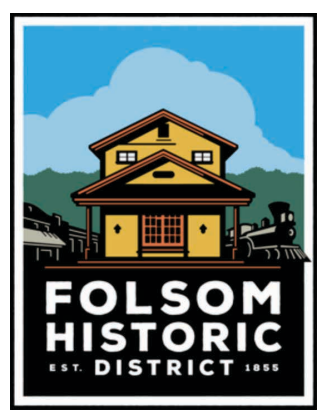
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LOCAL AREA

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\$10,388 ATC

\$22,090 ATC



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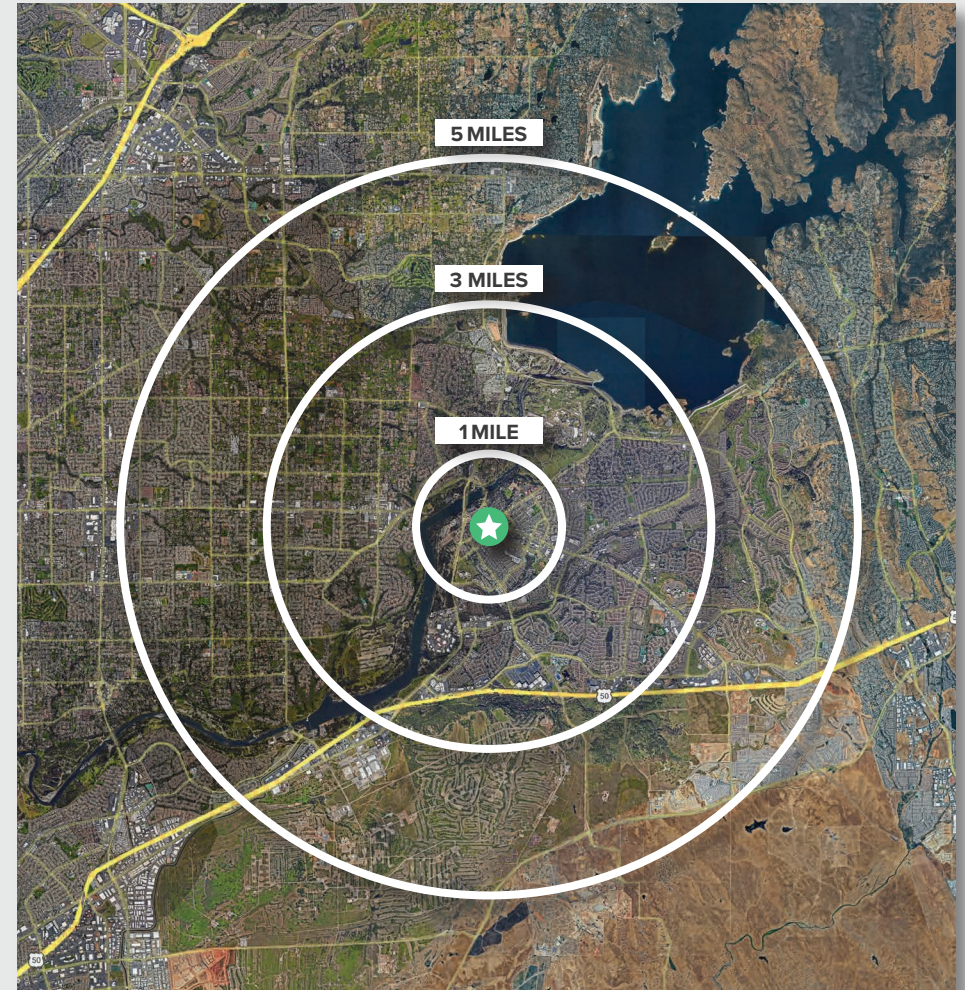


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REGIONAL DEMOGRAPHICS

**707 & 709
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DEMOGRAPHICS	1 MILE	3 MILES	5 MILES
POPULATION			
2025 Estimated Population	9,873	83,468	173,588
2020 Census Population	9,511	84,184	169,313
2010 Census Population	8,925	80,206	156,018
2025 Median Age	41.3	42.1	42.8
HOUSEHOLDS			
2025 Estimated Households	4,292	31,257	65,465
2020 Census Households	4,070	30,901	62,392
2010 Census Households	3,792	28,832	56,905
INCOME			
2025 Estimated Average Household Income	\$141,161	\$157,358	\$173,407
2025 Estimated Median Household Income	\$118,337	\$121,120	\$136,252
BUSINESS			
2025 Estimated Total Businesses	752	3,901	6,915
2025 Estimated Total Employees	5,931	33,751	57,906



Source: Applied Geographic Solutions 11/2025, TIGER Geography - RS1

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ABOUT CAPITAL RIVERS

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CHOOSE EXCELLENCE OVER ORDINARY

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Creating a great experience is what we are all about.

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As commercial brokers and agents we believe in building strong partnerships with each other and our clients through creativity, collaboration, and gratitude. Our combined experience lets us build long lasting relationships with our team as well as everyone who comes through our front door. Capital Rivers' commercial brokerage team caters to clients not only in Northern California, including Sacramento, Chico, and Redding, but also across the United States.

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We understand that every property is unique requiring a comprehensive strategy to optimize performance.

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