



OFFERING MEMORANDUM

3010 - 3020 FREEPORT BOULEVARD

3010 - 3020 Freeport Blvd, Sacramento, CA 95818

Marcus & Millichap

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Activity ID #ZAH0030196

Marcus & Millichap

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3010 - 3020 FREEPORT BLVD

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Marcus & Millichap

3010 - 3020 FREEPORT BLVD

BROKER OF RECORD

TONY SOLOMON

California

3109095450

License: 01238010


Marcus & Millichap

**McCLATCHY
HIGH SCHOOL**

**3016-3020
SUBJECT PROPERTY**

**3010-3014
SUBJECT PROPERTY**

SUBWAY

FREEPORT BLVD 18,000 VPD

**Round Table
PIZZA**

OFFERING SUMMARY

3010 - 3020 FREEPORT BLVD



Listing Price
\$1,250,000



Occupancy
100%



Price Per Square Foot
\$255.10

FINANCIAL

| | |
|--------------------|-------------|
| Listing Price | \$1,250,000 |
| Current NOI | \$51,120 |
| Pro Forma NOI | \$88,037 |
| Current Cap Rate | 4.09% |
| Pro Forma Cap Rate | 7.09% |

OPERATIONAL

| | |
|---------------------------------------|-----------------------|
| Total Rentable SF | 4,900 SF |
| Residential (Multi-Family) SF | 990 SF |
| Commercial SF | 3,910 SF |
| # of Commercial Units | 3 |
| # of Residential (Multi-Family) Units | 2 |
| Lot Size | 0.22 Acres (9,583 SF) |
| Year Built | 1954 |



3010 - 3020 FREEPORT BOULEVARD

RENT ROLL

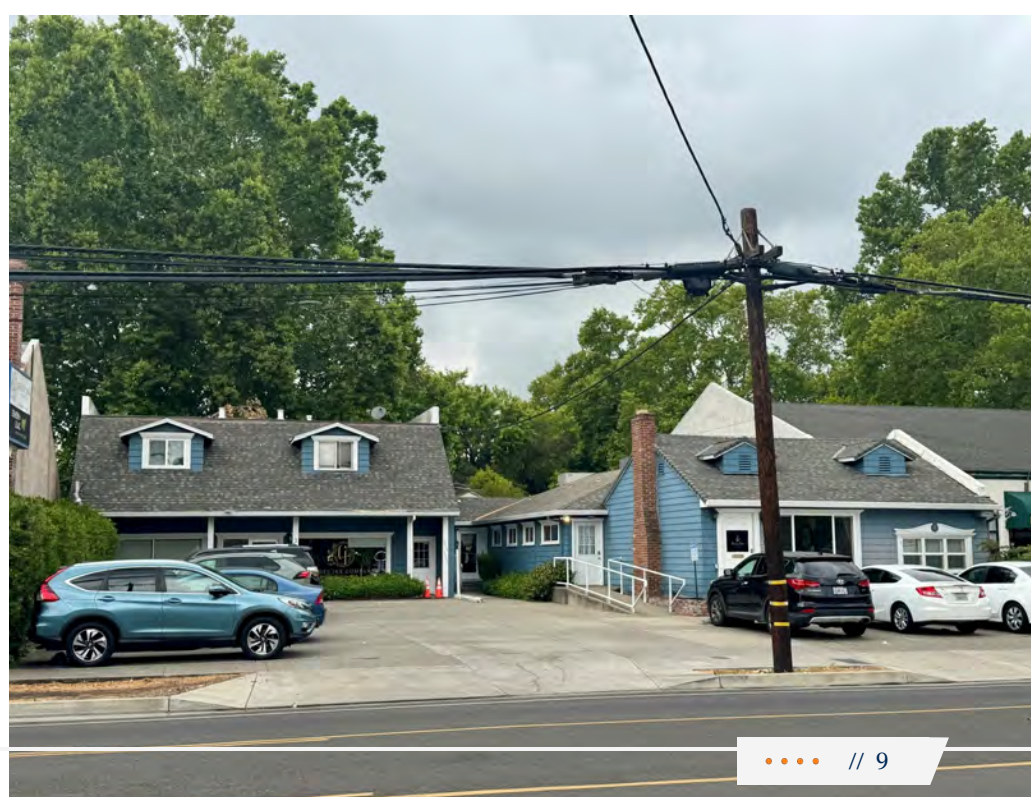
| MULTIFAMILY | | | | SCHEDULED | | | POTENTIAL | | | | |
|--------------------------|------------|-------------|---------------|--------------|-------------------|----------------|--------------|-------------------|----------------|--------|---------|
| Unit Type | # of Units | Avg Sq Feet | Rental Range | Average Rent | Average Rent / SF | Monthly Income | Average Rent | Average Rent / SF | Monthly Income | | |
| 1 Bed / 1 Bath | 1 | 500 | \$850 - \$850 | \$850 | \$1.70 | \$850 | \$1,350 | \$2.70 | \$1,350 | | |
| 1 Bed / 1 Bath | 1 | 490 | \$850 - \$850 | \$850 | \$1.73 | \$850 | \$1,350 | \$2.76 | \$1,350 | | |
| Totals/Weighted Averages | | | | 2 | 495 | \$850 | \$1.72 | \$1,700 | \$1,350 | \$2.73 | \$2,700 |
| Gross Annualized Rents | | | | \$20,400 | | | \$32,400 | | | | |

| COMMERCIAL | | | | % | | Monthly | | TOTAL RENT | | PRO FORMA | LEASE |
|---------------------------|-----------|-------------|-----------------------|-------------|---------|-----------------------|-----------|-----------------------|---------|-----------|-------|
| TENANT NAME | SUITE | SQUARE FEET | BLDG SHARE | LEASE DATES | | RENT PER SQ. FT. | PER MONTH | PER YEAR | RENTS | TYPE | |
| | | | | COMM. | EXP. | | | | | | |
| Flora and Fronds Suites | 3010-3012 | 2,252 | 55.6% | 1/1/12 | 8/31/28 | \$1.03 | \$2,310 | \$27,715 | \$4,000 | Gross | |
| Ghost Ink Company | 3020 | 1,200 | 29.6% | 1/1/21 | 2/28/27 | \$2.08 | \$2,499 | \$29,984 | N/A | Gross | |
| Lemon & Lilac Hair Studio | 3014 | 600 | 14.8% | 1/1/20 | 8/1/28 | \$2.02 | \$1,213 | \$14,555 | N/A | Gross | |
| Total | | 4,052 | | | | \$1.49 | \$6,021 | \$72,254 | | | |
| Occupied Tenants: 3 | | | Unoccupied Tenants: 0 | | | Occupied GLA: 100.00% | | Unoccupied GLA: 0.00% | | | |

3010 - 3020 FREEPORT BOULEVARD

OPERATING STATEMENT

| INCOME | Current | | ProForma | | PER SF |
|-------------------------------|----------|-----------|-----------|-----------|---------|
| Multifamily | | | | | |
| Gross Scheduled Rent | 20,400 | | 32,400 | | 32.73 |
| Vacancy | (1,020) | 5.0% | 0 | 0.0% | |
| Effective Gross Income | \$19,380 | | \$32,400 | | \$32.73 |
| Retail | | | | | |
| Gross Scheduled Rent | 72,254 | | 92,539 | | 22.84 |
| General Vacancy | (3,613) | 5.0% | 0 | 0.0% | |
| Effective Gross Income | \$68,641 | | \$92,539 | | \$22.84 |
| Combined EGI | \$88,021 | | \$124,939 | | \$25.50 |
| EXPENSES | | | | | |
| | Current | % of CEGI | ProForma | % of CEGI | PER SF |
| Real Estate Taxes | 14,847 | 16.9% | 14,847 | 11.9% | 3.03 |
| Insurance | 8,300 | 9.4% | 8,300 | 6.6% | 1.69 |
| Smud | 1,320 | 1.5% | 1,320 | 1.1% | 0.27 |
| Garbage | 2,013 | 2.3% | 2,013 | 1.6% | 0.41 |
| Water/Sewer | 5,640 | 6.4% | 5,640 | 4.5% | 1.15 |
| Landscaping | 3,600 | 4.1% | 3,600 | 2.9% | 0.73 |
| Backflow Test | 120 | 0.1% | 120 | 0.1% | 0.02 |
| Pest Control | 1,061 | 1.2% | 1,061 | 0.8% | 0.22 |
| Total Expenses | \$36,901 | | \$36,901 | | \$7.53 |
| Expenses as % of Combined EGI | | 41.9% | | 29.5% | |
| Net Operating Income | \$51,120 | | \$88,037 | | \$17.97 |



3010 - 3020 FREEPORT BOULEVARD

3010 - 3020 Freeport Blvd, Sacramento, CA 95818

INVESTMENT OVERVIEW

3010 - 3020 Freeport Boulevard | Sacramento, CA

The offering presents a compelling opportunity to acquire a fully occupied mixed-use asset located at 3010-3020 Freeport Boulevard in Sacramento, California. The property consists of five total units, including three retail/commercial suites and two residential units, containing an aggregate of approximately 4,900 square feet. Of this total, roughly 3,910 square feet is occupied by commercial tenants and 990 square feet is allocated to the residential units. The building is currently 100% leased to a diverse tenant mix, providing stable in-place income while mitigating rollover risk through multiple revenue streams.

The asset offers significant value-add potential as current rental rates are below market, creating an opportunity for an investor to increase cash flow through mark-to-market adjustments over time. Additionally, the property is situated on two separate legal parcels totaling approximately 0.22 acres, providing a unique layer of flexibility and future upside. This configuration allows for the potential to sell the parcels individually, offering multiple exit strategies and enhanced value realization.

Strategically positioned along Freeport Boulevard, the property benefits from excellent street frontage and high visibility, with traffic counts exceeding 18,000 vehicles per day. The location is supported by strong surrounding fundamentals, including proximity to major demand drivers such as C.K. McClatchy High School, Sacramento City College, and William Land Regional Park. The property is also located approximately 2.5 miles from Downtown Sacramento, providing convenient access to the region's primary employment, government, and entertainment hub. The surrounding area features a strong presence of national and regional retailers, as well as a dense base of residential and multifamily rooftops that contribute to consistent consumer activity.

Sacramento, the capital of California and a key economic center within Northern California, continues to experience sustained growth driven by its diverse and expanding economic base. Anchored by government, healthcare, education, and an emerging technology sector, the region has attracted both population growth and business migration, particularly from higher-cost coastal markets such as the Bay Area. This influx has contributed to increased demand for both residential housing and neighborhood-serving retail. Sacramento's central location, combined with ongoing infrastructure improvements and urban revitalization efforts, has further strengthened its position as an attractive destination for investment. Downtown Sacramento, located just minutes from the subject property, has seen significant development activity in recent years, including mixed-use projects, hospitality, and entertainment venues, all of which support long-term economic stability and growth.

The subject property is located within the highly desirable Land Park submarket, one of Sacramento's most established and sought-after neighborhoods. Known for its mature tree-lined streets, historic character, and strong community appeal, Land Park provides a stable and affluent residential base that supports local retail businesses. Freeport Boulevard serves as a primary commercial corridor through the area, characterized by a blend of local operators, national tenants, dining establishments, and service-oriented businesses. The corridor benefits from consistent daily traffic and strong visibility, making it a highly attractive location for neighborhood retail tenancy.

In addition to its retail appeal, the surrounding area is anchored by key institutions such as C.K. McClatchy High School, Sacramento City College, and William Land Regional Park, one of the city's premier recreational amenities. These demand drivers generate consistent foot traffic and contribute to the overall vitality of the area. The combination of strong demographics, limited new development, and steady tenant demand positions the Land Park submarket as a resilient and highly desirable investment location, offering both stability and long-term growth potential.

DOWNTOWN SACRAMENTO



3016-3020
SUBJECT PROPERTY

3010-3014
SUBJECT PROPERTY

McDON

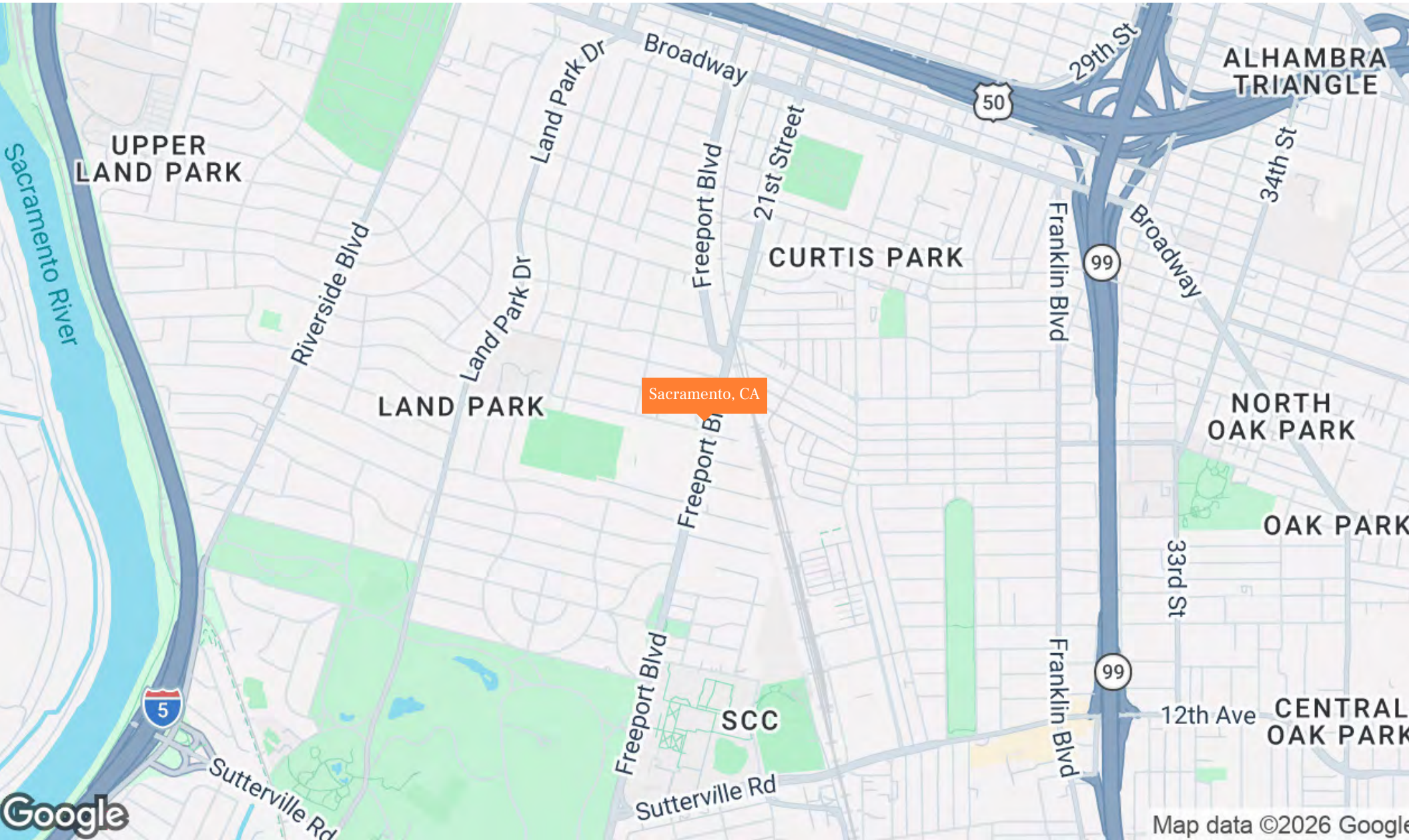


FREEMONT BLVD 18,000 VPD

LIGHT RAIL

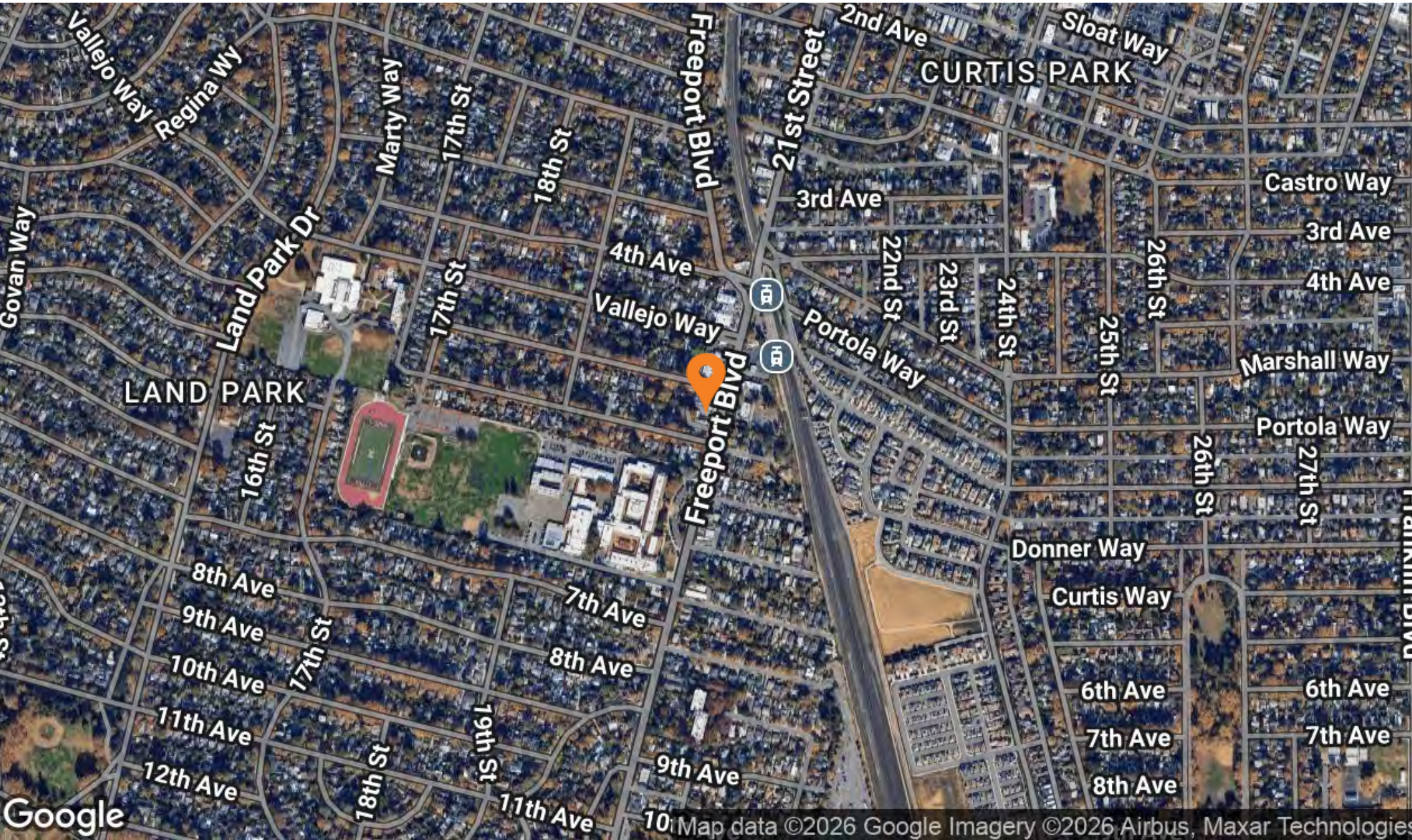
3010 - 3020 FREEPORT BOULEVARD

REGIONAL MAP



3010 - 3020 FREEPORT BOULEVARD

AERIAL MAP



Map data ©2026 Google Imagery ©2026 Airbus, Maxar Technologies

3010 - 3020 FREEPORT BOULEVARD

MARKET OVERVIEW

SACRAMENTO

As the capital to the largest U.S. state economy, the Sacramento-Roseville-Arden-Arcade metro is a hub of public and private sector activity. Two major universities foster an educated workforce that draws new companies to the market. New job opportunities, in turn, foster population growth as more households seek residential options in less dense areas. Lying in the middle of the 450-mile-long Central Valley, the metro comprises four counties: Sacramento, El Dorado, Placer and Yolo. More than 2.5 million people call the area home, and unlike the nearby Bay Area, Sacramento is seismically quiet, making it an ideal location for data centers and cloud computing storage. The city of Sacramento is the most populous, at approximately 526,000 residents, followed by Elk Grove and Roseville. The metro is a more typically automobile-centric environment than neighboring San Francisco.

METRO HIGHLIGHTS



LOGISTICS HUB

Proximity to the Bay Area and access to Interstates 5 and 80, as well as U.S. Route 50, make Sacramento a logistics hub. Sacramento International Airport also serves air freight.



RESILIENT EMPLOYMENT BASE

Sacramento's employment total grew at the 12th-fastest pace in the country in 2024 and was the second fast-growing job market on the West Coast. This is partly attributable to lower relative costs attracting businesses and in-migration from workers.



EXPANDING RESIDENTIAL NEEDS

Placer County, abutting Lake Tahoe, is one of the fastest-growing areas in the state, contributing to robust long-term local housing demand.

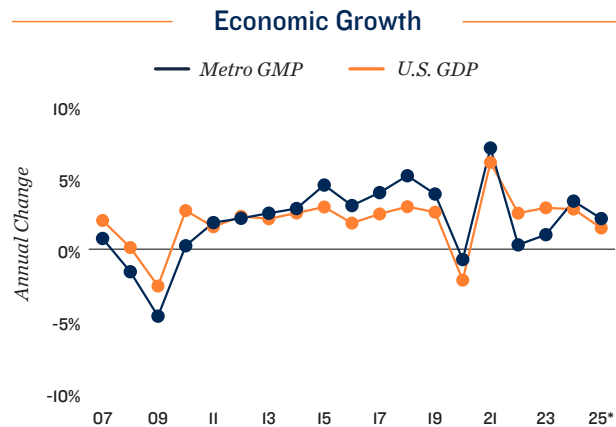


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MARKET OVERVIEW

ECONOMY

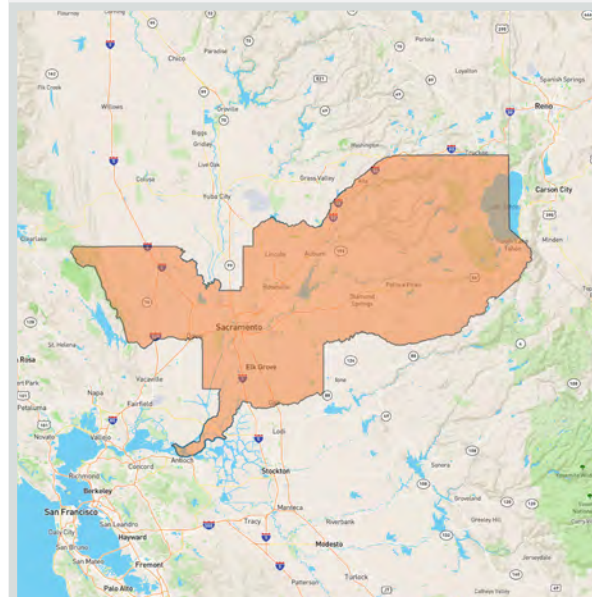
- Sacramento is home to the California State Capitol, making the government sector important to the region's economy, even with its recent diversification.
- University of California, Davis and California State University, Sacramento, along with associated medical systems, prop up a large education and health services ecosystem, forming a broad base for employment, along with many area hospitals.
- As the most populous metro in California's fertile Central Valley, Sacramento is the hub for the United State's largest agriculture market by dollar-value of output sold.



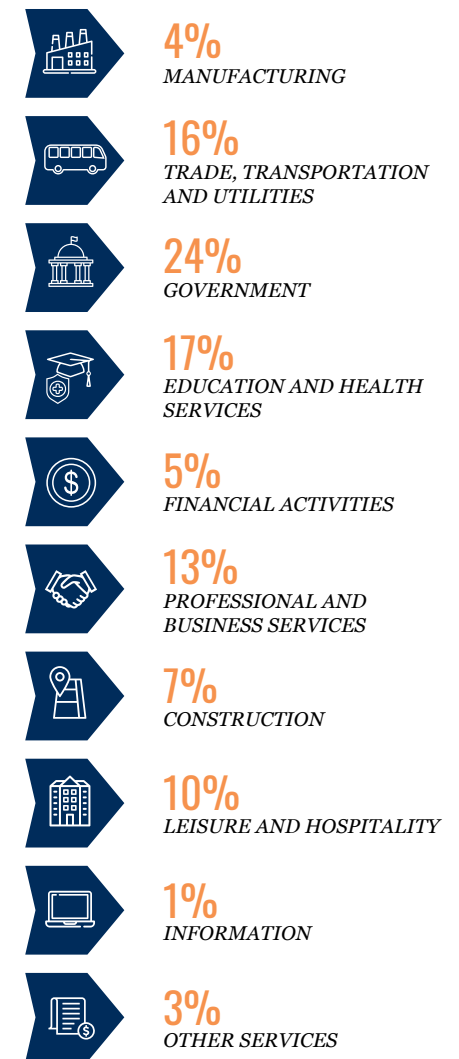
* Forecast

MAJOR AREA EMPLOYERS

- California State University, Sacramento
- Sutter Health
- Kaiser Permanente
- Verizon
- UPS
- Dignity Health
- University of California, Davis
- Blue Shield of California
- Wells Fargo



SHARE OF 2025 TOTAL EMPLOYMENT



Note: Figures are rounded to nearest whole percentage point

3010 - 3020 FREEPORT BOULEVARD

MARKET OVERVIEW

DEMOGRAPHICS

- The metro is expected to add nearly 66,000 people over the next five years, resulting in the formation of roughly 25,000 new households.
- A median home price below other major California markets has produced a homeownership rate of about 61 percent.
- Among residents ages 25 and older, 36 percent hold bachelor's degrees and 13 percent also have a graduate or professional degree.

QUALITY OF LIFE

Residents and visitors can enjoy many recreational activities. Sacramento is home to professional sports teams, headlined by the Kings (NBA). Within a short drive away are some of the world's finest wine-producing regions: the Napa, Sonoma and Alexander valleys. Sacramento is also just a short distance from Lake Tahoe and its popular ski resorts. The area offers various cultural opportunities, including the ballet, opera, museums, a zoo and music festivals. In addition to four community colleges, there are two universities in the region: California State University, Sacramento and University of California, Davis. Students new to the area can visit Old Sacramento, which is a 28-acre historical landmark that pays homage to California circa the 1849 Gold Rush.

SPORTS

Basketball | **NBA** | Sacramento Kings
Baseball | **MLB** | Sacramento River Cats
Soccer | **USL** | Sacramento Republic FC



EDUCATION

- University of California, Davis
- California State University, Sacramento
- California Northstate University
- Sacramento City College



ARTS & ENTERTAINMENT

- Sacramento Zoo
- Sacramento Philharmonic Orchestra
- Crocker Art Museum
- Sacramento Memorial Auditorium



QUICK FACTS



POPULATION

2.4M

Growth 2025-2029*
2.7%



HOUSEHOLDS

903K

Growth 2025-2029*
2.8%



MEDIAN AGE

39

U.S. Median:
39



MEDIAN HOUSEHOLD INCOME

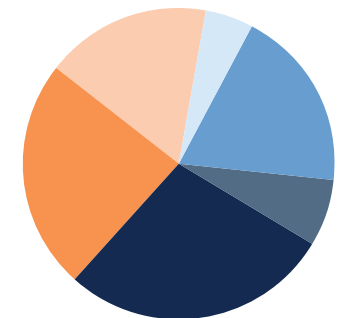
\$99,000

U.S. Median:
\$76,000

*Forecast

2025 Population by Age

| | |
|-----|-------------|
| 5% | 0-4 years |
| 19% | 5-19 years |
| 7% | 20-24 years |
| 28% | 25-44 years |
| 24% | 45-64 years |
| 17% | 65+ years |



*Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

3010 - 3020 FREEPORT BOULEVARD

DEMOGRAPHICS

| POPULATION | 1 Mile | 3 Miles | 5 Miles |
|------------------------------------|--------|---------|---------|
| 2030 Projection | | | |
| Total Population | 18,570 | 166,615 | 406,964 |
| 2025 Estimate | | | |
| Total Population | 18,136 | 163,541 | 400,321 |
| 2020 Census | | | |
| Total Population | 17,461 | 159,922 | 397,053 |
| 2010 Census | | | |
| Total Population | 16,028 | 140,639 | 357,572 |
| Daytime Population | | | |
| 2025 Estimate | 24,668 | 283,772 | 550,552 |
| HOUSEHOLDS | | | |
| 2030 Projection | | | |
| Total Households | 8,633 | 73,805 | 163,647 |
| 2025 Estimate | | | |
| Total Households | 8,442 | 72,071 | 160,296 |
| Average (Mean) Household Size | 2.1 | 2.3 | 2.5 |
| 2020 Census | | | |
| Total Households | 8,080 | 68,784 | 153,946 |
| 2010 Census | | | |
| Total Households | 7,607 | 61,911 | 141,343 |
| Growth 2025-2030 | 2.3% | 2.4% | 2.1% |
| HOUSING UNITS | | | |
| Occupied Units | | | |
| 2030 Projection | 9,094 | 79,058 | 173,166 |
| 2025 Estimate | 8,894 | 77,185 | 169,597 |
| Owner Occupied | 5,051 | 31,819 | 73,628 |
| Renter Occupied | 3,393 | 40,289 | 86,487 |
| Vacant | 453 | 5,114 | 9,301 |
| Persons in Units | | | |
| 2025 Estimate Total Occupied Units | 8,442 | 72,071 | 160,296 |
| 1 Person Units | 37.1% | 41.2% | 34.8% |
| 2 Person Units | 35.6% | 30.8% | 30.5% |
| 3 Person Units | 13.4% | 12.4% | 14.0% |
| 4 Person Units | 10.4% | 8.8% | 10.6% |
| 5 Person Units | 2.3% | 4.1% | 5.8% |
| 6+ Person Units | 1.1% | 2.8% | 4.3% |

| HOUSEHOLDS BY INCOME | 1 Mile | 3 Miles | 5 Miles |
|--|-----------|-----------|-----------|
| 2025 Estimate | | | |
| \$200,000 or More | 25.6% | 14.0% | 11.8% |
| \$150,000-\$199,999 | 14.4% | 10.6% | 9.5% |
| \$100,000-\$149,999 | 19.1% | 18.2% | 17.8% |
| \$75,000-\$99,999 | 11.3% | 12.9% | 13.4% |
| \$50,000-\$74,999 | 9.8% | 14.1% | 15.1% |
| \$35,000-\$49,999 | 5.6% | 8.3% | 9.2% |
| \$25,000-\$34,999 | 3.7% | 5.5% | 6.3% |
| \$15,000-\$24,999 | 4.0% | 6.0% | 6.4% |
| Under \$15,000 | 6.6% | 10.3% | 10.5% |
| Average Household Income | \$155,706 | \$111,731 | \$102,911 |
| Median Household Income | \$131,764 | \$89,958 | \$82,664 |
| Per Capita Income | \$72,010 | \$51,368 | \$43,205 |
| POPULATION PROFILE | | | |
| Population By Age | | | |
| 2025 Estimate Total Population | 18,136 | 163,541 | 400,321 |
| Under 20 | 18.5% | 19.4% | 22.8% |
| 20 to 34 Years | 20.1% | 25.5% | 24.7% |
| 35 to 39 Years | 8.4% | 9.3% | 8.1% |
| 40 to 49 Years | 13.9% | 13.5% | 12.7% |
| 50 to 64 Years | 19.5% | 17.0% | 16.4% |
| Age 65+ | 19.6% | 15.3% | 15.2% |
| Median Age | 42.0 | 39.0 | 38.0 |
| Population 25+ by Education Level | | | |
| 2025 Estimate Population Age 25+ | 13,975 | 123,061 | 280,502 |
| Elementary (0-8) | 1.9% | 5.3% | 7.4% |
| Some High School (9-11) | 2.1% | 5.0% | 6.3% |
| High School Graduate (12) | 6.4% | 15.2% | 19.4% |
| Some College (13-15) | 17.5% | 21.3% | 21.9% |
| Associate Degree Only | 7.5% | 7.3% | 8.5% |
| Bachelor's Degree Only | 34.2% | 26.6% | 22.1% |
| Graduate Degree | 30.5% | 19.1% | 14.4% |
| Population by Gender | | | |
| 2025 Estimate Total Population | 18,136 | 163,541 | 400,321 |
| Male Population | 47.7% | 49.6% | 49.3% |
| Female Population | 52.3% | 50.4% | 50.7% |

3010 - 3020 FREEPORT BOULEVARD

DEMOGRAPHICS



POPULATION

In 2025, the population in your selected geography is 400,321. The population has changed by 11.96 percent since 2010. It is estimated that the population in your area will be 406,964 five years from now, which represents a change of 1.7 percent from the current year. The current population is 49.3 percent male and 50.7 percent female. The median age of the population in your area is 37.0, compared with the U.S. average, which is 40.0. The population density in your area is 5,091 people per square mile.



HOUSEHOLDS

There are currently 160,296 households in your selected geography. The number of households has changed by 13.41 percent since 2010. It is estimated that the number of households in your area will be 163,647 five years from now, which represents a change of 2.1 percent from the current year. The average household size in your area is 2.5 people.



INCOME

In 2025, the median household income for your selected geography is \$82,664, compared with the U.S. average, which is currently \$78,171. The median household income for your area has changed by 95.66 percent since 2010. It is estimated that the median household income in your area will be \$96,684 five years from now, which represents a change of 17.0 percent from the current year.

The current year per capita income in your area is \$43,205, compared with the U.S. average, which is \$41,680. The current year's average household income in your area is \$102,911, compared with the U.S. average, which is \$103,571.



EMPLOYMENT

In 2025, 196,733 people in your selected area were employed. The 2010 Census revealed that 64.4 of employees are in white-collar occupations in this geography, and 15.4 are in blue-collar occupations. In 2025, unemployment in this area was 6.0 percent. In 2010, the average time traveled to work was 24.00 minutes.



HOUSING

The median housing value in your area was \$497,801 in 2025, compared with the U.S. median of \$333,538. In 2010, there were 65,261.00 owner-occupied housing units and 76,082.00 renter-occupied housing units in your area.



EDUCATION

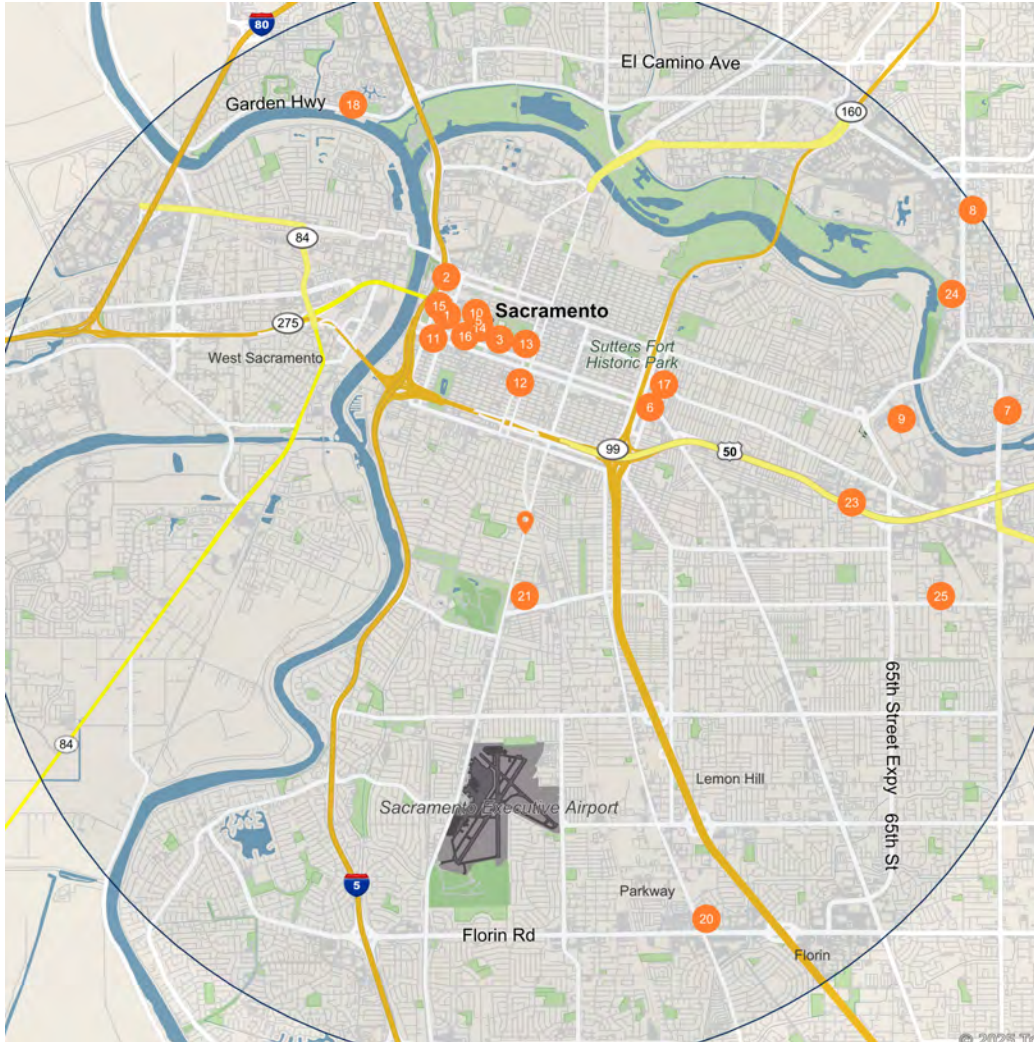
The selected area in 2025 had a lower level of educational attainment when compared with the U.S. averages. 34.7 percent of the selected area's residents had earned a graduate degree compared with the national average of only 13.7 percent, and 8.5 percent completed a bachelor's degree, compared with the national average of 21.2 percent.

The number of area residents with an associate degree was higher than the nation's at 15.3 percent vs. 8.8 percent, respectively.

The area had fewer high-school graduates, 2.6 percent vs. 26.1 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 25.9 percent in the selected area compared with the 19.6 percent in the U.S.

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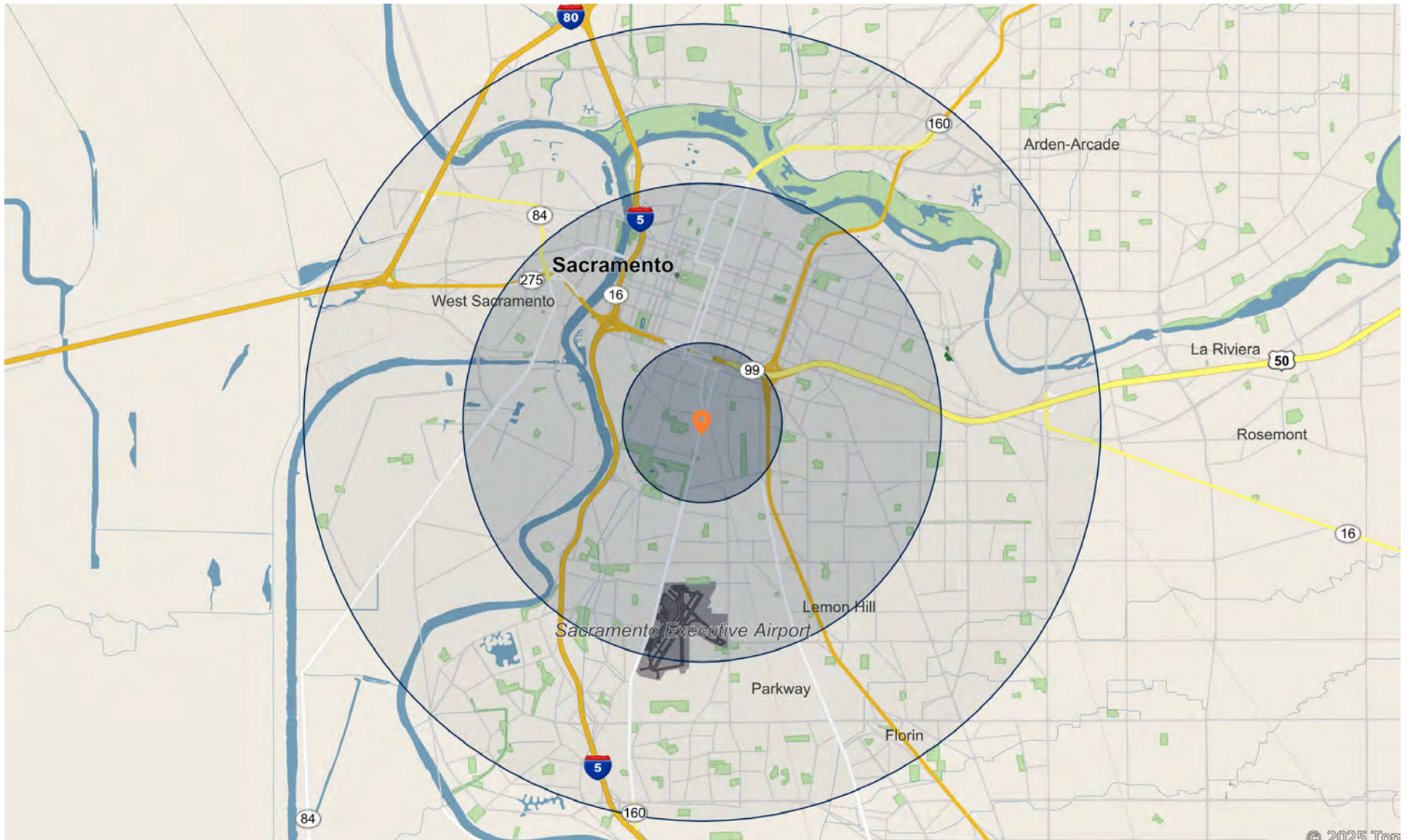
DEMOGRAPHICS



| Major Employers | | Employees |
|-----------------|---|-----------|
| 1 | California Govrnmnt Opr Agency-Department Tax and Fee ADM | 5,000 |
| 2 | Atrium Finance I LP-Holiday Inn | 4,411 |
| 3 | California Department Trnsp-Caltrans | 3,000 |
| 4 | Califrnia State Bd Equalization- | 3,000 |
| 5 | California Dept Employment Dev- | 3,000 |
| 6 | McClatchy Newspapers Inc-Sacramento Bee | 2,500 |
| 7 | Northwest Stffing Rsources Inc-Resource Staffing Group | 2,470 |
| 8 | Apexcare Inc- | 1,990 |
| 9 | University Enterprises Inc-Sacramento State Sponsored RES | 1,856 |
| 10 | California Dept Rehabilitation- | 1,800 |
| 11 | Califrnia Pub Employees Rtrment-Califrnia Gvrnmnt Oprtns Agc | 1,600 |
| 12 | Califrnia Dept Crrctons Rhlbt-Scaap | 1,500 |
| 13 | California Department Educatn-California School For The Deaf | 1,500 |
| 14 | Califrnia Dept Prks Recreation- | 1,000 |
| 15 | Controller California State- | 1,000 |
| 16 | California Dept Wtr Resources- | 1,000 |
| 17 | Unilab Corporation-Physicians Clinical Lab | 934 |
| 18 | Sutter Health-Sutter Health Sacsierra Region | 900 |
| 19 | Juvenile Justice Division Cal-Office Prevention Victim Svcs | 897 |
| 20 | Juvenile Justice Division Cal- | 897 |
| 21 | Los Rios Community College Dst-Sacramento City College | 850 |
| 22 | Juvenile Justice Division Cal- | 808 |
| 23 | Sacramento Municpl Utility Dst-Supply Change Services | 803 |
| 24 | Los Rios Community College Dst-Operatons Div Scrmnto Cy Clleg | 756 |
| 25 | Somers Building Maint Inc- | 714 |

3010 - 3020 FREEPORT BOULEVARD

DEMOGRAPHICS



3010 - 3020 FREEPORT BLVD

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